

Eighteenth Anniversary Edition. Price 10 cents.

MICHIGAN TRADESMAN

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

Volume XVIII.

GRAND RAPIDS, WEDNESDAY, SEPTEMBER 12, 1900

Number 886

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Cut Glass Lamps Fancy Goods

See what we offer before placing your mail orders

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To meet the popular demand

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Royal Tiger 10c in 8 sizes

They are

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The Largest Cigar Dealers in the Middle West

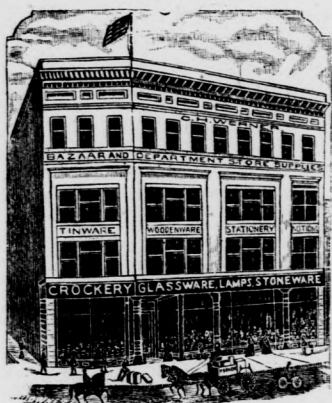
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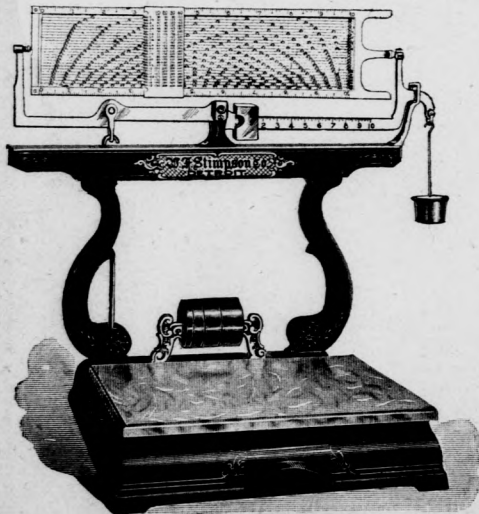
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Walsh-DeRoo Wheat Grits

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Don't Waste Your Profits

There are a great many ways to prevent this.
The sure way is to secure a

STIMPSON COMPUTING GROCERS' SCALE.

They save all overweights and prevent loss from incorrect computation. Our scales are sold on easy monthly payments. Write for information.

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MICHIGAN TRADESMAN

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GRAND RAPIDS, WEDNESDAY, SEPTEMBER 12, 1900.

Number 886

ASSOCIATE OFFICES IN ALL PRINCIPAL CITIES



References: State Bank of Michigan and Michigan Tradesman, Grand Rapids.
Collector and Commercial Lawyer and Preston National Bank, Detroit.

KOLB & SON, the oldest wholesale clothing manufacturers, Rochester, N. Y. The only house in America manufacturing all Wool Kersey Overcoats at \$5.50 for fall and winter wear, and our fall and winter line generally is perfect.

WM. CONNOR, 20 years with us, will be at Sweet's Hotel Grand Rapids, Sept. 22 to 30. 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.

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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.

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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

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Tradesman Coupons

FOLLOWING ORDERS.

The printer's maxim, "Follow your copy if it goes out of the window," is no more to the purpose than the manufacturer's, "Fill your order," with strong emphasis on the last word. The men behind the copy and the order know or ought to know what they want and anything different from exactly that is presumption. The temptation to do this is often great, but he that resists it "bringeth peace to his soul." The copy may be full of glaring blunders; it may convey anything but the intended idea; but woe to the printer who "garbles" his copy. The manufacturer receives an order. His knowledge of the goods and of the section from which the order comes tells him the order is a blunder; but a painful experience has taught him his duty and to the letter the order is filled.

The agent of a London clock manufacturing house reported home that a German company was doing a large trade in cheap clocks sent to South Africa. He secured a sample and the wisecracks of the firm soon figured out the fact that a better article could be made and sold at a lower price than that of the German house in the same market. The superintendent of the works read the order and shook his head. He knew something of the goods and the market for which they were intended; but he had learned—bitterly learned—to "fill your order" and he filled it. The clocks were made and forwarded with a wonder how the German house would express its indignation. The venture was a failure. The inferior clock of the German company kept right on making sales and enormous profits, while the superior English manufacture was looked at, examined and left.

The explanation was easy and philosophical: The superior article was ahead of the customer and the period in which he lived. There was too much refinement about it for the existing civilization into which it had come. It didn't tick! It marked accurately the passing minute and hour, but it did not, like the exultant hen, sufficiently proclaim them. Then it was that noise became an end to be worked for in the British clock manufactory; and, when the next shipload of timekeepers struck the South African market they sold. Not a second passed without a distinct declaration of the fact. Each individual timepiece ticked like a New England town clock and, made for that purpose, its hands soon marked the death hour of the German enormity, which it literally ticked out of commercial existence. The wise old superintendent nodded his wise old head when the changed order was put into his hands and he is more than ever strengthened in his belief that experience is the best schoolmaster and that an order literally filled soonest secures his services.

The lesson is not confined to clocks. Its application is as wide as the world of orders which it illustrates. It insists that the man writing the order knows what he wants and that the manufacturer is only a willing agent in his

hands, responsible for the accuracy with which the order is filled. When the time comes—and it always does come—for the ordergiver to make available every means of information he can secure, there will be fewer instances for the story of the clock to illustrate, but fact and illustration, whenever and wherever applied, will only confirm the maxims that the printer must follow his copy and the manufacturer must fill his order.

COMMERCE OF THE LAKES.

Realizing the importance of securing accurate data as to the commerce of the Great Lakes, and the public interest attaching thereto, the Bureau of Statistics of the Treasury Department made arrangements in 1899 to secure accurate data of the commerce of the lakes. A system was devised showing the receipts and shipments of every port on the lakes, covering all the principal articles of commerce, and this system has been in practical operation this season, and is proving satisfactory to all concerned.

The statistics just compiled, and which form a part of the July summary of commerce and finance, show that, during the month of July, 5,385 vessels arrived at the thirty-seven principal ports on the Great Lakes, and from the opening of navigation up to Aug. 1 the total number of arrivals was 15,941. The proportion of the water transportation interests of some of the cities on the Great Lakes is also strikingly illustrated. For instance, there entered the port of Chicago during the month of July 1,108 vessels, or an average of thirty-six vessels per day. From the opening of navigation in April to August 1, the vessel arrivals at Chicago aggregated 3,518. In the July record, Cleveland ranked next to Chicago, there having been 533 arrivals during the interim; but for the season to date, both Milwaukee and Buffalo outclass Cleveland, the total arrivals at Milwaukee being 1,599, and at Buffalo 1,355, as compared with 1,336 arrivals at Cleveland. The port of Detroit was entered by 275 vessels during July, and there were 944 arrivals at Duluth, Minn., and 439 at West Superior, Wis., her sister city at the head of the lakes.

The iron ore traffic is a branch of lake commerce in which the greatest interest is felt this year by all persons connected with the iron and steel industry. Thus far this season the total receipts of iron ore foot up 7,890,069 tons, 1,869,721 tons being received at Ashtabula, 1,422,327 tons at Cleveland, and 1,154,465 tons at South Chicago during the season; while the principal ports of shipment were Two Harbors, with 1,770,846 tons, and Duluth, with 1,690,935 tons.

These figures give a fairly accurate idea of the enormous traffic carried upon the Great Lakes, the aggregate value of which is probably greater than that of our entire foreign trade. It is to be hoped that the Treasury Department will continue to perfect its system of statistics covering lake commerce, as in no other branch of industry are American enterprise and pluck more clearly shown than in this enormous traffic in the heart of the country.

THE EIGHTEENTH YEAR.

In celebration of the beginning of the eighteenth year of successful publication, the Michigan Tradesman takes pleasure in presenting to its readers this week a 100 page paper—the largest weekly trade journal ever issued in Michigan—replete with special articles prepared by men of the greatest prominence and widest experience in the lines of business concerning which they write. The Tradesman is proud of the knowledge that a similar compilation of original articles—as to scope, accuracy and particularity—has never before been made. To have made this one, as now presented, would have been impossible save for the assistance rendered by the eminent gentlemen who have so generously contributed to the success of this edition and to whom the Tradesman gives earnest thanks—thanks which will be repeated by every reader.

The anniversary edition of the Tradesman is not for hasty perusal. It is made to be studied and will repay the student. There is more in it than figures. There is in it much of the best thought and deepest research this country can offer. It will do good, as such clear and forcible statements of fact must always do good.

It is usually customary at such times to indulge in self-congratulation and more or less invidious comparisons, but the Tradesman is disposed to permit the occasion to pass without making any extended remarks along these lines, because it realizes that its readers are always ready to accord it its proper station in the field of trade journalism and that to maintain its position and ensure its constant growth it is only essential that it continue to pursue its policy of constant endeavor to accomplish the utmost along every legitimate line; to avoid, by every possible means, the admission to its columns of that which may lead to error, and to employ none but correct business methods in exploiting its subscription and advertising departments.

Another year of successful publication places the Tradesman under added obligations to its subscribers, advertisers and employees for the loyal support they have given and the hearty manner in which they indicate their intention of continuing their part of the work of keeping up the ratio of advance so long maintained.

On account of the large number of special articles published this week, several regular departments are necessarily omitted. The Tradesman regrets this deviation from its regular custom and assures its readers that the usual equilibrium will be restored next week.

There is no place on earth where hoodlums are wanted; but there are strongly guarded places where they ought to be.

Compulsory education is awkward in a place where there are not schoolhouses enough to accommodate the people.

No man with whiskers has any right to put butter on his green corn.

THE CIGAR TRADE.

How It Has Grown From Nothing to Large Dimensions.

It has been said that what seems to be the worse curse frequently turns out to be the greatest blessing in disguise, and such is the case with the cigar industry of the United States. Half a generation ago the manufacture of cigars in this country amounted next to nothing; it could scarcely be called an industry. There were at that time no large manufacturers and nothing to encourage one to go into the manufacturing of cigars. The entire product of that period did not equal the output of one of the mammoth manufacturing institutions of this day, nor did the value of the tobacco used in cigars equal that of two or three of the cargoes that are frequently unloaded in our ports.

There are to-day in the United States a trifle over 30,000 cigar manufacturers who have paid during the past fiscal year almost \$17,000,000 for taxes into the Treasury, and this enormous industry and wonderful showing could have only been made by adopting the same tactics that were employed by our Government during the Civil War.

Prior to the breaking out of the war, the bulk of the cigars consumed in this country came from Germany and they were sold at from \$3 to \$5 per thousand ordinarily, about the same price we are now paying to the Government for taxes for each thousand—\$3.60. These cigars were mostly made in Pflizer and the price received included the cost of the tobacco, the money paid to the laborer, the boxes and the freight, and, if we stop to consider the price paid, it will not take us long to consider the quality. It is a fact that many of these cigars reached this country in a moldy condition and were even sold in such condition. There are probably a great many of us who can remember the time when a box containing 100 so called cigars was sold for 40 cents.

The most fastidious class fared, however, much better. The cigars with which they were supplied came from Cuba. The price the dealer paid for a fine article was from \$16 to \$20 per thousand, such cigars retailing for 5c or six for a quarter.

The writer of this article was recently conversing with one of Chicago's oldest retail dealers, who told him the very highest price he obtained for a box of cigars before the war was \$9 and there was but one man in the city of Chicago who would pay that price. When the Civil War broke out this Government, of necessity, levied a tax on cigars and tobacco, which at once gave this industry such an impetus that, instead of going ahead by steps, it jumped by leaps and bounds. The common cigar made in Germany with an additional tax could no longer compete with an American made article.

All over the East and in many large Western States this industry commenced to thrive, and with its growth new tobacco fields began to open up throughout New York, Pennsylvania, Ohio and Wisconsin, and with the increased production of cigar leaf tobacco the quality ever kept pace. Connecticut was the first State to pay any attention to the growing of tobacco prior to the war, its best crops at that time being sold for about one-quarter of what they now realize.

It is a well substantiated fact that the American mechanic is the best, the American manufacturer the most ingen-

ious, the American inventor the most phenomenal, the American farmer the most resourceful, and with a combination of their energies our institutions grew larger and larger, and instead of Germany furnishing us with her cigars, we to-day send her our tobacco, and as the people of our country grew and with them its wealth, so did the people demand a better article, which our manufacturers furnished them with.

When the problem of competing with German-made cigars was disposed of for once and forever, the ingenious manufacturer in this country began to turn his attention to a higher grade article which came to us from Cuba, whose factories had enjoyed a world-wide reputation for years, and while it took time and much studied effort, we eventually saw the day when it can be truthfully said that we are manufacturing in this country a cigar equal to the very finest imported article.

the tobacco that is raised in this country, a portion being unsuitable for our purposes and our cheaper grades being frequently exported, and instead of Germany supplying us with cigars we are shipping large quantities of tobacco to that country.

The great selling cigars of this country are the 5c and 10c cigars, and very often the wrapper on the 5c cigar is of Sumatra, and in order to make the finest cigars we have to use considerable Havana. We are, therefore, obliged to look to the islands of Cuba and Sumatra for a large portion of our supplies.

As I said before in this article, our showing could not have been accomplished without the ample aid of the tobacco growers, and I consider they made fully as much progress, if not more than the manufacturer, for the growers of tobacco in the tropical countries of Cuba, Puerto Rico, Mexico and Borneo know nothing of the frost and

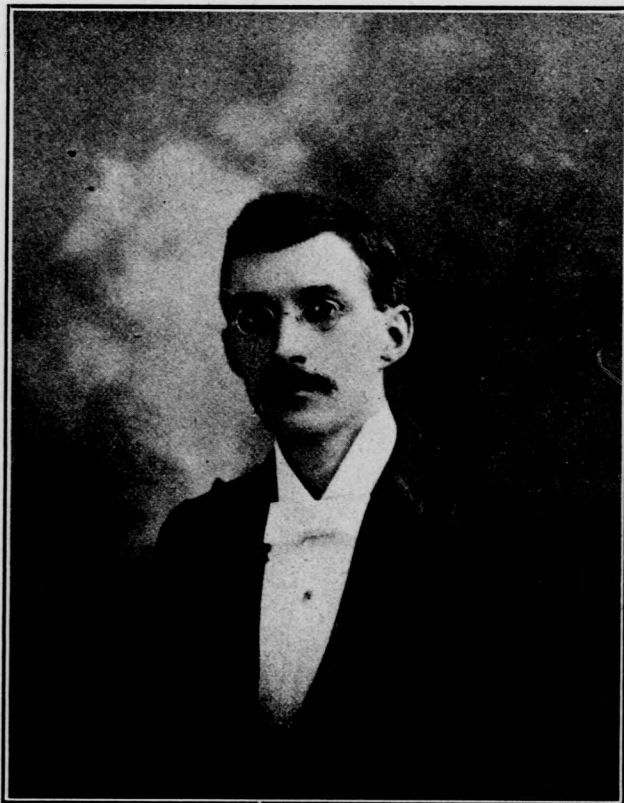
and notwithstanding its very low rate of duty, it is not a factor in any of the establishments that I know of, and I only hope that the time will come that it will produce an article equal to that we are receiving from Cuba, which although in the same latitude seems to produce a much superior article, which is undoubtedly due to peculiar climatic conditions and the long number of years the island has been cultivated for this purpose.

Attempts have been made in former years to import a little tobacco from the Philippines, but this tobacco, judging by some of the cigars, will not meet with public favor and please the American smoker, who is the most fastidious in the world. I am fully satisfied that the American judge obtains to-day more for a nickel or a dime, obtains a better, a purer grade for the money, than can be made in any other country, and more especially so when the workmanship are considered and the price paid for the work and the conditions under which the cigar is made.

It does not require much study to show that the cigar manufacturing industry of this country has kept pace with its ever-growing population and has progressed equally as much as our Nation's largest and most important industrial institutions, which are the marvel of the entire world to-day. I am sure if fifty years ago a salesman would have said, "I sold 1,000,000 cigars to-day," he would have been considered a subject fit for an insane asylum, but as such contracts are frequent occurrences to-day in our progressive country, I trust that some of us who read this article will live to see a time when in the columns of some familiar newspaper one reads that some enterprising cigar salesman has sold 1,000,000,000 cigars.

G. J. Johnson.

The United States has taken Cuba, but we have taken Havana to make the Exemplar 5c cigar.



With a more favorable tariff on tobacco, greater results possibly could be shown. I look forward to a time when we will be the world's largest suppliers of cigars, as we are now of cigarettes. Nor could this magnificent showing have been made or been accomplished by the manufacturer unless amply aided by the tobacco growers who, have kept progress with us. Florida, which was one of the early states to raise tobacco, and for a great many years the industry in that State remained dormant, has now commenced again to cultivate it. Georgia raises tobacco. Tobacco raised in Texas is largely experimental. Tobacco is raised likewise in California on a small scale, also in Iowa and Illinois, and the wild prairie lands of half a generation ago are to-day producing a superior article to that used by the manufacturers of that period.

It is possibly unfortunate that American manufacturers can not consume all

weather the American manufacturer in our temperate latitude must experience, and notwithstanding the things our tiller of the soil had to contend with and that the growing of tobacco is still in its infant state, our tillers of the soil are learning how to protect their plants from the unfriendly frost and cold climate. With all these obstacles to contend with, our country is to-day producing the world's best binder tobacco, and there are many judges of tobacco who consider some of the Connecticut tobacco equal in every respect and every sense of the word to the finest wrapper tobacco produced in Cuba, and frequently the cigars made from our American fillers excel in quality much of that tobacco which has been sent us from the island so near our shore.

It seems too bad that our friendly sister state, Puerto Rico, can not send us a grade of tobacco that meets with more favor in our better establishments

For No. 1 Fresh Eggs

Will pay 15 cents delivered Chicago, new cases included, 1/2c less cases returned, no commission nor cartage.

Dittmann & Schwingbeck,

204 W. Randolph St., CHICAGO.

They Are Surely Winners



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



VENICE
SUGAR AND CREAM PER PR \$3.00

PITKIN & BROOKS

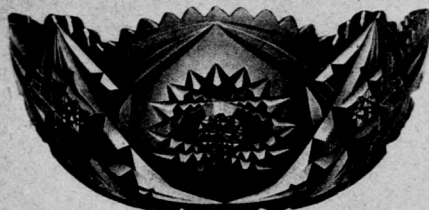
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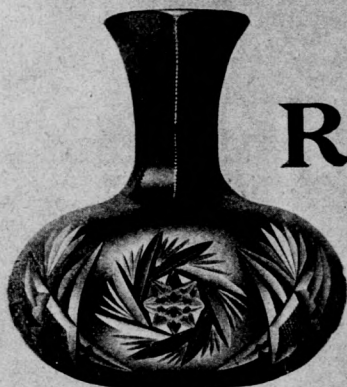
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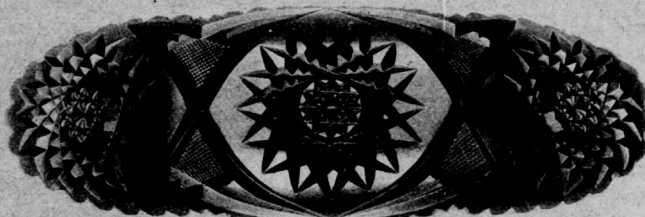


ROCKFORD
BOWL 8 IN. EACH \$3.50

RICH CUT GLASS



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CARAFE EACH \$2.50



PEORIA
CELERY TRAY 12 IN. \$3.65 EA.

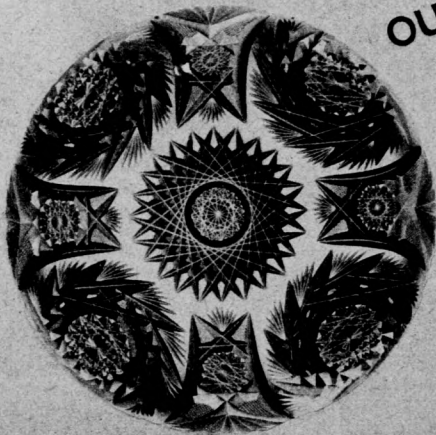


GLADYS
COLOGNE 6oz. EA. \$2.75
10oz. EA. 4.00

A FEW BARGAINS FROM
OUR NEW CATALOGUE JUST OUT.

Write for it

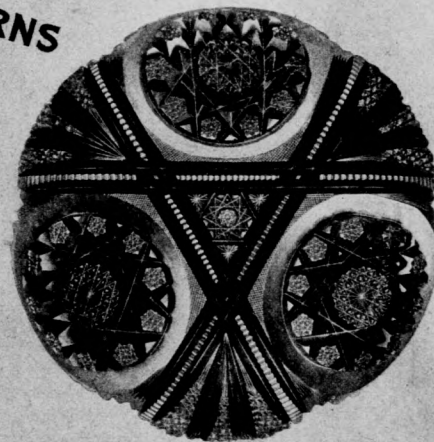
OUR NEW NOVELTY PATTERNS



FLORENCE
NAPPY 8 IN. EACH \$6.25



NAPLES
NAPPY 8 IN. EACH \$4.25



GLORIA
NAPPY 8 IN. EACH \$9.00

FULL OF BARGAINS IN LOW PRICED AND HIGH PRICED GOODS.
THE MOST COMPLETE LINE IN PATTERNS AND PRICES IN THE MARKET.

Around the State

Movements of Merchants.

Detroit—John H. Gamble, grocer and meat dealer, has removed to Brighton.

Durand—M. Cleveland Terry has sold his clothing stock to Freeman & Parris.

Lawton—D. C. Van Riper has purchased the drug stock of I. E. Hamilton.

Big Rapids—Tenny & Zeller have purchased the grocery stock of Smith & Doe.

Shepherd—Horton E. Pratt, baker and confectioner, has sold out to F. E. Hafer.

Flint—Watson C. Pierce, grocer and meat dealer, has sold out to J. J. Alexander.

Durand—Fred Nesbit has purchased the drug and jewelry stock of Allan H. Taggart.

Kalamazoo—Jacob Donker continues the meat business of Donker & Co. in his own name.

Bay City—Jos. Grace will continue the grocery business of R. Grace & Son in his own name.

Armada—S. B. Anderson has purchased the hardware and paint stock of Edward A. Hulett.

Lawton—J. E. Kinney & Son succeed J. E. Holliday in the bakery and confectionery business.

Burr Oak—Van Husan Bros. succeed Wm. Walker in the grocery, confectionery and fruit business.

Three Rivers—J. M. Paul has engaged in the clothing and furnishing goods business at this place.

Rogers—Frank C. Platz, general dealer, has formed a new company under the style of F. F. Platz & Co.

Caro—E. A. Gardner has purchased a half interest in the coal, lime and cement business of VanTine & Co.

Elsie—Miss Gertrude Searles, of Ovid, has purchased a half interest in the millinery stock of Finch & Chase.

Freeland—Delos H. Howd, who was engaged in the mercantile, furniture and elevator business at this place, is dead.

Alma—J. F. Ray has leased the store building vacated by Isaac Woodfin and will engage in the feed and provision business.

Eaton Rapids—Phy C. Bailey has sold his meat market to Mason, who will continue the business at the same location.

Union City—The grocery store of C. J. Brunskill has been closed by creditors. Will Hubbard has been placed in charge.

Hancock—Arthur T. Ellsworth, manager of the City drug store, will shortly engage in the drug business in the Kaith block.

Battle Creek—Bliss & Co., grocers at 6 Upton avenue, have dissolved partnership. The business will be continued by L. D. Hobbs.

Casnovia—Leon J. Sunderlin, of the mercantile firm of F. A. Sunderlin & Bro., has gone to Colorado Springs for the benefit of his health.

North Branch—Ellen (Mrs. Isaac A.) Blackburn, engaged in the furniture and undertaking business at this place, has sold out to A. B. Weston.

Flint—Otto Sachse, who has of late been in the employ of E. Trump, has bought a half interest in the boot and shoe stock of Foote & Wolverton.

Detroit—W. H. Bell, formerly engaged in the department store business at Owosso, has opened a furniture and house furnishing goods store at 264 Michigan avenue.

Owosso—F. W. Pearce, manager of the Owosso Hardware Co., has sold his hardware stock at Oakley to Wm. Eagan, of this city, who has taken possession of same.

Manistee—James Hansen, formerly of the firm of Jacobson & Hansen, has purchased the grocery stock of T. E. Andresen, at 257 Fifth avenue, and will add a more complete stock.

Eaton Rapids—J. E. Crane has sold his interest in the agricultural implement firm of Crane & Stuart to his partner, Myron Stuart, who will continue the business at the old stand.

Posen—The new store building of Frank C. Platz and Joseph Smith is now about completed and the owners will remove their stock of general merchandise therein in a week or two.

Mattawan—Lyman C. Fitch, who has been identified with the business interests of this place for the past forty years and for some time past has been in the employ of W. C. Mosier, died Aug. 10, aged 63.

Nashville—S. J. Truman has gone to Kansas City to take the position of auditor of the Leidigh & Havens Lumber Co. His clothing business here will be continued under the management of G. A. Truman and S. E. Cook.

Jackson—The firm of Hanton & Toole, grocers at 1197 East Main street, has placed its affairs in the hands of a receiver. The difficulty came through a disagreement of partners, and T. J. Birney was appointed receiver until matters are adjusted.

Benton Harbor—The Geo. B. Warren dry goods, cloak and millinery stock has been sold by Trustee O. B. Hipp to C. A. Wilcox, of Charlotte, the consideration being \$3,600. Geo. B. Warren will act as local manager of the business.

Eaton Rapids—Kositchek Bros., dry goods dealers at this place, have removed their stock to their new store building at Lansing. W. B. Garrison has leased the Kositchek store building and will take possession with his bazaar stock October 1.

Caro—W. H. Merner has leased a portion of the Chapin block and will remove the Central market as soon as the store can be refitted. W. C. Luce has leased the building occupied by Mr. Merner and will open a drug store therein on Oct. 1.

Hillsdale—Boyle & Brown have shipped their dry goods stock to Elkhart, Ind., where they will engage in business. The store building vacated by them is being refitted by Ford Norris, of Camden, who will shortly open a dry goods store therein.

Homer—A Homer firm placed circulars on the mail boxes along the rural mail delivery route out of Tekonsha, and the matter was reported to the mail authorities. The offending firm got off easy by paying postage on all the circulars thus distributed, but were warned that such a thing happening again would make them liable to a heavy fine and perhaps imprisonment.

Lansing—George M. Dayton, of this city, a former prosperous business man, who has been in constant litigation with Jacob Stahl, a prominent hardware dealer for several years, renewed the fight to-day by instituting a suit for \$15,000 damages for personal injuries. Dayton claimed that on the occasion of a visit to the store of Stahl on a matter of business the latter assaulted him and inflicted severe bodily injuries, from which he will never recover.

Manufacturing Matters.

Laingsburg—Whitney & Chaplain have engaged in the manufacture of cigars.

Kerby—The Elgin Butter Co., of Elgin, Ill., has begun the erection of a building which will be used as a butter factory.

Homer—F. E. Strong & Brother have purchased the rights of the Electric Oil Stove Co. in the farmer's corrugated feed cooker, and will engage in its manufacture.

Menominee—James F. Pelnar has engaged in the manufacturing business and is now putting up catsups, spices, mustards and other bottled and canned goods, occupying one of the Crozer stores.

Hillsdale—The Michigan Rubber Co. has been organized with a capital stock of \$12,500 to undertake the manufacture of rubber sundries. The members of the corporation are J. D. Chappell, J. S. Parker, J. B. Chadwick, D. W. Gunn, of Hillsdale, and E. W. Covell and J. S. Parker, of Elmira, N. Y.

Battle Creek—Plans are nearly completed for the erection of a new building at the corner of Aldrich and Lincoln streets by the Sanitas Nut Food Co.

Saginaw—The Lufkin Rule Co. has begun the erection of a third story over the east wing of its factory building, 35x90 feet in dimensions, and a dynamo, etching and woodworking annex, two stories high, 40x42 feet, in the rear of the present building.

Benton Harbor—E. Upton and F. Lampher have leased a store building and are equipping same with a line of machinery for all kinds of machine work. Mr. Upton was formerly connected with the Upton Threshing Machine Works, of Battle Creek, also with the Nichols & Shepard Co., and later foreman of the Truscott Boat Works, of St. Joseph. The new plant will be known as the Benton Harbor Machine Works.

Saginaw—The Saginaw Lumber & Salt Co. has 110 acres of sugar beets growing on its farm below Crow Island and the yield will be large. Last year this company had sixty acres, which averaged seventeen tons to the acre and on some portions of the field the yield was twenty-four tons to the acre. If the crop this year is the success which present indications warrant, the company proposes next year to plant 400 acres. The crop this year has been contracted equally between the Alma and Bay City sugar factories. The Saginaw Lumber & Salt Co.'s farm also contains a large acreage of cabbage and the yield is estimated at 1,000 tons. The company has commenced delivering cabbage on contract to the Heinz pickle factory. The season has been very favorable for cabbage and the crop in the vicinity of Saginaw will amount to thousands of tons.

Another Irishism.

Judge—So the prisoner hit you on the head with a brick, did he?

McGinty—Yes, yer Honor.

Judge—But it seems he didn't quite kill you, anyway?

McGinty—No, bad 'cess to him; but it's wishin' he had Oi do be.

Judge—Why do you wish that?

McGinty—Begorry, thin Oi would have seen the scoundrel hanged for murder!

Won't Notice the Change.

Dobbs—Old Bargains is dead.

Bobbs—Oh, yes; he is the man who used to have so many fire sales.

Dobbs—That's so. Well, maybe he'll not notice the change.

Contributors to the Anniversary Edition.

In addition to the regular editorial staff of the Tradesman, thirty-eight special articles on subjects of interest to the Tradesman's readers appear in this week's anniversary issue, prepared by gentlemen who are everywhere recognized as experts in their respective lines, as follows:

G. J. Johnson, President G. J. Johnson Cigar Co., Grand Rapids.

James L. Lee, Strong, Lee & Co., Detroit.

Wm. C. Phipps, President Phipps, Penoyer & Co., Saginaw.

James L. Hamilton, Secretary Alabastine Co., Grand Rapids.

H. J. Hollister, Cashier Old National Bank, Grand Rapids.

W. C. Edgar, Editor Northwestern Miller, Minneapolis, Minn.

E. G. Studley, President Grand Rapids Felt Boot Co., Grand Rapids.

Capt. Chester Harding, U. S. Engineer, Grand Rapids.

Frank Hamilton, Ex-Mayor Traverse City.

Edward Taggart, Taggart & Denison, Grand Rapids.

D. C. Delamater, Freeman, Delamater & Co., Detroit.

M. R. Carrier, Northrop, Robertson & Carrier, Lansing.

H. N. Randall, Tekonsha.

Otto Carmichael, Washington, D. C.

A. S. Ainsworth, S. P. Bennett Fuel & Ice Co., Grand Rapids.

H. D. C. VanAsmus, Secretary Board of Trade, Grand Rapids.

Wilder D. Stevens, Foster, Stevens & Co., Grand Rapids.

Chas. W. Garfield, President Grand Rapids Savings Bank, Grand Rapids.

Geo. W. McGlaughlin, Fleischmann & Co., Cincinnati.

W. N. Ferris, Principal Ferris Institute, Big Rapids.

W. C. Winchester, Treasurer Foster-Winchester Lumber Co., Grand Rapids.

J. W. Milliken, Ex-Senator, Traverse City.

L. P. Cody, President Grand Rapids Electric Co., Grand Rapids.

Frank N. Barrett, Editor American Grocer, New York.

Wm. H. White, Wm. H. White & Co., Boyne City.

Chas. M. Heald, President Pere Marquette Railway, Detroit.

E. J. Schreiber, President Michigan Knights of the Grip, Bay City.

Paul Doty, Manager Grand Rapids Gas Light Co., Grand Rapids.

O. P. DeWitt, St. Johns.

A. M. Nichols, agent Barry Steamboat Line, Muskegon.

Geo. Clapperton, Wylie & Clapperton, Grand Rapids.

Albert Baxter, Muskegon.

E. B. Hibbard, Grand Rapids.

C. J. DeRoo, Secretary Walsh-DeRoo Milling Co., Holland.

W. D. Ballou, President Ballou Basket Co., Belding.

H. B. Fairchild, Manager Hazeltine & Perkins Drug Co., Grand Rapids.

Wm. Reid, Detroit.

S. J. Hufford, Grand Rapids.

Twelve Out of Twenty-Seven.

Saginaw, Sept. 5—At the recent examination session of the Michigan Board of Pharmacy, held at Sault Ste. Marie, Aug. 28 and 29, there were twenty-seven applicants present for examination—twenty-two for registered pharmacist certificates and five for assistant papers. Eight applicants received registered pharmacist papers and four assistant papers, as follows:

Registered Pharmacists—Matthew Becker, Winneconne, Wis.; A. B. Flagg, Pentwater; H. E. Fox, Gaylord; A. H. Miller, Sault Ste. Marie; M. J. Pardee, Clinton; J. J. Ronan, Saginaw; John Vaughan, Central Lake; Floyd Wren, Owosso.

Assistant Pharmacists—F. C. Adamski, Manistee; James Brace, Newaygo; V. A. Lundgren, Menominee; Lee L. Martin, Wolverine.

H. Heim, Sec'y.

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

Grand Rapids Gossip

The Grocery Market.

Sugars—The raw sugar market is very strong and prices have advanced $\frac{1}{8}$ c, making 96 deg. test centrifugals now 5c, the highest point they have reached for some time past. The demand is very good, but supplies are limited and only a few sales are made. The refined market is firm and, in view of the advance in raws and the heavy demand for refined, a further advance is expected in a day or two.

Canned Goods—The canned goods market is in good condition, almost everything in the line having an advancing tendency in price. The tomato market is very firm, both in spots and futures, and new goods are attracting a little more attention. Advices from Baltimore state that not over 50 per cent. of the quantity of tomatoes usually packed up to this date has yet been made. In view of this comparatively light pack and the very large increase in the consumption of this article during the past year, it is very probable that higher values will be realized sooner than was anticipated. The general outlook is very strong and some of the Baltimore packers have withdrawn from the market. The packing of corn will begin in Maine in about two weeks, which is a little later than usual, as the season is somewhat backward. Up to within the last week or so it looked as if we should have a reasonably large pack of corn, but now everything points to a great shortage in the pack this season. The prolonged drought prevented the proper development of the crop and, in consequence, the yield, taken as a whole throughout the country, can not be estimated at over half a crop. There is absolutely no spot stock. The marked feature of the market is the continued call for corn, and even if the pack was much larger than is now anticipated, all would be taken. Lima beans are very strong and Baltimore packers are now asking from 10@15c per dozen more than they were a few weeks ago, and the prospects are for a still further advance. Baltimore peaches have been advanced 5@10c per dozen, with the market very firm at the advance. The advance is due to the short supply of good raw material and its increased cost. At the former prices some of the packers write that they were losing money. New pack Red Alaska gains strength daily, the Alaska Packers' Association having sold out its entire pack several days ago, and some of those who failed to cover their full wants are anxiously looking about for supplies. The market is considerably strengthened by this fact and also by the heavy buying of spot stock for export to England. An advance is expected any day on the new pack, outside packers, as well as the Association, having, it is believed, sold very nearly their total supplies. Spot stocks are so light as to have but little influence on the market and what little there is on spot is held at extreme prices. The situation on salmon is a most remarkable one and future dealings will not be a question of prices, but of getting salmon at all. The estimated shortage on the Pacific coast is put at between 600,000 and 800,000 cases.

Dried Fruits—The prices just named by the California Cured Fruit Association on the 1900 crop of prunes are generally regarded by the grocery trade as far too high and considerable dissatis-

faction is expressed with the existing condition of things. Some believe that the Association will be forced to drop prices in order to sell the crop, but others take the view that, with the market practically bare of prunes—entirely so of small sizes—the demand is bound to be large enough to make the Association's position a strong one. As a result of the high prices named by the Association, prices on 40-50s spot prunes advanced $\frac{1}{8}$ c, and are held very firmly at that quotation. As the present spot market after the $\frac{1}{8}$ c advance is still somewhat lower than the price of the new crop delivered here, the chances are good that the spot supply, which is light, will be cleaned up in short order, particularly as the new crop is very short of large sizes. The raisin situation is decidedly strong, both on spot and futures, and it is expected that prices on the new crop will open up from $\frac{1}{4}$ @1c higher than last year's opening figures. The demand is very good for cheap spot raisins, stocks of which are light and rapidly being reduced. Apricots are firm and quite active. Prices are slightly higher than a week ago and a number of sales have been made at the advance. Peaches, however, are not so active and prices show a decline of $\frac{1}{4}$ c. The general situation on currants is very strong and prices have advanced 1c per pound. There seems every probability that the market, supported, as it is, by higher prices in Greece, will advance considerably further. There is an increasing enquiry for dates from all sides and an advance is probable soon.

Rice—Trade in rice is improving somewhat, particularly in foreign grades, Japans being most in demand. Spot stocks of all grades of rice continue small and holders remain firm. Crop and weather news in the main are satisfactory, and estimates from the Southwest point to a record breaker in Louisiana and Texas. Cables from abroad are not so favorable and state that the supply of moisture is deficient, the crops are withering and destruction is feared.

Tea—Trade in tea is dull and prices have declined $\frac{1}{8}$ c on several grades. Buying seems to be of a hand-to-mouth character and prospects point to general dullness for some time, as the trade is well supplied to meet the consuming demand.

Molasses and Syrups—The volume of business done in New Orleans molasses was small, buyers showing little disposition to buy, preferring to await cooler weather. Prices are firmly held. Spot stocks are light, and as the country is carrying light supplies a general renewal in demand is looked for soon. It is generally believed that with present favorable weather for cane crops there will be a large molasses crop. The corn syrup market is somewhat weaker and has dropped 1c per gallon and 6c per case.

Nuts—Nuts of all kinds are very firm and tend to higher prices. Prices on new California almonds have been named during the past week and although considered rather high by some a number of sales have been made at the opening prices. The general condition of the almond market, however, is strong and with light crops abroad it seems reasonably certain that the visible supply of California almonds will be taken by the trade before very long. The spot market on almonds is very strong, several varieties of foreign nuts being higher and others tending strong-

ly to advance. Terragonas are now very firm, late cables reporting the crop damaged by rains and quoting higher prices on new goods. Brazil nuts are extremely strong and very active. The prices on Marbots and Grenobles are 1@2c higher this year than last, yet buyers are ordering liberally. Sicily filberts continue very strong and active. Reports from Texas indicate that the prospects for a pecan crop are the best in years. The trees are loaded with nuts and the yield will beat all previous records. The promising prospects for an unusually large crop are affecting prices of old stocks. The peanut market is strong and prices have advanced $\frac{1}{8}$ c.

The Produce Market.

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

Bananas—Have a weaker tendency, but there is no positive change in prices as yet. The demand has decreased and business is quite dull. The quality of many of the recent arrivals has been quite unsatisfactory, which has had some influence on the market.

Beans—The new crop is beginning to come in and is taken on the basis of \$1.25 per bu. for hand picked. The pickings range from 5 to 8 lbs. to the bu.

Beets—40c per bu.

Butter—The butter situation is much weaker than last week. Those who have stocks of butter on hand at contract prices are very loud in their talk that the situation is all right and resent any insinuations to the contrary. Dealers who are entirely free think the situation looks dubious. Prices have eased off a little both in Chicago and in New York. Prospects are for an increased make. The choicest grades are scarcer than last week. They are mainly looked for by jobbers and retailers to go into consumption, and these do not get enough to supply their trade. The speculative trade is chiefly in the cheaper grades. There is a fair demand for factory creamery on the basis of 21 @22c. Packing stock is taken freely at 14c. Cold storage dairy is in demand at 18c.

Cabbage—\$1 per bbl. of about 3 doz.

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 red.

Cucumbers—50c per bu. for large. Pickling stock commands 15@20c per 100.

Egg Plant—\$1 per doz.

Grapes—Wardens 10c, Niagaras 10c and Delawares 12c—all for 4 lb. basket.

Green Corn—7c per doz.

Green Stuff—Lettuce, 60c per bu. for head and 40c per bu. for leaf. Parsley, 20c per doz. 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 not so strong as it was a week ago.

Lemons—There has been a gradual reduction in the lemon market, amounting to 5@10c per box; 300s are still in great demand, but are scarce, and 360s have to be taken instead. Owing to the approach of the fall season, the consumption is somewhat reduced and the outlook does not promise very great activity.

Mint—30c per doz. bunches.

Musk Melons—50c per doz. for nutmeg and 60c per doz. for Osage and Cantaloupe.

Oranges—California oranges are steady at previous range, but sales are small, being limited to consumptive requirements. Buyers are not taking anything beyond their immediate wants. Jamaica oranges are fairly active, but the bulk of present holdings are small, green and generally unsatisfactory. Prices are low, rarely above \$5, although occasionally a small lot goes higher.

Peaches—Late Crawfords command

\$1@1.25. Crosbys fetch 75@90c. Albertas meet with steady demand at \$1.25. Golds fetch 75c@\$. Chilis are poor quality and slow sale at 50c.

Pears—Bartletts command \$1@1.25. Clapp's Favorite and Sugar fetch 75c@\$. Peppers—Green, 50c per bu.

Plums—Lombards fetch \$1.25 per bu. Blue varieties and Green Gages command \$1.50@1.90.

Potatoes—30@35c per bu.

Poultry—The consumptive demand is so heavy that receipts are inadequate to meet local requirements. Dealers pay as follows for live: Broilers weighing $\frac{1}{4}$ to 2 lbs. command 6c per lb. Squabs are slow sale at \$1.20 per doz. Pigeons, 50c. Fowls, 7@8c. White ducks, 7c for spring. Turkeys, 9c for hens and 8c for gobblers. For dressed poultry: Chickens command 11c. Fowls fetch 10c. Spring ducks are taken at 8c. Turkeys are in fair demand at 11c for hens and 9c for gobblers.

Summer Squash—50c per bu.

Tomatoes—45@50c per bu. The crop is large and the quality is fine.

Turnips—40c per bu.

Watermelons—10@12c for home grown, according to size and quality.

Wax Beans—Fancy stock fetches 55@65c per bu.

Moseley Bros. have started a new town on the Pere Marquette Railway, eight miles north of Lowell and seven miles south of Belding. The firm owns the trackage there for 600 feet and will shortly begin the erection of a brick warehouse, 30x50 feet in dimensions. A depot building has been erected and all trains will stop at the new town of Moseley.

The Thompson & Bonnell Lumber Co. has purchased of T. J. Christian, of Evansville, Ind.—who formerly did business under the style of the Hoosier Lumber Co.—his new band mill, including logs and standing timber in Southern Indiana and Northern Kentucky. The plant will be operated to its fullest capacity.

The rubber factory of the Grand Rapids Felt Boot Co. will be started next Monday morning and will run through the season on men's boots and shoes. It is the expectation that another season a full line of goods will be manufactured, including ladies', misses' and children's rubber shoes.

Rindge, Kalmbach, Logie & Co. began manufacturing shoes in 1866, instead of 1874, as stated in their advertisement on page 57 of this week's issue.

Peter Vollpert, a pioneer hide buyer, died at his home at 527 Hamilton street Sunday. The funeral will be held from St. Mary's church on Thursday.

C. F. Marsh & Co. have engaged in the grocery business at Mt. Pleasant. The Lemon & Wheeler Company furnished the stock.

John D. Butcher has purchased the Noble & Crowl grocery stock at 354 West Bridge street.

They do not take the cake, but it takes Havana to make the Exemplar 5c cigar.

China knows now what is meant by the open door.



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.

Woman's World

Duty of Speech as Well as Duty of Silence.

It has always seemed to me that one of the virtues that we laud out of all proportion to its deserts is silence. This is particularly true as it applies to women. Woman's tongue has ever been the theme with which the preacher and the moralist have pointed a moral and adorned a tale. Wits and would-be wits have satirized her love of talk and her proneness to gossip until one would think, if he believed her critics, that the most potent charm a woman could possess would be speechlessness. "Your children all dumb?" enquires the vagabond, Rip Van Winkle, of the dwarf in the mountains, "and all boys? My, my what a pity! What wives they would make!"

Of course, we all admit that there are times when we talk too much; occasions when we are indiscreet and tell things we didn't intend to tell and that we ought not to have mentioned, and when we say things far better left unsaid, but even so, it is doubtful if even then the preponderance of merit is so largely on the side of silence as we have been led to believe. There are times when the most reckless talker alive can not do so much harm or wound more cruelly than the man who merely holds his peace. "Speech is silver," says the old proverb, "silence is gold," but silence is not always gold. Sometimes it is lead that crushes everything and everybody.

As a matter of fact, perhaps, after all, silence is one of the virtues that we honor more in the breach than the observance. Theoretically it is a quality that commands our highest admiration. We even go so far as to attribute wisdom, on no other ground and without other evidence, to the person who can hold his tongue, but in every-day practical life silence is one of the things a little of which goes a long way. Who, for instance, yearns for the companionship of the habitually silent man or woman—the individual who sits up in every company as unresponsive as the death's head at the feast, the one out of whom every remark must be cork-screwed with an effort that is actual physical labor, the one who forces you to ask questions until you feel like the grand inquisitor, and who, after half an hour's conversation, leaves you limp and exhausted and wondering if breaking rock on the street isn't a pleasant and light occupation compared to talking to such a person? Don't tell us that such a one is "deep," or "profound," or "serious." We have dipped down into the well of his experiences and thought and know there's nothing there but that awful silence.

Women are always accused of over-garrulity. If knowing how to talk, and being willing to do it is a vice, then we love them for their faults, but men have plenty of sins, in the way of silence, to answer for in society. The average man expects all women to entertain him. In his opinion that is what they are here for, and he considers that when he shows up at a party or takes a girl to the play he has done his part. He has pushed the button and she must do the rest. Just watch the next couple you see out together at dinner, or between the acts at the theater—anywhere. It is always the same. The girl is doing the talking and making the effort to entertain the man, and she knows she is playing to the biggest sort of luck if he throws in a side

remark every now and then to help her along. There are plenty of men in society with whom conversation is practically a monologue on the woman's part, and if the man thinks that his awful silence is fascinating or impressive he is making the mistake of his life. The girl is doing drudgery and she knows it and she is wondering if any other kind of a bore is such a bore as the man who sits up like a knot on a log and says nothing.

If the dead silence of the mummy in society is a trial, the sullen silence with which many men punish their families is a terror. That is the whip with which many a tyrant holds the trembling wretches of his household in order. He comes home to dinner or down to breakfast with a face as grim and unsmiling as death. Something is wrong. He eats and drinks in silence, refusing even to ask for what he wants. He reads his paper with a portentous dumbness that strikes terror into his wife's bosom. Finally some one asks what is the matter? Is he ill? Has anything gone wrong? Has anyone offended him? To all queries he responds "nothing" in a tone of voice that indicates that the universe is out of gear, and arraigns everybody in the house, from the baby up and down, and convicts them of having criminally conspired against his happiness. Such a man always takes great credit for never saying anything when he is mad, but he would be less brutal if he smashed the furniture and swore a blue streak. A wife can deal with a red-hot angry man who says things and gives her a chance to talk back and explain, but with a dumb one she is utterly helpless. She can't argue with silence. She can only grit her teeth and passively endure what she knows to be an injustice and an outrage.

A certain amount of silence in a family might be a good thing and a conservator of the peace, if it went all the way around, but it is always the most one-sided thing on earth. I have known plenty of households where it would have been considered almost criminal to break the dumbness that was maintained regarding the good qualities and the charms of the different members of the family, but never a one where anybody felt called upon to maintain silence regarding each other's faults and failures. Poor, patient Mr. Benedict might come home with the chickens 364 days in the year and nothing ever be scored to his credit, but when he stays out a couple of hours late on the 365th, Maria considers herself a poor, mis-used creature, and raises Cain about it. Nobody says a word about the many good dinners dear little Mrs. Housewife spends so much anxious care and thought and work in preparing for her family, but let there be too much salt, by some mischance, in the soup, and the whole table remarks it. Little Johnny can come into the room like a little gentleman forty times without exciting the slightest comment, but let him rush in like a whirlwind once and everybody shudders and says: "For pity's sake! That child will never grow up into anything but a hoodlum." Fair play is fair play. If we are going to keep silence about people's virtues, let us also be dumb concerning their faults. It is no more than justice.

No doubt there are friendships that have been talked to death, and we have all known intimacies that were broken up by an indiscreet person repeating something told them in confidence, but

silence is equally the enemy of love. Probably there is no one who can not look back over her own life without recalling some friend estranged and lost, who might have been held by a word if that word had been spoken in time. They took offense or we took offense at some trivial thing, a fancied slight, an imagined lack of cordiality, a garbled rumor, something that we mistook or misunderstood. If either one had had the courage to come right out and ask for the truth it might have been so easily explained, but we were too proud. We took refuge in silence that is an arctic wall that freezes up all approaches to understanding and reconciliation. If, like little children, we should drop the insane theory that our dignity demands silence and should go to-day to every one towards whom we harbor resentment or have old grudges or whom we think dislikes us and frankly ask them: "What have I done to offend you? Wherein am I at fault?" or "What made you do thus and so?" be sure that nine-tenths of the grievances under which we labor could be explained away and we should sleep forgiven and forgiving to-night.

It also seems to me that there is much to be said in favor of talk just for itself, and, personally, I prefer the woman who chatters as blithely and as meaninglessly as a canary to the one who wraps herself in an awful silence, under whose baneful influence cheerfulness dies and conversation becomes a lost art, even for other people. I know that these are those who hold that all interest in your neighbors' affairs is vulgar; that any little chit-chat about what other people are doing is gossip, and so to be condemned, and that people ought not to talk unless they have something high and mighty to discuss. Heavens! Who would want to live with the roar of Niagara forever in their ears? It is the little babbling brook of which we never tire, and to my mind there is no more charming woman than she who is an adept in polite gossip—who knows how to clothe the little affairs of everyday life with interest; who sees the fun and the pathos of things and who can not go down town to buy a spool of cotton without collecting a little budget of news that she retails to her delighted audience across her dinner table. Compare that, if you please, with the woman who sits in grim silence at the foot of her board, and whose family partake of their dinner as dumbly and unresponsively as any other animals who are being fed.

Finally, there must come a time to each and every one of us when the awful silence of death shuts down between us and our best beloved. Cry aloud as we may, we can not make them hear in that far land where they have gone. God knows then whether we shall most regret the things we have said or the things we have left unsaid. The harsh and impatient word we uttered they forgave us, but all the unuttered love and tenderness they never knew. It would have been such a joy to them to know how we admired them. It would have given them courage so often when their hearts failed, if only they had known how we appreciated them. We might have made the hard road of life blossom for them with words of praise, but we never said them, and then, as we murmur passionate words of love and regret into deaf ears, we know, as we have never known before, that there is a duty of speech as well as a duty of silence.

Dorothy Dix.

Where Woman's Greatest Opportunities Lie.

One of the most significant features of the day is the fact that women are growing practical. The beau ideal of feminine attractiveness is no longer an impossible combination of an angel and a goose. Other times have brought other standards, and the woman who would be esteemed attractive and thoroughly up to date now must know her world thoroughly and be able to cope with it. All of the old traditional weaknesses dear to the heart of the satirist are dying out, and the jokemakers are having to hunt for new breaks in her armor at which to hurl their shafts of ridicule.

This change in woman's attitude towards the every-day affairs of life is noticeable on every side. Helplessness has gone out of fashion. Ignorance is passe. There was a fiction that our grandmothers never ate, or, at least, merely nibbled on humming birds' wings and nightingales' tongues. The man who undertakes to feed the modern, healthy, hungry girl on something equally ethereal is a wiser and a poorer man before he gets through paying for her dinner. The old-time woman was supposed to be incapable of handling or earning money, and to sign her checks, when she had any, "yours lovingly." The modern woman who doesn't have her own bank account and isn't familiar with common business usages argues herself a woman without an independent pocketbook.

Annual Meeting Michigan Bean Jobbers' Association.

The eighth annual meeting of the Michigan Bean Jobbers' Association is being held at Detroit this week. The convention was called to order at the Griswold House this morning and the members listened to an address of welcome by Mayor Maybury and a response by C. E. Burns, President of the Association. The afternoon and evening are to be devoted to an excursion to St. Clair Flats and a supper at the Star Island House. The programme for Thursday is as follows:

1. Reading of minutes of previous meeting and routine of business.
2. Crop reports by individual members covering their own locality.
3. Crops of 1800 and 1900 compared—E. A. Moseley, Grand Rapids.
4. Improvements in bean machinery, particularly that branch which decreases the amount of labor of pickers—Edward Isbell, Jackson.
5. Grades of the Michigan Bean Jobbers' Association. Can they be applied successfully in cases of rejection?—C. E. Burns, Detroit.
6. Buying. Shall we have uniform methods of testing accepted by all members of the Association?—W. F. Prescott, Leslie.
7. The broker—Burdick Potter, Fenton.

Maryland's Great Oyster Industry.

There are not less than 50,000 persons, or 5 per cent. of the Maryland population, engaged in fishing and handling oysters, at wages amounting to \$2,000,000 annually. The land area of Maryland available for farming and agricultural purposes is 11,124 square miles, or 7,110,000 acres, while our bay or water area is 1,920,000 acres, and of this 30 per cent., or 640,000 acres, is adapted to the growth and culture of oysters. Thus one-fifteenth of the entire area of the State of Maryland is submerged, oyster-producing land. There are only 23,520 acres of this vast area actually producing oysters.

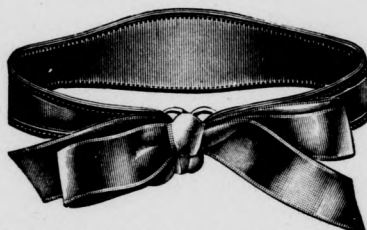
See that your S. C. W. cigars are branded with dotted type.

STONE BROS. America's Largest Popular Priced . . . JEWELERS

We show more novelties than any house East or West. Hence we are the Home of the novelty seeker and up-to-date merchant. **We do not sell at retail**, therefore we **don't** issue a catalogue, but if you will tell us your wants we will submit a selection of "money makers" and give you the privilege of returning within 5 days what you don't want at **our expense**.



Tinsel Belts are the latest.
We show them in Pulley effect or Buckle.
Gold or Silver. \$4.00 per doz.



No. 2721, Our Matchless, both sides Patent Leather, Belt a \$4.00 quality, our price \$2.25 per dozen.



No. 2094 Pompadour Comb with Rhine Stones,
the regular \$1.25 kind, our price 87 cts. per dozen, a big trade winner to retail at 10 cts.
We carry everything made in Hair Ornaments.

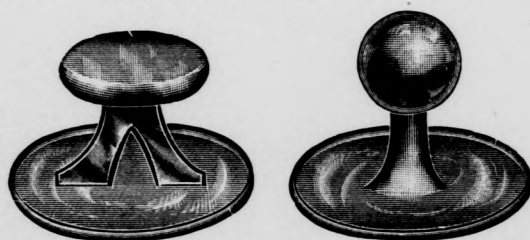
No. 1018 Brooch Pin,
one of a thousand good things reproduced from solid gold designs.
\$2.00 per dozen.



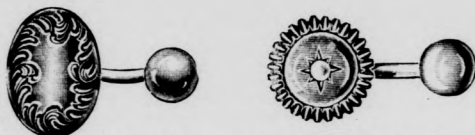
No. 1523 Brooch Pin, Derby Novelty,
Old Rose or Silver Gray, \$2.00 per dozen.



No. 2183 Latest in Crescent Brooch Pins,
\$4.00 per dozen.



Any Style Collar Button that is made
we sell at 37 cts. per dozen, and guarantee for one year wear.



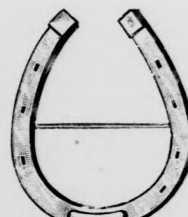
No. 312 Link Cuff Buttons, over 200 styles, 75 cts. per dozen.

STONE BROS. WARRANTED RINGS
REPRODUCED FROM
SOLID GOLD PATTERNS
EACH RING GUARANTEED TO GIVE ENTIRE SATISFACTION
OR A NEW ONE TO EVERY DISPLEASED CUSTOMER
LOOK FOR THE STAMP **STONE BROS. CHICAGO**
AND ACCEPT NO SUBSTITUTE

A FEW OF OUR 251 WARRANTED RINGS

A SELECTION FROM OUR 501 LINE
WE ARE SHOWING THESE IN FIFTY DIFFERENT PATTERNS

We give this cut, and others, to handlers of our Celebrated Rings, that retail with a handsome profit at 25 cts. and 50 cts.



No. 997
We originated the "Horseshoe Fad," hence show everything that is made in it.
These are 75 cts. per dozen.



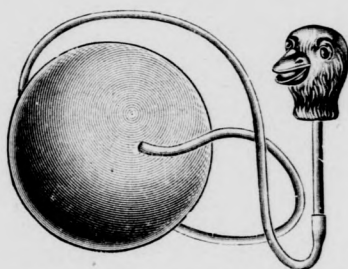
No. 5618 Chatelaine,
beautifully enameled, warranted for good wear, \$2.00 per doz.



No. 1410 Pulley Belt Rings in Gold, Silver and Black. 75 cts. per dozen pairs.



"Our Chicken." Place the head in your button-hole and the bulb in your pocket, squeeze and the noise imitates a chicken. We have them with the presidential candidates' pictures also. Any style you want. \$2.00 p. doz.



2786



2784



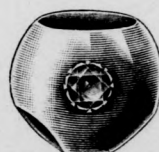
2783

McKinley and Bryan Buttons, handsomely enameled, the highest grade campaign emblem on the market. \$2.00 per dozen.

Scolding Lock Pins,
Imitation of Tortoise Shell. 40 cts. per dozen.



"Presidential Whistler,"
Shaking it makes it whistle automatically. It is indestructible. Striped red, white and blue. Very captivating for marching clubs.
75c per dozen.



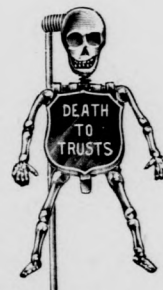
No. 2799 Scarf Ball.
Beautifully jeweled, in gold and silver. \$2.00 per dozen.



No. 2792 Scarf Ball.
Gold and silver. 75c per dozen.

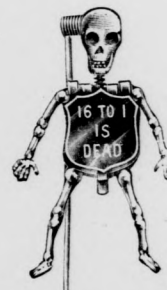


Presidential windmill
Either Candidate. The atmosphere causes it to revolve continuously.
75c per dozen.



2728.

Has Bryan's picture on the inside of the breast plate. 75c per dozen.



2728.

Has McKinley's picture on the inside of breast plate. 75c per dozen.



Made of sea shells, either candidate. Our own creation, very genteel. 75c per dozen.

Stone Bros. Makers and Importers of Popular Priced Jewelry, 199-201 Market St., Chicago.



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 12, 1900.

NOT A QUESTION OF POLITICS.

Two men, both of considerable repute but of opposite political faith, have been giving their ideas about the young man's chance to make his way in the world in these days when it is the determined purpose of the big to swallow the little. It is clearly a meeting of the extremes—the pessimist with the optimist—and the world of listeners oscillates to this or that opinion as it confirms or refutes an almost unchangeable prejudice.

The one with convincing finger points to this and that evidence of unmistakable prosperity crowding and crowning American enterprise and tracing it back to its little beginning when the proprietor, a young man with the world before him, with his shirt sleeves rolled up, and with only his two hands and the indomitable faith in himself behind them, began to accumulate little by little the prosperity ending in this—the "this" being a handsweep which encloses the colossal establishment whose business comprises the world. These things are common. Not a city exists whose leading successful men from the ground did not set up, themselves, the ladder against the wall of enterprise, up the rounds of which they have painfully and determinedly clambered to the top. What was the beginning of the furniture business centering now in Grand Rapids? Light your kerosene lantern and, like Diogenes, hunt for the man who sunk the first oil well, the beginning of the fabulous fortunes that have sprung from it. What was the beginning of the electric light and what is the early history of the power that grasped the driving wheel of the engine on land and sea, and what of the men—young men once—who saw their chance and made the most of it? You will find them, if you go back far enough, in the scant-furnished houses of the poor, and you will find, too, that that same sort of young man is alive to-day and as ready to-day as he ever has been to furnish history with another story of toils and tears and so to prove his claim to poverty's birthright, success; but hampered by the political conditions of the country.

His opponent will meet the argument without shrinking, he will reach, by invincible logic, his exultant "which was to be proved," and the discussion ends as it began and where it began. Both in arguing for the young man have forgotten him and there he is, as he has been since the foundation of the world, ready to win or lose. One or the other

destiny is to be his, and no one better than himself knows that it is not a question of politics which he is to answer. It is whether he has force enough and character enough to win his way. Times change; circumstances change; but men change with them. What does not change and never will is whether the manhood of the period is to be overcome by the opposition of that period. The world's grandest successes had to be fought for. Inch by inch the victory was won, and inch by inch new difficulties were grappled with. Obstacle and hindrance to-day are the obstacle and hindrance of yesterday and to-morrow with a different spelling; but the man, young or old, who has learned his letters in the school of hardship and toil and suffering will spell the words success puts out to him and will go up to the head of the class. He can not be kept back. The same indomitable will that made Grand Rapids the second city in the State in spite of forces fighting against it will meet, as grandly and as successfully, the same opposing power in modern methods of attack to preserve and perpetuate the city's good name and importance and influence; and the young men living here, if they are the worthy sons of their worthy parentage, will find a way to batter down the walls opposing them as their fathers did "in the old time before them." Real manhood, whatever the opposition, is not to be put down. It has come to stay. Environment is nothing; circumstance is nothing. They are both the creatures of his will; and both in time will find him at the head of their council boards.

The trust itself furnishes the best illustration. Who were the men at the head of them? "Barefoot boys with cheeks of tan," poverty-cradled and poverty-kissed and poverty-cursed, every one of them, caring no more for the accidents of birth and fortune than for the cuffs and hard knocks these gave them and which they jeeringly laughed at. A question of politics with them? It was a question of will, of force, of endurance, exactly as it is now, and the young men who stand to-day with these qualities, foot-braced, fist-clinched, facing the world, are the ones to down all opposition, spelled with six letters or ten, and to place themselves at the head of those enterprises whose aim and purpose were evidently to keep them down.

None but Chinamen would think of using hens to hatch fish. According to the science column of a German weekly paper, the hens of China lead busy lives. When not engaged in hatching out a brood of their own kind, they are put to the additional and novel task of hatching fish eggs. Chinese cheap labor collects the spawn of fish from the water's edge, puts it in an empty egg shell, which is then hermetically sealed with wax and placed under the unsuspecting and conscientious hen. In a few days the egg shell is removed, and the spawn, which has been warmed into life, is emptied into a shallow pool. Here the fish that soon develop are nursed until strong enough to be turned into a lake or stream.

Tennessee wants a law that will destroy dogs and protect sheep. She will not get it. The worthless citizens own the dogs and they can outvote the honest farmers who are trying to raise sheep.

The man who lavishly sounds the praise of others will not forget himself.

HAPPY HOME COMING.

Getting back from a vacation, as everybody will admit, is the best part of it. There is joy in planning a trip, with all the world before you where to choose, and every railroad and steamship advertisement offering to transport you straight into paradise, at excursion rates, on a round-trip ticket. There is bliss in the moment when you stand on the rear platform of the Pullman and wave good-by to your friends and feel a complacent pity for all the unfortunate people who are not starting off on a vacation. There is a reasonable pleasure in seeing strange places, meeting new people and imbibing fresh ideas; but the crowning delight of it all is when the train pulls into the home station and you heave a sigh of relief and satisfaction, and say, "Thank heaven I am back again!" There is a ridiculous theory that we all yearn for change and novelty and that we spend time and money traveling in order to seek something widely different from that to which we have been accustomed. Never was a greater mistake. We want the familiar. We are slaves to the things to which habit has accustomed us, and when we travel we spend most of our time trying to find something like we are used to every day. This is so well known that there is a kind of freemasonry among people who come from the same place or country and who say to each other, "Go to so and so; it is so much like home." They never recommend a place by saying it is different, and unlike home, and when you hear a person declare, in a foreign land, that a lake or river or mountain is like the scenery at home, you know at once that they have paid it the best compliment of which they were capable. In London, when you want to rub shoulders against your fellow-countrymen, you don't hunt for them rhapsodizing in Westminster Abbey, or St. Paul's, or soaking themselves with historical association in the tower; you drop into the American shop where they sell real American soda water and find it packed with patriots reverently guzzling our national beverage and asking each other if it doesn't seem just like home. Even our boasted passion for variety in food is largely humbug. We imbibe our taste in seasoning and our religious principles in early youth, and it's just about as easy to convert us from one as from the other. We want pies like mother made them and things cooked as we are used to having them. On the whole, most of us know from experience that novelty is one of the things that is chiefly attractive in the abstract, and that we are happiest when we are jogging along in the rut with which we are perfectly familiar. A curious illustration of this has just been offered in a little incident which recently happened in New York. A good samaritan, desiring to bring some pleasure into darkened lives, took three little waifs from the most squalid part of the tenement district to a beautiful country place. Nothing in the way of a change could have been more radical, and one would have thought it must have seemed like heaven to the little gamins. Nature spread the soft velvet of her carpet for the little feet that had never known anything but the hard stones of the city. The great arch of the heavens were as blue as sapphire for little eyes that had never before seen anything but a dingy strip of blue fenced in by smoking chimney tops. The birds sang and the soft wind crooned a lullaby to little ears

used only to the shrill clang of the trolley car and the shriek of factory whistles, but none of it had charms to interest the children of the street. It was all too new and unfamiliar. It bored them. They said that the animals were "slow," that "nothing happened," and that the silence of the night terrified them. They stood it two days and then ran away, and walked all the weary way back home. There they were found sitting on the edge of the pavement, contentedly dangling their tired little feet in the gutter, with the hot wind of the street blowing on them and the noisome odors all about them, but, like other vacation wanderers, happy because they had gotten back into the old familiar surroundings.

THE WORST TRUST OF ALL.

The exclusion of "all except its members from its benefits" is the first principle of the labor union trust. Not only are they excluded from its benefits, but its whole power is extended positively to injure them. They are treated as "scabs" and the union uses every dishonest and criminal means within its power to prevent their obtaining employment. Members of the union refuse to work with them, resort to a strike if they are introduced into a business, and seek to ruin the business by deserting it at a critical moment and by inducing a boycott of it. The unions say practically to workmen: "Unless you join our trusts we will do everything possible to prevent your working at all and reduce you to starvation." They undertake to hound every workman who is not in the union, to subject him to social ostracism and to terrorize employers so that they shall not dare to employ such a workman.

Of course the union "invites all men belonging to the craft to enter it," for it seeks to build up a labor monopoly, but the penalties for refusal to accept the invitation are the unrelenting hostility of the union. They do not respect the liberty of choice of a workman, but deny to him entirely the exercise of freedom by subjecting him to duress. "You are free to come into the union," they say, "but if you stay out you do so at your peril and at the peril of any one who employs you."

It is said that many French medical men are abandoning the use of tobacco, owing largely to the government monopoly of that commodity. According to the physicians the cigars of the "Regie" (those made at the government factories) are so uniformly bad, and the tax on all other brands is so prohibitive, that the only sensible thing to do is not to smoke at all.

There are some men in Grand Rapids too stupid to successfully carry out the ordinary affairs of life who are now prepared to say just what this Government should do in her present strained relations with China. And the worst of it is that they bruit their opinions without waiting for an invitation.

It is not too much to hope that in 1910 our commerce with Alaska and the Aleutian Islands will be greater than were our export and import trade with the Orient in 1890. If this prove true, what, think you, will the figures of trade between the United States and the Orient be in that same 1910?

Men who accumulate wealth by being very close when they are young never seem to know how to loosen up when they are old.

Born Steel Ranges



Are quick sellers because their **STRONG POINTS** need only to be mentioned to be appreciated by the customer. No other range has all these features:

- Patent Removable Oven Bottoms that do not warp.
- Balanced Oven Doors with tough malleable iron frames.
- Double Steel Plate Bodies interlined with asbestos.
- Cast Back Flues that will not burn out or rust through.
- Heavy Cast Iron Tops that stand the heat and strain.
- Combination Feed Doors that swing for wood and drop for coal.
- Reversible Duplex Grates that can be used for coal or wood.
- Dampers that operate from front where they are easy to get at.
- Adjustable Flue Slides that regulate the draft for any kind of fuel.
- Cased Asbestos Flue Bottoms to retain heat and protect the floor.
- Paneled Patent Turned Closet Doors made of planished iron.
- Planished Iron End Panels that give a handsome and durable finish.
- Encased Reservoir heated by patented process—no connections.

A great variety of sizes and patterns to select from. Ovens from 15 x 21 to 36 x 26, and fire boxes for any kind of fuel.

Dealers who have the agency for this line can suit the smallest family or the largest hotel.

Catalogue "H" is yours for the asking. It illustrates the full line of Steel Ranges, also Broilers, Bake Ovens, Carving and Steam Tables, Coffee Urns, Laundry Stoves, and complete Kitchen Outfits.

Born Steel Range Co.,

Cleveland, Ohio



DRY GOODS TRADE.

Position of the Middleman Growing More Secure.

Your request for an article on the Wholesale Dry Goods Trade for the past, present and future should have been made to an older man, although my experience dates from 1877. Since then there have been many radical changes in the method of wholesaling dry goods, as competition, which is more severe from day to day, has forced changes. In 1877, 1878 and 1879 most of the jobbing houses in Detroit—and they numbered five at that time—employed house salesmen, and such a thing as a regular traveling man was an exception, although each house employed one or two general travelers and the house salesmen were expected to make trips from time to time through the State. To-day the house salesman is an exception, in that merchants visiting the market expect the department buyers to wait upon them. The road salesman in 1877 carried a few samples—not to exceed two trunks—while to-day it is very necessary for every road man to have an accurate sample of every article carried by the jobber, which necessitates six to ten trunks. This item in itself is a very extravagant one, in view of the fact that the railroad companies continue to refuse any special rates to traveling men. Traveling men making certain territories regularly should have special rates from the railroad company, and the time is not far distant when these favors will be extended, as the automobile or the electric trolley car will force it.

The Western jobber at certain seasons of the year is now sending special sample cars through the country, which appears to be an innovation, and very soon radical changes may be expected from the present method of selling goods from samples on the road. That the jobbing trade continues to be a tough proposition, there is no question.

The jobber at the present time is known, and rightly so, as the middleman; the manufacturer has not, can not and never will distribute his output directly to the retailer. Of course, there are exceptions, but he must look very largely to the jobber as a distributor. A few years ago there were those who predicted the passing away of the jobber. That this idea was wrong is shown by the fact that the jobber to-day is cutting a more important figure than ever. Never in the history of the country have the jobbers handled so many orders for goods, to say nothing of totals, as during the last two years, and there is an immense volume of trade in process to-day.

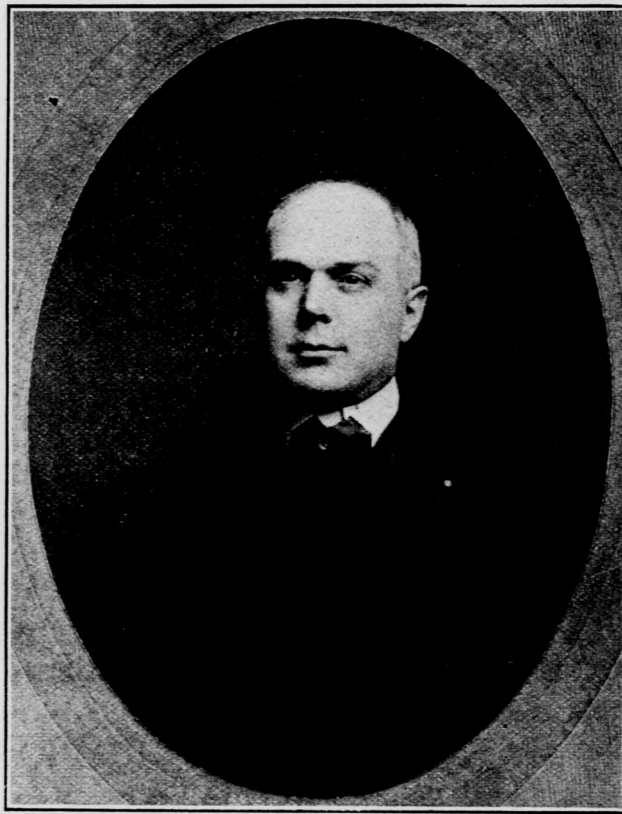
The manufacturer can not with any satisfaction handle two or three thousand accounts in every State in the Union; in fact, there is a disposition to-day on the part of the manufacturers to reduce the number of their accounts, confining their sales to only a few jobbers and looking to them for a large distribution. At one time the jobber was desirous of large accounts. Many of them to-day desire it reversed, in that the jobber is forced to cover an immense territory, and this in itself increases the number of accounts and the size of the accounts is lost sight of. This fact has been brought about on account of the recent bankruptcy law. In the days that are gone there was not much risk in what was known as a carrying account, in that the jobber could resort to the chattel mortgage law,

but to-day all creditors share and share alike. I believe that this law has worked wonders with the character and standard of retail merchants, for surely, in the writer's experience, there never have been such a high class and quality of retailers doing business as at the present time. The retail merchant who does not discount his bills is an exception, and the jobber's percentage of losses has never been so small as during the last few years. This fact is appreciated on the part of the jobber, in that competition, growing more severe each year, does not permit of the old-time profit and loss account.

Detroit, for its size and situation, probably does a larger jobbing business to the square inch than any other city in the Union outside of New York City. Unfortunately, Canada cuts off on the East, but each season the Detroit jobber is reaching out farther to the West and South with satisfactory results,

At the present time figures are presented which show a decrease in the cotton crop for this year of about three million bales; Liverpool is buying our cottons very freely and the market is stronger. On the other hand, the retailer appears to be "bearing" the market. There is no question whatever that the producing power is far in excess of the demand, and were it not for production being regulated by combines and trusts, cotton and woolen stuffs would be greatly reduced in price. This is a strong argument in favor of trusts and combines.

Detroit has four wholesale dry goods houses, and that they are up to or above the standard there is no question. No other branch of trade is better represented in our fair city, and Michigan should continue to support their honest efforts. It is not the idea of the Detroit jobber to "follow" but to "lead," and I believe that this fact is appreciated



and that the Eastern jobber is selling less and less dry goods in Michigan is an admitted fact. A few years ago the retailer felt obliged to go to New York City for the bulk of his goods; to-day he simply goes for the advertisement, and the wide-awake retailer of Michigan has already given up this idea.

The system of postal cards and circulars, quoting leading articles at a low price—usually at cost—is being gradually abandoned, in that responses have been so unsatisfactory. The Detroit jobbers' instruction to their traveling men is to meet legitimate competition, no matter what the postal card price may be, for the retailer believes that the next traveling man who calls upon him will not only meet the quoted price, but have also the same article for immediate shipment. Of course, there are exceptions to this, in that some jobbers buy the entire production; at the same time this is not often the case.

by every retailer in Michigan, Northern Ohio and Indiana. James L. Lee.

Every railway, in order to furnish a reasonable accommodation to the public, must run a great many of its passenger trains with too few passengers to pay the actual train expenses. It must make enough profit on its better patronized trains to make up for this loss and leave a margin of profit besides, else its passenger traffic can not be said to be on a satisfactory basis. Taking the United States as a whole, only a little over one-fifth of the total earnings of railways are derived from the passenger traffic. A large proportion of American railway lines are conducting their passenger traffic at a loss, while others are merely paying expenses and deriving no profit proportionate to the investment and the volume of business done. This is certainly not a satisfactory showing, and it ought not to be accepted as a permanent state of affairs.

The only way to satisfy a business kicker is to let him kick it out.

Feminine Watch Fobs.

The girl who is careful about dress accessories wears a fob chain now with her tailor-made suit. It's very much like the one her men friends wear, a trifle lighter in weight, perhaps, but if there's one to be had that formerly belonged to a masculine ancestor she's not above clasping it to the black ribbon with its gold slides and wearing it.

There's many an antique beauty hidden away in old chests where it was placed when fobs went hopelessly out of fashion that will now be resurrected and regarded as the most desirable jewel in milady's casket.

The antique affairs had seals that showed bloodstones, topaz and onyx sets, while later ones add those of amethysts, sardonyx and cornelia to the list.

The use of the fob will to some degree solve the problem, "What shall we do with our watches?" that has puzzled women in recent years. The tiny receptacle now made for the timepiece disturbs the fit of the coat not at all, and is much safer for them than was the custom of pinning them on the bodice and so exposing them to the various changes of temperature as well as to the gentlemen with thieving proclivities. To be sure, they are not particularly safe when attached only to a fob, but they can in addition be fastened to the pocket with a safety pin.

At any rate, whatever its faults, the fob is considered very smart just now, and it behooves the maid who had a grandfather to look over his possessions and see if she can not find a seal she may swing upon black watered ribbon—the latter, by the way, is again in high favor—and wear on her watch. Failing this, she must certainly buy a more modern one, if she must be strictly up-to-date.

Irons Need Occasional Rest.

"This iron is out of temper. I'll have to let it rest a month or two," said a laundress. "Irons are like locomotives and razors in this respect. There comes a time when they won't work. Do what you will with your iron then, it won't stay hot a minute after you take it from the fire. It sticks to the thing you are trying to press and there is nothing to do but lay it away for a while. This one got out of temper last winter during the cold snap, when I ironed ice with it. I did that every day. We only drank melted ice in our house and I had to iron it—it wouldn't melt in the zero weather—to give us drinking water. Thus I spoiled it temporarily. A quick way when an iron refuses to work is to take it to a blacksmith shop to be tempered. If there's no hurry, though, a rest answers just as well, and after a month or so the iron is as good as ever."

Courtesy and Business.

"Do you think there is too much courtesy mixed with business nowadays?"

"No; I think we ought to mix more courtesy with our business and less business with our courtesy."

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

P. Steketee & Sons

Wholesale Dry Goods

Grand Rapids,

Michigan

Everything in Staple Dry Goods

Dress Goods,

Linings,

Underwear,

Notions,

Men's

Furnishings.

Wool Waists

and Wrappers,

Night Gowns

and

Muslin

Underwear.

All high-grade goods of the best material and finish at popular prices.

FREE



DESCRIPTION:

8-Day Calendar Clock.
Cathedral Gong.
Half Hour Strike.
Barometer.
Thermometer.
Perpetual Calendar.
6-Inch Dial.
24 Inches High.

DESCRIPTION OF CIGARS:

Uncle Josh Weathersby
Packed 50 in Cedar Box.
Havana Cuttings, No
Dirt, No Dust.
Free from Artificial Flavor.
4½ in. Perfecto Shape.

King Cotton Cigars
50 in Box. Long Filler.
4½ in. Length.
Connecticut Wrapper.
Embossed Label.
Free Smoker.

We Give You This Handsome Clock Because We Want You to

Push Our Cigars

Maybe you have never handled them. If not, you would possibly object to ordering one or two thousand cigars of which you know nothing. This is why we have decided to allow you to place a small order first. We feel confident you will push our goods when you see and appreciate their value and the large orders will come later.

Give your cigar or grocery jobber's salesman an order for 200 Uncle Josh or King Cotton cigars at \$3.50 per hundred and we will send you FREE this handsome 8-day, perpetual, calendar clock, fully guaranteed by the biggest clock manufacturers in the world.

The clock is handsome enough to suit the most fastidious, the case being of polished oak, handsomely finished exactly as shown in the illustration. The barometer is constructed with the utmost care on scientific principles and forecasts the weather with remarkable accuracy. The thermometer is of standard make and is guaranteed to be correct.

The trusts' method of advertising is through newspapers and on bill boards, our method is to give value received to the dealer. We will not ship over two clocks to one customer as our supply is limited and we desire to give each dealer the benefit of our offer. Order through your jobber 200 cigars and get a clock free; 2 clocks with 400.

References: R. G. Dun, Editor of Tradesman.

KELLEY CIGAR CO., Chicago, Ill.

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.

You keep Cigars. Why don't you get some you can't "keep?"

5c ADVANCE CIGARS Sell

Don't think they are cheap, they are not. Why? Because they are good. "Good" articles are never cheap. TRY THEM.

THE BRADLEY CIGAR CO.,

Mfrs Improved HAND "W. H. B." MADE 10 Centers.

GREENVILLE, 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

Butter and Eggs

Relation of Egg Rules and Inspections to Receipts.

We seem to be in a peculiar position in regard to egg grading. It is practically impossible to find any considerable quantity of Western eggs which our egg inspector will grade as "firsts" (not to speak of "extras") and it appears that during the past summer we might as well have had no egg rules at all for all the good they have done in facilitating public and private sales.

It is very evident that the intentions of the Egg Committee of the New York Produce Exchange have been thwarted in some way. Surely it was never intended by that committee to specify requirements as to quality which could not be met at any season of the year, and it is evident that they have set down words describing these requirements which compel a more stringent grading than they intended, or else that their specifications are being interpreted in a more stringent manner than they intended.

We are now, and have been all summer, getting a number of marks of eggs which are candled and quite closely graded before shipment. These eggs lose but little and while they are of course not free from the effects of hot weather they are, relatively to the season and to the general run of receipts, of very nice quality and continually sought for in the best class of trade. Just now when average prime to choice lots of Western eggs are selling at a range of $13\frac{1}{2}$ to $15\frac{1}{2}$ ¢ at mark and when thousands of cases are going at 12 to 13 ¢ and lower, the best of these fancy marks are promptly taken at $16\frac{1}{2}$ to 17 ¢ at mark. And yet receivers tell me they would not dare offer these goods under the rule as "firsts."

I submit, and doubtless the whole egg trade will agree, that this is a ridiculous state of affairs.

If everybody knew just what the basis of inspection was, and that the proportion of passable eggs was always to be judged from a spring standpoint, perhaps it should make little difference. Theoretically it is immaterial whether the standard of judgment is lowered during the hot summer weather and the name of the grade kept the same, or whether the standard is kept up and the hot weather eggs called by a name lower in the grade of quality. But practically it is much more confusing to quote qualities relatively equal by differently named grades from one season to another; it is the universal opinion of the egg trade that "firsts" should at all seasons include those average prime grades of eggs which are acceptable to the better class of trade and that the finer qualities of Western candled and graded should, if properly packed, be covered by the term "extra."

For my part I can see little reason why this should not be the case under the present egg rules, although a slight change might let the inspector out without causing him to exercise much free judgment. So far as I can learn the failure to pass relatively fancy marks as "firsts" comes from the provision that they must contain a certain percentage (now 65) of fresh, reasonably full, strong and sweet eggs.

Now I don't believe the egg committee intended these always to be judged by a spring standard of freshness, fulness or strength. The terms are relative anyway and the inspector

would be perfectly justified in the summer in including among the percentage of eggs thus described many which he would be equally justified in throwing out in the spring. Furthermore the qualifying word "reasonably" may be supposed to refer to the specifications "strong" and "sweet" as well as to the term "full," thus giving technical justification for the exercise of a little common sense.

But at the most I can see necessity for no further change in the wording of the rules than to open the door for the exercise of reasonable judgment on the part of the inspector. How would it do to describe the percentage of standard eggs as "reasonably fresh, full, strong and sweet for the season when offered." Something like this would compel the exercise of judgment on the part of the inspector, and throw the burden of dissatisfaction with his work upon him personally, instead of upon an impersonal egg rule which can not by any possibility be made so as to meet every change in conditions from season to season without providing for the exercise of intelligent discretion on the part of the egg inspector.—N. Y. Produce Review.

Dressing Chickens For Market.

In raising chicks for broilers they should be hatched as early in the season as possible, to command good prices. I prefer hatching with incubators to using setting hens. Early chicks are often chilled when running with hens, while with a good brooder, it is easy to raise the chicks, and they soon reach $1\frac{1}{2}$ to 2 lbs. weight, and are ready for market. To bring a good price, they must be good and plump, neatly dressed, and have yellow legs and skin.

I have never seen the time when we could not dispose of more broilers than we could raise on our two poultry plants—and get good prices, too.

In killing, I hold the bird firmly by the legs and tips of wings to prevent struggling. With a fine-bladed, sharp knife, I open the large vein just back of the ear, allowing the bird to bleed freely, and making as small an opening as possible. Then quickly remove the feathers from those parts which are the easiest torn, on breast, the shoulders, thigh joints and rump. Then remove rest of feathers and pin-feathers. With a little practice, it is easy to get the feathers off without tearing the skin before the bird is wholly quiet. By picking as soon as possible after sticking, the feathers come easily, and there is little tearing. It is almost impossible to have the bird dress well if you wait until the body cools before removing the feathers from the tender parts. The bird must bleed freely or the blood will settle under the skin, and give it a bluish tinge. After the feathers are removed, wash the body in cold water, clean off all the blood about the head and in the mouth; scrub the legs and toes with a small brush. Hang the bird up to drain, as laying it down rubs the skin off, and spoils its appearance. Leave the head on for selling to market. A well-dressed bird looks very tempting and will sell better than one half done.

For market, I do not draw birds, but remove the crop, if it contains food. I think the White Wyandottes as good poultry as any other variety, if not better. There are no dark pin-feathers, and the bodies are always meaty. Fowls are dressed in the same manner that we dress chicks. Charles Marshall.

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

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

F. CUTLER & SONS, Ionia, Mich.

WHOLESALE DEALERS IN

BUTTER, EGGS AND POULTRY,

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

Branch Houses.

ESTABLISHED 1886.

References.

New York, 874 Washington st.

Brooklyn, 225 Market avenue.

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

GRASS SEED, PRODUCE, FRUIT, ETC.

POULTRY, EGGS, ETC.

We handle everything in the line of Farm Produce and Field Seeds. Our "Shippers' Guide," or "Seed Manual" free on application.

Established 1884

THE KELLY CO.,
Cleveland, Ohio.

150-152 Sheriff
Street

References: All mercantile agencies and Park National Bank.

WANTED: 1,000 Bushels White Rice Pop-Corn.

Vinkemulder Company

Jobbers of

Fruits and Vegetables



The Main Idea or object of this advertisement is to let you know we are in business, this kind of business, and induce you to write to us—send us your orders, perhaps. We'll take chances on pleasing you so well that you will want to continue sending us your orders. We make right prices. We ship good goods. We want you to know it. You can have our weekly market forecast and price list for the asking.

Peaches, Plums, Pears and Apples are now coming in fine.

We can furnish from a bushel to a carload.

WHOLESALE GROCERY TRADE.

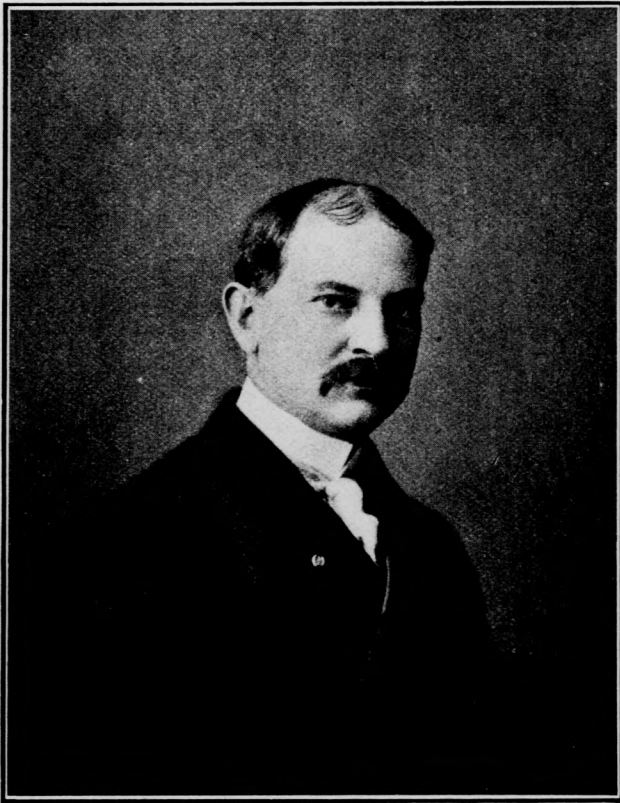
Its Progress During the Past Seventeen Years.

The subject suggested by the Tradesman, "Progress of the Wholesale Grocery Business of Michigan During the Past Seventeen Years," is so comprehensive and extensive in its scope that the entire number of the paper might be devoted to it without exhausting its possibilities; but regard for other contributors requires that the article be confined and so it shall suffice only to illumine one or two of the corners of this many-sided question.

Seventeen years is a long time and has seen the wholesale grocery business completely revolutionized, and at no other period in the history of this distinctly American institution—for I believe we are the only country in the world with these advanced depots of distribution—has the change been so great. So swift has been the progress of events in this line of activity that

figuring profits. Then the saving in time has proved a large consideration with the retailer, who buys closely and endeavors to keep his stock in shape without overloading. The growth and advancement of wholesale grocery houses in smaller cities has made it possible for the nearby dealer to buy anything he wants from them at prices quoted by the large institutions of New York or Chicago, save a few important cents per hundred on the freight, and have his goods delivered in a much shorter time. The equality system of distribution is no more a theory, but a well-tried system of distribution accepted by both buyer and seller as a correct and practical plan.

A notable factor in the progress of the wholesale grocery business in the past seventeen years is the traveling man. In times gone by the retailer visited the house or ordered by mail, which would now be most inconvenient considering the frequency with which his purchases are made. Now the house goes to him through its representative each week or so, and where it used to be difficult for him to keep posted and buy as he de-



he who sleeps but for a single moment will find himself distanced and forgotten by his one-time contemporaries.

It has been said that the wholesale grocer is rapidly becoming merely a broker, or producers' agent. This does not imply a surrender of standing or importance in the great chain of commercial life, but means that the wholesaler must conform to the modern idea of distribution; and, while we may all denounce the large combinations of capital as illegitimate commercial off-spring and deplore their growing mastery of the industrial situation, yet we can not argue them out of existence nor alter the inexorable commercial laws which have brought them into life.

The past decade has seen the wholesale grocery business localized. Retailers in this line of trade are buying as near home as possible. Many good reasons have been the cause of this. Freight rates have a share in the change, for margins are so small for the retailer as well as the wholesaler that each unconsidered and supposedly insignificant item of the good old days has swelled to unheard-of importance in

sired, he now is flooded with information by the eloquent and industrious salesman who visits him so frequently. The distribution of goods through salesmen has grown enormously in the past and is growing daily in proportion to the total sales; and any house that is not careful in the selection of its representatives and does not keep them constantly at command of all information pertaining to the business, but relies on past reputation, is sure to be left in the race for commercial supremacy. The traveling salesman is the right arm of the wholesale grocery business more emphatically than he is in any other line. He keeps the retailer in touch with the producing and distributing factors of the world of commerce and represents the wholesaler more thoroughly than ever in the past and has become almost indispensable to the retailer.

In conclusion I would say that the wholesale grocery business of Michigan is on a better and more substantial basis than ever before and, with a constantly increasing population, our prospects are eminently satisfactory.

Wm. C. Phipps.

MICHIGAN STATE

1849



1900

FAIR

The State Fair begins its Second Half Century this year. It has been working for fifty years for the improvement of the industrial interests of Michigan and is, therefore, worthy of public support.

Every effort will be put forth this year to make the

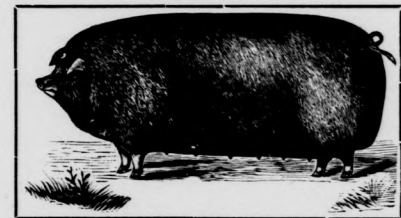
FIFTY-FIRST ANNUAL FAIR A SUCCESS IN EVERY PARTICULAR



We ask the readers of the Tradesman to give us their help. Remember the dates,

SEPTEMBER 24, 25, 26, 27, 28

GRAND RAPIDS, MICH.



HALF FARE ON ALL RAILROADS

M. P. ANDERSON, President,
Midland.

C. W. YOUNG, Treas.
Paw Paw.

H. H. HINDS, Chief Marshal,
Stanton.

Business Committee, EUGENE FIFIELD, H. H. HINDS and SEC'Y.

L. J. RINDGE, Vice-President
Grand Rapids.

EUGENE FIFIELD, Gen'l Supt.
Bay City.

I. H. BUTTERFIELD, Sec'y,
Agricultural College.

Clothing

Suggestions Pertinent to the Fall Term of School.

September marks the beginning of the fall season. Already the chilliness of fall begins to be felt in the air, the people who have been on vacations are reappearing with bronzed faces from their summer outings, the notes of the school bell are heard again, and youngsters with tear-begrimed faces are seen making their reluctant journey schoolwards.

* * *

Business again becomes active, fall stocks are being unpacked and made ready for shelves and windows, and the trimmer is preparing to put into execution some of the schemes he has thought out during the idle summer days. Now is the time for him, if he has never done it before, to begin to keep a systematic account of his trims, their nature and general character and their general result in helping the sale of goods. By making such a record he keeps himself from getting into ruts, he is able to study the taste of the patrons of his establishment, and he is often enabled, at a pinch, to make up a rush trim from a combination of parts of old successful trims that is better than he would otherwise be able to put up.

* * *

Of course, he has utilized the dull summer months in having old fixtures repaired and cleaned, in buying necessary new window fixtures, and then taking a careful inventory of the material with which he is to do his fall work. He has had window stands made, he has his ideas for fall mapped out and he is prepared with both ideas and ma-

terials to do his share in the selling of goods. If he has not done these things, now is the time to do them, before the bustle and drive of fall trade make it impossible.

* * *

As this is the time when parents are fitting out the children for school, trims of children's clothing are particularly useful and appropriate. An effective trim can be made by covering the false backing of the window with a piece of black cloth framed like the ordinary school blackboard, with crayons in the trough and a low platform below. On the blackboard is printed in a scrawling childish hand the multiplication table, some simple exercise, or perhaps some reference to the goods on exhibition. Standing in a row before the blackboard are children dummies, dressed in school clothing, or a single figure, pencil in hand, is placed facing the blackboard. The front of the window is filled with children's school clothing, placed on low stands, with pricecards attached. Some childish caricature might be drawn on the blackboard if a touch of humor were desired, and a small boy in a dunce's cap placed prominently forward.

* * *

Another treatment of the window might be had by representing a mother leading her little lad to school, equipped with new books and bag. The figures should be placed in the center of the window, with other children's figures grouped about them, or surrounded by clothes variously displayed. Or, if figures are not available, school books and materials could be depended on to give character to the trim. If a school desk could be had, one corner of the window could be occupied by a young student

seated and absorbed by his lesson. If shoes are kept in stock, good, stout school shoes for boys could be made a part of the trim.

* * *

The opening of the school season will suggest other ideas that can be made humorously or seriously appropriate as may be desired. School supplies given in connection with sales of children's clothing are always attractive.

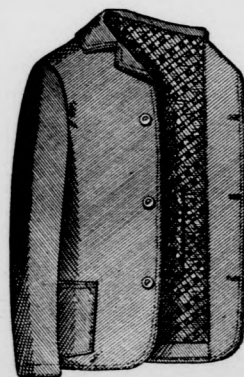
In line with the many mannish things that ladies are wearing, the snaffle bit buckle is one of the newest. This is a belt buckle, reproducing in every detail the regulation bit used in driving, only, of course, on a small scale. The several patterns of bits are shown, giving quite a variety to the idea. These buckles are nickel-plated and highly polished, or of bright sterling silver.

The consumption of ribbon to-day is greater than at any period in the history of the United States. While the jobbers are not buying much, preparing to reduce stock, which in every instance are large in staples, the retailers almost without exception are re-assorting to keep the ball rolling.

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.

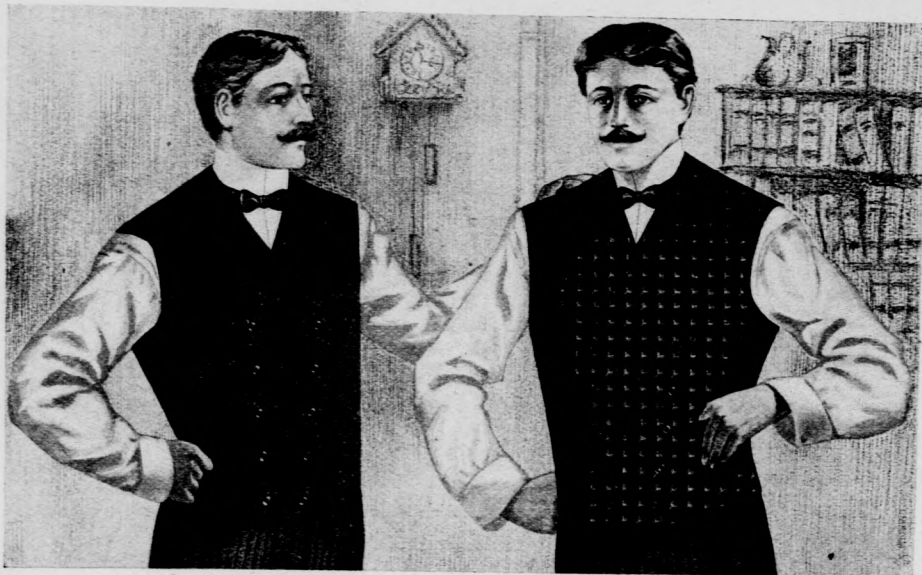
LANSING, MICH.

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.



The Adler Reversible Vest

Two Vests in One
Have You Seen It?

This is the greatest clothing success of the day; is made of suit fabric on one side, fancy vesting on the other, giving the wearer Two Vests combined in one. Adler suits are equaled by no other make. Compare them with whatever line you handle and our story is told. The Reversible Vest is sold with SUITS ONLY, retailing at

\$12.50 to \$22.00

Samples on application.

=====Interested Dealers=====

May have a complete line of samples. We send our Large Sample Book on application. Fill out Blank and mail to us.

David Adler & Sons Clothing Co.,

Milwaukee, Wisconsin.

Please send by prepaid express your fall and winter book of samples.

Name

Town

State

Clothier or General Store

WALL FINISHES.

Wherein They Are to be Preferred to Wall Paper.

The subject of proper coatings or coverings for walls and ceilings is a much more important one than the average householder, either landlord or tenant, usually considers it to be.

That walls otherwise good may be practically spoiled by the use of cheap temporary kalsomines, stuck on with glue, is an admitted fact, to which many walls both in public buildings and private residences, with their rubbing and scaling surfaces, are silent witnesses. Walls once in this condition can only be remedied by washing and scraping. The washing is usually only partially done, particles of the old material remaining to cause subsequent coats to quickly scale off. If scraped, the process of scraping usually disfigures the walls with seams and scratches so that they are never in perfect condition again.

at one time health officer of Chicago, brands it as a nasty practice.

Next to this practice, the habit of using a common kalsomine, stuck on the walls with glue, comes in for its share of condemnation. Lime whitewash is considered far preferable to either of the methods suggested above, but is open to the serious objection of scaling off, although sanitary in its nature.

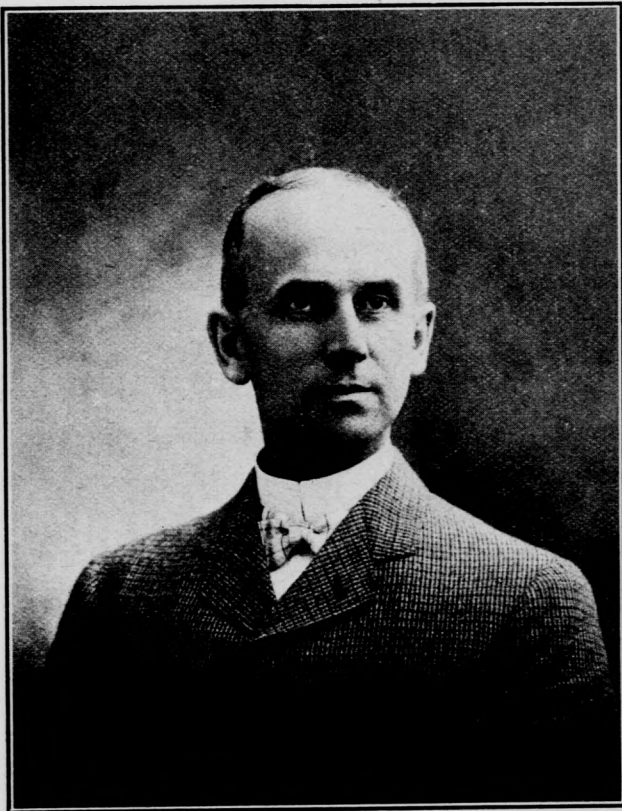
With this statement of what should not be used on walls and ceilings, the question seems very pertinent: What can we use with safety?

The answer is this: If wall paper, under no circumstances apply one coat over the other, or never apply a new coat until the old one has been removed and the walls carefully washed. Do not use a wall paper which contains poisonous material in its composition or coloring. The question that arises as to how the purchaser is to determine this is not an easy one to answer, for the reason that poison is not peculiar to any

ready for use by mixing with water, but of an entirely different nature, being—as claimed by the manufacturers—a durable coating made from a base of itself, a cement and not at all dependent on glue for a binder. The merits of these goods being well advertised, Alabastine at once came largely into the market and from that time until the present has practically monopolized the trade for ready prepared goods. Many changes and improvements have been made in the goods within the last quarter of a century and many competitors in the line have sprung up.

The Diamond Wall Finish Co. was organized by the late Freeman Godfrey, Frank L. Noble and their associates about 1883. A little later the Anti-Kalsomine Co. was organized, all of which are doing more or less business, so that Grand Rapids may well be considered the wall coating city.

For cheap, ready prepared kalsomines, there are many manufactured, but no material can be accepted as durable until it has established its claim by years of actual test on the market and on walls and ceilings. Then, and only then, can such a material demonstrate that it is worthy to enter the category of eminently proper wall coatings and be conscientiously recommended to consumers who want the best there is in the line. James L. Hamilton.



A still more serious side of the question is the menace to health, particularly of women and children, who spend so much of their time indoors, from the use of poisonous and unsanitary wall coatings. The question of a durable and at the same time a sanitary covering that will produce a variety of beautiful effects, thus adapting itself to the manipulations of the artist and the pocket book of the party having the work done either plainly or extravagantly, is of much importance to all. As to the sanitary feature of the question, many of the most eminent sanitarians throughout the country have been vigorous in their denunciations of the quite prevalent practice of applying repeated layers of paper one over the other, with an intervening layer of paste, and in many cases poison used in the manufacture of paper, as well as the stopping of wall respiration, as Professor Kedzie calls it, which he claims to be so necessary to the healthy wall. Dr. DeWolfe,

particular grade or colored paper, and it would seem as though that was a chance all must take who are not able to submit samples for a chemical analysis.

If a wall coating is to be used, by all means use one that is durable and sanitary, of which there are such.

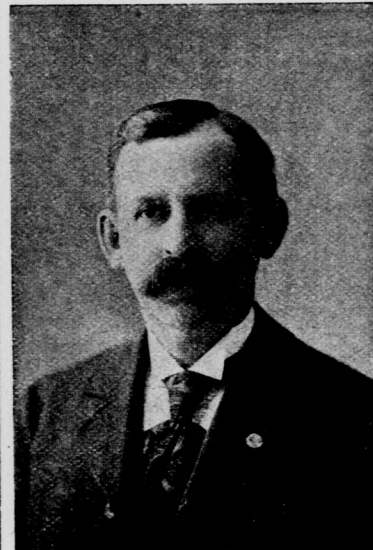
In this connection a brief history of the wall coating business may be of interest. Twenty-five or thirty years ago and prior to the advent on the market of Johnson's dry-sized kalsomine—a whitening and glue kalsomine put up in dry form ready for use by mixing with water—no material of this nature and in this form had been sold as an article of commerce. Being the pioneer in a ready prepared mixture of this nature, Johnson soon secured a large trade and sold those goods not only at home but abroad.

Later came the organization of the Alabastine Co. and the manufacture of Alabastine, similarly put up, which is

Whitney, Christenson & Bullock

Clothing Manufacturers

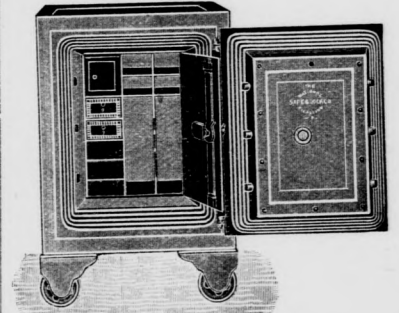
Chicago, Ill.



I will be at Sweet's Hotel, Grand Rapids, during the State Fair with the Whitney, Christenson & Bullock celebrated line of Suits, Pants, Overcoats and Ulsters and will be pleased to meet all my customers who may be in town. Expenses allowed all customers who place orders. Prices reduced on many things.

S. T. BOWEN.

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.

Walter Baker & Co. Ltd.

DORCHESTER, MASS.

The Oldest and Largest Manufacturers of



Trade-Mark.

PURE, HIGH GRADE

Cocoas and Chocolates

ON THIS CONTINENT.

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

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

The above trade-mark on every package.

Walter Baker & Co. Ltd.

Established 1780. DORCHESTER, MASS.

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.

BANKING INTERESTS.

Marvelous Increase in Number of Banks and Capital Employed.

At the commencement of the Civil War, less than forty years ago, Michigan had but four banking corporations. These four banks had altogether a capital of less than \$500,000 and deposits of about an equal amount. The State was largely dependent upon other states and Canada for its circulating medium, as well as for the capital necessary to carry on business. To-day, after a lapse of less than four decades, the State can boast of 275 chartered banks, having a combined capital and surplus of \$30,602,630 and deposits amounting to the very large sum of \$152,920,000. These figures are of such magnitude that even in this day of fabulous sums we fail to really appreciate all that they indicate. We doubtless realize that there has been great progress in all departments of industry and that wealth has rapidly increased, but when the money in the hands of the people multiplies so enormously we find ourselves without the ability to comprehend all of its significance. Much the greater portion of this accumulation has come into the possession of our citizens during the last half of the period referred to.

In this brief article I desire only to call the attention of your readers to the remarkable progress that has been made in monetary conditions since you, in a modest, unassuming manner, placed before the people of Michigan the first number of the Tradesman. You doubtless entered upon the work of issuing such a publication with considerable apprehension, as you were entering upon a comparatively new field. The enterprise then undertaken has proved to be a valuable one, I trust, for the interests of the publishers, as I am confident it has been to the business interests of the State.

In 1883, the year of your first issue, there were in Michigan one hundred and nineteen banks chartered and doing business under the State and National laws. The combined capital and surplus of these banks amounted to \$18,601,000. The deposits held by them at that time were \$47,375,910. This increase from almost zero in twenty years seemed to us at the time large and highly encouraging. We had passed through a Civil War covering a period of four years and through the panic of 1873 and the succeeding years of great depression. No wonder the State felt that it had cause for congratulation at that time. But looking over the later period covered by your history, we are strongly reminded of the fact that accumulations of property in its many forms comes to a State in proportion to the character and quality of its natural resources, as well as the intelligence and probity of its citizenship. I know of no State in all of our wide domain possessing such a diversity of natural resources and, while a large share of these resources has gone to enrich other states, especially during the last twenty years, our own people have not only been able to produce wealth from our soil, forests and mines, but to retain it also, otherwise it could not be that the surplus represented in our savings banks and also in the commercial banks would, as it does, show an increase in seventeen years of over one hundred millions of dollars. The exact figures taken from the official reports of 1900 are as follows:

1883, capital and surplus, \$18,601,000.

1900, capital and surplus, \$30,602,630, an increase of \$12,001,630.

1883, deposits, \$47,375,910.

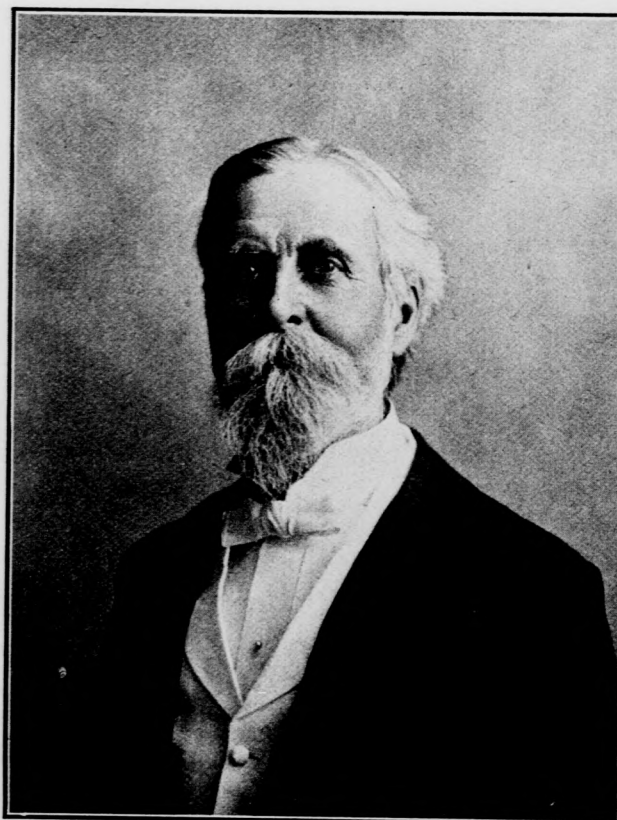
1900, deposits, \$152,920,500.

This shows an increase during the last seventeen years of \$105,544,590. It would be quite impossible for anyone to designate all the factors that have caused this enormous increase of money now possessed by our people; still more impossible is it to realize the change wrought in the real condition of the average family and community—the snug home, the ability to travel, to have books and enjoy the thousand and one things which go to make up a happy, peaceful and contented people. It is undoubtedly a fact that there is no State in the Union where there are so few rented farms, where so many of those engaged in our varied industries own and occupy their homes. Certainly this is true of the city where you have made your history. Michigan stands among

more than five times the balance in our favor during one hundred and six years—from 1790 to 1896.

In 1880 the total money in circulation was \$973,382,000; in 1899 it had increased to \$1,904,071,000, or nearly double in less than twenty years. The increase of deposits seems still more wonderful; the deposits of the savings banks in 1880 were \$819,106,000; in 1899 the same class of deposits had increased to \$2,230,366,000, or a sum greater than is held by the savings institutions of Great Britain, Germany, Russia, France and Italy combined. This fabulous increase of more than fourteen hundred millions of dollars has come to the thrifty, saving people of this country in less than twenty years and is laid away for a "rainy day."

The number of depositors in the savings bank of the country in 1880 was 2,335,582; in 1899 there was 5,687,818—an average of \$357 in 1880 for each



the first in the character of its population, its schools, its eleemosynary institutions, its business enterprises and religious activities. To be one of the factors in the development of such a State has been the privilege, as it has been the aim, of the Michigan Tradesman.

We have just witnessed the close of a marvelous year in our foreign trade. One year ago we rejoiced exceedingly when the value of our exports reached \$1,227,000,000. We were more than happy in 1897 when, after a long and trying period of business depression, the exports reached the sum of \$1,000,000,000, but the fiscal year ending June 30, 1900, makes a still higher record, for the exports stand at \$1,400,000,000, while during the last six months over eight hundred new banks have been organized. The aggregate balances of the last four years show a balance in our foreign trade of \$1,980,000,000, which is

depositor and \$392 for each depositor in 1899.

The State, as well as the Nation, was never more favored than now; its people were never so intelligent nor so generally prosperous.

Harvey J. Hollister.

There are a great many things that are necessary to be done in a retail store that can best be performed early in the morning before the customers begin to come in. For this reason, although I do not advocate that stores should open for business earlier than the usual hour, still it is well to insist that all the employes be very prompt in getting there at the appointed time and immediately get to work.

The asphalt beds of Utah are said to be worth a cool billion dollars. They cover an area of 10,000 acres and are 100 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.

For lowest prices address

Alabastine Company,
Plaster Sales Department
Grand Rapids, Mich.

It Surely Pays to —

The Best.
ESTD
THE McLACHLAN
Business
UNIVERSITY

The Proof:

310 Students of this popular school have accepted and are holding paying positions since January, 1898.

We occupy 9,000 square feet of floor space entirely devoted to Commercial and Shorthand subjects. Beautiful Rooms, Best Teachers, Best Methods, Best Results, Largest School.

Handsome catalogues free.

D. McLachlan & Co.,

19-25 So. Division St.,

Grand Rapids, Michigan.

We will be at the State Fair at Grand Rapids with the following lines: Smalley line of feed and ensilage cutters, Lehr line of cultivators and land rollers, Lansing wagons and buggies, and our new line of 5-tooth cultivators. We should be pleased to meet all dealers in the State.

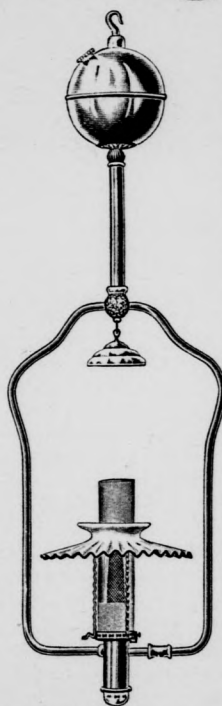
Yours respectfully,
THE CENTRAL IMPLEMENT CO.
Lansing, Mich.



See Quotations in Price Current
Jennings Flavoring Extract Co., Grand Rapids, Mich.

Store and House Lighting

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.



THE IMPERIAL GAS LAMP CO.
132 & 134 East Lake St., Chicago, Ill.

WE GUARANTEE

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

ONE HUNDRED DOLLARS

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

Robinson Cider & Vinegar Co.

J. ROBINSON, Manager.

Benton Harbor, Michigan.



We Will Not Cheapen Our Vinegar

by impairing the quality.

One standard — the best — all the time. Equal to any and better than the majority of the vinegars offered you to-day.

GENESEE FRUIT CO., Makers, Lansing, Mich.



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.

THE AMERICAN MILLER.

Undoubted Chief of all the World's Food Providers.

You may safely accept this to be a fact, for it has been proven so on many a hotly contested field in the world's great flour markets: That, given entry duty free into any country on the face of the earth, the American miller can successfully meet and eventually overcome any competition of whatever kind, from whatever source, he may find there.

No market is an impossible one to the American flour maker unless he be shut out from it by a prohibitory tariff. Geography and distance make no difference whatever. Modern transportation methods have made the whole commercial world the kingdom of the man who dares. Given the consumption of a product at one point, the supply at another, and if the tonnage be sufficient to make it worth while, the carrier can and will make the connecting rate. It is all a question of tonnage. If enough freight is offered, no man can yet tell how cheap it is possible for a railway to haul it.

The American miller's strength lies in these facts: That, of all the world's flour makers, he can make better flour cheaper than anyone else; he can make it in larger quantities than anyone else, and his carriers can handle it for less money. He makes the best flour; he makes it more economically; he handles and sells it to the best advantage, and he is accustomed to large transactions of an international character. Of all the world's food providers, therefore, the American miller is to-day the undoubted chief. Given a free market, and no arbitrary or artificial discrimination, and he can vanquish distance, climb mountains, ford streams, traverse plains, cross oceans, meet prejudices, overcome customs, and by virtue of the intrinsic merit and cheapness of the food he offers and his own enterprise, lay it down anywhere on earth, and fairly beat the local miller in his own field. Every bag of wheat flour which is eaten by the citizen of a foreign land and which has not been made in an American mill represents a loss to the consumer.

The American miller will not accomplish his full destiny in the world's economy of things until every bushel of wheat raised in the United States is ground into flour before it leaves our shores. This would speedily come about if the carriers did not discriminate in rates against the manufactured product and in favor of the raw material to the extent they do.

Every bushel of unground wheat exported from the United States stands for a wasted opportunity, and represents a loss to the farmer, the miller, the carrier and the consumer. Yet it is difficult to convince either the carriers or our own Government of this fact. The carriers, by giving cheaper rates to wheat than to flour, help the precious raw material to escape from us before we have utilized it to the nation's best advantage, and give our competitors the best club they possess—cheap American wheat with which to fight us in their markets.

The Government seems blissfully unconscious of the fact that it makes a vast difference whether, like partially developed countries, such as Russia and Argentina, we allow our wheat to escape us unground, or, as a fully developed country should, we turn it into flour ourselves, thereby getting from the crop its maximum profit. This is mani-

fest in the many treaties made whereby wheat is taken free and flour is barred out by prohibitory tariffs. There is hardly an United States consul who will not fatuously congratulate himself on the imports of American wheat into his district, ignoring the flour trade entirely, and failing to realize that the purchases of our wheat mean, not development of, but actual loss to this nation. Wheat exports itself. Any country made capable by nature of raising the cereal can sell it abroad, but it takes brains, and energy, and progressiveness, and capital, and labor to make and export flour, and the country doing so is reaping the full benefit of the industry of its people. The late James G. Blaine was apparently the only Secretary of State we ever had who was astute enough to recognize the difference to this country between the mere export of wheat and the export of the products of wheat. He showed this appreciation in every com-

I believe, however, that we are too enlightened a nation to allow this grand opportunity to escape us. I am an optimist as to the future of the American miller, and I believe that he will realize to the fullest extent the benefits of our country's closer commercial relations with the Orient, and that, if he has half a chance, he will allow no other miller on earth to take from him this new trade which is just beginning to develop.

That problematical and long-expected person, the Siberian miller, will, if he appears at all, come into the Asiatic trade long after the American has exploited the market. Unless the carriers, by a continuation of the stupid and short-sighted policy which they are now pursuing toward the American flour exporter in discriminating against flour and in favor of wheat for export to Europe, should insist, in the matter of Oriental trade, in giving the Chinese miller of the future a very great advan-

the flour trade. For the mill, he was to establish practical buying connections, if possible; for the Northwestern Miller, he was instructed to simply bring an answer to this question, "Will it pay a Chinaman to sell his rice and buy American flour?" The messenger returned after a trip of five months. He did some business for the mill, and the answer he brought to the Northwestern Miller was that American flour would cost the Chinaman but half as much as rice. He said, "The matter of economy alone furnishes a strong incentive for the Chinese to use American flour." Of course, there were difficulties in the way, but that the trade was there awaiting development and encouragement there could be no doubt. At that time the one important factor entering into the question was the cost of transportation from the point of manufacture to the Pacific coast. He predicted a great and growing flour trade with Asia, and believed that the large Minnesota mills could share in it if they cared to put forth the necessary effort. Since then the Asiatic flour trade has more than doubled, showing the soundness of his prophecy; but, as yet, the mills of Minnesota have not made any serious move to obtain a share of it.

Here, in round numbers, are the figures given by the Government showing the exports of wheat flour, in barrels, to Hong-Kong, other Asiatic ports and Japan:

1888.....	408,000
1889.....	418,000
1890.....	553,000
1891.....	597,000
1892.....	520,000
1893.....	631,000
1894.....	698,000
1895.....	958,000
1896.....	1,004,000
1897.....	1,235,000
1898.....	1,172,000
1899.....	1,650,000

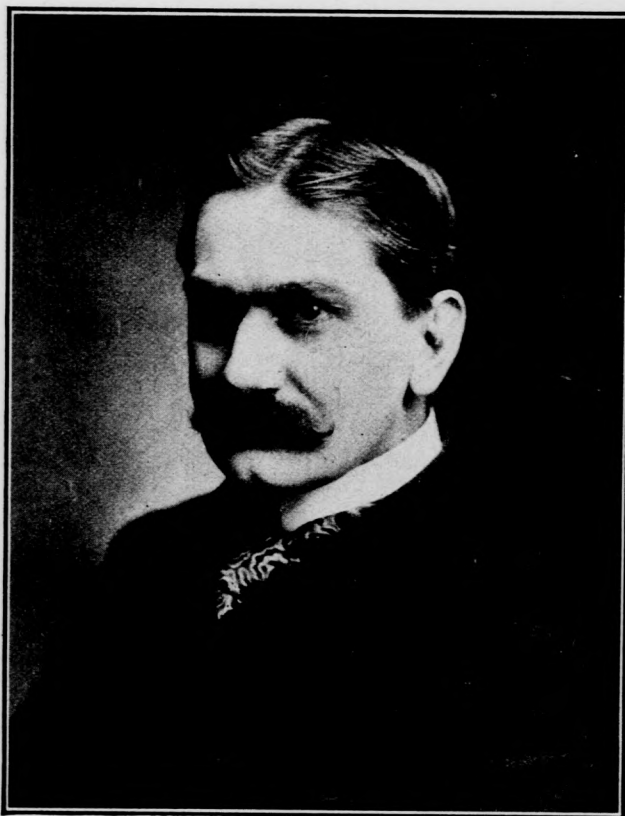
In ten years this trade has increased about fourfold, and yet these figures, large as they seem, are nothing compared to what they will be when the market is properly and fully developed, or even when it is as partially exploited as our present European flour market. These figures merely demonstrate that the Asiatic is a consumer of American flour; that it pays him to eat it, and that, even to the crude rudimentary efforts already made, he is responding with marvelous alacrity.

Exception may be taken to my characterization of these efforts as crude and rudimentary. They certainly are such, however, compared to the work done by American millers in British and continental markets, where they have successfully fought, not only inferior food, but the intelligent and advanced competition of foreign millers.

Evidently the demand for flour in Asia does exist and is growing; the figures show it. The question as to who will in the future develop and supply it is still to be answered.

Originally California had a monopoly of the Chinese flour market. As long as this was so, as the export figures show, the trade was of moderate amount. When the mills of Oregon and Washington entered the field the figures began to grow.

We were told ten years ago that the Chinese flour trade was limited at best; that a few San Francisco mills, after assiduous, patient and very expensive cultivation, had secured all there was of it, and, in short, that it was hardly worth going after. Many millers were quite content to accept these statements at par and let it go at that, but the millers of Oregon had a mind to find an outlet for their product in China, and



mercial treaty made during his administration.

How does this affect the Oriental flour trade? To this very great extent: That if our Government will cease to content itself with advancing the export of wheat and will rather encourage and aid the export of flour; if our carriers will not take our wheat to the Orient at a rate less than our flour, and will give the American miller a fair chance to manufacture for the Asiatics, we will build up an enormous Oriental trade, otherwise, we may merely act as a storehouse for raw material, and only sell the wheat which will be ground into flour elsewhere to our loss. As to the demand for flour which the future is to bring from the Orient there is no doubt. It is rather a question whether this flour is to be made here or by the Asiatic mill of the future. This depends on the policy of the carrier and the attitude and influence of the Government.

tage over his American competitor, the miller on the spot will have no show whatever against the miller who grinds close to the source of supply. Asiatic flour mills, for many reasons unnecessary to state, can not hope to compete with American mills unless heavily subsidized by their governments or helped to cheaper raw material by the discriminating carrier. It seems improbable that either advantage will ever be given them. Hence, for all that can be seen to the contrary, this new field lies before the American miller to be occupied by him if he has the necessary energy and courage to do so.

The first question is, does the Asiatic demand for flour really exist? The second, who in the future is to develop and supply it?

In 1893, the Northwestern Miller and a then well-known Dakota flour mill sent an experienced man to Japan and China for the purpose of looking into

Let us quote you prices when
in want of

Wrapping Paper,
Twine,
Woodenware,
Chimneys,
Stationery and
School Supplies

STAR PAPER COMPANY
KALAMAZOO, MICH

Ionía Pottery Co.

Manufacturers of

Plain and Fancy Flower Pots,
Special Jardinere Pots,
Lawn and Hanging Vases.



To the Retail Merchants:

THIS is the season to sell Flower Pots. You want them and we have them at the right prices. Our goods are first class in every particular. We are centrally located on two main lines of railroad and can furnish Michigan trade in shorter time and at lower freight rate than any other factory in the country. We respectfully solicit a trial order and will be pleased to mail catalogue if you will drop us a card.

Ionía Pottery Co.,
Ionía, Mich.



FREE! GIVEN AWAY!
DETAILED SELF-ADDING SOLID NICKEL CASE

CASH REGISTER

TO THE TRADE:

With 1,000 of our best 5-cent cigars at \$39.00 per M., we will send free a solid nickeled case, Detailed Self-Adding Cash Register, equal to registers heretofore sold for \$175 and upward.

The Cigars are Equal to Any 5-Cent Cigar on the Market.

Terms: 30 days, less 2 per cent. 10 days.

Description of Cash Register.

Size, 21 inches high, 17 inches deep and 19 inches wide. Weight, 85 lbs. Solid nickel case of handsome design. Tablets display from both front and rear. The money drawer is highly polished inside. Both the exterior and interior of this machine are the best that can be produced. Warranted for five years. All the work is done on wheels, and it sets to zero with a key in a moment's time. The tablets are large and conspicuous—a black figure on a white enameled background. We have two styles of keyboards. When ordering please state if you use penny keys or whether 5 cents is the lowest denomination you use.

This is a Stupendous Offer, and Many Who Read This Advertisement will be Incredulous.

Do not be influenced by agents of high priced registers, but send for one of our registers and 1,000 Cigars at \$39. Then compare and judge for yourself, and if register is not equal to the best in style, finish and quality, return it to us. We assure you that everything is as represented. Yours respectfully,

DETROIT TOBACCO CO., Detroit, Mich.

OUR GUARANTEE

To any responsible merchant in the United States we will ship both register and cigars on seven days' trial. If the cigars are not satisfactory or you do not consider the register equal to any that the National Cash Register Co., of Dayton, Ohio, sells for \$175, you can return both register and cigars to us. Remember \$39 includes both the cash register and cigars. Why pay \$175 for a cash register when you can get one free? Sign and return the order blank and the goods will go promptly forward on seven days' trial. The "World" is covered by five U. S. patents. It does not infringe on other patents. We protect users against infringement by our written guarantee. We are responsible. Have been in business here for 15 years. Rated in Bradstreet's Mercantile Agency at \$50,000, and refer you to any bank or business house in this city. Don't buy or accept as a premium any cash register until you have tried ours seven days.

Don't pay five times the value of a Cash Register, when you can get one equal to the best FREE with 1,000 of our Best 5c Cigars, which are sent on approval, to be returned if you do not consider them equal to any 5c Cigar on the market, as per terms of guarantee.

ORDER BLANK

Detroit Tobacco Co., Detroit, Mich.
Ship as soon as possible
1,000 cigars at \$39 per thousand,
including one cash register

Terms:
\$19.50 30 days
19.50 60 days
\$30.00

If goods do not suit, I agree to return same to you on or before seven days from date they are received from transportation company. If goods are retained after above mentioned time, it shall constitute the acceptance of same, and I will remit as per above terms.

Signature of purchaser,

Town.....
County.....State.....

G. A. BAAS,
DEALER IN
DRUGS, PATENT MEDICINES, WALL PAPER,
Paints, Oils, Glass, Books, Stationery, Periodicals, Etc.,

Detroit, Mich., May 24/00
Detroit Tobacco Co.
Detroit Mich.
Letter - Received Cigars and Register in due time, and found cigars better than expected and the Register an admirable surprise.
I consider the purchase the best I have ever made.
You have no doubt received orders for Cigars and Register from 2 merchants in Sumner, that happened in the store and saw Register in question.
I made it a point to see a National owned by another party, copying many times the price of this and will say that I would not trade mine for it.
Wishing you success in your business.
Respectfully,
Geo. A. Baas

We have on file Hundreds of letters similar to the above from every State in the Union.

To-Day FILL OUT AND SEND THE ORDER BLANK.

the returns demonstrate that they were right in not accepting fairy tales for facts. For developing an export flour trade, there is nothing to be compared to spirited competition.

We are now told that there is no money in the Oriental flour trade; that its extent is greatly overestimated; that Eastern mills are for some unknown reason debarred from entering it, and that only Pacific coast millers can ever expect to control it. Many millers, averse to effort in new channels and yielding to conservatism of mind, are quite willing to accept this statement and to continue, as of old, to fight their trade battles in familiar fields, such as New York, New England and Great Britain, where competition is keen and fierce and never ending. "The slothful man saith, 'There is a lion in the way.'"

In China and Japan there awaits the awakening an enormous business in this line. What has been done is merely prospecting in a rich mine—the surface indication of what lies below. Who is to inherit it? What millers to come are going to make their shipments by train load to feed the people of Asia, even as those of to-day send their flour to England, Scotland, Ireland, Holland and other countries across the Atlantic?

I do not believe that the Pacific coast mills are destined long to control it. If the Minnesota and Dakota mills do not take advantage of this opportunity, I verily believe that still further north, across the Canadian border, there will come into being flour mills which shall base their great development on the Asiatic trade which they seized at the right moment, even as Minneapolis bases her milling supremacy on the British export trade which she began to cultivate some twenty odd years ago.

Governor Washburn, the founder of the Washburn-Crosby plant, was gifted with prophetic vision when he told Mr. Dunwoody in 1877 that if he could start the English people to eating our flour, mills would rise on the Falls of old St. Anthony in comparison with which the greatest mill of that time would seem insignificant. Mr. Dunwoody went to England. He was told to sell his flour in New York and have it resold thence to London; and that Minneapolis was too far inland to ever do a direct export business. In the face of great discouragement he persisted, and he lives to see Governor Washburn's prophecy realized and his own efforts to introduce Minneapolis flour abroad fully rewarded. At that time, the mills of the Atlantic coast did an export business, but to develop and expand it to its present importance it required the restless energy, the great capacity and the restless force of a newly created milling center in what was then the Far West. If it had been left to the Atlantic coast mills to exploit the export flour trade with Europe, it would never have reached its present magnitude.

To me the Asiatic flour trade presents an analogous case. The easy and natural way to supply it is to rely on the Pacific coast mills; but international trade is developed by overcoming disadvantages, by substituting the artificial for the natural, by the attrition of competition. It is men, and not favorable and convenient natural location, that make great changes in the commerce of nations.

William C. Edgar.

New York produce dealers complain that the receipts of apples are far too heavy for that market.

FELT BOOT MANUFACTURE.

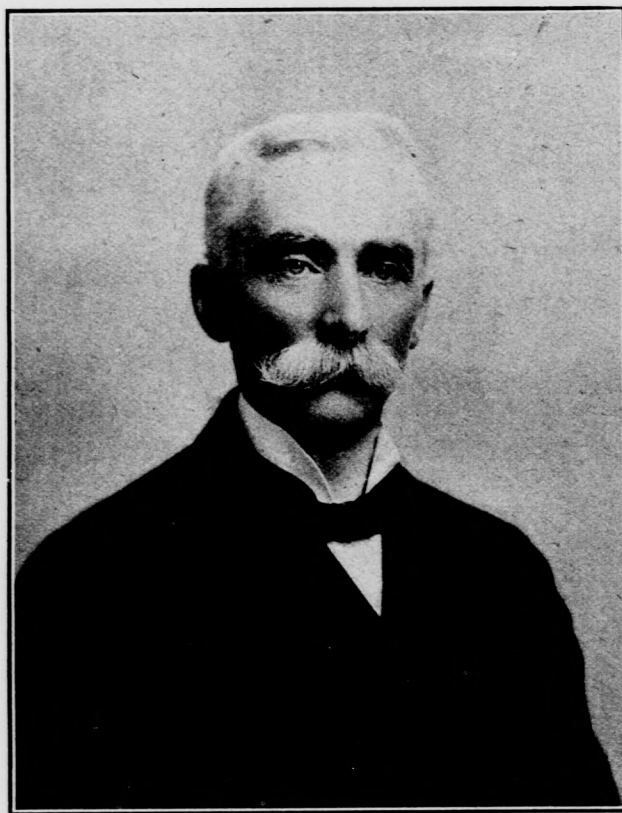
Only Two of the Original Factories Still in Existence.

We wish to congratulate you on your eighteenth anniversary and wish you a continuation of prosperity. We have watched the growth of your paper from year to year and believe you are wide awake and up to the times. Your interest in the welfare of the community is appreciated, we believe, and our judgment is based upon your growth and success.

The felt boot industry is one of which not much is known or that can be written about, because plants are so few in this line that they do not create many enquiries or much interest. The local company here is the oldest and largest one in this country and was the first to manufacture these goods in the United States to any great extent. To give you an idea of the growth of the business, we would say that during the past

the farmers. To-day 85 per cent. is sold among the farmers and 15 per cent. in the lumber country. The material used in felt boots twenty years ago was raised almost entirely in Colorado and New Mexico. To-day 75 per cent. of it comes from Russia and the East Indies and the other 25 per cent. from the States above named.

The quality of wool that was used in 1880 is to-day from 4 to 5 cents per pound cheaper than it was then and is to-day worth only about 2 to 3 cents per pound more than it was when we had free wool, so that a farmer who is to-day raising wool and wearing our boots is buying them now for less than half what he was paying twenty years ago. On that basis a farmer who should sell all his wool to the wool bootmaker and spend his money for wool boots is better off to-day than he was at that time. Our goods are sold to-day about as cheap as they were when there was no duty on



year the output was about twenty times as large as it was twenty years ago and the number of hands required to make 300 cases of boots per day is no more than was required at that time to make one hundred. The process of manufacturing has kept pace, we think, with nearly every other industry as to the line of improvement, for the felt boot that was manufactured twenty years ago, although made of the same grade of wool, could not be sold to-day in competition with the improved product which experience has enabled the manufacturers to produce, because the crude manner in which it was produced at that time would bar it out of the market at present. It takes three cases of boots to-day to bring as much money as one case brought twenty years ago and these goods are more satisfactory than they were then. At that time nearly all the felt boots manufactured were sold to lumbermen and were little known among

wool and the farmer is getting 3 cents per pound more for it; that is, for the stock we use.

Wool boots have been used for a great number of years in Russia and were known there long before they were ever heard of here, but they were made mostly from hair and worn without rubbers, which can be done where the snow is very dry and the weather very cold; but a boot made from hair, when worn in a damp atmosphere, will become wet and, instead of being warm, is the reverse. They were manufactured and sold in Canada several years before they were here.

There have been many ups and downs in this line. Many men wish they had never seen or heard of a felt boot, for of all the concerns that have started in the manufacture of these goods in the past twenty years, there are but two of the original ones in existence to-day. There are really only three exclusive

felt bootmakers in the United States and of those, two of them, including the one in this city, started twenty years ago. More than a dozen others have started up, but were wrecked from one cause or another and the ones that have continued in this line have had sometimes a rocky road to travel, owing to competition from tottering concerns.

Twenty years ago, when the business was first started here, very many people thought it was an affair that would continue from three to five years and people would become tired of wearing them because they were very clumsy, but they were poor prophets, for there were sold last year, as nearly as we can estimate, in the United States, seventy-five times as many goods as there were twenty years ago, and the farmers who mainly use them wear them for warmth and not for looks. We believe the future is just as bright in this line of business as the past has been. They are a cheap footwear. During the years 1893, 1894 and 1895, when nearly all kinds of business were dull and almost paralyzed, this industry was a good one. In 1893 the company here not only ran every day, but two-thirds of the year ran from twelve to sixteen hours out of every twenty-four, and could not fill their orders, so we have no anxiety as to people not wanting them because they are not handsome. The amount of material, independent of the wool, required to make felt boots is known to but few people. For instance, our bill for oil, soap and leather in 1899 was about \$25,000.

A carload of wool to-day will shrink, when washed and cleaned, so that 100 pounds will not net over sixty. Next week another carload of the same quality from the same neighborhood may net 70 pounds of good wool out of the hundred, so that in manufacturing the felt bootmaker can not figure often in advance within 5 or 6 per cent. of what his goods are going to cost; and the man who can strike it always right has never yet come to the surface of the wool industry. The probability is that there is no line of business in which it is so hard to determine where you are going to land as the felt line.

That is one reason why 75 per cent. of all the concerns that have started in the last twenty years are to-day out of the market and the business all in the hands of three or four concerns. By constantly improving the machinery for manufacturing and thereby reducing the cost of the product, the business has been kept fairly profitable, yet we find at the end of twenty years the trade is taking on a peculiar phase: Some of the manufacturers of rubber boots and shoes are beginning to manufacture them in connection with their goods and sell them with their rubbers, consequently the felt bootmakers of this city are now about to manufacture rubber shoes and sell their felts with the rubbers, the same as the rubber companies are doing. In all probability, the felt boot industry, as an exclusive industry in one factory, is a thing of the past; and a man who would to-day engage in the manufacture of felt boots alone would be taking a great risk, because the leather jobbers now want to buy felt boots and rubbers together, thereby saving the handling of double quantities of cases and many other annoyances that come from handling footwear from too many channels.

Elbridge G. Studley.

St. Paul is the fourth largest tea importing point in the United States.

\$ 2,350.00 \$

IN

CASH PRIZES

For the Grocers or their Clerks.

WATCH FOR OUR PRIZE COUPONS.

They are on every package of The H-O Co.'s Products.

Save these Coupons. Send them to us on April 2d, 1901. No Sooner, No Later. This Contest closes positively on April 15th, 1901, when the coupons will be counted and the prizes awarded. No coupons counted if received after April 15th.

Points, Not Coupons, Decide the Winners.

Coupons count either one or two points, as marked, the discrimination being made in favor of our more recent articles, as per the following list of

The H-O Products

which shows the size and number of packages per case together with the coupon value per package:

NAME	COUPON VALUE	NAME	COUPON VALUE
Hominy, Granulated (24-3 lb.),	1	H-O Oatmeal (24-2 lb.),	1
Corn Meal (24-3 lb.),	1	Self-raising Flour (24-3 lb.),	1
Corn Starch (36-1 lb.),	2	Self-raising Flour (36-1 1/2 lb.),	1
Tapioca (36-1 lb.),	2	Buckwheat (24-3 lb.),	1
Farina (36-1 lb.),	2	Buckwheat (36-2 lb.),	1
Genuine Buckwheat (25-5 lb.),	1	Pancake Flour (36-2 lb.),	1
Genuine Buckwheat (10-10 lb.),	1	"Injun" Bread Flour (36-2 lb.),	2
Holgrane (Entire Wheat), (20 5 lb.),	2	Tea Biscuit Flour (36-1 1/2 lb.),	2
Combination Cases { 12 Buckwheat-2 lb.		Wheat, Rolled (36 Special),	1
{ 12 Pancake-2 lb.			
{ 12 H O-2 lb.			

THE PRIZES ARE AS FOLLOWS:

The one sending in coupons aggregating the greatest number of points will receive	\$100	The next fifty,	\$10 each
The next two,	\$50 each	The next one hundred,	\$5 each
The next ten,	\$25 each	The next two hundred,	\$2 each
		The next five hundred,	\$1 each

A Handsome 26-inch Umbrella

will be awarded to each and every Grocer or Clerk sending in a total of 400 or more points whether he wins one of the other prizes or not. No more than one umbrella, however, will be given to any one individual, no matter what his points may aggregate.

Bear in mind this Contest Closes positively April 15th, 1901.

The H-O { Hornby's } Company, Buffalo, N. Y.
 { Oatmeal }

RIVER IMPROVEMENT.

Some Difficulties Which Have to be Overcome.

I take pleasure in complying with the request of the Michigan Tradesman to furnish for publication in the anniversary number a short article on the subject of river improvement. The article is necessarily limited in its scope and I can but briefly refer to the usual methods adopted for increasing the navigable capacity of rivers.

Water that falls upon the earth's surface continues to obey the laws of gravity and flows along the lines of least resistance toward the lowest level that can be reached by it. When, owing to the configuration of the surface, the lines of least resistance unite, the flowing waters unite into a single stream; and as the process is extended and the area drained becomes greater, brooks, creeks and rivers are formed. The amount of water that flows in a stream depends primarily, therefore, upon the extent of the area drained, and upon the rainfall over that area. If the surface of the area is relatively impervious to water and the slopes are steep, the effects of a single rainfall will be speedily apparent and the stream will pass rapidly through its stages of flood. If, on the other hand, the slopes are gentle and the soil absorbs a considerable proportion of the rain, the supply of water is received more gradually, the floods are less marked in intensity but longer in duration and there is a more constant volume of water in the stream. Therefore, the adaptability of a river to navigation depends upon other conditions than the extent of its watershed and the amount of rainfall thereon, and it frequently happens that what is a large river at some periods of the year is an insignificant stream when its navigation would be desirable. Moreover, a large volume of water may flow perennially in a river and the river be unnavigable because of rapids, shoals or other obstructions. In the great majority of cases rivers do not meet in their natural condition all the requirements of navigability. Nearly all are navigable in some sense, but few can float freight laden vessels of paying capacity until their natural condition has been improved.

The demands of commerce for cheap transportation of its commodities have developed extensive systems of improvements on many rivers in this country and abroad. A distinct branch of engineering has grown up in planning and executing these improvements; and although, as in all other engineering, success depends upon the correct understanding of natural laws and the proper application of natural forces, no other branch offers so many difficulties and in none are the results more uncertain or disappointments more frequent. There are many sufficient reasons for this. In the first place, a river does not offer fixed conditions; the forces at work are variable; and the forces and their variations are subtle and difficult of determination. We may apply the precision of mathematics to the construction of a bridge, but not to the improvement of a river, which is sometimes a quiet stream, lazily discharging its waters into the sea, and at other times a rapid and powerful torrent. Practically there is a new stream at every stage of the water. Again, no two streams are exactly alike, and plans that have met with success elsewhere can not be confidently applied to a stream whose improvement is under-

taken for the first time. It follows from these difficulties that the accomplishment of the desired result is usually a matter of many years, and all that can be done at first is to collect data as to the characteristics of the stream and to arrive at a definite plan of improvement by tentative processes.

There is a well-known property of water in motion which is at once a principal cause of the shoals and sand bars that obstruct the navigation of rivers and a frequently applied means of their removal. This property is the power of eroding the surfaces with which the water comes in contact and of transporting the eroded material as sediment. The power increases rapidly with the velocity of the flow, and when from any cause the velocity is diminished, a prompt deposit of the overload occurs. Thus we find the narrow portions of a stream deep, and the wider portions obstructed by bars or shoals. It is an obvious expedient to contract the width of the stream where the shoals occur, and to endeavor to give it at all points the width corresponding to the depth of water it is the purpose to obtain. Systematic improvement of this character is called regulation, and has been adopted on many rivers. It is, of necessity, a slow and gradual process, for the contraction of the stream at one point disturbs the equilibrium of conditions at other points, and new irregularities are introduced. If the increased velocity which is caused by the contraction, and which in time produces the desired erosion of the shoals, is checked at some point below, the surplus material carried in suspension is there deposited and a new shoal is formed. It is only after the stream has been systematically improved throughout its length, and its new banks have been protected from erosion, that a permanent improvement can be established. Another condition which makes this method of improvement difficult and uncertain of success is the necessity of providing for the high water discharge of the stream. It is in the high water stages that most of the erosion occurs and the greatest amount of sediment is carried, and unless the low water channel is fortunately located in the bed of the stream, it is liable to be disturbed and partially destroyed during every period of flood.

The contraction is accomplished by the construction of dikes of strength and durability determined by the necessities of the case. Where permanency is desired and the expense is justified by the conditions, stone is used, a suitable foundation being prepared, frequently of brush woven into mattresses, to prevent erosion and undermining. When it is expected that filling will promptly occur behind the dikes, a less durable and less expensive form of dike is often adopted, composed of timber piles driven into the bed of the stream, the construction being made sufficiently tight by weaving brush about the piles so as to form a vertical wall.

There is a difference of opinion as to which of two methods of contracting the width of a stream is to be preferred: whether to build a continuous dike parallel to the general course of the current and located along the line to which it is desired to bring the contraction, or to build a series of short dikes extending from the shore to the same line and approximately perpendicular to the axis of the stream. Advocates of the parallel system claim as its chief advantages that the desired contraction is produced

at once and that the water is guided or trained into the desired channel without causing cross-currents or other disturbances. On the other hand, it is claimed that the cross dikes are cheaper because they have a less average depth and a less aggregate length; that they will cause a deposit below them which will gradually build the shore line out to the desired position; and that if for any reason it may be desirable to change the amount of contraction first determined upon, they can be cheaply lengthened or shortened; while under similar conditions the original longitudinal dike would have to be abandoned or destroyed and an entirely new one built. As a matter of fact, the two systems are usually combined in practice, the cross dikes being used for the sake of economy when the conditions are such as to make their disadvantages of small account.

The difficulties attending the regulation of rivers, the slowness of the process, and in many cases the uncertainty of the ultimate result, have led to the development of an entirely different method of improving a stream. This method is known as canalization and consists in increasing the depths by raising the surface of the water instead of lowering the bottom. This is accomplished by means of dams built below the shoal places, locks being provided in the dams for the passage of vessels. The proper height and the most advantageous location of the dams, and the length of the pools formed above each dam, are matters of great importance that can be determined only after a thorough knowledge of the characteristics of the stream under improvement. When this method is practicable, it is positive in its effects, and the benefits of the improvement are made available at once. It is obviously limited, however, to streams with comparatively high banks, unless the expense of confining the pools by levees is justifiable. Originally, a serious objection to this method was found in the fact that the dams increased the liability to overflow and impeded the navigation of the river during periods of flood. This objection has been partially met by the invention of movable dams, which can be lowered when their effect is no longer desirable; but the difficulties attending their construction and satisfactory operation still leave some weight to the objection. Much skill and ingenuity have been exercised in designing movable dams that are automatic in their action, but success has been limited to dams of relatively short span.

Canalization is the only method of improving streams that are obstructed by rapids or that have a very steep slope.

As an accessory to both regulation and canalization, dredging is often advantageously resorted to. By itself, dredging is usually only a temporary expedient, as the same causes that originally produced the shoals continue their operation. In a stream that carries but little sediment, however, and in which the formation of shoals is a slow process, a channel once dredged out can be maintained at a small annual expense; and in such a case it may be wise, from an economical standpoint to rely upon dredging for providing the desired improvement.

As is well known by the readers of the Tradesman, the operations now in progress for the improvement of Grand River had their beginning as the result of a favorable report made by General Ludlow in 1892, upon a project to se-

cure a channel of navigable width and a depth of ten feet from Grand Haven to Grand Rapids. The examination and survey upon which that report was based were thorough and exhaustive, and nothing has been developed in the prosecution of the improvement to date to bring the practicability of the project into question. The actual prosecution of the work has been hampered by the limited amounts of money that have thus far been available. The difficulties attending the judicious expenditure of \$50,000 or of \$75,000 upon a river improvement which is estimated to cost \$670,000, can be readily appreciated. Obviously no effort to secure the full depth of ten feet has been possible. The course adopted has been to work on a small scale, with the idea of securing a channel which is to be gradually enlarged and deepened as funds become available. It can not be expected, however, that the expenditure of one-fifth of the total cost of the improvement will accomplish a proportional amount of the work. Engineering at retail is expensive. The operations now in progress have for their immediate object to open a five foot channel from Grand Rapids to Grand Haven. The methods adopted are to remove by dredging all the obstructions that reduce the available channel depths to less than five feet at extreme low water; and to assist in the maintenance of the dredged channels by means of longitudinal dikes. These dikes operate advantageously in two ways—they contract the width of the stream and they prevent the dredged material from finding its way back into the channel. I believe I can confidently state that the material deposited behind these dikes is there to stay, and to that extent, at least, progress is being made toward the ultimate goal. During the remainder of the present season, and during next season until the available funds are exhausted, it is expected to work systematically down stream under the plan above mentioned. The spirit of prophecy is not upon me and the careful individual does not indulge in predictions. I can only say that I await the results with much interest.

The value of a navigable channel ten feet deep from Grand Rapids to Lake Michigan is a question upon which the readers of the Tradesman have formed their own opinions. They know where they ship the products of their manufacture or the commodities of their trade, and whence they receive their raw materials and stock. If shipments in either direction can be made by water, there will unquestionably be a large reduction in rates of freight. The whole advantage lies in that fact; and often that one advantage decides the location of large industrial enterprises, and determines the growth of a city.

As an engineering project, I believe the ten foot channel to be feasible; but the most sanguine temperament can hardly expect its speedy accomplishment except by a liberal supply of money.

Chester Harding.

Every young man starting out in business naturally desires to devote himself to that which will pay best. The most cursory examination of business institutions reveals the fact that management is much better paid than performance. It shows that the director of affairs has a more lucrative position than any of the subordinates under him who execute his orders. The so-called business man, if, perchance, he is successful, makes the fortune that he aspires to, not alone by the detail work that he does, but rather by the skillful management with which he handles the men he employs.

1880

1900

We have increased
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since we started
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20 YEARS AGO

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Because our prices ARE RIGHT.

Because our Goods ARE RIGHT.

Because our Salesmen ARE RIGHT.

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Because we ARE RIGHT.

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Musselman Grocer Co.

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Grand Rapids, Mich.

1880

1900

GOOD ROADS.

How They Enhance the Interests of Merchants.

If a bettered condition of country roads concerned only the farmer it might be considered out of place for the subject of "good roads" to be dwelt upon in a trade paper; but the growing interest in road improvement manifest in many states, notably in the East, has led to a combination of forces, resulting in better statutory provisions and more improved thoroughfares.

People generally are beginning to realize that road-building is a public matter and that the best interests of agriculturists, merchants, in fact all classes, are enhanced by them. To obtain them there must be: first, good engineering skill in laying them out; second, better methods of construction and repair; third, revised and better executed laws. Therefore it is not surprising that one who is in touch with 7,000 business men should invite a good roads advocate to write upon the subject of good roads, with the hope that the readers may make the good roads movement prominent in their respective localities.

Neither trade nor agriculture has assumed its proper proportions, largely for the reason that the avenues leading to the market from homes of the farming community have been in an inferior condition. First, the lines were unwisely chosen; second, they have been mismanaged and neglected and have not received the attention which even our present incomplete laws require—if the highway were passable the adjacent property owner has been fairly content, or the few more progressive in their ideas have been unable to stir up the indifferent or do away with the vicious method of "working out" the road tax. Miles of road in Michigan are no better to-day than they were twenty-five years ago. The annual road tax has been worked out—or perhaps "played out"—but somehow the swamp holes remain, sand beds are a little deeper, corduroys exist, distance to market has not been shortened, no larger loads are being conveyed over these modern thoroughfares than in early days, farm values have not increased along these highways, travel has decreased along particular roads if better ones could be found within reasonable distance, and then both farmers and country dealers wonder that trade and traffic are so poor. Look, if you will, at other sections where road construction has received its just attention. There farms have increased in value, thrift is apparent on every hand, markets are more easily reached, immense loads of produce are easily conveyed to a distant market, teams are in good condition, market places are thriving, transportation is nominal. Results are, therefore, satisfactory, times good, both merchants and farmers accumulating simply because the highways are in a fit condition for conveying the largest loads. Is not cheap transportation the goal to be reached? Between the two cities, Hamilton and Toronto, a distance of forty miles, the merchants and manufacturers have established a freight wagon service in competition with railway rates, resulting in a saving of seven cents per hundred on freight carried. How rapidly upon the introduction of the railway do land values increase, largely because of the rapidity and economy in transporting all products, and the introduction of good roads will operate in the same

manner, even at less cost for the same than by rail.

It is said that in France teamsters are competing with railways in drawing goods two hundred miles over country roads. The greatest load which can be hauled over a road is the load which can be hauled through the deepest mud hole or up the steepest hill on that road. The cost of hauling is, therefore, necessarily increased in proportion to the roughness of the surface or steepness of the grade; then is it not economy to have the highways in the best possible condition? For an even distribution of wealth to the people of the state there is more in good roads than in any other proposition submitted. The defective laws relating to road construction and repair are becoming more apparent from the fact of such wonderful progress being made all around us. This working out of the highway tax is an obsolete method in some portions of Canada. Eastern

will go farther and say that positive failure in mercantile life as well as farm life is wholly traceable in many sections to bad roads. Thousands of dollars are being annually spent to "bring people to town" in methods where but few get the benefit, while a like amount spent in building good roads, that transportation may be cheapened, that ease to the animals and comfort to travelers might be increased, would result in "building up the town" immeasurably more.

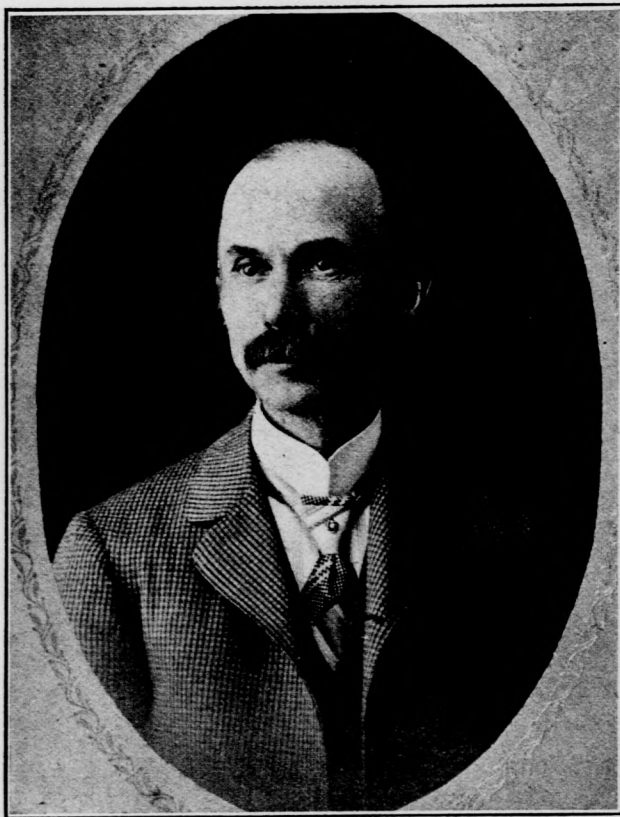
The farmers, too, are not the only men of one idea—the man behind the counter has the same defect, too often seeing no farther than the other side of his counter. He subsists upon the farmer and doesn't know enough to endow him with more abundant resources, that he himself may get a larger reward. Every business man in a community should, for his own future welfare, become an active promoter of good roads,

The Road Department under the direct auspices of the Agricultural Department at Washington, D. C., with only a few thousand dollars each year for its use, has printed many thousand copies of good roads literature and circulated it gratuitously wherever there has been call for help or information on road construction or improvement. Directly traceable to this means thousands of miles of stone, macadam and gravel roads have been built. State, county and township laws and systems have been entirely changed and the work is spreading over every state in the Union. How long will it be before Michigan comes to the front and realizes the great waste of money under our present laws and turns over a new leaf, covers up the sand, tears out the corduroy, sheds over the mud holes, goes around the hills instead of over them and compels the Legislature to blot out the old worn-out laws and formulate something modern, economical, life-giving, of the money-making kind? The Department at Washington has recently given aid to two road congresses, one held in Port Huron, one in Saginaw, by sending Messrs. Dodge and Harrison to these localities, the latter gentleman an expert road-builder, to superintend the building of sample roads. Over a mile of macadam road was built near each city by the residents, under the Government's supervision. As stone was the available material there, stone was used; but the purpose of the Department is to stimulate road-building with any kind of material available in any locality. I am free to say that the object lessons furnished in these sections have greatly stimulated road-building and the results will be far-reaching in Michigan.

My purpose is not to take road-building away from its legitimate channels, but to organize all classes into the great work, and especially to co-operate with the agricultural community in making better roads all over our grand State.

Frank Hamilton.

Fresh eggs can be bought in China for 4 to 5 cents per dozen in inexhaustible quantities the year around.



States also are throwing the old method overboard and whenever and wherever the cash system is adopted better work by far is being done with one-half the labor assessment paid in cash. Not to the farmer alone should we appeal for an improved system; indeed, I have always thought that not he alone should be taxed for the bettering of the highway used so largely by the general public. The merchant must realize that he is benefited in proportion to the cheapness of transporting products to his market; if it does not behoove the business communities to aid in the betterment of all avenues leading to and from their homes, to whom then does the responsibility belong? Looking at the good roads movement from a purely commercial standpoint, there is for the average village or city merchant no better investment, none that will bring him better returns for his money, than a wise expenditure on road improvement. I

for he is a great power for aiding in this work. The fact is that, whether or not the villages and cities discharge their duties in their respective places, their prosperity depends upon the prosperity of the country districts, and so it becomes a matter of self-preservation to arouse public interest in road-building. We are entering upon a new era of road-building. It will need the combined efforts of all classes to secure from our Legislature the needed changes; but until that time comes a continued agitation is necessary to secure the best results under our present system. In New Jersey, Massachusetts and other states, state as well as county aid has most wonderfully accelerated road-building. And why not state aid? Michigan abounds in good road material, as she abounds in endless wealth both upon and under the surface. For a state having such great resources she can afford to give for internal improvement.

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Being conveniently situated near the Union depot, we most cordially invite all merchants visiting Grand Rapids during the State Fair, or at any other time, to confer upon us the great pleasure of showing them through our establishment, which is a model in every respect.

THE CARPET SWEEPER.

Evolution of this Most Important Household Necessity.

The carpet sweeper descended from the street sweeper. Its more remote ancestor, however, is found in the brush broom. Its ancestry, therefore, is honorable and can be traced back to the earliest civilization of the world. The term "carpet sweeper" is of modern origin. It is the name which Americans have applied to what was formerly known in England as a "sweeping machine" or a "mechanical broom." The name "carpet sweeper" is now applied to a simple machine having a case or box, dust receptacles, a revolving brush, supporting wheels and a handle. The supporting wheels usually act as driving wheels, being connected in some way to the brush roller so as to revolve the same as the sweeper is moved by its handle over the carpet.

As early as 1600 one Edmund Hemming, of London, took out an English patent on what he called "a new machine for sweeping the streets of London or any city or town." This machine would now be called a street sweeper. In a crude way it contained many of the elements of the modern carpet sweeper, but the machine was not adapted to sweep carpets.

Between 1600 and 1856 several English patents were obtained on revolving brushes or "mechanical brooms" for sweeping chimneys. There were also several patents obtained on street sweepers. One of the latter had a brush roller placed obliquely to the frame so as to drive the dirt to one side of the street, precisely the same as is done by the street sweepers now in use in the city of Grand Rapids and elsewhere in the United States.

Feb. 11, 1811, James Hume obtained a patent in England on what he called a "sweeping machine," which he describes as adapted to sweep floors. The brush, however, was turned, not by the drive wheels, but by a handle or crank. He suggested, however, that the brush could be revolved by any suitable means. The machine was apparently not intended to sweep carpets, but the construction would indicate that it might be used for that purpose. The machine was a nearer approach to the carpet sweeper than any of prior date.

In January, 1853, James Hadden Young obtained an English patent on a "hand sweeping apparatus" for "sweeping carpets, floors and pavements." The machine had a frame covered with calico. It also had a brush roller, dust pans and a handle. The brush roller was revolved by connection with the supporting wheels. It was to all intents and purposes a carpet sweeper. It was the first machine referred to among English patented devices as adapted to sweep carpets. The same inventor in 1854 patented an improvement. He hinged or pivoted the dust pans substantially as is done now in carpet sweepers. He also constructed a wooden box instead of a frame covered with calico. While his device was a crude one, it contained the elements of a carpet sweeper and it would undoubtedly work effectively on a carpet.

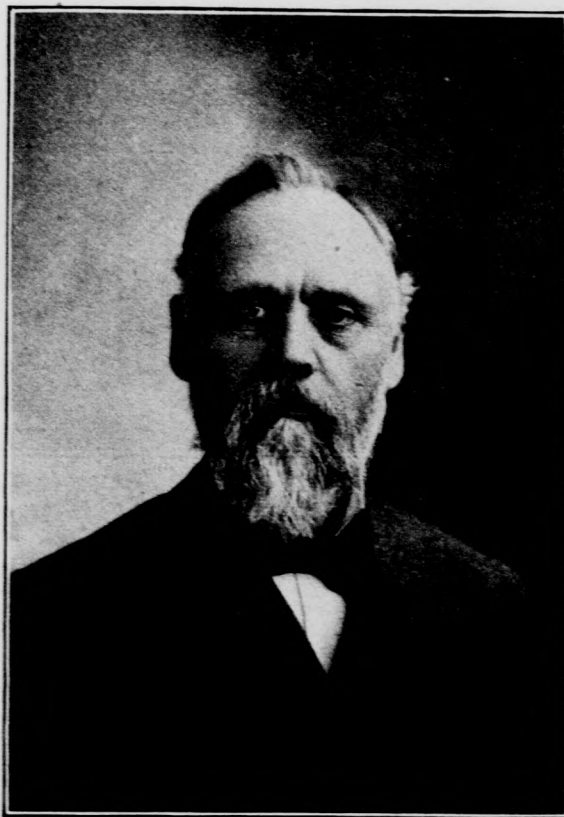
On June 11, 1858, an English patent was issued to Lucius Bigelow on "an improved machine for sweeping carpeted or other floors." The case of this sweeper was supported by two large wheels on one side and by a swiveling caster-wheel on the other side. The large wheels were the driving wheels. It possessed substantially all the ele-

ments of the modern carpet sweeper. It is specially noticeable that the first patent on carpet sweepers in America shows a sweeper that in all substantial respects is a copy of the Bigelow sweeper. The resemblance is so close that it does not seem possible it could have been accidental. The patent was issued only about two months earlier than the first American patent on sweepers. During the year 1858 there were four English patents issued on carpet sweepers. Undoubtedly a few carpet sweepers were manufactured in England and probably a few of such sweepers found their way to America.

The American carpet sweeper originated in Massachusetts in 1858. There were two patents issued on August 17 of that year. One of the patents was issued to H. H. Herrick and the other to A. W. Noney. The Noney sweeper, as appears from the Patent Office report, was a cumbersome affair and prob-

ably of the sweeper business and for more than a dozen years no sweepers were manufactured in the United States outside of the city of Boston, excepting a few in the State of Connecticut. Gradually the business spread to New York, New Jersey and to Rhode Island, but Boston retained its position with little competition until 1877 and 1878, when the Western manufacturers began to compete for the first place, and by 1881 or 1882 Boston had lost its prestige, and the business of manufacturing carpet sweepers finally departed about 1887 and to-day there are no carpet sweepers manufactured in any city in the New England States.

The carpet sweepers made most extensively in Boston were known as the "Weed," the "Boston" and the "Welcome." The "Welcome" was probably manufactured most extensively and it survived several years after the other sweepers had disappeared. As above



ably never went into use, while the Herrick sweeper, which was a substantial copy of the Bigelow sweeper, was actually manufactured and put upon the market as early as 1859 and possibly as early as 1858. The Herrick sweeper marked the beginning of the carpet sweeper business in the United States. According to information received from a brother of H. H. Herrick, the appearance of the sweeper created much surprise and raised great expectations. The manufacture was begun with enthusiasm. The demand for sweepers in Boston was fairly good. Sweepers were constructed and sent to other states. As early as 1860 a New York merchant contracted for no less than 30,000 of these carpet sweepers, to be delivered in the spring and summer of 1861. The war breaking out, however, in 1861, the contract was canceled and the sweepers were never delivered. For several years Boston retained a monop-

stated there were a few sweepers manufactured in Connecticut, New York and New Jersey, but they were only manufactured in small quantities and probably with little profit and they soon disappeared from the market.

In 1876 Gore & Edgecomb, of Goshen, Indiana, invented a new sweeper which contained some novel and useful features. The sweeper was exhibited at the Centennial Exhibition in 1876 and received the first premium. The sweeper was known as the "Lady's Friend." It was a well made sweeper and it soon became popular and was sold in considerable quantities. It doubtless had considerable effect in decreasing the sale of sweepers manufactured in Boston. It commanded as high a price as any sweeper manufactured prior to 1880, with the single exception hereinafter named.

In September, 1876, M. R. Bissell, of Grand Rapids, Michigan, secured his

first patent on a carpet sweeper. The sweeper contained a brush roller suspended at its center and contained no end bearings. As first constructed the brush roller was revolved by cog wheels placed centrally in the case. The valuable features claimed for this sweeper were its adaptability for sweeping close to the baseboard at both ends of the sweeper, and, second, its superior adjustability. The sweeper was afterwards improved by substituting a friction gearing in place of the cog wheels. This sweeper was known as the "Bissell Center Bearing Sweeper."

In the hands of a less aggressive man than Mr. Bissell this sweeper might never have become known to the public, but the sweeper contained merit and Mr. Bissell's energy and business tact brought this sweeper to the front. Within a few years the number of center bearing sweepers sold far exceeded the sale of any other sweeper, the annual sales reaching as high as 65,000, an enormous number for that time when it is remembered that probably more than a dozen factories were making sweepers in the United States.

All sweepers above referred to belong to the class known as two-wheeled sweepers. The first four-wheeled carpet sweepers which were manufactured in any considerable numbers were constructed in accordance with a patent issued to E. T. Pringle, of Aurora, Illinois, in 1877. The sweeper was well made, unique in appearance, and effective in its work. The sweeper was named the "Aurora." It was sold as an exclusive sweeper, that is, its sale was restricted to a certain number of dealers in each city. It sold for a higher price than any other sweeper made until it was finally displaced by the Bissell Grand Rapids sweepers made under the Plumb patent, which will be referred to later. Had invention and improvements ceased with the "Aurora" sweeper it is highly probable that that sweeper would be a prominent one on the market to-day.

It will be impossible to enumerate all the attempts to manufacture sweepers and to give a full history of the successes and failures. The most interesting part of the history of the sweeper industry is found in its beginning and development in the city of Grand Rapids.

The success of M. R. Bissell inspired others to enter the field and within a comparatively short time after Mr. Bissell began the manufacture there were no less than six concerns in the city of Grand Rapids alone manufacturing carpet sweepers. Each had one or more patents as the foundation of the business. Each secured some share of public favor, but Mr. Bissell kept in advance of them all and undoubtedly made and sold as many sweepers as all the remainder combined. This he continued to do until the organization of the Bissell Carpet Sweeper Co., which united all the Grand Rapids manufacturers of sweepers into one company, with the exception of the Plumb & Lewis Manufacturing Co. The Plumb & Lewis Manufacturing Co. continued until about January, 1886, when its patents and sweeper business became merged with the Bissell Carpet Sweeper Co.

The Plumb & Lewis Manufacturing Co. made and sold a sweeper which was the invention of A. D. Plumb, of Grand Rapids. The Plumb patent deserves more than a passing notice, as it marks an epoch in the carpet sweeper business. Mr. Plumb began the manufac-

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Our stock of Syrups, Molasses, Dried Fruits, Soaps, Tobacco, Provisions, Sugars and Sundries is full and complete.

Grand Rapids is the natural distributing point for Western Michigan and we take pride in inviting our friends in general to an inspection of our large and complete stock and in extending a cordial invitation to make our store their headquarters when in the city. Any orders with which we may be favored will receive careful attention, prompt shipment and a satisfactory result guaranteed.

ture of a sweeper invented by G. W. Gates and Benj. F. Potter and he continued to manufacture the same for about one year, when he made his invention in carpet sweepers. Mr. Plumb's application was filed in April, 1880, and the manufacture was then begun. The name of the sweeper was also changed from the "Grand Rapids Carpet Sweeper" to the "Mystic." Mr. Plumb was much more successful with his new sweeper than with his first one and his business in one year more than doubled.

The novel feature of the Plumb sweeper consisted in the introduction of a spring between the sweeper case and the drive wheel, which enabled the user to lower the brush to the carpet by merely pressing down on the sweeper handle. This adapted the sweeper to all kinds of carpets, to light and heavy sweeping. It obviated the necessity of a mechanical adjustment of the brush roller, the brush roller being adjusted by mere downward pressure. This feature was called "self-adjusting," "automatic," "automatic adjusting," etc. That this feature was a useful one is established by the fact that within one year from the date of the Plumb patent every manufacturer of sweepers in Grand Rapids was using the patented feature of the Plumb invention—some in one form, some in another, but all within the scope of the Plumb patent. Afterwards several manufacturers outside of Grand Rapids adopted the Plumb device and infringement did not cease altogether until the patent had been construed and sustained by the United States Court.

In order to avoid infringement of the Plumb patent and still to obtain the automatic adjustment, several ingenious devices were invented, which afterwards received the name of "cam-action sweepers." In the so-called "cam-action sweepers" the spring between the drive wheel and the brush roller was dispensed with. The bail of the sweeper was connected with the brush roller, so that the brush roller could be raised and lowered by tilting the handle of the sweeper. The first patent in this line was issued to G. W. Gates in August, 1881. This was followed by several others, differing in detail, but all working upon substantially the same principle. This cam-action sweeper received some favor with the public and considerable quantities were manufactured and put upon the market. They never, however, received the same favor as the self-adjusting sweeper constructed in accordance with the Plumb patent and their popularity is not increasing.

The principle of the Plumb sweeper was introduced into four-wheeled sweepers by the Bissell Carpet Sweeper Co. and also by the Plumb & Lewis Manufacturing Co. The effect of such introduction was to displace the "Aurora" sweeper and to drive it entirely out of the market. A New York merchant who had handled the "Aurora" sweeper with success and profit declared that when the Bissell Grand Rapids sweeper, with this automatic adjustment, was first offered to him he purchased a few with great hesitation; that as soon as he began to sell them his customers were so well satisfied that they sent in orders to purchase; that the demand for the "Aurora" sweeper ceased altogether; that he had on hand a quantity which cost him \$3 apiece; that he sold a few of them for \$1 apiece and finally closed

out the balance by giving away a sweeper to every customer who purchased a certain quantity of his goods.

The Plumb sweeper was first put upon the market in the spring of 1880, and after more than twenty years the principle of the Plumb invention is found in nearly all the sweepers upon the market to-day. No other patented feature in an American carpet sweeper has retained its position for so long a time. It must not be supposed that invention in self-adjusting sweepers ceased with the Plumb invention or that Plumb reached perfection. The Plumb "Mystic" sweeper ran its race in about six years, as did nearly all the two-wheeled, self-adjusting sweepers. Many sweepers, both two and four-wheeled, have had their day and passed away, but the real thing patented by Plumb, as repeatedly construed by the United States courts, still exists as a valuable feature in a carpet sweeper and promises to continue for many years to come.

The impression is general that the number of patents on carpet sweepers is very great. A prominent manufacturer in this city, being asked how many carpet sweeper patents he thought had been granted, promptly replied, "Several thousand." Several others have expressed substantially the same opinion. The fact is, the number of patents issued on carpet sweepers is comparatively small. Taking the forty-three years ending with Jan. 1, 1900, the total number of carpet sweeper patents is 254. Some of these patents are on devices for attaching handles and are equally applicable for other implements, but, counting them all as carpet sweeper patents, the average number per year is less than six. The largest number of patents issued in any one year on carpet sweepers was in 1892, and the total number for that year was twenty-five. Comparing this number with the number of car-coupling patents it seems very small, for in 1892 there were 380 patents issued to inventors of car couplers, being 126 more patents in one year on car couplers than all the carpet sweeper patents for forty-three years. The development of invention is followed by the development of manufacture. The number of patents issued in any locality marks the development of manufacture in that locality of the thing patented. This matter can be referred to but briefly in this paper. The invention of the Herrick sweeper in Boston marks the beginning of the sweeper manufacture in Boston and in the United States. In 1858 there were six patents issued. In 1859 there were nine patents issued. All the patents issued during these two years were to residents of Boston or vicinity, with a single exception. That one exception was a patent issued to an inventor residing in Connecticut. No patents were issued to any person outside of Connecticut and Massachusetts for more than ten years after the date of the Herrick patent, and during that time Boston monopolized the manufacture of carpet sweepers. In the latter part of 1868 a single patent was issued to a resident of Brooklyn, New York, and it became in a small way the foundation for the manufacture of sweepers. From 1868 to 1880 the yearly number of sweeper patents issued was five. These patents were somewhat scattered, but most of them were taken out by residents of the New England or the Middle Atlantic States, and, while the manufacture was undertaken in New York, New Jersey, Ohio, Indiana, Michigan

and elsewhere, Boston still retained the lead in the business, but by no means the entire business. The Gore & Edgecomb sweeper, referred to above as the "Lady's Friend," made at Goshen, Indiana, became a sharp competitor. This sweeper was manufactured and sold successfully for many years. The manufacture of the Bissell center bearing sweeper, beginning in 1876, was carried on with energy and success. Mr. Bissell was not satisfied to rest his business on his single invention, but continued to make improvements and to patent them. Every small device invented by him was patented. He took advantage of every improvement, however small, to increase the efficiency of his sweeper. Such were his energy and success that he became, in fact, as he claimed, the most extensive manufacturer of carpet sweepers in the world. This was before the organization of the Bissell Carpet Sweeper Co. The sweeper business was following invention. Invention was being transferred from New England to Grand Rapids. The names of M. R. Bissell, W. J. Drew, George W. Gates, Benjamin F. Potter, H. S. Wing, E. B. Clark, A. D. Plumb, Silas H. Raymond, C. O. Allen and Benjamin R. Stevens and others began to appear as inventors from time to time in the Patent Office Gazette.

In 1876 Michigan took out but one patent on a carpet sweeper. This was issued to M. R. Bissell. Probably it was due to this patent that the carpet sweeper business of the world has become centered in Grand Rapids. In the same year Massachusetts took out six patents. As late as 1878 Massachusetts took out five patents to none in Michigan, but in 1879 there came a change. There were six patents issued to Michigan inventors and but two to Massachusetts inventors. In 1880 Michigan took out nine patents to none in Massachusetts and in 1881 Michigan took out eleven patents to none in Massachusetts. From 1879 to the present time Michigan has held the lead in patents issued on carpet sweepers and since 1881 the lead in the manufacture of carpet sweepers, while Massachusetts has ceased to make carpet sweepers and has practically ceased to make improvements in carpet sweepers, the Patent Office Gazette for 1899 showing no patents issued to residents of Massachusetts on carpet sweepers, while five out of the seven patents issued that year on carpet sweepers were issued to Michigan inventors.

The history of carpet sweeper making is interesting and instructive. Having its inception in Boston, for a series of years it grew and thrived in that city. It strayed to other cities in different states, where it survived for a time, and in some places flourished. Gradually but surely the industry substantially died out in all but one locality, and that one the city of Grand Rapids. To-day substantially all the carpet sweepers used throughout the world are made in Grand Rapids, where the industry still thrives. Grand Rapids makes these sweepers because its manufacturers have kept the lead in novel features and careful business methods. It is an illustration of the truth of the maxim, "The fittest survive."

Since the manufacture began in Boston in 1858 probably more than fifty companies have engaged in manufacture of carpet sweepers, which have passed out of business and disappeared. The very nature of the business rendered such a result almost inevitable.

The first manufacturer was, doubtless, able to sell his sweepers at a larger profit, hence other manufacturers believed that they could do the same. They overestimated the demand. They underestimated the expense. The purchase of carpet sweepers is almost always in small quantities. The merchant who sells sweepers is not likely to spend much time on his sweeper business, as it invariably forms but a very small part of his trade. The expense of selling sweepers by the manufacturer is comparatively large, for the reason that but few sweepers can be sold in any one place and the manufacturer must cover a large territory in order to sell enough sweepers to pay expenses and leave a profit. A carpet sweeper does not quickly wear out and a household once supplied with carpet sweepers is supplied for a term of years. The demand for sweepers is limited and a single factory in Grand Rapids possesses facilities for making not only carpet sweepers to supply the demand of the world, but many thousands in addition thereto.

The territory in which carpet sweepers can be sold has been canvassed thoroughly and is being re-canvassed several times a year, and each new competitor in the field is compelled, if he secure any trade, to secure it from the customers of some manufacturing company already in the field. It is not a case of obtaining trade from a new set of buyers, but a case of securing a part of a trade which is already held by some other manufacturer.

The demand for sweepers in the United States has not been such an increasing demand as is generally believed. There has been an increase, but it has only kept pace with the increasing wealth and population of the country. The city of Boston probably does not purchase more sweepers in proportion to its population to-day than it did in 1870 and the years immediately following.

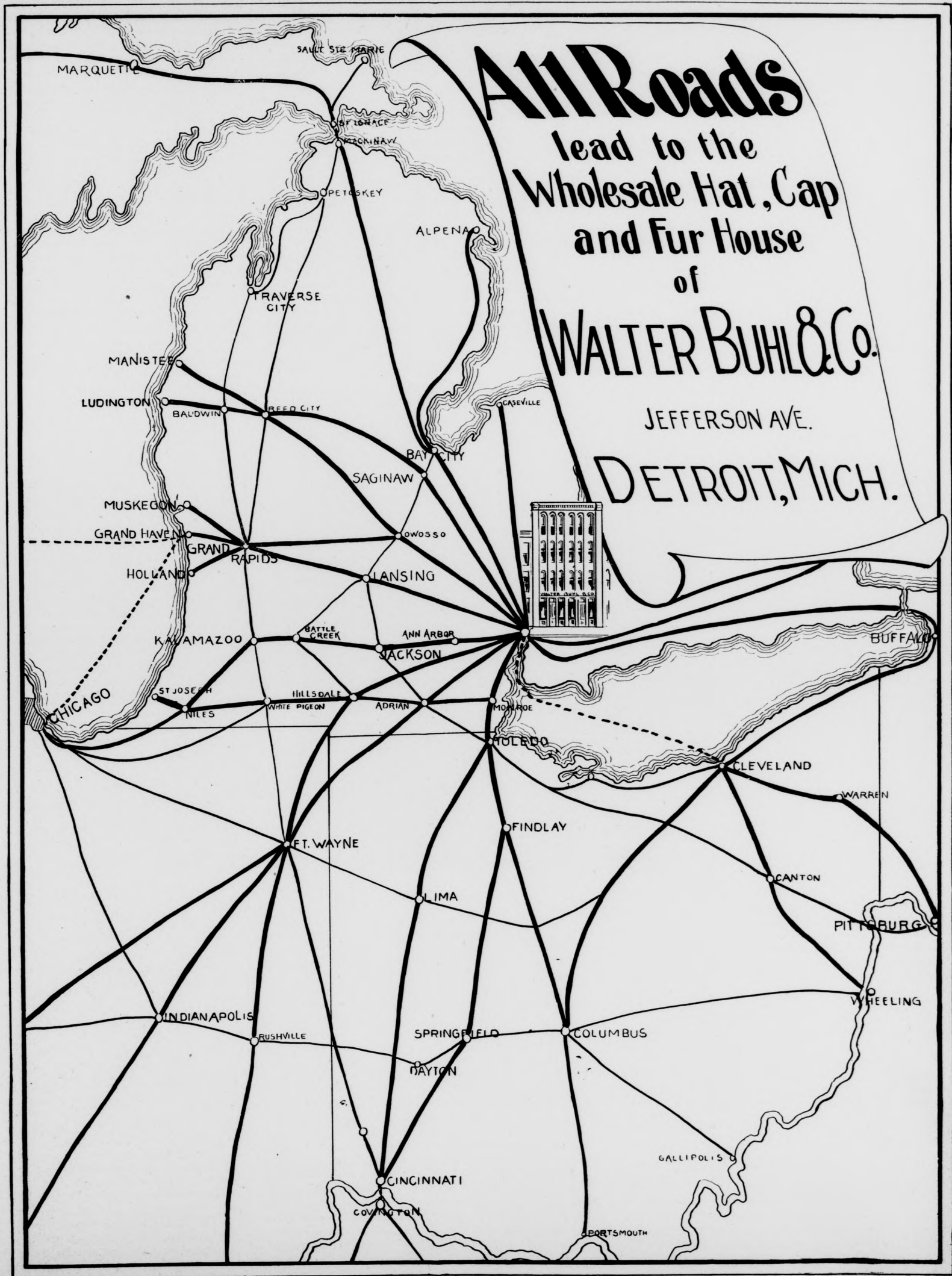
The manufacturer of carpet sweepers, to be successful, must have a considerable volume of business, and from the nature of the demand for carpet sweepers there can be at one time but few successful manufacturers. If the entire volume of the carpet sweeper business of the world were equally divided into a dozen or twenty equal parts, and one part given to a single manufacturer, it is probable that the business could not be carried on at a profit unless the price of sweepers could be considerably advanced.

The lesson which the history of the carpet sweeper business seems to teach is this: First, that the business of the manufacture of a specialty follows the greatest development of invention and improvements; second, that a single invention may serve the purpose of starting a manufacturing industry, but such industry will be shortlived unless invention and improvements are continued; third, that the manufacture of a specialty may be profitable when carried on by a single company and wholly without profit when divided up and distributed among many companies; fourth, that the mere increase of the production of an article does not necessarily increase the demand for the same.

Edward Taggart.

The average man puts a greater value upon a favor he bestows than upon one he receives.

It is better to do a big business in a small town than a small business in a big town.



THE HARDWARE TRADE.

Innovations and Improvements During the Past Thirty Years.

After an experience of about thirty years of continuous service in the hardware trade, it is interesting, in these days of sudden changes and high business pressure, to go back to the earlier days of this important branch of our varied industries and consider the changes and progress made during this long period of time.

It has often been stated that "Iron is king," by which is meant that the iron industry has come to be considered a pretty accurate barometer of the state of trade and finance and that when the iron business is prosperous all other lines of business are usually so and that the country is experiencing what we term Good Times.

The iron and hardware business is so closely interwoven and their interests so nearly mutual that both may be considered as one; consequently the hardware trade of Michigan is an important and honorable one and no person engaged in it need feel called upon to make apologies for his calling.

My connection with the hardware trade covers a period of most remarkable changes and advancements in nearly all directions. We have seen, through the improvements and progress made in electrical science by the laying of ocean cables and the introduction of our local and long distance telephone systems, also by our improved methods of rapid transit, that the world has, in a certain sense, been rapidly growing smaller; in fact, all parts of the earth have been brought in closer touch, and each morning the principal events of the previous twenty-four hours are laid before us at our breakfast tables.

Thirty years ago electricity was but little known or understood, and at that time oil and gas for lighting purposes were almost considered a luxury, and our electric lights of to-day, as at present developed, hardly dreamed of. In those days, horse cars for street car transportation were only for the benefit of our larger cities, but at the present time there is no city of any size which does not have rapid transit, not only within its own borders, but it is spreading out to neighboring villages and cities, thereby bringing the country and towns closer together, much to the advantage and benefit of all classes. During the space of time which we are considering there have been very many other changes, almost too numerous to mention. A journey to-day across our continent from ocean to ocean is but a question of hours, instead of days and weeks and, in the place of hardship and discomfort, it is one of ease and luxury; and, inside of one week, the resident of Michigan may be touring in Europe. The business man in his office or home is now able to transact business by conversation direct with those interested in all parts of the country. Science has made rapid strides in these past thirty years in all directions, and through research and study we are learning things in regard to this old earth of ours which formerly were never dreamed of, and even in religious beliefs, through changes in creeds and the better interpretation and understanding of the Bible, we have noticed many and important changes.

From this brief outline we can see something of the progress made during the past years and realize the fact that we are living in a fast age, subject to abrupt and important changes, and this

will also apply to business and business methods, and to the hardware trade as much as to any other.

My first experience was that of clerk and general utility man in a retail store. In those days a hardware store was considered more as a place of necessity than of taste or refinement. A keg of nails or a bar of iron and other staples are about the same now as then, but there was not the taste used in displaying goods or the conveniences for doing business which we now have. Then the average hardware stock was made up more of the articles of necessity and common use, and few of those of luxury, with little labor or time expended in arranging the stock to the best advantage possible, as compared with the present time. Our hardware stores of to-day are largely places of tact and taste in arrangement and of beauty and interest. With improvements in manufacturing and from the demands of the

the blacking of stoves for recreation—and the hours of service extended from early morning until late at night. At the present time the details of business are more divided and the average clerk or salesman is not so much a porter as then. The general shortening of the hours of labor has not been missed by the hardware men, as, except in the smaller towns or in special seasons, early closing has become general and in many towns we find the doors closed and locked at 6 o'clock and business for the day finished.

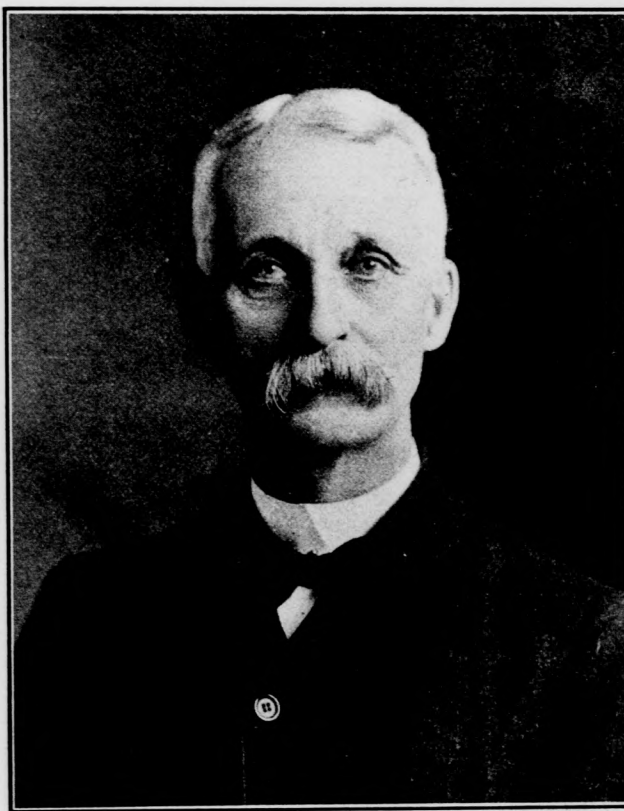
Among the many changes of the past thirty years, there are, perhaps, none more important or to be commended than the growth of good fellowship and kindly feeling for each other among competitors. Then it was each man more for himself; and, while competitors in their own vicinity were more or less acquainted, it was not generally accompanied by any feeling of friend-

learn from each other's experience the best methods of doing business and they do away with those old feelings of envy and distrust. This is largely an age of concentration and co-operation, instead of so much of individual effort, both in business and public affairs, and speaking now from the standpoint of the jobber, associations of retail merchants are to be commended and encouraged. Evils will creep in and manufacturers and jobbers may infringe upon the rights of the retailers. If so, no one individual is strong or powerful enough to correct it, but the combined efforts of all the individual hardware men of Michigan will carry great weight and command respect and attention. Through trade organizations the jobbers and manufacturers and retailers of to-day are in a position to know better the rights and desires of each other and to correct business evils and poor methods, without trouble or friction and this indicates progress to a large degree.

Great improvements and advances have been made in general intelligence through the enormous circulation of our daily and weekly press and our improved educational facilities. This is also true of the hardware trade. At the commencement of my career, trade papers were few in number and catalogues were confined almost entirely to a few of the larger manufacturers. Great progress has been made in this direction and from all of our larger business centers we have issued trade journals, giving careful market reports and conditions, as well as current prices. Instead of a few meager catalogues, we now find them issued by nearly all jobbers of hardware and so carefully compiled and illustrated that every retailer has in his office for instant use and reference, through these catalogues, a complete copy and description of the sample rooms of jobbers scattered all over the country. Hardware dealers of to-day are, therefore, in a position to be thoroughly posted, not only in regard to prices, but also to changes and improvements and to new styles of goods.

Even in traveling salesmen there have been an improvement and progress made and, through their increased numbers, jobbers and retailers have been brought more closely in touch with each other and, in my opinion, there has been a marked change in the character of the men now representing trade upon the road. It has come to be a better recognized fact that the traveler represents his house in more ways than one, hence more care is exercised in employing men of good character and standing and business capacity than formerly. Men of bad habits are being weeded out and the rank and file of the commercial travelers of to-day will compare favorably in every respect with any other class of business men and enjoy the respect and confidence of their employers to a large degree.

Among the changed conditions of to-day, as compared with thirty years ago, which may also be termed a progress, is that of the gradual abandonment of long terms of credit and the doing of business more on a cash basis. As the country increases in wealth and prosperity, goods are being sold more for prompt cash or short credit, and the jobber, instead of giving a regular credit of four months, now sells on thirty to sixty days' time and the retailers are looking more closely after their cash discounts for prompt payment. Credits are also more closely scrutinized,



trade the stocks of hardware have greatly changed. The better financial condition of our people has created a larger demand for goods which were formerly considered luxuries. Where thirty years ago the elevated oven stove was a common article in this line, to-day the cook stoves and ranges and heaters are all works of art and beauty. The Janus-faced rimlock, with the mineral and porcelain japanned knobs and the old style loose joint cast butts of thirty years ago, has been almost relegated to the rear, and in its place has come a large and varied line of truly artistic builders' hardware in brass, solid bronze or silver and gold plated mountings and trimmings. These few instances will give us some idea of the changes made in stocks now carried and of the progress made in beauty of style and finish.

In those early days the average hardware clerk filled all positions, from that of salesman to porter work—including

ship. On the contrary, their intercourse was apt to be constrained and they almost invariably entertained more or less suspicion and distrust. The present age is quite the reverse of this and we see trade organizations and associations in all directions among the hardware fraternity. The retailers and jobbers have their local, state and national associations to harmonize and adjust differences and, through this means, they come to know each other better and to appreciate the fact that all the brains and business capacity and good fellowship are not carried under one's own hat. Warm friendships are formed through these organizations and their members are made broader and better business men. Business men's associations, either among retailers or jobbers do not mean necessarily combinations to advance or control prices, but they help to bring men in the same line of business closer together, so that they

THE OLD NATIONAL BANK of Grand Rapids will re-enter its permanent quarters early in October. Every endeavor is being made to finish the Banking Office in the most approved manner to insure the comfort, convenience and safe keeping of funds of every customer. There are to be private apartments for men and women where confidential business can be transacted. A special feature will be the handling of women's private and household accounts. Meanwhile the Bank is transacting its customary business issuing certificates of deposit, drawing interest, Blue Savings Books drawing interest at 3 per cent. per annum and attending to the needs of its customers at 60 Monroe Street. Many parties living outside the city have found it a great convenience to open accounts with this Bank.

GRANITE



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Grand Rapids, Michigan.

An Enterprising Agent Wanted in Every Town.
Send for Circular with References.

Pimples and Blackheads



Are not very ornamental to any one's countenance; most people do not like them, and to those I wish to make a suggestion. Do not keep everlastingly pinching and picking them; the most good (?) that sort of treatment gives is the increased irritation and redder spots for your friends to notice. Beware of adulterated skin foods; many complexions are forever ruined by the use of impure "skin foods." Steaming is harmful to the face; it makes large pores, weakens the eyes, shrivels the skin and makes it flabby. Don't use ointment, cream or any greasy substance on the skin, which are apt to make it soft and produce unnatural growths of hair. Schrouder's Lotion for Pimples and Blackheads is a scientific, exquisitely perfumed toilet preparation and is perfectly harmless; it gives new life to the complexion and keeps it clear. I guarantee it will rid the face of the little nuisances, or your money back. It is a necessary requisite for the toilet table of every person of refinement.

Price Per Bottle \$1 00; Small Bottles 25 Cents.

The small bottles can be had of any druggist or will be sent by mail on receipt of 10 cents additional to cover postage and packing (35c)

Special Offer

Good Only Until Oct. 1, 1900.

Any merchant ordering a card of one dozen of this Lotion prior to Oct. 1, 1900 will receive FREE OF CHARGE one-half (1/2) dozen Schrouder's Antiseptic Sapodenta—the most liberal size and the handsomest package of tooth powder ever offered to retail at 25c per bottle—cleanses, whitens and polishes the teeth and imparts a healthful and fragrant breath. It is of wintergreen flavor. Recommend it to your customers and make new customers with it. I will send it direct prepaid to Michigan dealers. Conditions: All orders to be sent direct to me and contain the cash with order.

One Dozen on a Card.
\$2 Per Dozen.

BERAND SCHROUDER, Central Pharmacy, 37 Monroe St., Grand Rapids.



owing to closer margins of profit, and are granted under quite different conditions. They are not based so much to-day on actual cash resources alone, but the applicant for credit must stand the test of an enquiry into his private life and habits and business integrity. Capital is still important in doing business, but it is not the only requisite, and to-day the enquiry is also largely as to whether a man's word can be relied upon and if he is known to be strictly honest.

It is often stated that the opportunities of to-day for young men to engage in business for themselves are not so plentiful as formerly, but my observation is to the contrary. There is more capital looking for investment now than ever before and, consequently, a greater demand for young men of high business ability and character. Young men with small capital are constantly starting in the hardware trade and, where they have been found to be capable and honest and industrious, they have had no trouble in securing a credit really larger than their cash capital entitled them to and have been assisted in this way to establish a business for themselves.

Conditions in trade to-day are also different in respect to the growing tendency to concentration. This has been especially noticeable during the past two years. Increased wealth, business push and American enterprise have gradually built up in this country an immense manufacturing industry and to such an extent, through excessive competition, that manufactured products were cheapened in price to the consumers to a point where wages for labor were forced down in every way possible, with then but a small, if any, return for the use of the capital invested. This overproduction was plainly shown during the years succeeding the panic of 1893, and the result has been the consolidation of great manufacturing plants into one corporation and ownership and the advent of the present so-called "trusts." There is a great diversity of opinion as to the wisdom of this latest move in our industrial world and much opposition is springing up against it and the experiment will be watched with close interest. In any event these immense aggregations of capital are changing business conditions and old methods are being done away with and are interesting as showing the sudden changes which business men of to-day have to face and contend with. After a long period of depression from 1893 up to last year, the hardware trade suddenly found themselves facing rising values and heavy demands. From the slough of despondency, they were seemingly on the topmost wave of prosperity, and with good reason to hope for a long period of same, yet within a few months we are brought to face another condition, that of lack of confidence in values and a declining market, as well as careful and conservative buying in all directions. Thirty years ago, as it seems to me, business men could study the situation better and arrive at safer conclusions and look into the future more correctly than now. The whole world is now in closer touch through improved business facilities and rapid transit and we are more dependent upon each other. Large European demands for our agricultural products alone, with poor crops in foreign countries and good ones here, mean a wonderful difference to this country and its business interests. We do not live within ourselves as a nation,

as formerly, but our interests are closely associated and connected with all parts of the earth, which results in sudden changes, and when we have been sailing under propitious skies and fair business weather, we often find, with but little warning, clouds appearing and storms to contend with. On the other hand, our business interests may be thoroughly depressed and our people practicing the closest economy and values falling in all directions. It may be caused by panics, continued poor crops, and overproduction and to such a degree that it seems to the discouraged business man as though there was no hope for improvement, yet during it all the forced economies have been beneficial and our people have been paying their debts and our manufacturers have been cultivating the foreign markets and our farmers have been gathering good crops; and all of a sudden the sunshine appears again and, almost before we realize the fact, the wheels of business are in motion with increased and growing home demands and, finally a boom which may last for some time or may collapse as suddenly as it started.

Thirty years ago competition was not as keen as it is to-day and goods were sold at a better profit. Business was confined more to its legitimate channels and hardware men sold hardware, and dealers in dry goods or drugs were contented to handle goods confined to their particular line. The changes made have not been a benefit and can not be properly termed progress. The hardware man finds his wares on the shelves of grocery dealers and in dry goods stores and, to add to his discomfort, large catalogue houses located in different cities, with large capital at their command, are engaged in selling all classes of goods direct to the consumers through the means of the mails and express companies. Catalogues are sent out broadcast by these concerns, giving prices, and goods are sold for spot cash. This innovation has not been welcomed by the retailers or jobbers, as both are suffering from this unusual and unfair competition. The interests of both classes are so closely connected that it seems as though both must make common cause of this new condition and join hands in working for their mutual protection. Individuals can accomplish nothing except to fight this new competition in their own territory and in their own way, but when the individual merchants of this and other states are thoroughly organized, individuals become powerful and can then exert an influence which will be felt and will result in some relief.

In conclusion, it is safe to say that in general, during the past thirty years, the changes in the hardware trade have been mostly an advance and denote progress. Competition may be keen among them, but it is usually of a kindly nature and of better business methods through better acquaintance and business men's organizations. Profits may be smaller now, but larger demands and larger business compensate in a degree for the changed conditions. Hardware stocks are greatly enlarged and more diversified and the hardware stores of to-day as interesting to visit as any other branch of trade, owing to the displays and beautiful finish of the most commonplace articles.

Some of the changes have not, however, been desirable and the question of catalogue houses is the most prominent one, which must be met by the combination of individual interests into solid and compact bodies, which will then be in position to study the situation in an intelligent manner and, when the time for action arrives, to do so in a decisive manner. D. C. Delamater.

THE SPICE TRADE.

Habitat of the Several Varieties in Most Common Use.

Probably no one article enters more generally into the food of mankind than does this one, spice. While it is only in minute quantities, yet there is scarcely an article of food prepared for man into which does not enter, to a greater or less degree, this one item of seasoning. It is doubtless true, too, that few articles of commerce that are so generally used are really known so little about, and in this connection it might be of interest, in brief, to know something of the growth and production of this interesting commodity, which in general includes pepper, cinnamon, cloves, nutmeg, ginger and pimento.

Black pepper is a native of the East Indies, but is now grown in many other of the tropical countries. The common black pepper of commerce consists of the dried berries which have become wrinkled. The two kinds common on this market are known as Singapore and Sumatra, the latter known by im-



porters and millers as West Coast. The Singapore is the better of the two, it being nicer in appearance, while at the same time it is cleaner and has a better flavor, also a much lighter color when ground, which is very desirable.

Cinnamon is a native of the East Indies, China and Japan. The cinnamon of commerce is the bark of the tree known by that name. This tree is one of the wonders of nature. Beside the valuable properties contained in the bark, there are the buds, known as cassia buds, which are very rich in flavor. The leaves also have a taste of cloves, from which an oil is made. The root of the tree contains camphor and the fruit yields an oil called cinnamon suet, which is highly fragrant and in Ceylon was formerly made into candles for the exclusive use of the king.

Cloves are the flower bud of the clove tree. It is grown in many of the tropical countries and especially in the Island of Zanzibar on the east coast of Africa. This spice is so rich in oil that it has been said by some spice millers that it could not be ground pure, lest the mill should become clogged. This is not true, however—"where there's a will there's a way." Still, of necessity the grinding requires great care, but that is the duty of the manufacturer to bestow or he is not in the right business.

Nutmeg and mace are one production, the mace being the envelope of the nutmeg. The fruit of the nutmeg tree has much the appearance of a pear and

when ripe has a golden yellow color. The fleshy part resembles candied fruit and is itself preserved and eaten. Within this fleshy part is first the mace, then a thin shell and then the nutmeg. Batavia produces most of the nutmeg used in this country. They are always limed before shipping to protect them from the ravages of the worm or beetle.

Ginger is a native of the East Indies, but is now grown in other tropical countries. The ginger of commerce is the root, which is dug up after the stems have withered. It is prepared for market by scalding in boiling water to kill it and is then dried. This is the common black or ordinary unprepared ginger.

Pimento (allspice) is imported mostly from Jamaica and is known among first hands as pimento, but is best known among manufacturers and consumers as allspice, a name it has acquired, no doubt, from possessing a flavor very much like a combination of several other spices. The grains are about the size of pepper, but are not wrinkled. They are light, dry and easily ground.

The spice trade has probably experienced greater changes in the past ten years than in any other period of the same length, due to the incorporation in most states of a pure food law. It will be remembered by all old grocers, and many of the younger ones, that it was the rule of many of the larger spice houses to give away, with each one hundred pounds of ground spices, anything from a sugar scoop to a fullgrown delivery wagon—of course the better the wagon the greater the adulteration. Quality was not considered by many and there was absolutely no standard of strength. Not so to-day. While the term "pure," as applied to ground spices now, does not always mean par excellence, yet it should mean that the goods under that label are free from adulteration. Many complaints are made regarding the quality of the pure ground spices now on the market, it being often stated that some of the old adulterated goods were preferable to the pure(?) goods of the present market, ground from the dirty, inferior stock and only intended to comply with the law in that they do not contain any corn meal, flour or other foreign substance. The writer is inclined to agree to the justness of this criticism; however, the responsibility for this condition of affairs should not rest entirely on the spice millers, because there is a class of ordinarily good business men clamoring for something cheap, cheaper, until they have succeeded in getting some millers to put a pure ground pepper on the market at a price not exceeding the importer's price for a low grade of whole pepper. This is done by mixing pepper shells and pepper dirt with a low grade of whole pepper. The production is anything but desirable and only satisfies the careless retailer, for certainly the consumer does not demand that kind of goods, and usually is entitled to a better article if price be considered. The price between low grade pure spice and high grade pure goods is so slight that it is doubtful if the prudent grocer, after careful consideration, will handle anything but the best, for the best is none too good.

Right here we should not forget that Michigan and nearly all her neighboring states have good pure food laws and under the direction of conscientious food commissioners are forging rapidly ahead in the quality of the general food products on the market. In this connection we desire to congratulate the people of Michigan on the fact that the seasonings entering into their daily food are pure and generally wholesome, adulterated spices having been practically driven from the market. This has been no small task and much credit is due to Commissioner Grosvenor for his vigilance along this line.

M. R. Carrier.



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Jackson, Mich, Aug. 20, 1900.

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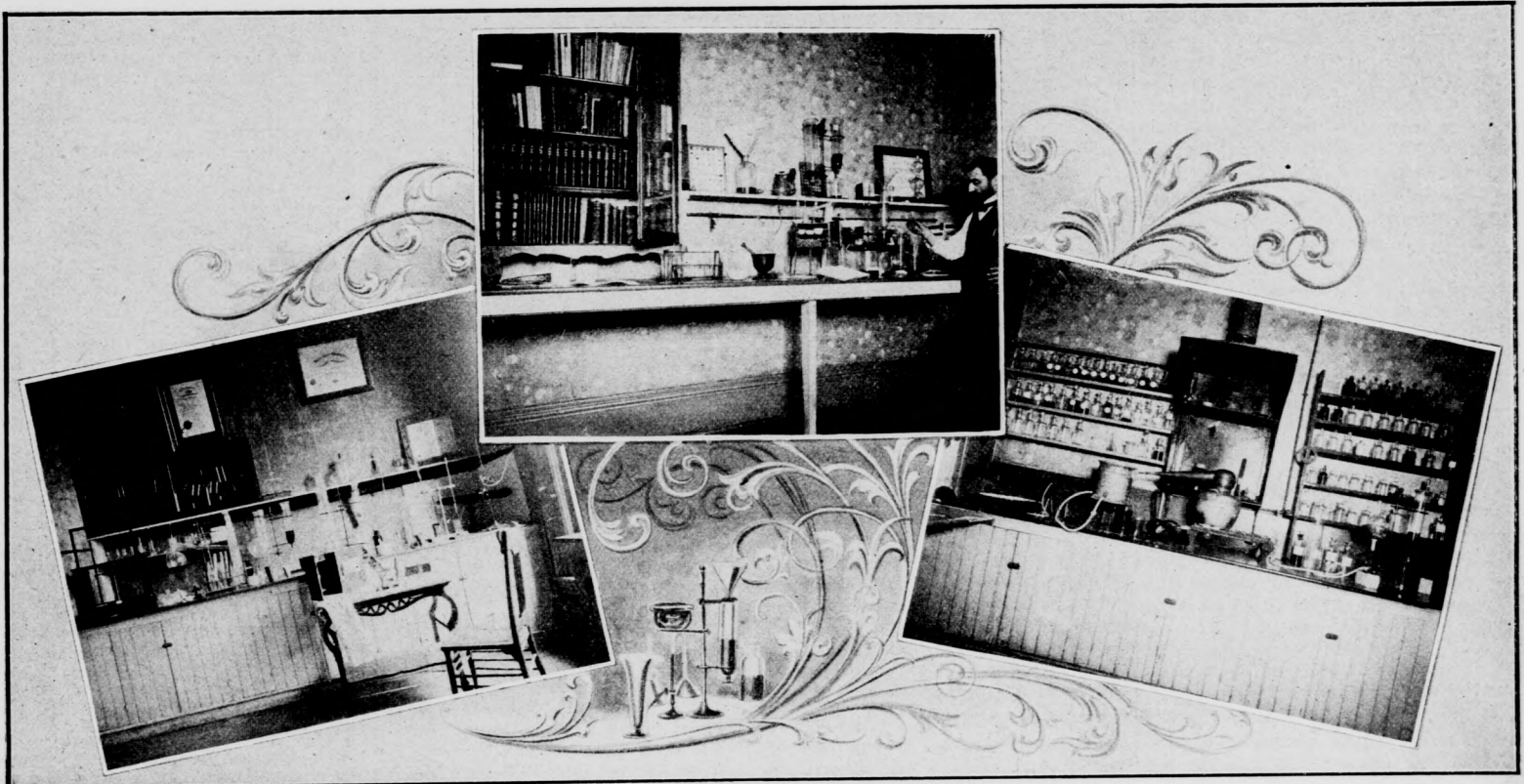
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THE BUTTER TRADE.

Brief Review Covering the Past Fifteen Years.

A detailed review of the progress of the butter trade for a decade or so past is impossible in a brief article. The more important phases only can be emphasized.

All lines of business have made notable progress, some of them unhobbed, many of them marked, none more so, perhaps, than the butter trade. To show the advancement in this particular line of industry we shall trace its history under the following heads, hoping thereby to be more definite:

1. Mode of handling butter fifteen years ago. 2. Growth of the dairy interests. 3. Cold storage and its effect upon the market. 4. Legislation—the Grout Bill. 5. The outlook.

1. Fifteen years ago, except in localities where creameries were established, the mode of handling butter was quite primitive and unsystematic. Too much was left to chance. Butter, gathered from miscellaneous sources, was mixed indiscriminately, without reference to condition or quality. It was stored in packages of questionable origin and unsavory reputation and left to absorb a multiplicity of flavors, most of them unpalatable, to which butter is so susceptible. Unskilled labor was employed to prepare the product for market, ignorant of the nature of butter and the demands of the trade, consequently indifferent to condition, style of package and other details. Fifteen years ago the farmer's wife had no conveniences in the direction of handling milk and manufacturing butter. Ice, refrigerators and family creameries were only occasionally in use. Good, bad and indifferent butter went at the same price in the market. Why, then, should the thrifty housewife make an extra effort to produce a fine article when a poor one brought the same price? The country merchant has discarded the fallacy that a uniform price must be paid for all grades of butter and now buys upon merit, the same as he buys other products of the farm. The cause for such change is not hard to find—a demand from the consumer for a better article, resulting in a higher price to the producer. Marked as the change has been along the lines mentioned, there are still opportunities for improvement. Farmers have much to learn in the raising of profitable cows and in their proper care as to food, drink, comfort and sanitation.

2. American dairying, as a specialty, is scarcely a century old. The nations of Europe, particularly England and Holland, practiced the industry as a specialty during the Sixteenth Century and thus the early emigrants to this country brought a certain knowledge, but crude, of the art of butter and cheesemaking with them. Farmers, in those early times, kept a stock of cattle for beef, working oxen and cows for breeding purposes to supply home wants. The first co-operative association for the manufacture of dairy products in the United States was formed in 1800, by Elder John Leland. This was a cheese factory, and it is said that the company asked every person within reach of the factory who owned a cow to contribute a day's milking for a monstrous cheese to be made and presented to President Jefferson. This cheese, when made, weighed 1,600 pounds, and its delivery to the President was a notable event of those times. It was not until 1862 that the associated system of

buttermaking came into existence, in this country. This was through the efforts of Alanson Slaughter. His system soon spread into Canada, Sweden, Denmark and other countries of Europe, and has been one of the chief causes of raising the standard of butter and thereby greatly increasing its consumption. In 1862 the butter product of the United States was 500,000,000 pounds. In twenty years it had increased to 1,500,000,000 pounds, and at present has reached a grand total of over 2,000,000,000 pounds, while the entire dairy products of the United States during the past year approximated nearly \$800,000,000. As a result of this immense progress a dairy literature has come into existence and dairy associations are common in every state in the Union.

3. The importance of cold storage to the butter producers of the country can scarcely be estimated. Were dairy products to be placed upon the market

2 to 10 cents per pound on oleomargarine when colored to resemble butter, and reducing the tax to $\frac{1}{4}$ cent per pound on that not so colored; also to give the states the right of jurisdiction over imitation dairy products immediately upon entering their borders. An agency sufficient to keep close surveillance over the production and sale of all imitation butter products can stop nothing short of the Government itself. There is hope so long as there is agitation, and a few years will witness the enforcement of laws for the full protection of one of the greatest industries of this country.

5. The outlook is full of hope and encouragement. The spread of intelligence among the producing masses naturally leads to more refined tastes and higher ideals and the outcome is an uplift all along the line. The heaven of discussion, of literature, of legislation, will work more marvels in the



as manufactured, prices would be forced to a point far below all profit, in a plethoric market. Cold storage affords an opportunity of equalizing the supply, thereby more nearly securing a uniform price throughout the season. By actual statistics, shown by the transactions of buyers, butter was bought for five cents per pound fifteen years ago of the grade that now brings 13 to 14 cents on the market. This marked change is due largely to the effect of cold storage.

4. Nearly all the legislation for the protection of the butter interests has come into existence within the past fifteen years. Thirty-two states have passed laws prohibiting the sale of imitation butter in its various forms, attaching severe penalties for violation of the same. In most cases the laws of all these states have been, and are, flagrantly and openly violated by manufacturers of oleomargarine. The purpose of the Grout Bill is to raise the tax from

butter industry in the next decade than this country has witnessed in any quarter of a century of its history.

H. N. Randall.

Bananas as Against Other Foods.

From the Rio News.

Banana lovers will be delighted to know that their favorite fruit contains 72 per cent. of water, 2.14 per cent. of nitrogenous matter and 22 per cent. of saccharine substances. It is the 22 per cent. of sweets in the banana which makes it a nutritious food. A Mexican chemist has been comparing bananas with wheat and potatoes for food, and has arrived at the conclusion that for the same space and under the same conditions of cultivation the production of bananas is forty times that of potatoes and 100 times that of wheat. He has figured out that an area of land which will raise enough wheat to feed six men will produce enough bananas to feed 150 men.

The lumber trust has branches in every tree.

Mottoes of the Rothschilds.

When a man attains anything like success in this world, his opinion on "how to get there" is always eagerly sought by the thousands who are anxious to do likewise. If the great men of any age were to answer every call made upon them to say a few words on the basis of their successes, they would have no time for anything else and would soon be reduced to a state of nervous and physical exhaustion. To the credit of successful men, however, it is to be said that the majority of them are quite ready to give profitable advice to the world at large, if they are only allowed to do it in their own way. Some regard the daily press as being the most suitable medium for the purpose, others favor the rostrum, while still others write and publish books.

It remained, however, for the late Alphonse de Rothschild to put into epigrammatical form a statement of the elements upon which he based the success of his famous house. As being the utterances of this famous member of perhaps the richest family in the world, the following are well worthy of careful consideration:

"Carefully examine every detail of your business."

"Be prompt in everything."

"Take time to consider, but decide positively."

"Dare to go forward."

"Bear troubles patiently."

"Maintain your integrity as a sacred thing."

"Never tell business lies."

"Pay your debts promptly."

"Make no useless acquaintances."

Can any one question the usefulness of the advice thus presented? Will any young man go astray from following this guide to success?

Buttons Made From Potatoes.

Buttons made from potato pulp adorn many a woman's dress. The invention is quite new, the process of a Dutchman named Knipers. He treats the waste pulp, itself a residue from the manufacture of the artificial potato flour, with a solution of acid and glycerine.

The resulting compound takes the form of a species of stickphast, which is dried and ground to powder. This powder is molded into blocks with the aid of water, very much as one uses plaster of paris.

There is, however, this important difference. The new compound can be cut and turned and bored and used for every purpose, from buttons upward, in which it was formerly customary to use bone and ivory.

Many a woman is wearing this season buttons which she fancies are ivory, but which are really only potato pulp.

From potato buttons to wooden silk dresses is only a step. Remarkable to relate, wood can be utilized for soft, flowing gowns. Wood pulp silk has long been a staple industry in the St. Etienne district of France. By certain secret chemical processes the pulp is reduced to a syrupy condition.

It is then forced into tubes full of tiny holes through which it emerges in the form of fine silklike threads. These are speedily dried by being passed through a hot atmosphere, and are forthwith wound on bobbins ready to be woven into silk. The appearance of this unique product is said to be so natural that even experts have mistaken it for the genuine article. It is, of course, infinitely cheaper.

Yew Tree Injurious to Cattle.

From the American Lumberman.

In England the yew tree is supposed to be injurious to cattle, and undoubtedly does often prove so, although in other instances no ill effects are noticeable. It has been decided in that country with due official solemnity that where the branches of a yew tree overhang a neighbor's land and cattle or horses eat from the overhanging branches, the owner of the tree is liable for any resulting damage; but if the animals put their heads over the boundary in order to reach the tree they become trespassers.

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OUR FOREIGN TRADE.

America Must Pay More Attention to Her Customers.

In the year 1890 the population of the State of New York was within 3,000 of being 6,000,000 persons. In the year 1891 the population of the Dominion of Canada was 4,833,000 persons. In brief, one of the great states of our country had nearly a million and a quarter more inhabitants than the vast British dependency known as the Dominion of Canada. Furthermore, at this time the population of Canada was decreasing and its debt per capita was increasing. Exactly the contrary was and is true of the United States.

This has always been the cause of great wonderment to me. On one side thousands and thousands of farmers were happy and prosperous. In the foreign land, with soil not greatly different from that to be found in Ohio, Indiana and Michigan, were fewer farmers and those were less prosperous and not contented. In fact, they were and are so badly off that their young men and young women are continually streaming across the river to find better employment and prospects in America than they could in Canada.

In the Canadian cities and villages one finds the same crusty resentment which is to be found in the unfortunate portions of the South. Mothers are radiant because their sons are doing better in the States, fathers are surly because their fine pride and fair patriotism will not let them admit that the pulse of progress beats feebly in Canuck land, and that the fiery energy of later day civilization burns more freely and steadily across the border. But they all know it.

For one hundred years the two countries have been developing simultaneously. In many respects their natural advantages were equal. Yet at the present time the comparatively small area of the State of New York has more inhabitants than the whole of Canada and immeasurably greater wealth. Statisticians and students and apologists for Canada will give you dozens and scores of reasons why this should be so, but usually they are unsatisfactory. Canada is weary and dreary with hopelessness; America is bright and buoyant with hope. They are as different as two antipodean peoples speaking different languages.

The thing which has caused one to accomplish so much and the other so little is the American spirit in one and the absence of it in the other. Sometimes we are called a nation of blustering braggarts. We hear this from our seniors in Europe so often that becoming modesty might be inclined to accept it as true. Yet, in sober truth, such remarks are only spiteful. Poor Spain thought we were a braggart and, like a tottering and decrepit old woman, insisted upon fighting the lusty young giant of the West. Canada is not called a braggart. It is not difficult to tell why.

This American spirit! It is not necessary to define it. Perhaps it would be impossible to do so. We all know what it is. Especially do those know who have visited other countries. It is in the feel of the land. It is great. There is nothing like it in all the world. It is the most vigorous influence and strongest impulse in the world to-day. It is doing more for the comfort and happiness of human beings. It makes better men and lovelier women. If any measly foreigner tells you that this is not true,

tell him to go home—take a look around to see if it is not so. Ask him to look at the average home life of his country and see what measure of contentment he finds. Tell him to bring on his standard of pretty girls and manly boys and sturdy men and staunchly true women and we will have a show-down for points.

What's all this got to do with the expansion of American trade—the subject which I am assigned to write about? It has everything to do with it. This spirit has produced the highest standard of living on earth. We make and build and grow to meet the requirements and exactions of that standard. In striving for this, our ingenuity and expediency in labor-saving and economic devices have surpassed the efforts of all other progressive peoples. At first we had the best and then had the best at lower prices. This, of course, is dealing with averages. We are excelled by other

his foreign customer had no methods of his own.

The same complaint from South American countries is so old that it seems hardly worth repeating. Millions of dollars worth of American shoes are sold in South America, but they are sold through German jobbers. It is the same shoe which our merchants are trying to sell down there, but the German knows how to sell and we do not. The South American wants long time and other considerations. The American does not want to grant the time nor to give the other considerations. The German simply charges a higher price for an American made shoe to cover the cost of the favors and sells the goods. The South American does not care about the price. He wants to be pleased. This German salesman is the premier. None other can touch him in South America. He has a smattering of all forms of the Spanish and Portuguese languages. He

the same. The enterprising and ingenious American is apt not to be satisfied with continuing to sell an article when there have been improvements. He offers the new and better article at the same price. If he does this without regard to the native's fondness for the same label, he is apt to lose the trade.

Americans are not linguists. They ram around in all parts of the world, speaking English or broken Americano, trying to do business. They look upon all other peoples who are not like them as freaks. Their curious eyes are seeking peculiarities. About these they talk to their wives, children and friends when they return to America. They do not learn the ordinary and commonplace side of the foreigners. They do not become familiar with the home side of their distant customers. They know all about their customers in Idaho, Missouri or Maine—they are prepared to sympathize with any little detail of life. They know how much it costs to be born, to marry or to die. They know what it costs to educate children and what these children are doing every minute of the day while they are being educated.

The seller of goods establishes his relationship and sympathy on a commonplace and personal basis. The two understand one another. The seller knows why miners need one kind of shoes and the lumber jacks another. He is ready to supply both needs. He knows the exact price that clothing should be sold for for children of families in different grades of social or industrial life. He can talk intelligently on all these. He patiently and minutely studies all these needs. He knows that unless he gives satisfaction as to detail and price, he can not sell that customer.

Yet it is very different when this seller of goods begins dealing with the foreigners. In the first place he is apt to have only an imperfect, if any, understanding of the language of the man he is about to do business with. Therefore, it is almost impossible for him to get to know his customer and get in sympathy with his daily life. The American is more apt to look upon his customer as a singular freak. He is only going to do business with him for a few days and then he will get his money and his big profit, and that is the end of the foolish fellow who prefers to live as an Oriental, rather than as an American.

As a matter of fact, the Oriental is a product of a very ancient civilization. In the course of a few thousand years he has tried many ways of living and has arrived at the one he is now using—to him long experience has shown it to be the best. It is certainly entitled to consideration. These millions and millions of Orientals live their lives in an ordinary manner suiting the customs of their country, having their little troubles and little joys the same as other peoples, and are not freaks.

If the American would get the best advantage of the commerce of the world, he will first understand the peoples of the world, and then try to give them what they can buy to add to the conveniences and comforts of their ordinary and commonplace lives. If they want a safety pin with a peculiar device, give it to them. Do not try to force upon them the Americans' favorite by saying: "See that knob on this. It makes the best safety pin in the world. You should discard the one you are using."

That is all very well in America,

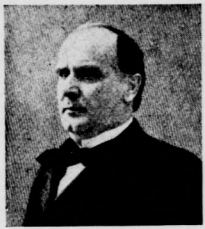


peoples in the production of many things and buy from foreigners many things which others can make better and cheaper than we.

Yet, in my experience of interviewing many men who are competent to discuss the subject, it is this knowledge of American supremacy as makers of things—this knowledge of our own superior methods and products—which is the handicap of Americans in advancing their commerce with new countries. The American is apt to know that his way is the best and that his article is the best and insist upon convincing the foreign buyer that such is the case. As Wu Ting Fang, the Chinese Minister, puts it, the American wants to do business in China as though it were Wall Street. He thinks about deliveries and payments as though he had American banks and American carrying concerns for his convenience. He seeks his sixty, ninety or more days payments as though

can chuck chubby babies under the chins in any lingo. He plays leading lover parts for the senioritas in a deferential sort of a way. Not only this, but he has his catalogue printed in all these Spanish forms. He is really a useful man. He is always welcomed. The American is satisfactory because he spends a great deal of money. The Englishman is tolerated because he is respectable, and the Southerner is always polite, while the German is made one of them and accepted as an ordinary and commonplace but desirable convenience.

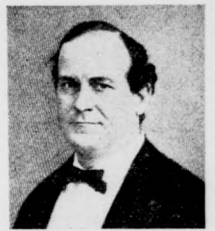
Mr. Worcester, the American Philippine Commissioner, says that when the Filipinos approve an article they remember the label and will have no other. If their trade is to be held on this article, the seller must go on year after year furnishing the same label. He may change the article, possibly, but the surface markings must remain



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where by means of advertising the American public can be taught to take little pink, woolly pills to keep the hair from coming out. In many countries our superior advertising facilities are lacking, and it is a slow process to teach the people to take different sizes and colors of pills for different complaints. The English and Germans give their distant customers what they want regardless of what is most liked at home. The American is slow to do this.

While he can prove to the satisfaction of any sensible man in the world that his article is the best and most suitable for his customers, it does not do him any good to prove it. The other fellow who understands the life and habits of the native will furnish what he wants and spend no time in convincing him that he wants something else. Here is where the supreme confidence of the American is a handicap. He is a natural born reformer. He not only wants to be happy and comfortable, but he wants to force everyone else he comes in contact with to be happy and comfortable in the same way and by the same methods.

His little children at home keep bank accounts and pay the expenses of their doll housekeeping with checks and keep double entry accounts. Every American knows the convenience of our business methods. From childhood up, every American business man is seeking to facilitate the expedience of business transactions. We all know the value of discounts and how to borrow cheap money to save pennies in business. But the South American wants to take ten months or more to pay—don't care what the price is and has no interest in our business methods. If we want to sell him, we must have an interest in his. We must please.

All this is written by a man who does not know very much about business methods and never sold a dollar's worth of goods in a foreign country and never bought anything in foreign countries but victuals and clothing. He has, however, talked to a great many men who are interested in the foreign end of trade. They all have the same thing to say: America does not pay enough attention to her customers. Commercially speaking, we are arrogant and dictatorial when abroad. In Kansas the commercial traveler is willing to join the Methodist church to sell a bill of goods to the leading harness dealer. Yet his concern will send traveling men to Mexico with no instruction to be conciliatory towards the customers.

About a year ago, Gulchowski warned the people of Germany against American business men and manufacturers. He said that they were the great manufacturers and commercial people on the face of the globe—he said that they had built up their own country and would now invade other countries with their goods, which were superior and cheap. He warned the Germans that they must wake up.

There can be no question but what America is to be the greatest furnisher of manufactured goods of any nation in the world. She will distance the others so rapidly that in a few years they will not be mentioned in the same class. It is only in a few years that America has turned her attention seriously to foreign commerce. Up to this time the reaching out for foreign trade has been merely incidental to domestic business. Now that the mind has been set in that direction and American energy has been

turned, wonderful things will be accomplished in a few years. Yet it is worth while to heed the experienced traders and remedy some of the present methods.

This is no place for figures, but it almost goes without showing that America need have no great fear of England or of Germany. Canada represents what England can do in America. Canada slowly growing weaker, while America is becoming the greatest giant the world ever saw, is an illustration of the British spirit.

In a comparatively few years our backyard, the Pacific, will be as important as our frontyard, the Atlantic, and the United States will control the commerce of the Pacific. It will have more of the trade of the world than all other nations combined. These are conclusions without premises, but the American spirit is the best proof of the statement. In that we have confidence.

Otto Carmichael.

Why the Boy Was Fitted to Be a Lawyer.

The great lawyer was just ready to go home when his office door was rudely pushed open by a tall, shabby looking man who entered, leading by the hand a remarkably impudent-looking, twelve-year-old boy. The man sank into a seat without being asked, while the boy went over to the bookcase and gazed wistfully at the calf-bound volumes.

"Well, sir," said the lawyer, with some asperity, "what can I do for you?"

"Say, mister," said the man, speaking in a low tone of voice, "I want you to take my son Willie into your office." "Very sorry," began the lawyer, half rising.

"Wait a minute, wait a minute," said the man, hastily. "Willie ain't like other boys, Willie ain't. He'd be a treasure to any first-class lawyer, Willie would. Knows more law than some men three times his age, Willie does."

"Really, I don't care to hear any more about Willie," interrupted the lawyer. "I tell you, that I have no vacancy in my office just at present."

"Make one—make one," whispered the man, hastily. "It'll pay you. Why, Willie has been a lawyer ever since he was born. As soon as he could talk, he told his ma he'd apply to the courts for an injunction if she didn't take the pin out of his swaddling clothes. When he got a year or two older and learned how to print, that boy drew up a constitution and by-laws for the regulation of the nursery and pinned them to the wall."

"Really, you must excuse me," muttered the lawyer, wearily.

"Wait a little," said the man, feeling in his pocket and pulling out a soiled scrap of paper, "this is his latest. The other day I told him to give his brother an orange. He did it, and gave him this along with it; wait while I read it:

"Brother George Adolphus, I hereby give, grant and convey to you all my interest, right, title and advantage of and in said orange, together with its rind, skin, juice, pulp and pits; and all rights and advantage therein, with full power to bite, suck or otherwise eat the same, or give away with or without the rind, skin, juice, pulp or pits; anything hereinbefore or in any other deed or deeds, instruments of any nature or kind whatsoever to the contrary in any wise withstanding."

"That's all his own work," said the man, proudly, "and I thought if I brought him over here, you'd find him a position as manager or something. That boy is too bright to be at school any longer. What do you say?"

But the lawyer had fled leaving the office in possession of the applicants.

For every successful man you meet you will meet a dozen unsuccessful ones who claim to have given him a start.

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TOYS

Iron and mechanical toys. A, B, C blocks, building blocks, tool chests, parlor croquet, games, black boards.

BOOKS

Standard and miscellaneous, juveniles, twelves mos., sixteen mos., illustrated books, bibles and testaments, Episcopal prayer books and hymnals, Catholic prayer books, school books, standard sets, encyclopaedias, new novels, etc., etc., etc.

Lyon, Kymer & Palmer Co.

Booksellers, Stationers, Importers

20 and 22 Monroe Street

Grand Rapids, Michigan

KING COAL.

Reminiscences and Predictions of a Local Handler.

Few people probably appreciate the generosity of nature in her wonderful gifts. Each succeeding year adds new gems to the already glittering crown of our Creator. The good people of Michigan should be grateful, indeed, for the lavish manner in which our Creator has bestowed upon his people the almost inexhaustible supply of natural resources. The primitive forests of Michigan were, indeed, a most wonderful gift. How beautiful must have been the Peninsular State with her magnificent forests of warrior oak, sugar maple and the almost inexhaustible pine and hemlock, towering heavenward, almost scraping the clouds in their flight from lake to lake.

The ruthless axe of the woodsmen, however, has robbed nature of its primitive beauties and, in their stead, we find golden fields of grain and beautiful orchards of fruit. The evolution of civilization has wrought such wonderful changes in the past decade that it now becomes necessary to look for some fuel other than wood for commercial and household purposes. However, the incomprehensible and inexhaustible resources of nature, together with American ingenuity, skill and energy, always respond to our needs and herein lies the cause of our marvelous success as a great nation. After a silent slumber of centuries, nature again responds to the requirements and demands of man by unlocking the coal measures of the Saginaw Valley. We find, upon reviewing the coal statistics of the State, that up to and including 1875 only 350,000 tons of coal were produced in Michigan. From 1875 to 1898 there was an average annual production of about 80,000 tons, the principal portion being mined in Jackson county. It will, therefore, be observed, while coal mining in our State for many years has been a prominent industry, it never reached a sufficient magnitude to permit shipping of any consequence.

In 1898 the coal fields of the Saginaw Valley were developed to such an extent as to bring the product of the State up to over 300,000 tons. In 1899 Michigan produced over 600,000 tons, increasing her output 98 per cent. The production for 1900 is estimated at 1,200,000 tons. Competent authorities declare that it is only a question of four or five years when the Saginaw Valley will produce at least 2,000,000 tons of coal per annum.

With only a limited home market and three railroads competing for this tonnage, it can be readily seen that a good cheap fuel, suitable for both steam and domestic purposes, is at our door. When we come to realize that from 5 to 10 per cent. of the cost of our living expenses is paid out for fuel, it at once becomes apparent that the coal fields of Michigan will prove to be a great natural advantage to our people, reducing, or, at least, holding down, the cost of one of the necessities of the household, as well as our manufacturing interests.

The writer engaged in the coal business in 1881, about one year before the first issue of the Tradesman. At that time there were used in Grand Rapids not to exceed 40,000 tons of all kinds of coal. At the present time it requires not less than 200,000 tons to meet the requirements of our progressive and ever-growing city.

We often hear the expression, "Coal is king." Living in a great land of

plenty, perhaps few people realize the force of this expression. The latent power of the billions of tons of coal stored within the bowels of the earth is as incomprehensible as time and space, except that it is impossible to exhaust the first, while coal is being consumed at such a rapid pace, it makes one's brain whirl while analyzing the annual tonnage statistics. Perhaps it would not be out of place to consider briefly the magnitude of the coal industry of the United States and our present unique position in the world's coal market. Twenty years ago English coals were exported to nearly every civilized country in enormous quantities at such prices that American coals could not compete. To-day, however, our ships are sailing from Baltimore, Newport News, Norfolk and other Atlantic ports to Capetown, Marseilles, Port Said, Triste, Tampico, Havana, the Baltic Sea and many Mediterranean ports, loaded with the American production, competing with the best English and Welsh coals. Competent authorities, both in the United States and England, assert that it is only a question of a few years when American coal will command the world's export trade. Only a few months ago, Great Britain engaged 450,000 tons of Pocahontas coal for her own use in the navy.

The writer's prediction is that one hundred years hence the whole world will come to realize that "King Coal" is the greatest of all monarchs and that his dwelling place is throughout the length and breadth of a great nation that "Knows no king and no conqueror." Arthur S. Ainsworth.

He Found Out.

He was a city man.
He raved loudly against monopolies every time he paid his gas bills.
He declared himself in favor of municipal ownership of public utilities.
He used to write letters to the papers on the subject.
One day he saw an advertisement in the daily paper.
The advertisement read, "Send a dollar and learn how to save your gas bills!"
He hastened to send his dollar, immediately.
He went around the next few days with a happy smile.
He was eager to get square with the company.
In course of time the answer came.
He opened it eagerly and read:
"Dear sir, your enquiry and fee received.
"How to save your gas bills? Paste them in a book, and keep the book in a safe place."
Then he swore. He swore long. He swore ardently.

What Her Father Said.

He—Did you speak to your father about our engagement?
She—Well, not exactly; but I told him you were thinking of getting married.
He—And what did he say?
She—He said he wasn't surprised to hear that, for you never did have much sense.

Selling Regardless of Cost.

Clerk (to employer)—What shall I mark that new lot of black silk?
Employer—Mark the selling price at \$3 a yard.
Clerk—But it only cost \$1 a yard.
Employer—I don't care what it cost. I am selling it regardless of cost.

A butcher in New York uses some quaint cards in his store windows. One that has been permanently displayed reads: "Meat-ing house for all Sects." Another runs, "Lucky bettors win the stakes. Lucky people can not win any better steaks than we sell here."

BUSINESS MEN
BEFORE YOU
BUY YOUR
BLANK BOOKS
INSPECT
MY
STOCK

Or Write Me for Prices.

I HAVE OVER

250 Styles

Of Memorandums, Pass Books, Price Books, Order Books, Tally Books, Expense Books, Etc.,

100 Styles

Of Blank Books, composed of Ledgers, Journals, Day Books, Cash Books, Cash Sales Books, Trial Balances, Letter Copying Books, Etc.,

From which to make a selection.

When I say that I have a good 500 page ledger for 50c and a better one for \$5.00 it may give you some idea of the variety of goods I carry.

WILL M. HINE, Commercial Stationer,

49 Pearl St.

GRAND RAPIDS, MICH.

Phone 529.

Maddocks Glove Co.

116 Jefferson Ave., Detroit, Mich.

The best goods at lowest prices.

One of Our Many Good Sellers



No. 300 full covered calf mitt, welted, knit wrist

\$4.50

per doz.

Nov. 1 dating, 6 off 10. Other numbers equally as good value. You want the best to be had for the money, then write us for samples now.

CITY BUILDING

As Exemplified by the Local Board of Trade.

The Board of Trade idea, as exemplified in the status and growth of Grand Rapids' business interests, is the best type of mercantile, manufacturing and commercial co-operation to be found to-day outside of those legally tabooed, but commercially honored, organizations known as trusts. It is, indeed, an expression of the same sage business wisdom that dictates the amalgamation of one hundred thousand interests into one interest; it directs one hundred thousand separate and individual campaigns for the city's advancement into one united and powerful campaign, and just as the trust, properly managed, must invariably cut down expenses and increase earnings, so does this municipal compact, the Board of Trade, succeed in its chattered purpose of promoting the public welfare through the city's welfare.

This Board of Trade idea is in harmony with the political and business principles of the times. While our civil government is the best form of pure democracy that man has yet been able to devise, this system exists, we have been lately reminded, only on the basis of centralized, powerful and stable federal government. The recent passage of our Nation through peril of foreign war and our conscious serenity when again confronted with the prospect of participation in another gigantic conflict are vindication enough for this strong republican centralization.

In commercial life this principle of complete unification has been even more perfectly developed. We are no longer a nation of individuals engaged in individual business pursuits. Whether we like it or not, it is the spirit of the age to organize, centralize, unify—for thousands to act commercially as one. This demand for organization, co-operation, united strength and central direction has come to be recognized in nearly every department of life. It is equally needed to run a base ball nine or a Sunday school. It has become necessary to act out the system in careful and costly detail to determine the will of the people at every political election. Even the realm of art has had to mold its brightest ideals into a like pattern, and the annual tours of the great opera singers, for example, must needs be shaped on the basis of comprehensive organization on the part of attraction managers.

This situation, as I take it, is but the adaptation of the old-time military spirit to all the affairs of life. What, may I ask, has always been the watchword of success in war but discipline, discipline? We have learned, in pursuit of the arts of peace, that the same method is applicable here, and only this method. Discipline in the military sense is to be translated as "scientific co-operation," commercially speaking. Scientific co-operation, applied to the affairs of a city, yields what discipline and power together insure in the work of war. And this brings me back to my point, that the Board of Trade idea in city life is the best expression of modern business methods—it typifies that "scientific co-operation" without which nothing in modern times, save absolute genius, can hope to win success.

I find, therefore, abundant ground to congratulate Grand Rapids on the perfect stage to which this bureau for the public good has been developed and is to-day maintained. It explains much to

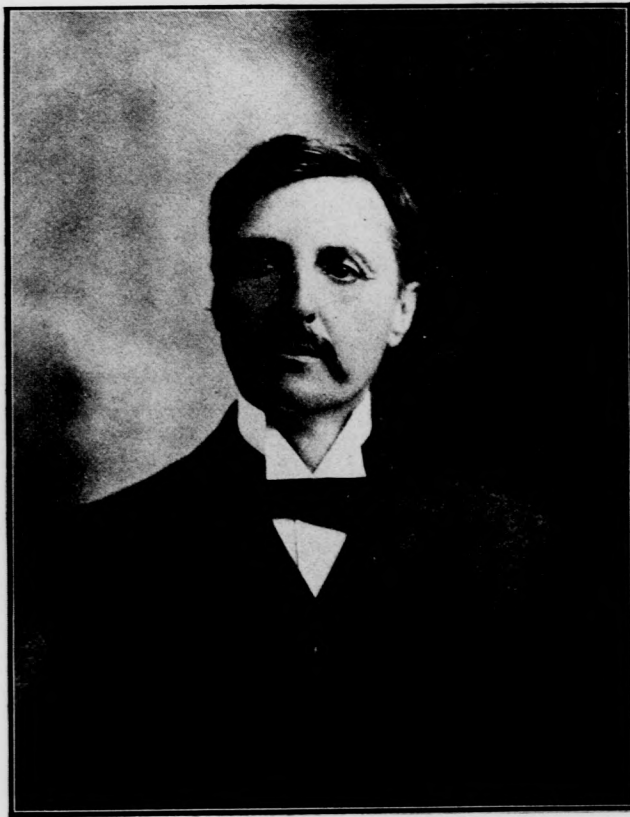
the stranger within our gates. The fact that our Board of Trade has been possible implies a foundation of public spirit not vouchsafed to cities of less commercial importance—and, indeed, to few of whatever commercial power in the same proportion of activity and influence to population represented.

If the student of civic and commercial greatness should ask, "What are the factors needed to insure the best type of a Board of Trade?" he would consciously be asking, "What factors make a city great?" The fact that the citizens of an American city can realize to the full the purposes of a progressive Board of Trade is simply another way of saying that their city is already great, or at least making winning strides to greatness, for the elements of success are necessarily now hard at work, under capable leadership, and success can not be withheld. To one who has had dealings with these factors

of what has been said concerning the wisdom of co-operation. It has been our first object, in the development of the Grand Rapids Board of Trade, carefully to make up and maintain working committees—each with a responsible head, each responsible for a given work, each responding with loyalty, with a working interest on the part of its entire membership that could not be developed, I am sure, by any other system. Not only do active, responsible committees do more work than could a single official, but each committee, having its regular duties, its regular officers and its regular meetings, accomplishes more to develop working esprit de corps among the business men of a city than any other agency.

The legitimate campaign of such a civic bureau of publicity and promotion can be even more briefly stated:

1. Attracting notice. 2. Attracting visitors. 3. Attracting trade. 4. At-



it is easy to epitomize the forces absolutely needed to insure the working of a Board of Trade of the best type, and it is to the possession of these elements in her civic and commercial life that every city must aspire:

1. Unification of interests to the point of city altruism, where purely individual gains are forgotten. This is patriotism.

2. Co-operation to the point of perfect automatism. This involves the discipline of good citizenship.

3. Systematic work, which means business methods reduced to a science.

4. A policy of eternal aggressiveness, without halting or vacillation.

It is civic virtues such as these that have made Grand Rapids famous. There is one detail of bureau management more important than any other for success in this work—the careful organization and the routine service of committees. This is but the application

tracting new enterprises, in the form of men, money and industries.

The rewards of such system and effort can be summed up briefer yet: Success. Success has no criterion. It allows no further comment than the reminder that success for the city means success for the whole people.

Commercial co-operation on such a basis has many subordinate advantages. It conserves economy of time, effort, money. But that was anticipated in alluding to its lineage with trusts.

There are distinct benefits, too, which are apparent only to those in confidential touch with every local commercial interest. These may never rise into publicity, but they are the more forceful for it. Let me hint at but one arising in the experience of Grand Rapids: The furniture interest not only is the chief one of the city, but its representatives are among the controlling factors in the Board of Trade. In times

past, when the city was younger and its commercial bureau was just developing its potent influence, there were supposed, erroneously, to be conflicting interests among competing firms, and this led to more or less jealousies, bickerings and antagonisms. Did these ever reach the public—even become known to our own citizens? Nay; the Board of Trade as arbiter was able to suppress them all and to harmonize factional differences within its own councils, to the credit of public spirit and mutual progress. But for this court, many a contest of rivals would have come to be refereed by the people, with eventual damage to the name of this market.

Again, such a bureau often protects business firms against fake schemes to get money for "public" enterprises which are in fact advertising privateering. This was illustrated but recently in our city: A company of advertising and write-up specialists announced their coming to Grand Rapids by a special car as the servants of four great Eastern newspapers which, they said, were spending large sums to acquaint the East with the business importance and opportunities of the Middle West. Every arrangement was made to entertain the guests in the sumptuous and dignified manner characteristic of Grand Rapids. The Board of Trade, at considerable personal inconvenience to its members, met the visitors in special session.

"Gentlemen, you can have a page write-up in the four papers we represent, and it will cost you just \$2,850," was the proposal of the spokesman.

The members of the Board counselled, when they had recovered from their surprise—for they had consented to an audience with journalists, not advertisers.

"We do not want it," voted the Board.

"Have you any objection to our canvassing for individual support?" asked the visitors.

"No objection whatever," said the Board; and, indeed, an officer of the Board went with the visitors to introduce them to representative business firms. This is what the canvassers got in quick succession:

From the first firm interviewed: "So far are we here from advertising furniture under the name of the firm manufacturing it, that we are all parties to a common agreement looking to the use of the sole trademark 'Grand Rapids' upon all makes as a united guarantee of quality. Besides, this firm acts in such general matters only through the Board of Trade, and whatever the Board does we will be bound by."

The second concern visited said: "See our Board of Trade, gentlemen. It will be useless for us to canvass your proposition. We shall co-operate in whatever the Board outlines, so go directly there."

At the third stop the canvassers were told: "See the Board of Trade, as that body acts for us in all matters of publicity. We will bear our share of whatever expense the Board contracts."

Another, and another, business house said: "Gentlemen, we will co-operate cheerfully in whatever the Board outlines, etc. We will do nothing as individuals, etc., etc."

The committee at length stopped for breath in the street.

"It appears to be a cinch game," said the canvasser-in-chief after reflection, "and I see no need in going further into this situation. It is evident that Grand Rapids business men and the Grand Rapids Board of Trade have a complete understanding and a method not easily altered."

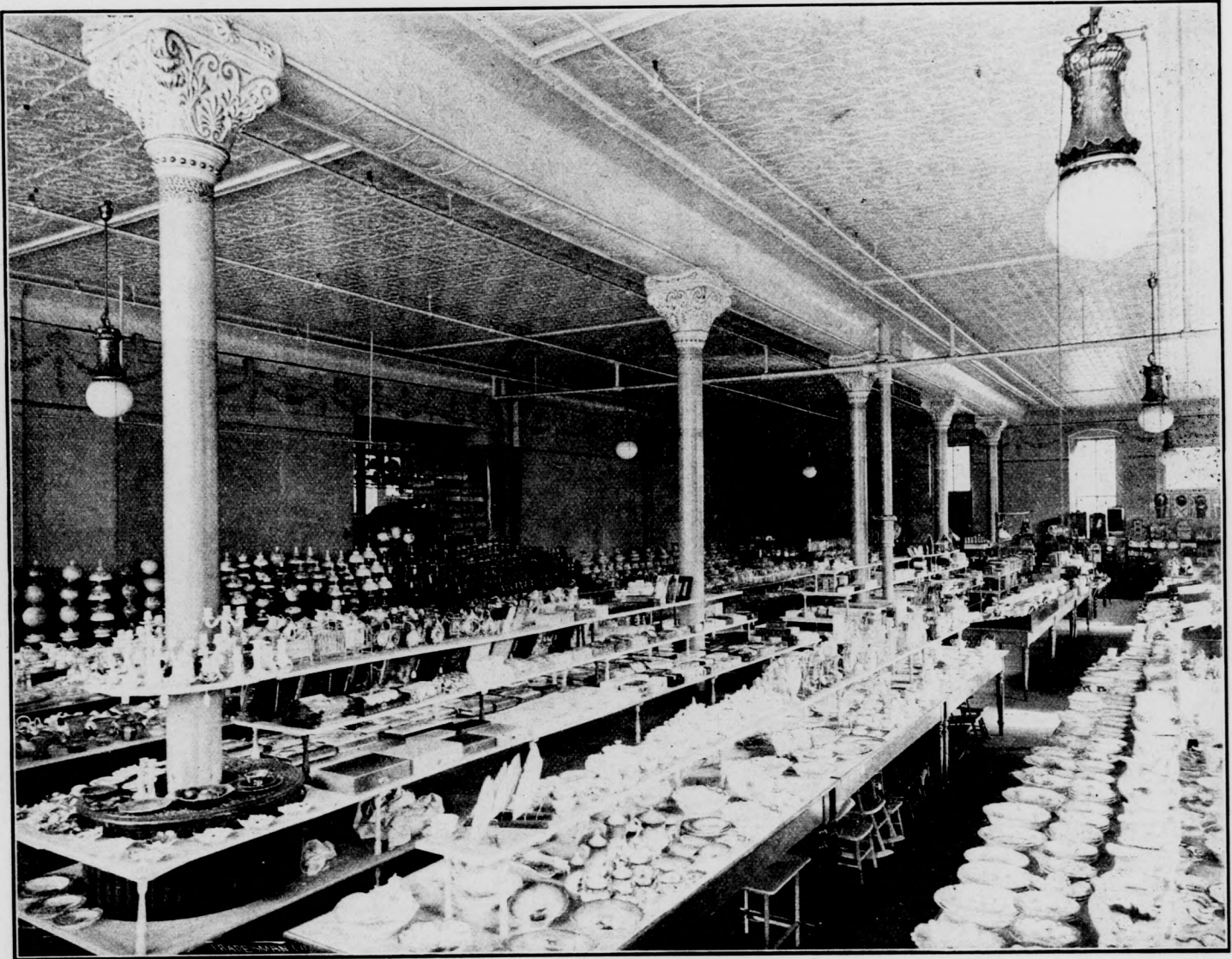
Such spontaneity of action is only possible where there is in existence the sort of a commercial machine with such a backing as I have just eulogized. Such factors are of prime importance in the life of every ambitious city.

H. D. C. Van Asmus.

H. LEONARD & SONS

GRAND RAPIDS, MICH.

HOUSE FURNISHING GOODS, GLASSWARE, CROCKERY,
NOTIONS AND HOLIDAY GOODS IN CHINA DOLLS, TOYS, ALBUMS,
CASE GOODS, BOOKS AND NOVELTIES OF EVERY DESCRIPTION



View of one of our sample rooms, the entire display now being on our second floor and covering a space, devoted to samples only, of 10,500 square feet.

FOR THE HOLIDAYS

IRRESISTIBLE NOVELTIES, LOWEST PRICES

It is now an accepted fact that "Catalogue Prices" are the lowest. They have to be, as that is their only argument. Our catalogue is one of the best and our prices are just what you would expect—lower than most firms and as low as any. If you are not on our mailing list send for a copy. If you watch its prices it will save you money, SURE.

Our Complete Catalogue ready Sept. 16—267 pages. Drop us a postal for a copy.

Coming to town? Come in. All we've got is at your service.

FORTY YEARS IN HARDWARE.

Some Changes Which Four Decades Have Wrought.

You ask me to furnish an article for the eighteenth anniversary number of your valuable paper, which will, in a measure, furnish your readers with some information as to the difference in methods of conducting the hardware business, as we are accustomed now to know them, and conditions eighteen years ago.

The first thought is that this an easy thing to do, that there have been great changes in eighteen years, and that one can easily fill a column or two in enumerating them, but I find it a very difficult task to write a satisfactory article confined to the experiences of so short a time.

It is true that in eighteen years there have been many changes, both in goods and in methods. A score of years ago we had more trade with lumbermen and less with furniture manufacturers. It is within this period of time, I think, that the old iron cut nail has been displaced by the steel cut nail, and it in turn by the steel wire nail, now almost exclusively used. I would not like you to ask me to go back and give you a history of changes which have taken place since Wilder D. Foster started the first tinshop in this city in 1837, for this is only a matter of hearsay and I would not be good authority. Neither ask me to commence with 1845, when the firm of Foster & Parry was formed, for that, while a matter of record, was before my time.

I have before me, as I write, the articles of co-partnership above referred to, dated July 22, 1845, in which I find the following sentence:

"They each of them have this day paid in the full sum of one hundred and fifty dollars to be used, laid out and employed in common between them, in the management of said trade and business, to their mutual benefit and advantage."

Ask me to tell you some of the changes which have taken place in the hardware business during the past thirty-eight year and a more extended article can be written. Strange as it may seem, I think it is a fact that as we grow older we live over again in our minds the days of our youth. We live in the past. We remember much more vividly the happenings of our daily life when young than we do the occurrences of later life. So it seems I remember more distinctly the early methods, the class of goods handled and the people we did business with.

In 1862 the shelves of a hardware establishment did not look much as they do now. Then most of the shelf and many of the heavy goods were imported. We did not have the tasteful paper and wooden boxes nicely sampled on our shelves, but instead a clumsily done up paper package, with a sample of the contents tied on the outside. Every time an article was sold this package had to be taken down, the contents shown, and, after a sale was made what was left was done up again, re-sampled and returned to its place on the shelf. You can readily imagine the appearance of the shelves after the day's work was done; and the days were long—from early morning until 9 o'clock or after, six days in the week.

There was no wholesale hardware trade in the city, as there were no country stores tributary to us who handled hardware. There were no railroads to bring us customers. Our trade, outside

of the city, was exclusively with lumbermen and farmers, and how we did dread the rainy periods of spring and fall when the roads were impassable by reason of the mud and our customers could not come to town!

There were no factories making pressed tinware, the result being that every establishment had to run a well-equipped tinshop for making pieced ware, stovepipe, elbows, etc., besides doing general job work, from putting up conductors and eave troughs to making steam pipes of copper for our river boats, at \$1 per pound for the copper and \$8 per day for coppersmith and helper. I remember, also, that we paid 75 cents per dozen for making common stove pipe elbows, we furnishing tools, shop room, stock, heat and light.

There was much barter in the early days of the hardware trade in Grand Rapids. Anything the farmer raised could be changed for goods. Wood,

convenient place in the floor of the salesroom was a trap door leading to the bin in the basement. After weighing the bag—they were usually brought in a bag—the contents were shaken out into the bin, stones and all, for even the honest farmer would sometimes not be careful in filling the bag. When the bin was full and trade quiet, the "cub" was sent into the bin to assort and sack ready for shipment to Eastern paper mills. I should think I spent nearly half of my first year in the rag bin, working by the light of a coal oil lantern or candle, and this reminds me that I can remember when the only lantern made or sold in our establishment used a candle as a means of light. It was constructed of tin, with a light of 7x9 glass in front; in fact, our first production had no glass, the rays of light coming through slits cut in the tin with what was called a "lantern chisel." I doubt if there is a "lantern

most disappeared and we have the lighter granite and polished steelware. The steel knife and fork, with wood or bone handle, has given place to fine plated or sterling goods.

The old and clumsy counters have to some extent disappeared, their place being taken by handsome plate glass show cases, filled with attractive goods. Barbed wire for fencing now employs the capital formerly invested in mill and logging supplies, while sporting goods occupy the space formerly taken up by heavier and rougher goods necessary in a newly settled country.

The old wooden carpenter planes have given place to the lighter iron tool, in endless variety. The old boring machines are nearly a thing of the past, and shop work by machinery has made unnecessary many carpenter tools which were constantly called for.

I think the most important and gratifying change that has been made in the hardware business is the change from imported goods to those of American manufacture. American iron, American steel, American tinplate, and the manufactured products thereof, constitute 95 per cent. of a stock of hardware at the present time, while in 1862 about as large a proportion was imported.

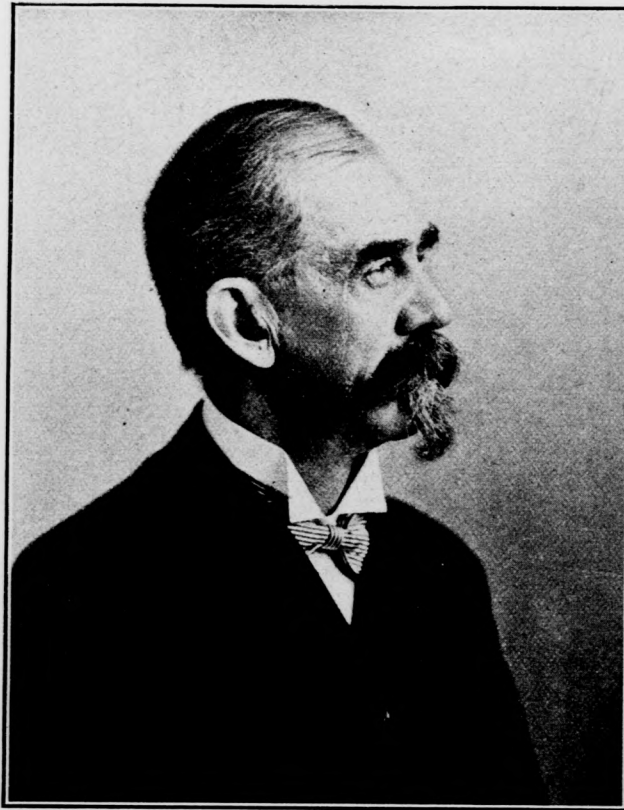
Wilder D. Stevens.

Dried Oysters From China.

From the New Orleans Times-Democrat.

"A few days ago," said a New Orleans Bohemian, "I dropped in to see my friend Lee Yip, who keeps what he calls a 'glocely stol,' which is as near as he can come to grocery store. He gave me an excellent cigar and presently he said: 'You like dly ostel?' 'What in the name of Confucius is 'dly ostel?'" I asked, before I realized that he was talking about dried oysters. "Come! I show," he replied; and, opening the lid of a big box, he took out a handful of what looked exactly like oysters carved in mahogany. They were not shrivelled and warped, like other dried foods, but were as plump and symmetrical as any well conditioned bivalve fresh from the deep shell. The only difference was that they were dark brown in color and as hard as bricks. When Lee Yip tossed them back into the box they rattled like a handful of marbles. Of course, I was greatly surprised, and before I left I took pains to find out all about them. The oysters are caught and prepared at the big native shrimperies on the other side of the lake. The process is a trade secret, but as nearly as I could gather from Lee they are spread on the tops of large sheds and exposed to the sun for several weeks. What prevents decomposition I do not know; but they come out of the operation as sweet and brown as nuts. Last night I tried some by special invitation in the back room of a laundry run by another Mongolian friend of mine. They were brought on in a bowl and formed a sort of stew or saute, which was really delicious. The oysters themselves were firm, but exceedingly tender, and had a peculiar peppery flavor, different from anything else I have ever tasted. The Chinaman who did the cooking told me he had simply boiled the dried oysters in water and added a small strip of pork and 'seasoning.' When I tried to probe into the seasoning feature he suddenly lost command of English, so there, I suspect, the secret resides. I am told that the local colony consumes many barrels of these oysters every month, and that large quantities of them are sold in San Francisco and New York."

The soft hat was introduced to America about 1850 by Louis Kossuth. It became the fashionable head-covering, and has remained so ever since in the Southern and Western States. The army campaign hat and the Rough Rider hat had their origin in a Tyrolean hat that was brought here by some American traveler.



dressed hogs, corn, potatoes, cheese and butter were taken and disposed of to employees. Our factories and mills paid their hands largely in orders on the stores and settled their accounts once each year. The farmer was offended if asked to pay before harvest, and did not always pay then. It was necessary to keep a man on the road all the time, with a buckboard in summer and sleigh in winter, making settlements, and many a note was saved from outlawing by endorsing the value of a meal taken with him, usually 25 cents.

The store was not supplied with porters to wash windows, get up heavy goods from the basement and wood for heating. The clerks did all of that work and the brunt of it usually fell upon the youngest of them.

One feature is still remembered with vividness and that is the rag bin. All hardware stores took rags—both city and country rags—for goods. In some

chisel" in any hardware store in the United States at the present time.

There have been many, many changes in the character of goods handled. I can not begin to enumerate them. The scythe and cradle have been to a great extent displaced by the mower and reaper, now handled exclusively by agricultural and implement dealers in the city. Belting, packing and mill supplies generally have left the hardware stock and are sold by establishments paying particular attention to this class of goods. The wagon, carriage and harness hardware is also handled by exclusive houses. The spinning wheel, which used to take up so much room, has given place to the bicycle in many hardware stores. The tinshop has been almost abolished, outside work being done by houses established for this purpose, and pieced tinware has been largely displaced by pressed ware. The rough ironware for kitchen use has al-

WORLD'S BEST



— 5 cent Cigar

SOLD BY ALL JOBBERS

AND

G. J. JOHNSON CIGAR CO.

MAKERS

Grand Rapids, Mich.

MICHIGAN FORESTRY.

Practical Suggestions by an Acknowledged Authority.

We must rely, to a great extent, upon young people and thoughtful people to work out the solution of Michigan's future prosperity. There has been in the past great carelessness in the management of our public domain, and in many instances this carelessness has bordered upon criminality. It is well for us to face the situation and eliminate any useless sentiment from its discussion, treating properly the question of what Michigan shall do to retrieve what she has lost in the destruction of her forest mantle, and give thoughtful consideration to the protection of that portion of our forestry heritage which still remains to us. The motto that was written for the coat-of-arms of our State, "Si quaeris peninsulam amoenam circumspice," must have originated in a condition observable before the pioneer lumberman struck this commonwealth. When the French missionaries, Father Marquette and his co-workers, paddled their canoe from the City of Straits northward, touching at Saginaw, Cheboygan, Mackinac, Old Mission, Ludington and St. Joseph, they had before them a panorama which was indeed suggestive of our motto. The heritage of magnificent forestry growth that came to the State of Michigan, in many respects had no equal in the temperate zone. Nowhere else north of the equatorial region is found such a wide range of species of tree and shrub life as were native to the Southern Peninsula of Michigan.

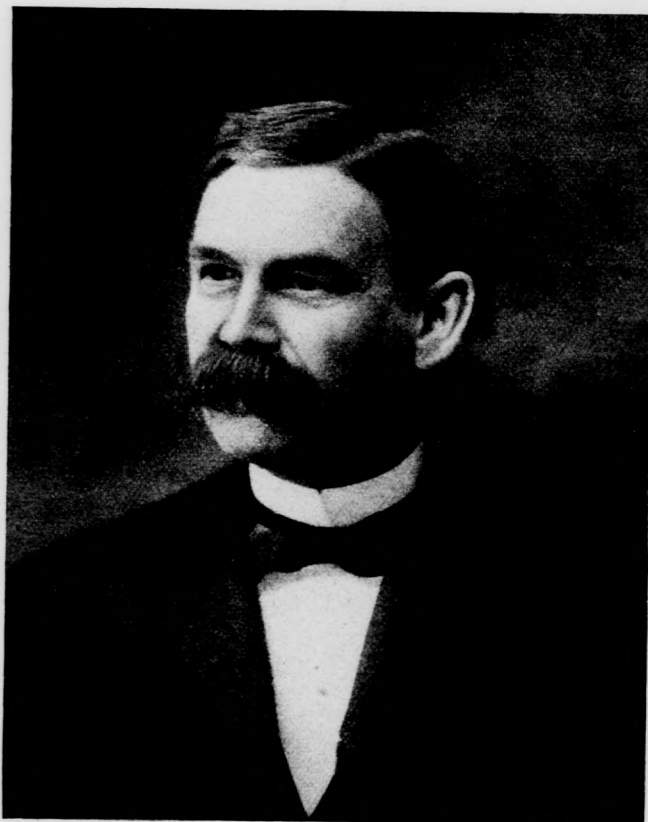
Without dwelling upon the necessary clearings made by the early settlers in the State, who came here to hew out homes from the forest, I desire to speak to you first of the lumberman's legacy to our fair State. The early investor in Michigan forest lands, having in view the immediate utilization of the timber growth, found a rich field in the wealth of white pine that was well scattered through certain parts of the Lower Peninsula. He secured at low prices immense areas of this pine and began the work of converting this property into money. In the earlier days there was not so much value in timber as now, and it was only the very cream that the lumberman cared to take. As a natural result of this condition, in taking what he wanted, he left behind him a immense amount of debris which, under the action of sun and winds, became as tinder, ready for the first spark to create in it and of it a tremendous conflagration. Forest fires became very common and terribly destructive. In the wake of these great fires was left an abomination of desolation. The lumberman cared nothing for the forest products that were left, not even the soil they rested upon. He had taken the best and was perfectly thoughtless and careless concerning those who should come after him. If these conflagrations could have been limited to the land owned by the lumbermen our criticism of his methods would not be so relentless, but the material that was left behind as food for fires became a terrible menace to valuable timber in the neighborhood, and fires, once started, fed upon great values upon other lands, bringing destruction to innocent people and especially to the holdings of the State. This responsibility for damage which lies upon the shoulders of the lumbermen who practiced these slipshod methods is one that can not be shifted by any sub-

sequent acts of benevolence in any other direction.

In no other field of commercial activity can I find an instance in which a man in so large a sense is his brother's keeper as in the case of the lumberman who is tempted to leave behind him the elements of destruction, which are sure to become a source of great loss to his neighbor. Everywhere through the north central part of the Lower Peninsula we find examples of this lack of thoughtfulness; yes, this criminal carelessness.

In what strange contrast to this is an example that occurs to me, in connection with a picture I saw in Switzerland. Standing on the border of a lovely avenue of Persian walnut trees in the beautiful town of Interlaken, Switzerland, and turning your face to the South, in the horizon is outlined that princess of all the snow-capped Alps that characterize the landscape of the

on a dead mountain of rock, to the memory of Kasthofer, a far-seeing Swiss forester who planted here the chief forest trees of Switzerland in the early part of this century and which now completely cover it. A barren, ugly hill of dead rock under the intelligent suggestion of his mind and the moulding power of his hand sprang into beautiful swaying life; an unsightly object standing as a blemish in the otherwise beautiful picture of the Jungfrau was transformed into an area, the attractive beauty of which not only heightened the grandeur of the mountain landscape but delightfully modified the jagged foreground so as to produce a pleasing contrast, a perfect scene of wondrous beauty. In this bit of thoughtful work on the part of an intelligent forester, I became more impressed than ever before with the importance of beautifying the waste places of the earth by appropriate tree planting.



little Republic—the Jungfrau. With her dazzling shroud of eternal ice and snow, supported on either side by the Silberhorn and the Schneehorn, and with grand mountains on the margins of the foreground, her majestic proportions can scarcely be realized. But she is a cold, immovable, heartless maiden, and while at first view, bathed in the flame of a glorious sunset, one feels like bowing the head in worship, she can not awaken that warmth of feeling in the human heart which life and movement stir into activity. Stand still for a moment and allow your eyes to drop from the icy mountain to a relief of land in the immediate foreground, a finely rounded sugar-loaf hill completely covered with a perpetual mantle of living green, with pretty patchwork here and there of variously tinted groups of deciduous trees that rest the eye and enhance the vision. This is the Kleine Rugen—a living monument resting up-

We have no mountains to cover, but we have plains of vast extent, that should remain forever covered with a forest mantle for the protection of the soil, the rivers that flow out from it and the vast region contiguous to it. Instead of sweeping off every vestige of value and of beauty from this great tract, there should be a thoughtfulness somewhere that would lead to conserving the present growth and utilizing the methods of science in adding to its value. We do not need to go into the expensive methods of reforestation of Switzerland and other foreign lands, for the elements of the forest are already here. We simply need to conserve them and Nature will do the rest.

The replanting of great areas is not an immediate question with us, but the saving of great areas from deforestation, and other great ones that have been deforested from the destruction of fire, so that through Nature's processes, the

ground may be covered again, is a present imperative duty.

The tree-slaying habit was inaugurated in our State by the pioneer, who had excuses for clearing a piece of land from which he could obtain a livelihood; he simply removed that which was worthless, in order to widen his opportunity to grow that which would support life. Because there was no value in the trees that he removed at first, the feeling grew upon him that there was no value in any trees, and he became their enemy and slew them without reservation. After becoming the possessor of a goodly area of excellent farming land, he still thought of the value contained in the land as a producer of crops that he could sell, and recognized no other value in the woodland forest. He kept on increasing his arable land at the expense of the forest, until throughout the agricultural region of Southern Michigan there was comparatively little timber left. The perpetuation of this tree-slaying habit has been stimulated by the values that could be secured from agricultural crops grown at the expense of the virgin soil. We are to-day in Southern Michigan reaping the results of this pernicious system, based upon a false view or a narrow view of timber values. The harvest we would reap and the pleasure we would have experienced with a proper proportion of land in timber, even with no immediate income from it, would be even greater than that from the same surface of arable land, because of its protecting qualities for the crops, agricultural and horticultural, grown upon the cultivated land. The mistake of the pioneer is felt so keenly now that we are in a condition of mind in Southern Michigan to inaugurate the treeplanting habit. It is difficult to create a boom in this direction because so few people are willing to make an investment for their children and grandchildren, but the virtues of tree planting are becoming so apparent that the prejudices of those who are not looking beyond the income for their lifetime are being rapidly overcome because of the greater rapidity with which values can be developed in growing timber. This grows directly out of the new uses to which young growth is adapted. And, again, men have found by experience that in a very few years wind breaks can be grown, whose value can be appreciated in connection with the prosecution of agriculture, by the man who does the planting. He does not have to wait until he is dead to reap the results of his enterprise; he does not even have to think that he is planting for his children. Examples of far-seeing thrift of this kind are getting more common now in Southern Michigan.

The forestry problem for the State is naturally separated into two parts: that which applies particularly to the Southern counties of Michigan, from which nearly all of the valuable timber has been taken off, and that which applies to the Northern part of the State, in which the conditions are very different, there being a less amount of rainfall and large areas of timber as yet untouched. An adjunct to the second, with somewhat differing conditions, we find in the jack pine plains, where intensive agriculture can never be successful and where even extensive methods are problematical in their results.

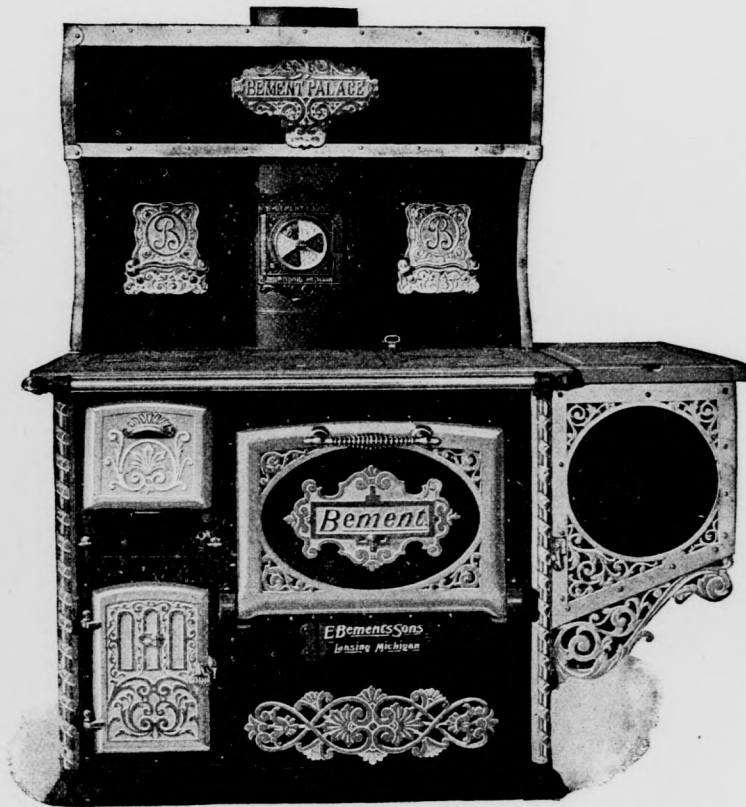
Natural reserves of timber should be located at the headwaters of rivers. In the Southern part of Michigan, we find the watershed between Huron and Erie

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on the one side, and Lake Michigan on the other, has been swept of its timber; the land now is too valuable for agricultural purposes for the owner to be tempted to devote it to any large extent to forest growing; and we may never expect the State to take hold of reforestation in this region, no matter how valuable a work it might be in the interests of the whole State. The difficulties surrounding the question of securing these lands will prevent any general attempt at reforestation as a protection to the flow of rivers that rise within a few miles of each other and run either way to the lakes. The only thing that can be done in this region is to awaken the mind of the people to the importance of individual effort in adding to the aggregate area of forest growth. Highway planting and the planting for screens as a protection for grain fields and grasses and fruits can be stimulated; the beds of streams and the more barren hillsides that are at present unproductive can be inexpensively planted to rapidly growing trees. By fostering these simple methods of reforestation, and aiding individuals by counsel, and possibly stimulating them by the remission of taxes, a great work may be done, even in this country where the greatest difficulties are to be surmounted.

But it is in the north country where the most and the best work can be done and where the promises of fruition are greatest. I have recently taken a trip over portions of Oscoda, Ogemaw, Roscommon and Crawford counties, upon what are known as the jack pine plains, and from my observations there, I am greatly encouraged with reference to the possibilities of the future. I have learned that certain kinds of trees grow rapidly upon these pine plains. I have learned that these same varieties of trees become merchantable in a very few years. It was also a delight for me to know that these same species grow seed at a very early age, so that Nature herself can do an excellent job of reforesting if she is let alone. I was also glad to learn that even some of the finer species of timber, like Norway and white pine, if given half a chance on these plains can be grown successfully. It seems to me that with the solution of the question of how to deal with forest fires and the elimination of the thieving practices upon the pine plains, this whole region may become a valuable property to the State of Michigan. This in the face of the fact that many people can see no future for this country because the prosecution of agriculture has been a failure. Their angle of vision has been too narrow and they have ignored the best paying crop. The fact is patent that a broad view of this whole country would lead to the reservation of a great part of it for permanent forestry purposes. In order to make this area of greatest value to succeeding generations, the State must enter upon plans of systematic forestry and must have in view something beyond the immediate returns from one crop of forest products.

And this brings me to the sub-topic of scientific lumbering. The severely practical man, who has been skinning the land of all its timber and shoving the proceeds into his pocket, may scoff at the idea of science in lumbering, but I do not hesitate to say that any man who does not recognize the value of treating timbered lands so as to utilize to the best possible advantage the young growing timber, has so narrow a view

of lumbering that if he were engaged in a mechanical business with so little information and cramped a view, he would be called a duffer. Scientific lumbering in these days is really the most practical. The fact is, we have passed the stage of pioneer work, and have entered into an epoch of larger values in timber products, which emphasizes the importance of utilizing every possible method that will help to the reproduction of forests.

In foreign countries, for a long time, scientific methods in dealing with forest areas have prevailed. Governments have seen the importance of guiding lumbering operations so as to retain a proper proportion of timber area for the continuous support of lumbering industries and for the general good of the State. In doing this, well-defined plans lie at the foundation of the practical operations, the result of which is that, in the countries where the most progressive methods of forestry prevail, the aggregate value of timbered lands is gradually increasing.

In our own country we have a single instance, on the Vanderbilt estate at Biltmore, in which scientific lumbering is carried on under the direction of an expert forester, Dr. Schenck. The United States Government for a year past has been aiding individuals and corporations in the adoption of scientific methods in lumbering along the same line as those practiced at Biltmore, the objects of which are to make lumbering a profitable industry upon the same lands continuously for an indefinite period. The handling of a large area in timber upon scientific principles would treat it so that different parts of the forest should be cut off in cycles, the length of each cycle depending upon the uses of the timber and the character of the species. If saw timber of considerable diameter is required for the market, the length of the cycle would be greatly increased over the time that would be required to grow a crop of trees for wood pulp, for hop-poles, for hoop factories, or for other uses that small timber subserves in the mechanical arts.

Reforestation to-day in Michigan would naturally begin by dealing with lands that are already seeded or will seed themselves if protected. We can scarcely expect that people will jump directly into the planting of new forests from the level of ruthless destruction of the old ones; but there is a transition stage which ought to be attractive to people who are the owners of what are called stump lands, already partially or wholly covered by a growth of young timber, more or less valuable. There is an immense acreage of this land in Michigan, a great deal of which probably should be cleared and developed into farms. These farms, however, will have an increased value if a considerable proportion of the adjoining lands bearing this same character is maintained in timber and developed under a systematic plan of forestry. I brush away without a thought the suggestions which are so often made by the old-fashioned lumberman, and thoughtless people generally, that the new growth which comes in after valuable timber is of such a poor character as not to be worth considering and that people can not afford to grow timber of this kind as an investment.

The truth is that almost any piece of stump land well covered by some growth has enough of value to warrant the guiding of that growth upon a plan of forest

growing that will, sooner or later, bring to the owner a valuable return. This fact is emphasized by the new uses of timber that employ varieties that were, a few years ago, considered valueless in the market. We now find that certain kinds of timber, once considered of no value in the arts and of very little even for firewood, are among the most valuable to-day in the production of certain classes of manufactured articles. The most notable illustrations of this condition are found in the use of the red oak, the beech and the hemlock. Perhaps the most striking example of value put into what has been generally considered worthless timber is the employment of the poplar, which covers such immense areas of the north country. This poplar, turned into wood pulp, becomes a very valuable commodity. So that the problem of reforestation is a different one from what it would have been a few years ago, and a more promising one.

The State Forestry Commission must, for the present, deal with prefatory work. It can not advise with regard to the details of reforestation because it has not within its reach a sufficient array of facts upon which to base the wisest counsel. It can simply suggest possibilities until the Legislature shall put matters in such shape in this State as to warrant a broad movement in forestry that shall have as a part of its undertaking the development of a plan of systematic, scientific lumbering and the growing of remunerative crops upon our stump lands.

In the interests of the large holdings of the State, the first serious question to solve is the one of straightening out titles so that the State shall, before starting out in a system of forestry, know that the titles of the lands that stand in its name can not be successfully attacked.

The State must stimulate and command a higher standard of morals in connection with the treatment of the timber upon its lands. Thieving from State lands must not only be frowned upon, but it must be punished with such vigor as to reduce trespass to its lowest terms.

Carelessness in the handling of fires must be treated as a crime and the most vigorous measures taken to punish not only willful but careless offenders.

The State must protect owners of trees against corporations that willfully destroy under a law that gives them privileges in the highways. I do not know that it is possible in this country, but in other countries the state protects men's possessions from their own actions by compelling a certain amount of tree planting to take the place of trees removed.

The second part of the work of the Forestry Commission, at present, is to develop public opinion which shall respect trees and stimulate tree planting and evolve a keener sense of obligation in connection with the maintenance of forest growth with reference to the welfare of the future as well as present generations.

I have recently been making some observations upon a tract of timber of some four thousand acres, lying in Muskegon county, which is known as Slocum's Grove. Learning that this timber was to be removed completely within a short period of six years, I made a very careful review of this grove, aided by Prof. Spalding, of the State University, and Secretary Butterfield, of the State Agricultural Society.

I had in mind the possibilities of this tract if lumbered scientifically, as compared with the probable outcome of the complete removal of all forest growth within a short period.

This tract has a wide range of species growing upon it, most of them valuable; the land is excellent; it is well watered and capable of producing a great growth of timber, and its greatest value lies not in the mature trees, but in the young growth, which will rapidly develop into mature timber. A somewhat hasty, but I think accurate, estimate satisfied us that this property would pay 10 per cent. interest on the full value of the land with the timber upon it for hundreds of years provided the annual cuttings should simply take the trees that are sufficiently mature to be lumbered at the greatest advantage.

With the timber entirely removed from this tract, even although the land is of excellent quality, it is largely reduced in value for agricultural purposes because of no protecting areas of timber. The very first thing that would need to be done if it should be sold for farms would be the growth of timber for protection. Trees grow very slowly from the seed, but develop very rapidly from the young growth already planted and having a good start in life.

From facts that have come to our knowledge, the opportunity for practicing scientific forestry upon this tract is gone, the contract having been executed for the rapid removal of the whole of it, but in the interests of other tracts and or the purpose of securing facts that can be used to the greatest advantage in creating and establishing public opinion in favor of retaining a goodly portion of the State in forest, we can do something in connection with this tract that may have great value and influence. We can institute a series of observations with regard to temperature, soil, air-moisture, flow of streams, growth of crops and influence of winds, which shall be carried on until the forest shall be removed, and for a sufficient period thereafter to furnish data for an accurate statement of the influence of timber upon the conditions that favor the best system of agriculture and horticulture. The Forestry Commission hopes, by the aid of the State Experiment Station, the State University, the State Geologist and, possibly, the United States Government Hydrographer, to work out this system of observations.

In the evolution of a forestry system for Michigan, I am satisfied that there is no more powerful ally for the Forestry Commission than the schools and colleges of the State. The boys and girls, the young men and women who are in educational institutions, will very soon deal with the problems of statecraft. From my point of view, the importance of the forestry question, as affecting the greatest industries in the State, the climatic conditions which make this State a very desirable one in which to found homes, demands that educators shall make a point of bringing into the curricula of study in our schools the subject of forestry so effectively as to produce a new public opinion with the development of the newer generation. We can not turn our educational institutions into schools of forestry—probably the University and the Agricultural College will be the only technical institutions that will undertake a work of this kind—but, incidentally, in connection with other lines of instruction, respect for trees and a knowledge of the value in trees, methods

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of perpetuating forests, and the influence of forest growth upon products and upon man can be inculcated and object lessons in tree planting given at a stage in the career of boys and girls when information of this sort becomes most strongly entrenched in the evolution of character.

Under a scientific and practical system of forestry, I see a greater future for this State in the production of timber values than we have had in the past, even with the wonderful heritage that came to us through centuries of growth untouched by man.

From the very fact that we have such a variety of timber in the Lower Peninsula of Michigan, and the other that so many species do exceptionally well, we know that we have climatic conditions admirably adapted to the growth of forests; so that if we undertake, through a careful system to grow forests again where great forests have been taken away, we shall succeed, and the increased values of timber will make that success remunerative.

I would like to see a new epoch evolved in the near future, in which the tree planting habit should take the place of tree destruction; I would like to see a public sentiment evolved that will support a plan of legislation which will result in the growing of timber for profit, and I would like to have joined with this a kind of sentiment that would stimulate a grade of timber planting having for its purpose the beautifying of the landscape.

Let the people of Michigan take hold of this question so earnestly that the tree slaughtering habit of those who have been responsible for the destruction of that peculiar beauty of our State which suggested the adoption of its motto, will be frowned upon and a spirit developed which will result in rehabilitating our peninsula so that that motto will not be a misnomer. As a result of this, I should expect a more successful agriculture and horticulture, and added zest given to the already marvelous pilgrimage each year to our State as a resort in summer, and a material prosperity which would go on increasing with each new century.

Chas. W. Garfield.

Grown by a Woman.

All the pampas plumes used in the great Philadelphia convention hall on the day that McKinley was nominated for President were grown on a ranch at Riverside, Cal., by the woman who originated the idea of using them in political campaigns. It is said that her ranch is the only one of the kind in the world.

An Enquiring Mind.

A little Big Rapids girl who had hash for breakfast the other morning looked at the last mouthful of her share long and earnestly as she poised it on her fork. Then she passed it out of sight. But the mystery still engrossed her mind. "Daddy," she said, "what was hash when it was alive?"

Resembled His Father.

Mark—I saw that little boy of yours to-day.

Borroughs—Did you? Think he's like me?

Mark—Very much.

Borroughs—Do you really?

Mark—Yes, he asked me for some money.

The Old Jealousy.

"Just home from London, eh?" "Yes," replied the Western man, "I took in everything worth seeing in the town." "How did St. Paul's cathedral impress you?" "Didn't go near it. I'm a Minneapolis man, myself."

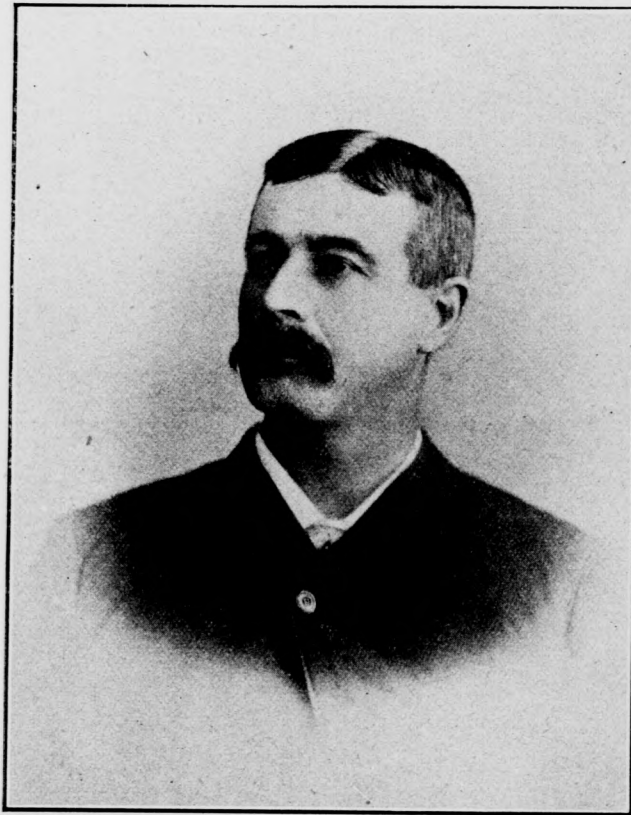
COMPRESSED YEAST.

Its Origin and Development in This Country.

Prior to 1870 our mothers and grandmothers, when they wished to bake a loaf of bread, were compelled to resort either to the old salt rising process, so familiar to residents of the country and small towns of that period, made their own yeast or use that made by the brewers of those times. While "hunger sharpens appetite," results were not what could have been desired. The old salt rising process was a leaven, and leaven is a substance which produces fermentation by putrefaction. Yeast is a plant that grows under favorable conditions and through its growth produces fermentation; and while dry hop, home-made and brewers' yeast answered our grandmothers' purposes because they had no better, their fermenting properties were so weak, and the dough in consequence took such a long time to

mentioned above, in European countries, and after it in this. It is a purely vegetable product and the best grade is manufactured from selected grains. When incorporated with flour and water at the proper temperature, the starchy particles in the flour are changed into dextrine, and this in turn to sugar, which, by the action of the yeast cells and application of heat, is transformed into carbonic acid gas, which causes the dough to rise; and as the process is rapid there is no chance for the dough to become sour and the bread is in consequence of a rich, nutty flavor.

Late in the sixties Mr. Chas. Fleischmann was employed in the manufacture of compressed yeast in Austria. Realizing what a promising field was open in America, he came to this country and entered into partnership with a leading Cincinnati merchant and commenced the manufacture of compressed yeast on a small scale in that city, in 1869. As



mined to erect a building in the grounds on a scale which would attract the attention and arouse the admiration of every visitor. This building was to be devoted to the introduction of compressed yeast and the manufacture of bread and rolls through its use, and the famous Vienna Bakery was the result. This bakery was visited by thousands during 1876 and its name and that of the much more famous compressed yeast became known in every city, village and hamlet in this broad land. Mr. Fleischmann severed his connection with the Centennial Vienna Bakery at the close of the year in which the Exposition was held, but the bakery was moved to New York City and the business continued by his brother, who has devoted himself to it exclusively since that time and now has one of the largest baking plants in the country.

After 1876 the future of compressed yeast was assured, and it is now on sale and used by nearly every grocer and baker in this country and the Canadas, and the name of its introducer has become a household word everywhere. From one wagon each in some half dozen of the larger cities before 1876, Fleischmann & Co. now have dozens in each of the larger cities and over 2,500 in the United States and the Canadas making deliveries to their patrons. No city is too large to have every grocer and baker served daily and no town too small to receive thorough and prompt attention. This careful consideration of their patrons' interests, in conjunction with the highest grade of yeast that scientific methods can manufacture and the finest quality of grain can produce, has been the secret of success. No detail is considered too insignificant to be given careful attention and neither time nor money is spared where a possible improvement can be had. No yeast is allowed to leave the respective factories until tested by competent chemists and proven to be of the highest standard. The resultant uniformity in quality day after day and year after year has resulted in its universal adoption. It is sent to the respective cities and towns in the territory of the several factories exclusively by express, irrespective of expense, in order that it may reach the consumer at the earliest possible moment. From a beginning of a few hundred pounds per day, the business has, in a little over a quarter of a century, grown to such volume that if the aggregate daily output were loaded into freight cars it would tax the powers of one of the largest Mogul engines to deliver it to its destination.

George W. McGlaughlin.

Prize Contests for Agricultural Products.

A shoe dealer in Missouri has made a pronounced success of his annual prize contests for agricultural products. He offers a pair of high grade men's shoes for the best ear of corn, pair of fine shoes for the best garden product and numerous other prizes in footwear to women and children who show the best grapes, pears, etc. His show window is the exposition ground and he very sagaciously works the combination for the advertisement of his business.

When the exhibits are all in he has a "corn week," when all the ears are put in his window in an artistic manner, the shoe of course, being the most central object. He makes a pyramid of ears of corn. On the top he places the shoe offered as a prize and beside it the winning ear. The next week may be "potato week" or "cabbage week" and he uses it as a strong card to draw attention to his store. His newspaper advertising is linked to his window display and his prize drawing comes in for prominent mention.

rise, that the bread often became sour before it could be baked.

In those times every baker made his own yeast, and his success as a baker depended almost entirely on his knowledge of making stock yeast, secrets in regard to the manufacture of which were zealously guarded. While stock yeast partook largely of the characteristics of home-made and brewers' yeast, the bakers of that time were much more successful in turning out a satisfactory product than were our grandmothers, due to their more complete knowledge of the business, but they were also greatly bothered by sour bread, especially in warm weather, on account of the long fermentation necessitated.

To German-Europe belongs the credit of changing the above state of affairs by substituting compressed yeast, and its inventor should be considered a public benefactor, as it revolutionized breadmaking, long before the period

is natural with articles of merit, people were slow to see its advantages, or rather to change the methods to which they had been accustomed for a lifetime, and while bakers who had used it in Europe were quick to adopt it here, their number was naturally small and the sale of the yeast correspondingly so. The energetic pioneer, however, was never disheartened. He introduced it in all of the large cities in this country, employed an army of men, gave samples to bakers and families and almost bankrupted himself and his partner in his efforts to induce the American people "not to stand in their own light." The demand continued small, however, lamentably so, until in 1876 the Centennial Exposition in Philadelphia was opened. Mr. Fleischmann, in conjunction with his brother, who had shortly followed him to this country, with the farsightedness and business ability for which he was noted, deter-

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Many dealers throughout the country are improving their reputation and increasing their bank account by handling our foods. Why not you? If your jobber can not supply you with Sanitas Nut Foods, a postal card request mailed to undersigned will bring you terms, prices and full particulars.
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One of your leading jobbers stated to us that for every package of other cereal his house sold five packages of

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What makes it so popular? Because the goods are right and are sold to the consumer for ten cents per package. To ask your customers to pay more than 10 cents per package for Cereal Coffee is extortion, and you know it. Will you continue to do so? Place an order with your jobber for a two dozen case. *All Jobbers keep it.*

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When we say that we believe we can fill orders for the trade more satisfactorily than any other milling concern anywhere else on earth. We believe it because we have used every effort to make it true. We have both winter and spring wheat flour. We make the choicest bolted and granulated meal in the State. We make ground feed and handle carloads of corn, oats, rye, and beans innumerable. Every year we sell thousands of tons of feed and thousands of barrels of

Lily White

"The flour the best cooks use." We can make up mixed carloads of nearly everything anyone in the feed business can need. We pay careful attention to all the little details. Follow your instructions to the letter. Who can do more? No one, and no one does.

Valley City Milling Co., Grand Rapids, Mich.

PREPARATION FOR BUSINESS.

Necessity of Education in the Case of the Merchant.

The would-be merchant or merchant who reads this article will recognize the opinions of a layman. These opinions, however, relate to certain principles underlying the pursuit of every successful man.

Within forty years great changes have occurred in this country. The farmer has changed from hand labor to machine labor. He no longer swings the old hand scythe in haying time, nor does he use the old hand rake. The mowing machine and the sulky rake are now used by the humblest farmer. The more pretentious farmer uses the self-binder; he threshes his grain in a trice. He is no longer the farmer of Puritan days.

In manufacturing, similar changes have taken place. The man who formerly made a pair of shoes now cuts out the uppers with his machine; another man with a machine does the sewing, another the pegging, etc.; in fact, the shoemaker has disappeared from civilization. In every line of manufacturing to-day, specialization is paramount.

In printing, the changes are, indeed, marked. To-day a machine is employed for setting type. Newspapers are printed and folded by a single machine. Man stands and directs the machine.

In teaching, indeed in all the professions, little less than a revolution has taken place. The merchant can no longer call himself an all-round man. He is to-day a director, an organizer, a thinker.

It is doubtful if these changes have in every instance advanced civilization. It is exceedingly difficult for a man to put his life and character into all of his work to-day. Just now this enquiry is pertinent: Is the man or the machine of more value to civilization? Forty years ago every boy was obliged, from the very nature of his position in life, to do manual labor. In doing this manual labor he developed the essential elements of character. He acquired habits of industry, promptitude, accuracy, dispatch, perseverance, courage, good cheer, self-control, self-denial and temperance. Even to-day a very large per cent. of all our successful men have been reared on the farm, in the shop, or in homes where manual labor was a necessity. Can the world to-day offer any better preparation for man's life work? The answer to this question must be negative. This is a pathetic fact, because, as yet, civilization has offered no substitute for developing these fundamental elements of character. Or, to put the truth in another form, no new method has been discovered for the building of a man.

In man's struggle to economize time and multiply facilities for production he has forgotten himself. This is no new truth. It is an old one that must continue to receive attention. If we were to make a list of the most successful merchants in the United States, we should find that the majority of them learned in boyhood the meaning of the elements we have already mentioned; in fact, the man who wishes to be a merchant can not hope to be successful if by chance or necessity he fails to acquire these elements. It is not the purpose of this paper to comment in detail upon a substitute. The substitute, however, must be found. Men are of more importance than machines; men are of more importance than commerce; in

fact, men are the flower and fruitage of every civilization. If the would-be merchant has acquired these habits of attention, industry, promptitude, method, accuracy, dispatch, perseverance, courage, politeness, self-control and self-denial, he is worth educating for business.

The general education of most men must be furnished by the public school. The public school is improving steadily. It attempts to develop, train and instruct the boy. It will succeed in doing this if, in his home training and in his daily relations, he acquires the invaluable habits already twice mentioned in this article. Without these habits the school availeth little. Some of our merchant princes of to-day advise that boys be denied the development, training and instruction offered by our best high schools. They have asked that the boy be put into business at the age of fourteen or fifteen. It is maintained that at

no longer relates solely to the interests of some village or small city. Commerce has, within limits, made of the whole world one magnificent brotherhood. The man who is to succeed in this brotherhood must know something of his fellow workers, something of their plans, something of their aims, something of their facilities, something of their resources. The school and college must furnish this information and must give that training which prepares for breadth of mind, which prepares for generalship.

Even the sciences have in our best public schools enriched the mind in ways that encourage a more humane commerce. Many years ago Herbert Spencer, in his book on Education, emphasized the importance of a man's knowing something of chemistry, something of commercial geography, something of the world's natural as well as the world's artificial resources, there-

systematically debits and credits; enables him to analyze a balance sheet, so much the better; in fact, it is a necessary part of his preparation.

With the preparation we have already described, he is now ready for a post graduate course, so to speak. This post graduate course should consist of two or three years' training in some first-class merchant's emporium. The young man who wishes to be a successful merchant can afford to work for nothing or even to pay some great merchant for the privilege of trying to be useful. This would not hold true if we were to bar the candidate from the privilege of promotion. If promotion be granted, the real preparation for business can best be made under the guidance of a master hand. The writer has sometimes thought that possibly some provision could be made for this kind of business preparation, provided the man who is making the preparation is willing to pay for it. The history of successful merchants indicates, in most instances, that they began at the bottom; that they studied details; that they thus acquired a firm grasp of the philosophy of organization.

It is true that thousands of men plunge into business, thinking that somehow they will be successful. This kind of conduct in every pursuit is foolish. It is, therefore, foolish in a business pursuit. In taking this post graduate course, it is thoroughly essential that the man be broad enough to study and examine other kinds of business than his own.

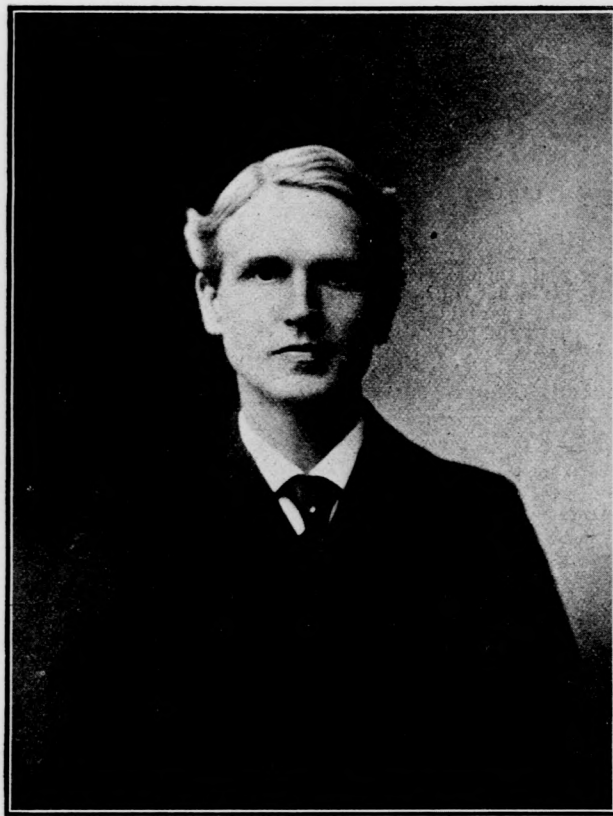
Again, we say that this is an age of organization and specialization. If men will study the laws of trade; if they will practice the laws of trade; if they will study the wants of men and use best methods for gratifying these wants; if they will study the laws of transportation; in other words, if they will accept the training necessary for preparation, there need be but few failures.

This outline is simply suggestive. If it leads any merchant who has fought against failure to give himself a more rigid self-examination, then this paper has been of some avail. If it encourages some man who has practiced the principles here involved and who has not quite reached the mountain height of success, its mission is fulfilled. If some reader of this paper who has made no preparation, and who hopes vainly that he may be successful without preparation, is induced to study his resources and then adapt these resources to the highest needs of the commercial world, again some little good has been realized.

W. N. Ferris.

Evidences of the sprouting of seeds swallowed by human beings and animals are not uncommon. A Cleveland boy died recently and it was discovered that his death had been caused by a kernel of corn which he had swallowed some time ago and which had taken root and grown so that it choked up his organ. Several years ago a man in Chicago swallowed a melon seed and he afterward declared that it abode with him. His friends used to laugh and ask how his melon crop was coming on. He died next and the autopsy proved that he was right.

Four hundred elk tusks were sold in Spokane, Wash., the other day for \$1,000. The demands of the members of the order of Elks and the growing scarcity have increased the value of the tusks. Fourteen years ago a Montana man paid but \$80 for an Indian head-dress that contained 800 elk teeth. Last year a similar head-dress containing 280 tusks sold for \$200.



this age he is plastic and teachable; that he is a ready observer and will take upon himself quickly the habits of the merchant. In the judgment of the writer, this is a mistake. Even if it be granted that this method would give the highest results from the standpoint of the money standard, it does not conclusively prove that it is a wise plan to pursue. When merchants, as well as professional men, learn that even commercial failure may be incidental to the development of a magnificent man, they will be quite willing to offer the boy the very best facilities that our public schools can present and in most cases, where it is possible, even give him the college training. The time is coming—and it is not far distant—when the merchant will need all that a liberal education means quite as much as the teacher and professional man.

Commerce no longer concerns stores situated at crossroads in the country. It

fore, the broader the education of the merchant, the better. The deeper his knowledge of political economy, history and the sciences, the better his preparation for success.

The merchant ought to supplement his general education with some knowledge of commercial branches. While it is not imperative that every merchant should be a practical book-keeper, it is important that he be able to interpret a set of books. We do not maintain that a business college education ought to constitute a merchant's business preparation. Business colleges are, not infrequently, very superficial schools. They do not deal with the fundamental elements of success. They are compelled, by the very nature of their patronage, to touch everything lightly. After all, if the merchant's preparation enables him to write a good business band; enables him to compute accurately and quickly; enables him to classify

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Garments?

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When Michigan was invaded by the early French settlers they found the State, particularly the northern two-thirds, practically an unbroken forest of pine timber of the finest quality in the world. No state in the Union ever yielded anything like the quality and quantity combined that has been cut from the Lower Peninsula of Michigan.

In the early days of lumbering very few shingles, comparatively, were made. Hand-shaved shingles were about all that were used, these being split out from the straight-grained trees with a froe and shaved by hand. Successful machines for sawing shingles were brought out about the year 1850 and were run in connection with the sawmills at our principal lake ports, Saginaw, the Huron shore, Cheboygan, Manistee, Ludington, Muskegon and Grand Haven. The business, however, was more of a side issue to the lumber business.

From about the year 1873 the sawed shingle business increased very rapidly. They were made from white pine altogether and manufacturers found it a profitable business in working up the poorer logs not desirable for lumber. Mills started in on the principal lumber roads, such as the G. R. & I., D., L. & N., C. & W. M., F. & P. M. and the Mackinaw division of the M. C.

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This great demand stimulated trade to such an extent that by 1879 the shingle business had taken a new departure and mills commenced going in on tracts of timber, working up the defective logs that had been left by prodigal lumbering years before.

Two blocker shingle mills were invented about this time and ten blockers soon after, increasing the output with great rapidity, the maximum being reached in the year 1888. Up to this time shingles in the State of Michigan were all made from white pine, but it soon becoming evident that timber was getting scarce, manufacturers began to reach out for a substitute for pine, which they found in white cedar. But as white pine became exhausted the shingle output gradually diminished, notwithstanding cedar timber, until today even cedar timber is getting scarce, the output growing much smaller every year, and there is scarcely a white pine shingle to be found in the State; I think the statement can be made that there is not a single shingle mill running to-day on white pine shingles exclusively in the Lower Peninsula of Michigan.

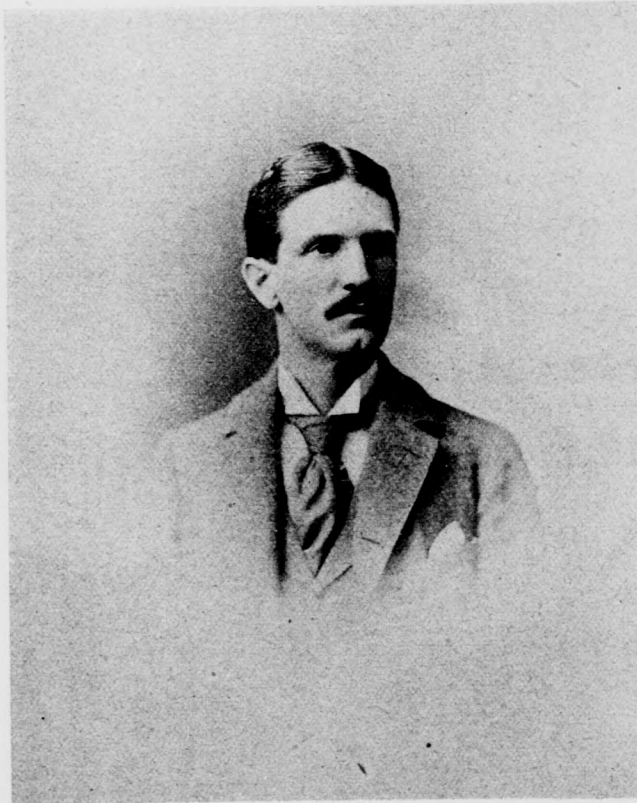
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1890,	400,000,000.
1899,	189,000,000.

Saginaw.	
1873,	218,000,000.
1881,	304,000,000.
1896,	38,000,000.

Grand Haven.	
1873,	36,000,000.
1883,	147,000,000.
1888,	4,000,000.

D., L. & N.R. Mills.	
1873,	90,000,000.
1884,	497,000,000.
1891,	85,000,000.
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To-day the bulk of the shingles used are made from red cedar and come from

the State of Washington, having to bear railroad transportation of from three thousand to four thousand miles. There are to-day over 400 shingle mills in Washington. The industry started about ten years ago, and the following table will show the great increase in the business:

Shipped to the Eastern States from Washington:

1890,	2,100 carloads.
1891,	3,300 carloads.
1892,	6,341 carloads.
1893,	6,053 carloads.
1894,	10,975 carloads.
1895,	12,710 carloads.
1896,	13,949 carloads.
1897,	16,875 carloads.
1898,	19,312 carloads.
1899,	23,246 carloads.

Or a gain from 315,000,000 in 1890 to 3,500,000,000 in 1899.

It is estimated there is about 1,000,000,000 cypress shingles made each year in the Southern States, which are mar-

keted largely in the Atlantic seaboard towns and the Western States. There is also a considerable quantity of hemlock shingles made in Pennsylvania, and quite a quantity of redwood made in California, but the amounts are comparatively small.

Walter C. Winchester.

The Third Party.

"Don't talk to me about a third party!" exclaimed the old politician. "A third party is always a fraud." "He's awfully in the way sometimes," assented the politician's pretty daughter.

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Nearly all the tanners were formerly located in practically bark regions or in cities favorable to hide markets and to receiving the larger part of their supply of bark by vessel shipments; but with each year's consumption the tanner was compelled to reach out farther for his supply and where he had been getting all he could use by wagon or vessel, it finally became necessary to ship in by rail. As rail shipments opened up a larger bark territory, it was not long until new markets were established, partly by the building of new taneries at railroad centers taking favorable rail rates and partly through interesting tanners throughout Ohio, Indiana, Illinois, Kentucky and Missouri to use hemlock bark with their oak, the union of the two barks making a more profitable tannage and at the same time producing a fine quality of leather.

Seventeen years ago it seemed that hemlock in Michigan was almost inexhaustible and the timber and bark stumpage were considered of little value, millions of feet being cut down for the bark alone. The price received for the bark was only enough to yield fair wages for the work done and allowed but little for stumpage, but as the peeling of bark comes at a time of year when all other work in the woods is scarce, and to within the last three or four years was done principally by those wishing to clear up lands for their homes, it proved to be a great help and has been the means of bringing many thousands of dollars into the State each year, not, however, without making a great change in the amount of hemlock timber remaining, so much so that it is only a question of a short time when the supply in Lower Michigan will be completely exhausted.

It would be hard to give an exact estimate of the amount of Michigan hemlock bark handled each year, but the following figures are not much out of the way: 200,000 cords, representing 400,000,000 feet of timber peeled; average price paid f. o. b. loading points, which represents the labor almost entirely, is \$4 per cord, or \$800,000. To this can be added the freight to make delivery to tanner, which will average \$3 per cord, or \$600,000 more, making a total of \$1,400,000.

Notwithstanding all that has been cut, Michigan can still boast of many thousands of acres of uncut timber in the Upper Peninsula, where but little has been done toward marketing either the bark or timber, owing to the low prices in the past; but, with the diminishing supply in lower Michigan and the advance in prices, the marketing of Upper Peninsula hemlock bark is near at hand.

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Not an Experiment.

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A continual downward pressure on the bale until Unsealed.



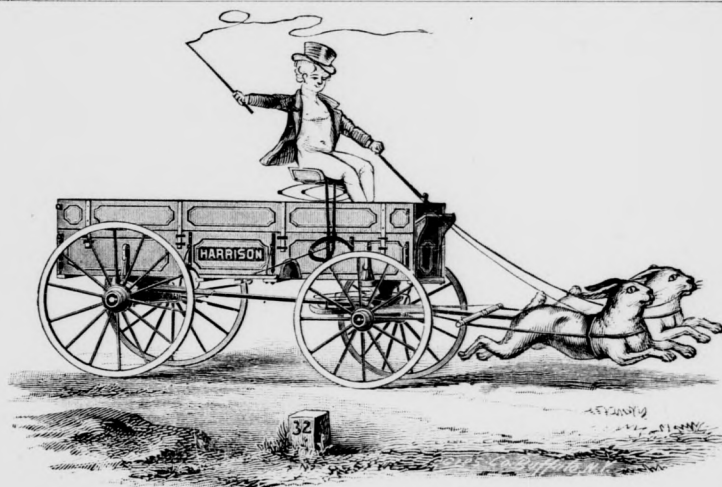
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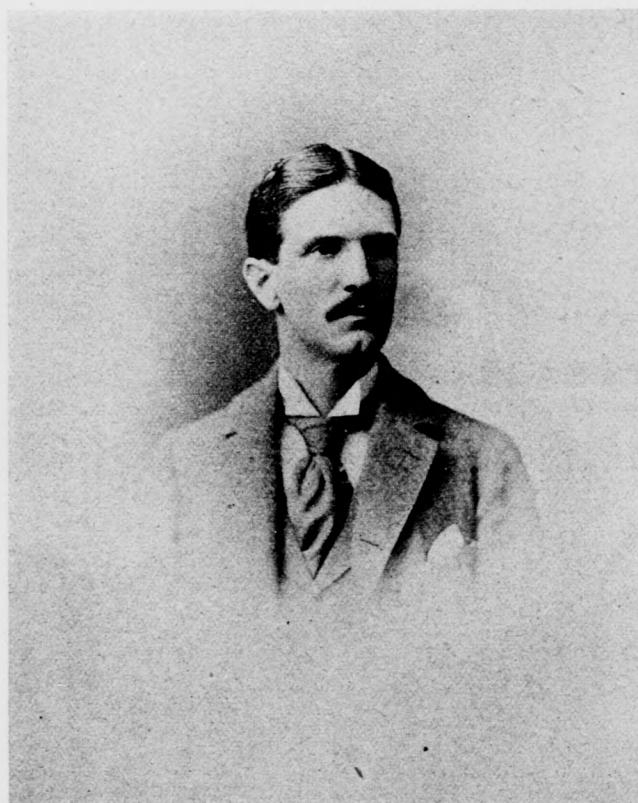
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Corking a Jug. Think of It!

A continual downward pressure on the bale until Unsealed.

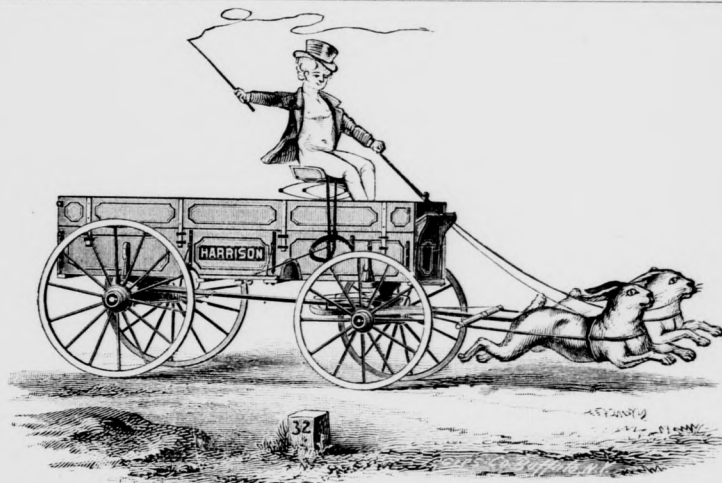


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BUSINESS MEN IN POLITICS.

Why They Should Make Their Influence Felt.

As a rule, the business man is not in politics. Politics has two definitions in Webster's Unabridged: First, "The science of government," second, "the management of a political party—the advancement of candidates to office." Unfortunately the latter and worse definition is the one more commonly associated in the public mind with the word politician or politics, and when two men talk politics we most readily infer that they are discussing the chances of certain candidates winning out or are wrangling over the management of their own or the opposing party.

The "business man" is also a term of broad meaning, but in this case, from the nature of the publication requesting the article, is understood to refer to those engaged in mercantile pursuits and traffic.

The duty of good citizenship rests equally on all citizens. There is no satisfactory reason why any citizen should ignore his public duties, absent himself from the primaries, neglect to vote or refuse to connect himself with some political party. These are all simple duties easily performed, yet the failure to perform them is the primary reason for our failure to get good government in town, municipality or state. Broadly speaking, all men desire good government, but few men understand the science of it. Many men take to politics, that is to the management of the party. There are usually in all political parties two sets of leaders, one representing party management and the advancement of favorite candidates only and the other desiring in the main good government only. With the latter class the business man most naturally affiliates; but unfortunately he does not affiliate enough. He becomes absorbed in his business. He thinks he can not afford time to interest himself in public matters. He can better afford to pay in way of taxes for poorly managed, expensive, even corrupt, city or other government than to take time to correct the same. Only when matters get extremely bad does he arouse himself and then there is a change, until his neglect brings around a similar condition again. And yet the business man is by training, by experience, by education, particularly adapted to politics.

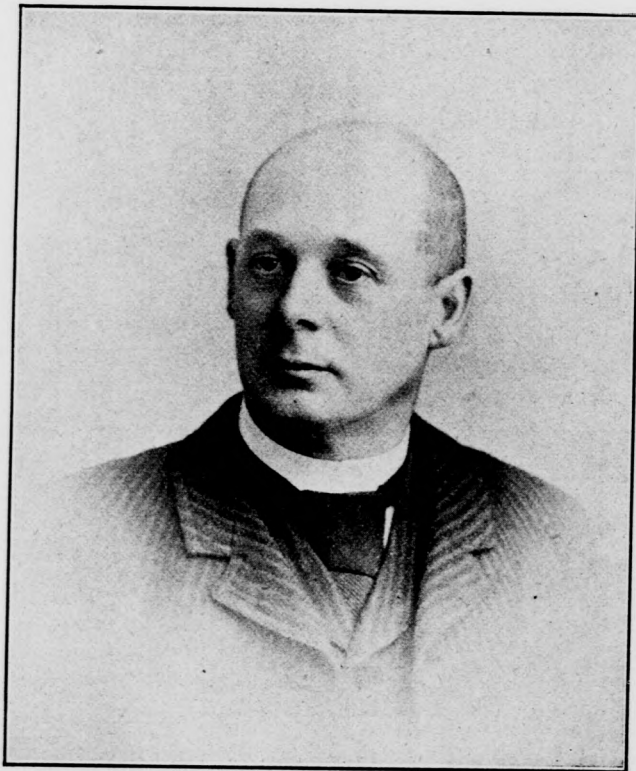
Politics is largely a matter of compromises—no party comes up to its ideal. Unless the conflicting interests of its members compel compromises nothing is accomplished. Caucus or committee judgment must often prevail in place of individual opinion. Some candidates are not satisfactory, but must be supported for the sake of better ones on the same ticket. Organization must be kept up. Sacrifice hits must be made. Grand stand plays don't count, and team work does. Independence is not necessarily sacrifice in this.

The business man's life is one of compromises. Constantly is he compelled to adjust differences, to decide policies, to plan business campaigns, to harmonize conflicting interests, to forecast the future. He submits to injustice, he grants favors, he subscribes to various things, he promotes enterprises, not because his judgment commends them in every case, but because it is for his interest in the long run. He compromises in all things except his principles. No one understands better the value of unquestioned integrity, good character and reputation, high

standing and credit, than the business man; and none is quicker to demand these qualifications in public officials.

A successful business man is thorough in investigating his own affairs and is apt to be arbitrary after having arrived at a conclusion. In political duties he is generally found to be superficial. He does not apply the same care and thought to public matters as to his own; so he often condemns because of insufficient knowledge. This is particularly noticeable in municipal matters. The business man must learn that politics is a business, that it requires thought, time, attention to detail; that political influence, like trade, is a matter of slow growth—it must be looked after, tended, cared for. The man who builds up a good and profitable business does not do it in a day nor a year. Time is a great factor. He makes friends, acquires a good reputation, and often his friends and reputation are worth far

a one-man, arbitrary affair, as is his private business, but more in the nature of a stock company. The stockholders are vital. He may be only a stockholder; but large powers are delegated to the directors, and there is always a president of the board. If no higher purpose will appeal, a business man's financial interest should lead him to aid in solving that most difficult problem, the civic administration of cities. Here is a field where the highest administrative ability is demanded, as well as keenest foresight and most sagacious judgment. Many business men are willing to accept appointive offices who will not stand for an election with its attendant annoyances. It is to be hoped that when these appointments are tendered to business men they will be accepted as a public duty and the same careful consideration be given them that would be accorded their private business, remembering that we do



James W. Milliken.

more to him than mere money. It is the same in politics. Friends and reputation are two things that money can not buy in politics any more than in business. The business man is too apt to be spasmodic in his political work. He is like the Irish engineer in the story—he's "off agin, on agin, gone agin." Spasmodic politics is like spasmodic advertising, practically valueless. The business man ought to be in politics as he is in business—all the time, and with an extra effort when it is necessary. Failure through some misdirected effort to renovate the political atmosphere of the community is no more reason for quitting politics, washing one's hands of all pertaining to the "dirty pool", as it is apt to be called, than failure of some promising scheme would be a reason for quitting business.

The business man must learn, too, that political business is not ordinarily

not live to ourselves alone. A well-ordered community is an inestimable blessing. Enough such communities make a state. If every business man in the State will do his full political duty our State will achieve even greater renown than it now enjoys.

Boston has an annual hand-organ recital. On a day previously announced all the hand organs in the city are gathered at one place, and each organ grinder in turn plays for the benefit of the censor. If the music is up to the Bostonese standard, a license is granted to the organ grinder; if it be of the wheezy, squeaky variety, the owner is requested to seek some other community where that kind of music is appreciated.

Marks that have been made on paint with matches can be removed by rubbing with a slice of lemon, then with whiting, and washing with soap and water.

AGE OF ELECTRICITY.

How Its Uses Have Multiplied of Late Years.

The use of electricity, in the last few years, is getting to be almost as common as the use of gas or water, and especially so in the larger cities. Theaters, hotels and public buildings of all descriptions are now using the electric light almost exclusively, as it can be so conveniently turned on and off, is so much cleaner and cooler, and besides, is so readily adapted to all sorts of decoration. For window decoration in stores it is about the only light that can be safely used.

It was comparatively a few years ago that buildings lighted with the electric light were few and far between, but now every new building of any pretensions whatever is wired throughout in the most approved manner, whether it is the intention to use the electric light at once or not. In many buildings special systems of wiring are provided for operating power motors or for electric fans for ventilation and for operating electric elevators. Many of the larger buildings have their own electric light plants and use the exhaust steam from their engines to heat the buildings. This appears to be a very economical arrangement.

In times past all these electric wires were installed by the local electrician or telegraph operator, as the case might be, and the manner in which he did it depended on the price he got for his job and on his particular ideas of the proper way to do things; but now this is all changed and all wiring is subjected to the most rigid inspection by the fire departments of cities and the inspection bureaus of the fire insurance companies and must conform to certain definite rules and regulations. The companies doing the work are required to procure licenses and file bonds, so that the public, who in general are not acquainted with proper and safe methods of wiring, are fully protected.

This increasing use of electricity has created a demand for special electrical appliances of all kinds and the electrical supply house has sprung into existence, with its thousand and one articles made especially for the safe conducting and controlling of electricity.

In the railway world, also, electricity is rapidly becoming, or, we should say, has become, the sole power for operating the street car system of the country, and the ease with which this power can be transmitted has enabled the railway engineers to draw their power for the systems of entire cities from one or two central points. As a result these railway power plants are becoming enormous in size. In New York City, at the present time, there are in course of construction two different stations each of which will have a capacity of about one hundred thousand horse power. In this city we understand the street railway company is about to build a magnificent new plant which will operate the local and suburban lines.

In the telephone world, also, we find a great and rapidly increasing use of electricity. A few years ago only the large cities had telephone exchanges, but since the expiration of many of the fundamental telephone patents the independent telephone companies have sprung into existence and, with the resulting advertising of the telephone due to competition, the number of telephones in use has doubled and trebled, until every country village and many a farm house has connection with the business center; and the end is not yet.

L. P. Cody.

Our Manager Cigar

Best Five Cent Brand on the Market.



H. B. FAIRCHILD, General Manager Hazeltine & Perkins Drug Co.

Buy a Seller

Sell a Winner

Win a Buyer

Sold only by

Hazeltine & Perkins Drug Co., Grand Rapids

MERCANTILE ORGANIZATION.

Ups and Downs of Local and State Associations.

Selfishness is a thief that robs society of the full benefits of organization. It wars against the association units of the human family for mutual advantages. It seeks its own at the expense of others, rather than by reaping rewards in which all may share. The strong, being averse to helping the weak, prefer to adhere to the policy of the survival of the fittest and let the devil take the hindmost. Nature is organized and history teaches that the greatest forces are those which are or have been fully organized which control the units and compels their working together for mutual profit. Nature insures the integrity of the unit and demonstrates that its power and effectiveness are increased through organization. This fundamental principle has always been attractive to the retail grocer, always quick to recognize the benefits which organization should bring; but up to date all efforts to secure the advantages of organization have been spasmodic and without influence on the general trade, while to a greater or less degree beneficial in localities.

The trend of the times is toward organization, or we might say concentration. We note this particularly in the industrial world, including the great transportation interests. The secret is that the world is getting tired of paying ten men for doing two men's work. We do not propose to consider whether the economical advantages offset the effect on the man, or whether society would not be better off individually if it were willing to pay more for its railway ride, its iron, sugar, beer and other things, and give greater opportunity and a higher wage to the individual. The fact is that organization is the watchword of the hour. Emerson says: "Concentration is the secret of strength in politics, in war, in trade; in short, in all management of human affairs."

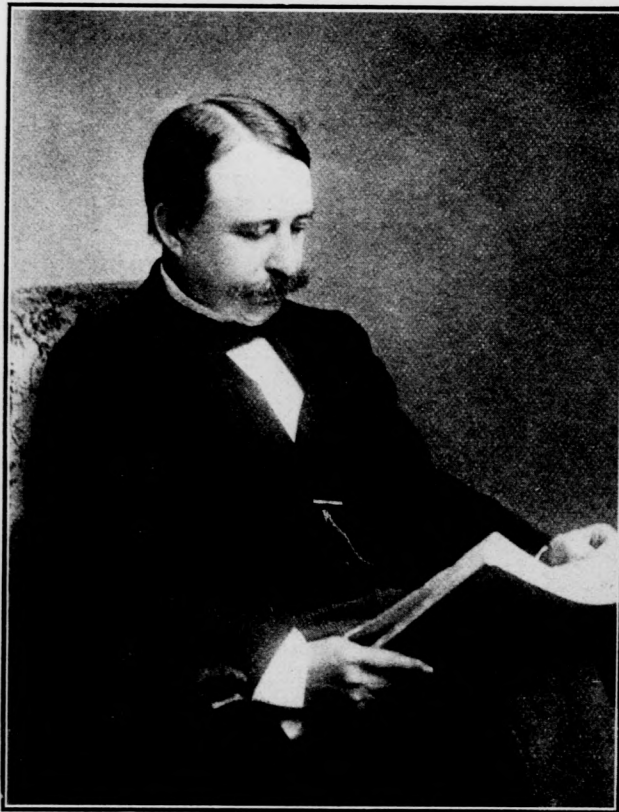
Why are retail grocers' associations weak? Is it not because there is not power enough in any organization to compel a retailer to keep its rules or regulations? And until such power is acquired the movement can have no element of permanency—they can never become forceful societies able to put money in the pockets of the units. They can and probably will exert power in certain directions, modify some trade evils, but as a controlling force over individuals they might as well be out of existence. We must recognize the force of the statement, "That is the most efficient organization which makes most effective use of the individual force. The crown and glory of all true union is for the unit to do its best."

The ups and downs of grocers' organizations may be traced by the results secured to the unit or individual. When organization puts money into the pocket of the unit, or the unit has faith that organization is of personal profit, the success rests with the association. When the unit fails to receive a monetary value for his interest then the unit's interest in organization wanes and the association drops out of sight.

So far as grocers' organizations are concerned the United States is in the second era of organization. In 1874 there were associations in New York, New Jersey, Connecticut, Pennsylvania, Ohio, Michigan, West Virginia, Kentucky, Tennessee, Georgia, South Carolina, Mississippi, Illinois, North Carolina, Virginia and California. These associations came into existence as a

force in opposition to the granger movement instituted in 1866, and which in 1874 had 11,000 to 12,000 organizations in thirty-two states and territories, with a membership of 1,000,000. In 1873 a grocers' protective society was formed at Buffalo, New York. In September of the same year Ohio retailers urged the formation of protective unions in order to fight the grangers, who were opening retail stores. In a short time the movement died out and by 1880 there were no retail grocers' associations. The second era of organization was begun January 1, 1881, when the New England Grocers' Association was formed. In 1882 the New York Retail Grocers' Union came into existence and was incorporated in April, 1886. A New York State organization was formed in 1886 and incorporated in 1887. There is now no state association. Michigan organized a state association Sept. 11, 1886, which was in-

It must be recognized that nowhere in the United States is there a retail grocers' association that exercises authority over its units, nor is there one having on its rolls more than a fraction of the retailers within its territory except it be some small town or village. In Greater New York not one in ten of the retailers has any interest in an association. In Philadelphia there is a strong and active organization that has nearly 700 members out of the nearly 5,000 grocers of the Quaker City. The State Association of Pennsylvania has not one-half the strength of the first State Association formed fourteen years ago, but which died a few years later. The new organization is two years old. At its last convention at Williamsport seventeen locals were represented, whereas at Wilkesbarre years before nearly fifty locals were enrolled and the whole State was alive to association work. At present there are in the



Frank N. Barrett.

Cost of Good Roads.

The cost of good roads in the different states varies greatly, as would be expected from the wide difference in their topography. Says a writer in an automobile journal:

The three hundred miles Massachusetts has built cost \$3,000,000, or an average of \$10,000 per mile. New Jersey has built four hundred and forty miles of road, much of it gravel and some but ten feet wide. This improvement has cost \$2,000,000, or an average of about \$4,545 per mile. The New York State Engineer estimates the cost of a macadam road, sixteen feet wide, in that State, at \$8,000 per mile. Much depends on the character of the ground on which the road is built and on the distance the materials have to be carried. At Montclair, N. J., a macadam road, sixteen feet wide, eight inches thick, was built at a cost of \$6,940 a mile. In Middlesex county, N. J., the Cranberry road was built at a cost of only \$3,841 per mile. It is built of trap rock macadam, twelve feet wide and eight inches thick. In another part of the same county the cost of a similar road was in excess of \$5,000 per mile. Prices for macadam, independent of the preparation of the road to receive the macadam, in that State, vary from 40 to 80 cents per square yard for road eight inches thick. In the preparation of the roadbed there is as wide a difference as in the road itself. This is one of the important parts of the construction of a road. If the foundation is not good the surface soon becomes broken. This fact, together with proper drainage, will often form a considerable part of the expense of construction. Reducing grades, securing additional right of way and bridges are special expenses incurred in connection with the construction of good roads.

Invidious Comparison.

The revivalist had just remarked to the audience that a certain place was "paved with good intentions." "Humph!" said a man who lived in a town where there was a street-paving ring. "It isn't much better off than our place."

incorporated September 28, 1887. Pennsylvania effected a state organization in 1886 and was incorporated Jan. 18, 1887. It lasted six or eight years. In 1898 a new one was formed in Reading. It holds semi-annual conventions. There are now local associations in twenty-eight states, but in a number there are only one, two or three organizations.

During the World's Fair in Chicago in 1893 a National Association was created by a few score of men, representing a few states. It had no life worth living and merely kept name and form until an effort was made in the winter of 1900 to resurrect it at Cleveland, Ohio, with fair promise of success. There were twenty states represented, a new constitution and by laws were adopted and a good working organization was effected, which, if properly managed, can be made a large, useful and powerful association. Its main work is to foster the formation of local and state organizations.

United States state organizations in Massachusetts (six months old), New Jersey, Pennsylvania, Ohio, Michigan, Minnesota, Iowa, Texas, Tennessee, Kansas, West Virginia, Illinois, New Jersey, Indiana, Missouri, Nebraska and Massachusetts. In many of these States there are only a few locals. For instance, in Missouri only six, in New Jersey seventeen, in Tennessee, two.

One reason why grocers' organizations have a spasmodic existence is because the retail grocers do not value organization at its true value; nor are they willing to contribute to its support. Think of a convention spending hours over the question of whether a per capita tax should be fifteen, twenty, twenty-five or fifty cents! And yet that has been a common occurrence. Such a charge ought to be five dollars as a minimum. If organization is worth anything at all to its members it is worth that or more; and because the members are not willing to put their hands in

Rindge, Kalmbach, Logie & Co.,

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BOOTS AND SHOES

Office and Factory
10-22 North Ionia Street,



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We established in 1874 the pioneer shoe factory in Grand Rapids and have always aimed to be leaders in everything pertaining to the business. Nearly entire block devoted to the manufacture and sale of boots, shoes and rubbers.

We call special attention to our own line of manufactured goods, including the following:

For men and boys' wear: **Hard Pan, Hustlers, Keystones and Star lines**; for working shoes each one is a star of its kind, the best in the market.

River Shoes: Here is where we lead all others. They have a national reputation and are given the preference wherever known.

For Fine Wear: We make **Valour and Ideal Calf**; also our **Cordovan Shoes** for men, boys, women, misses and children—once worn always called for.

We make above lines pegged, standard screw, machine sewed and Goodyear welt.

We make the best Leather Top Rubbers on the market. The bottoms are Boston Rubber Shoe Co.'s duck rubbers and the tops are made from first quality Western oil grain. We handle Combination Felts and Rubbers. We are factory agents for Boston and Bay State Rubbers. Inspection solicited. Correspondence invited.

HARDWOOD LUMBER.**Handled by More People Than the Pine Product.**

The advance in the hardwood interest during the past twenty-five years has been as phenomenal as that of the pine industry which preceded it. There was a time when men with capital thought only of securing pine lands. Now that the pine is practically gone they have turned their attention to hardwood, and the steady progress which it has made attests its value.

It was in the year 1882 when, as manager for a lumbering concern, I first acquainted myself with the manufacture of Michigan hardwoods. At that time maple, gray elm and basswood were the three leading kinds on the market, basswood being foremost; but as, in maple and elm only high grades were salable, the balance of the stock being left to dispose of as best one could, the profits were small. As nobody used maple except school desk people and some for bench-work lumber, the customers were few, and the quality they demanded is shown by the stipulation in the contracts for white rock sugar maple. There was only one flooring plant then that was making maple flooring—T. Wilce & Co., of Chicago—and they were then combining pine with their maple. Such were some of the difficulties, together with rigid inspections, which beset the hardwood industry here at its beginning.

In 1884 I began manufacturing at Boyne City on my own account and in 1885, with great care in the selection of logs and the manner of sawing them, managed to dispose of 500,000 feet by coming out a little behind, but not, however, discouraged with the prospect. A little later, orders which I considered very good at that time came in from chair factories. The first order received from a chair company for gray elm, good stock, netted me only \$9 f. o. b. rail or vessel Boyne City, while maple brought but \$10. But the last ten years has made a great change in the lumber business. Gray elm has pushed into prominence, now being used extensively for interior finish, piano backs and antique furniture. These and various other uses have so enlarged the demand for this product that the price has increased from \$9 to \$20, the present value.

Maple has also increased in favor, although not in proportion to gray elm. The variety of the grades of lumber that can be cut from one log makes it adaptable for both cheap and expensive articles, so it is used now by nearly all furniture and chair factories, piano men and manufacturers of school furniture; also in bowling alleys and for flooring. Anything requiring a hard finish can be made out of maple.

Look at hemlock. When I started in here, we could hardly get the expense of logging and manufacturing out of it. The only profit we realized was from the bark, and that was netting us about as much ten or fifteen years ago as it is to-day. True, we are getting a little more money for it per cord at this time, but stumpage and wages are enough higher to more than offset that, and you could get a much better day's work from the labor at that time than you can now. Not more than ten years ago we sold hemlock street plank f. o. b. rail or vessel here for \$4.75 and up to \$5.25, while to-day we are getting \$9 p r 1,000 feet for short merchantable hemlock and \$10 for 18 by 20's. Of course, with the increase in stumpage and advance in

labor in the last two years, it would be impossible for us to market hemlock at the price we did ten or twelve years ago, but owing to the advance in the product, even if wages and timber stumpage have advanced, it makes hemlock lumber fairly profitable to manufacture and handle at the present.

White cedar shingles are also growing in favor. During the last four or five years we have been making several million of them, together with cedar ties and telegraph poles, which are quite profitable. Ten years ago we put no value on cedar stumpage in estimating, timber lands for purchase, while at present it compares in value with other timber.

The hardwood holdings in this country are going to be very profitable and are going to circulate as much money as pine ever did, for the pine was all controlled by a few and there was not the general circulation of money from

ago. Of course, in the last two years hardwood holdings have doubled in value, but wages have increased so much in proportion that we can not put the lumber on the market as cheaply as we could previous to this time; however, this makes a general adjustment in financial matters and circulate more money than it would if the increased value of the timber went into the profits.

Wm. H. White.

Assisting Nature.

"What are all these people along the shore and in boats doing?" asked the maiden in the pale blue taffeta shirt waist.

"They seem to be dragging the river," replied the interested masculine observer.

"Good land! Does the river run so slowly that it has to be pulled along?"

There are as many opportunities in the world as there ever were if we only had the eyes to see them.



pine lumber that there will be from hardwood. True, hardwood is drifting a good deal that way, but not so much so as pine, because where hardwood timber grows there is good land, very suitable for farming. Any amount of land has been purchased by farmers intending to make a home where they have only cut the timber off what land they wanted to clear, thus leaving standing timber which is coming on the market every year and furnishing the farmer something for improvement on his farm after paying the expense of lumbering.

It will give a little idea as to the increased use for hardwood products in this locality when I tell you it was much harder work to dispose of 500,000 feet in 1885 than it is to dispose of 40,000,000 feet at the present; and consider with this the increased numbers of hardwood manufacturers to-day as compared with the number ten or fifteen years

Laid It to the Elephants.

"Look here! Yesterday when I bought this cane from you, you guaranteed that the head was genuine ivory; now I find that it is imitation."

"Is that possible? Well, I get all my goods direct from Ceylon, but, of course, it is quite possible that the elephants there have taken to using false teeth."

Inducement to Hurry.

Customer—How long will it take to put a small patch on this shoe?

Cobbler—About ten minutes, I guess. Customer—Then I'll smoke a cigar while I'm waiting.

Cobbler (after the first whiff of the cigar)—I'll have it done in about two minutes, sir.

There is unusual activity among inventors at present in the effort to produce machines for mathematical purposes, and perhaps the largest number of applications received at the patent office for any one line of invention these days are for patents for improvements on adding machines.

Some Disadvantages of Paying Cash.

The advantage and advisability of always paying cash for his purchases has been so well drilled into the young man with the future before him that if he were to be questioned as to what, in his opinion, is the golden rule he must observe in business, he would, in nine cases of ten reply, "Never take credit." Successful business men, as a general rule, deem the adoption of this advice to be of paramount importance, and, although they recognize the fact that if the young business man is progressive, he is bound to seek credit to a certain extent in order to increase the scope of his operations; still they impress upon him the fact that, unless at the start he adheres to a system of strict cash payment, and thereby earns the respect and confidence of people he deals with, he will never reach that stage where he will be able to borrow. This seems to be the generally accepted theory, and its propagation has certainly done much to establish good business habits in young men.

Now, however, a well-known business man of such standing as to enable him to speak authoritatively, comes forward with the statement that, in his opinion, a young man is ruining his own prospects by paying cash where he can get credit. He deems the golden rule of business for the young man to be "Never pay cash where it is possible to obtain credit." In order, however, that his advice may not be suspected of savoring of dishonesty, he adds that important supplementary injunction, "Always see that you are in a position to meet your bills."

"In my opinion," says this writer, "it is folly on a young man's part to have such a dread of falling into debt. Every business man with any enterprise about him is bound to need additional capital in his business sooner or later, and the man who has been borrowing little amounts all the time and paying them back promptly and without any trouble stands a much better chance of getting financial help when he needs it than is the man who scrupulously refuses to take a cent's worth of credit until he actually needs it."

"The reason for this is easily apparent. It is one of the traits of human nature to go on trusting until suspicion is awakened. The young man who keeps on borrowing and borrowing and always takes care to maintain a reserve fund sufficient to meet all his bills and obligations on time, will never awaken that suspicion, but will, on the contrary, obtain a splendid reputation for thrift and industry among his little world. The young man who pays cash will, on the contrary, be trusted only as long as he continues to pay cash, but as soon as he seeks credit he will awaken suspicion on account of his change of policy and will probably meet with a cold refusal, although he may be of greater integrity than his credit-seeking brother. People will say to each other, 'Young M— must be doing well, he pays his bills with the regularity of clock-work, and never asks for an extension. He seems likely to succeed. Let's deal with him.' Thus this young man's creditors become his best advertisers, and when they have tried him for some time and find he never fails them they will be only too willing to accommodate him any time he needs a financial loan."

"Now let us see how the cash-paying young man is going to fare. I can not do better than to narrate to you the case of a young country merchant I know. He has always paid cash for everything he bought (and did a correspondingly small business). He determined finally to enlarge his trade, and to do this required the credit he had never before asked for. When he came to town and asked the men to whom he had always paid cash to let him have goods on time they one and all became suspicious of him and refused. The very fact that he had always paid cash made them think, when he finally asked for credit, that he wasn't a safe man to trust. Moral: Never pay cash for anything if you would avoid suspicion."

Kimball Pianos and Organs



Are first-class in every way. All instruments fully warranted as represented or money back. We give you more piano for your money than any other house. Write us and we will gladly quote price.

Established in 1857.

W. W. KIMBALL CO.

47 Monroe Street,

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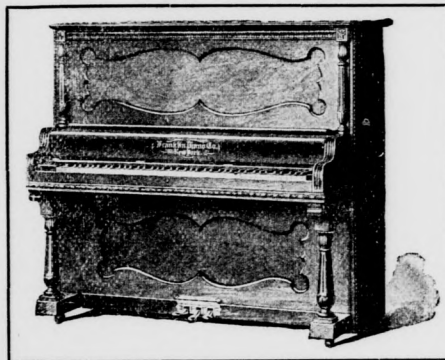
N. E. STRONG, Manager.

The Leading Music House in Western Michigan.

Julius H. J. Friedrich

30 and 32 Canal Street,

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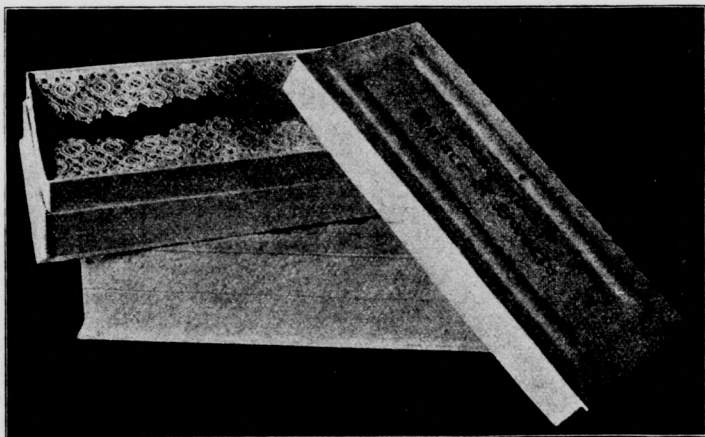
H. B. Chase and Ann Arbor Organs

A full assortment of Sheet Music and Musical Merchandise.

Everything in the music line at lowest prices.

Catalogues sent free on application.

Fancy Paper Boxes



For the Holiday trade. We make an elegant assortment. Our prices are always right. Send for catalogue and price list. Special discount for quantity.

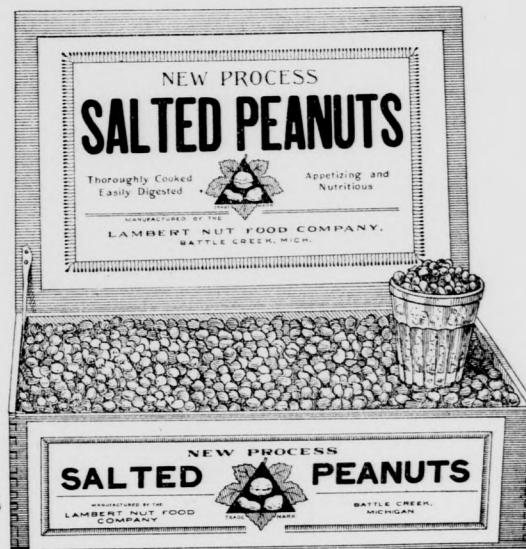
Note—The above cut of our No. 80 Boston shows the latest thing out. You should have some of them for your fine trade.

Kalamazoo Paper Box Co.

Kalamazoo, Michigan

Lambert's Salted Peanuts :

New Process



Makes the nut delicious, healthful, and palatable. Easy to digest. Made from choice, hand-picked Spanish peanuts. They do not get rancid. Keep fresh. We guarantee them to keep in a salable condition. Peanuts are put up in attractive ten-pound boxes, a measuring glass in each box. A fine package to sell from. Large profits for the retailer.

Manufactured by

THE LAMBERT NUT FOOD CO.,
Battle Creek, Mich.

THE RAILROAD BUSINESS.

Marvelous Changes of the Past Seventy Years.

Progress and improvement are the natural results of the educational advantages so generously and generally afforded to our growing generations, and the practical application of these ideas during the Nineteenth Century just closed, improving in quality with each passing decade, is spread before us and is unwittingly enjoyed by us daily without the proper conception necessary to an intelligent appreciation of them. We are too prone to consider as necessities the majority of those aids to comfort which only a short time back we were too glad to welcome as luxuries.

In no direction has this been shown to such a marked degree as in the railroad properties of this country, and so gradually and evenly have the different grades made their appearance that they have been accepted as matters of course and treated accordingly.

The ever-present restless feeling so common to the average American, when yoked with ambition and honesty of purpose, has been the underlying medium which has transformed the former clumsy, tedious and nerve-testing methods of transportation into graceful, grateful and restful mediums of travel, so that the whole world is now as accessible to the traveler as the nearby city was to the farmer fifty years ago.

This broadened scope of possibility daily creates new ideas, which, practically applied, produce still newer and greater labor saving—and, it is to be hoped, health producing—devices, all of which, if used judiciously and temperately, will bring increased and permanent benefit to the present and especially to the future generations, as it is intended they should, but which, on the other hand, are susceptible to misuse, resulting in slothfulness and decay.

The rapid progress we have made, almost universally without serious drawback, has made us prone to take too much for granted and has not tended to forcibly impress upon us, as it should, the fact that all our present modes of quick and luxurious transit have been devised, worked out, modified, improved upon and perfected, and, best of all, have been adapted to the use of the rich and the poor alike, within the short period of seventy years—only an ordinary lifetime. Such progress is truly commendable, but alike regrettable—commendable in that we are able to present at the great Congress of Nations a magnificent country filled even now almost to overflowing with evidences of enlightened skill, which not only permits us to assume a position in the front ranks of the great world's powers, but enables us to hold that position by virtue of our superior workmanship, coupled with especial adaptability to use it to the best advantage; and regrettable because of the ever constant mental and physical strain necessary to satisfy ambition's demands, thereby not only depriving us of the opportunity of rational enjoyment of our own labors, but transmitting to coming generations that nervous, eager tension and application so susceptible to brilliant achievement, and at the same time productive of weak physical development. A conservative, medium course is all that is necessary now to keep this country of ours in the van in its rapid development in the sciences, the mechanics and the arts, as well as in that perfect physical development

which is so absolutely essential to the permanent establishment of the Anglo-Saxon race in its full beauty and strength in this New World of ours, and such a course is urgently recommended as the only true one to follow for happiness and complete success.

I feel willing to try, but fear I will be unable to comply with your request to place before your readers any new thoughts on the subject of improvement or progress in the building, equipping or maintaining of railroads, for how can I approach in vividness of description the object lessons which present themselves hourly to every one who in the course of his daily avocation, more especially while traveling, takes the trouble to observe what he sees? All of us, with eyes, see, but comparatively few observe and reflect upon what they see. How few of us appreciate or have even thought of the marvelous growth that started at nothing and in less than the span of a man's life has assumed the wonderful proportions that the railroads and their accessories of the present day have! One can hardly conceive that only seventy years ago the first railroad of the United States was built and the

railroad locomotive was an experiment. It, no doubt, will sound ridiculous to the reader of the present day, but it is nevertheless a fact that an effort was then made to run this locomotive fast enough to beat a stage coach drawn by two horses, but such is a fact, and when this feat was accomplished, it was felt that great progress had been made; and it had, for it was a decisive step forward.

When God created man He wisely provided that he must go either forward or backward, never standing still. Each night when we retire, we have either added something to the knowledge of the day before or we have lost something which has been picked up and utilized by others. Nothing is permitted to go to waste. Bear this in mind and remember that slothfulness and indifference, coupled with egotism, are the channels through which we lose that which, properly applied, would make us rich indeed.

In no branch of labor is the opportunity to daily add some new thought or apply some new idea so forcibly presented as in mechanics, exemplified through railroad work. Let us look back

for a moment to see what we had in the way of railways and railway carriages at the beginning of the Nineteenth Century, which has just come to a close, that we may comprehend the immense strides we have made in progress and improvement.

In 1738, the first iron rail was laid in England. It was not, however, until 1801 that the building of railways in England was formally sanctioned by the British Parliament.

In 1826, less than 100 years later, the first railroad was built in the United States. The first rails were cast iron, flat, and about four or five feet in length, and it was not until 1820 that machinery for rolling rails into shape similar to the form in use to-day was invented by means of which wrought iron was used and the rails lengthened from time to time until they finally reached the length of thirty feet, which is now in common use. In 1827 there were only thirteen miles of railroad in the United States, employing about fifty men. Now there are 100,000 miles, employing 880,000 men, or about one-fourteenth of the entire working force of this country, and this has all been ac-

The following is a reproduction of

Corl, Knott & Co's

Fall announcement sent from Paris to the Wholesale and Jobbing Trade.



CORL, KNOTT & CO.

20-22 N. Division St.
GRAND RAPIDS, MICH.

21 Rue de l'Echiquier
PARIS.

Paris, June 23, 1900.

We take pleasure in advising you that our Mr. Corl is now in Paris, selecting our stock of millinery for the Fall trade with the assistance of Mr. Putinier, our resident buyer.

The Exposition gives us an exceptional chance this year for bringing out novelties.

Some of the large hats which are being worn now are well adapted to velvet trimmings in delicate shades and to large birds, while some other ones almost covered with long feathers, which go all around, make a very stylish effect.

All other ornaments, large steel buckles and Ostrich feathers are also very much seen.

We can assure you that, as in the past, we will show a full assortment of the newest creations of this year's fashion.

We will ship weekly pattern hats and assortments of latest novelties, as soon as they are introduced by the leading modists.

Our trade will certainly find itself benefited by the advantages which it will derive from our having a capable permanent buyer always in this market.

It enables us to buy closely when dealing direct with the manufacturers, thereby saving all intermediate profits, and we feel sure that we will merit a continuance of your patronage.

Requesting the favor of a call from you, we remain.

Respectfully yours,

Corl, Knott & Co.

completed in the short period of seventy years.

The first railroad constructed in America was projected in 1825 and built in 1826 to carry granite from the quarries of Quincy, Massachusetts, to the nearest water shipping point. It was four miles in length and its motive power was furnished by horses. The road bed consisted of stone slabs, laid crossways about eight feet apart, and across these at right angles were placed wooden stringers or rails five feet apart, on top of which stringers were fastened iron plates spiked down to prevent the wheels of the cars cutting into the wood. This method of construction was generally adopted by the early American roads, but it was not used long, as it was found to be dangerous. The iron straps would work loose at the joints, causing what is known as "snake heads," which would be caught up by the wheels and forced up through the bottom of the cars.

The second road of similar construction was built in the coal fields of Pennsylvania in 1827 to carry coal to tide water. It was ten miles long and operated by gravity and mules. In 1827, the Delaware & Hudson Canal Company sent Horatio Allen to Europe to buy three locomotives and some iron rails of the new pattern. One of these locomotives, the first put into use in the United States, arrived in New York in the spring of 1829. It had a tubular boiler with exhaust steam blast and was mounted on four wheels. The sight of this machine no doubt prompted Peter Cooper to build his first locomotive, believing, as he did, that an American could do whatever an Englishman could and do it better. He fully demonstrated the correctness of his belief, and the untiring energy, ambition and zeal of his successors have kept this country in the front rank of producers of motive power, so that to-day locomotives are built in this country and shipped over the entire world. In the improvement in motive power alone we have demonstrated that we never stand still and have shown conclusively that we have picked up, utilized and improved upon the ideas dropped by our English cousins.

Nothing is more typically demonstrative of the superior skill, energetic zeal and ambitious push, representing progress, than the wonderful improvement made in the construction of locomotives since Uncle Peter Cooper, seventy years ago, produced his one ton engine, called the "Tom Thumb," and made the then remarkable speed of sixteen miles an hour, hauling one car filled with the directors of the Baltimore & Ohio Railroad from Baltimore to Ellicott's Mills, a distance of fifteen miles, over a roadbed of longitudinal stringers faced with iron plates laid on stone or wooden crosspieces or ties. Now we daily ride behind engines weighing from sixty to eighty tons, drawing trains of from ten to fifteen cars weighing twenty tons each.

The improvement in the coach or railway carriage is as marked and striking as in the locomotive and furnishes evidence of novelty of design and adaptability of labor-saving and comfort-supplying devices, the result of experiment, supplemented by experience, to as great a degree, but in a different way, as in the locomotive. The English railway coach was fashioned after the old English stage coach, being about twenty-four feet in length and carried on four wheels, fastened rigidly together, and this general shape and

style is still maintained except where American ideas have prevailed and American coaches have been used. The short curves of the American railway made it necessary to use a different kind of truck or running gear, one that would easily curve, hence two English coaches were spliced together and placed on bogie trucks, one at each end and each on four wheels. This combination car, or two cars in one, so to speak, was not used long before it was superseded and improved upon by the building of one car, varying in length from forty-five to sixty feet and carried on two trucks, one at each end, originally with four wheels on each truck, but latterly frequently with six. This is essentially the car of the present day.

The first passenger car used on a railroad of which we have any knowledge resembled a small one-story board shanty with a flat roof, set up on four wheels, the wheels revolving on the axles. It had several windows on each side and a door at the end, with a step similar to what is now used on any ordinary bus or depot wagon. It was drawn by a horse, the driver sitting up on an outside seat in front near the roof. It had two stationary wooden benches on the inside, with seating capacity for eight people. By comparing that car with the car of the present day, and bearing in mind that less than 100 years have passed, a moderately clear conception can be obtained of the improvements that have taken place. This car was the beginning of what is now the English railway coach, which, while showing evidences of many valuable improvements, still retains many crude ideas of the original. The American railway carriage or coach never followed the English idea, but, profiting by the experience and mistakes of our English cousins, the American car was built upon a more capacious and democratic plan, providing conveniences necessary to comfort on long journeys which are not to be found in the cars of the Old World.

The American car or coach was originally constructed with plain wooden seats and lighted with tallow candles. It was not long, however, before marked improvements were made in every part of these coaches. Wooden seats were replaced with upholstered seats; separate toilet rooms were furnished for men and women; candles gave way to oil, which was so prepared that it was non-explosive and would not burn except at a heat which was in excess of that which might ordinarily be expected, oil, in turn, gave way to gas and, finally, to electricity until now a passenger coach upon a modern well-equipped road obtains greater ease and comfort than are to be found in the homes of the majority of the people who use them.

At first and for many years, passenger cars were fastened together in a train by a link and pin, and the only method in use for stopping a train was by means of a hand brake, which was a wheel on the top of a brake rod or staff, of which there were two, one at each end of every car. At a given signal from the engineer, the brakeman would rush to these wheels and by main force and frequently awkwardness stop the train, which was done by winding the chain attached to the brake beam around the brake staff, thereby forcing the brake shoes or pads hard up against the wheels. As no two men ever applied an equal amount of force on these brake wheels, the cars were brought to a standstill frequently with a sudden jolt or jar

The Michigan Trust Company



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Guardian, Trustee, Assignee,
Receiver, Agent, etc.



Capital, - - - - -	\$200,000.00
Additional Liability of Stockholders,	200,000.00
Surplus and Undivided Profits, -	100,000.00
Deposited with State Treasurer,	100,000.00



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so that passengers found it safer to remain seated until the train stopped.

The present air brake, which represents the improvement in this branch of railway appliances, is, without question, one of the most important improvements and has been the medium of greater comfort to passengers and greater reduction in wear and tear on the equipment than almost any other device which has been used. At the present time, an engineer, by means of a series of cylinders, one under each car, connected by a pipe, solid iron under each car, and flexible rubber between cars to allow for the curving, and a small pump on his engine, keeps a stock of air on hand in the cylinders, and by the simple motion of moving a small valve in his cab applies or releases the brake pressure against the wheels with equal force on each and every wheel in the car simultaneously, and in such an easy manner that it is entirely practicable to slow up and stop the train without the slightest jar.

The use of the link and pin for fastening cars together, and the manner in which the platforms of the cars were formerly built, allowed for considerable slack or lost motion, which was always keenly felt when the train was brought to a stop. All passenger cars are now equipped with an automatic selfcoupling device, and the platforms of the same are fitted with a plate or buffer which rests upon springs, so that when the cars are fastened together, the platforms are continuous, the springs in the buffers permitting the car to adapt itself to curves. By the use of this style of platform, an entire train becomes substantially like one car, there being no opening or slack motion from the head end of the engine to the rear end of the train.

Sleeping cars, which are now considered an absolute necessity to modern railway travel, were unknown forty years ago. When first conceived and used, about 1860, they were crude and rough affairs and were used for short runs only and seldom left the road owning them. The modern palace on wheels, wherein are to be found all the comforts and conveniences of a well-appointed home, and known as the Pullman car, is the outgrowth of a design made by George M. Pullman in 1864. The essential features of the present car were invented by Mr. Pullman and practically applied, and the car of the present day is the result of continuous improvements looking to additional comfort, without, however, changing materially the special features of the original design.

In every branch of the railway service, mechanical engineering, traffic and accounting are to be found so many evidences of such marked improvement and progress, covering the surprisingly short period of seventy years, and each one is apparently so requisite to fill its appointed place, in order to produce a harmonious and well-appointed whole, it would be impossible in one article, without running the risk of becoming tedious, to refer to them all, even casually. One improvement naturally suggests another and the ambition of the managers of the best-appointed roads of this country prompts them to endeavor to excel in every little detail, for by experience and training they recognize that in perfection in detail lies success.

While we can not fail to recognize the wonderful progress made in the construction of roadways and in the motive

power and equipment of the railways of our country during the last three score and ten years, we realize, with profound pleasure and satisfaction, the mental and moral development of the men employed in this great work, and in no branch of the service have improvement and progress been so marked.

The building of railways advanced so rapidly after they were once started that it was impossible to properly educate men for the various duties to which they were to be assigned, and experience, frequently at the expense of the property, was the only teacher. This, while thoroughly efficient, was too often costly, and careful training was found to be absolutely essential to safety and success. Necessarily, in gathering together such large bodies of men of all sorts and conditions as are required to handle our great railway properties, it was to be expected that some lawless and reckless characters would be found among them. A careful and systematic weeding out process has been going on for years until now and many years back the railway men of this country, constituting one-fourteenth of the entire working population of this country, are recognized as the most law-abiding, loyal and useful citizens of our Republic. This body of men in this day of labor organizations could, if they so desired, present one of the most powerful organizations for good or evil to be found in the world, and it is greatly to their credit that their influence has been unflinching found to have been used in the direction of good.

Upon no other class or body of men does such responsibility rest as upon the railway employee, and for that reason he must, necessarily, be a man of high character and intelligence, coupled with good physical development, to enable him to successfully carry the burden assigned to him. Such he is, and is generally so admitted. While the railroad employee, by virtue of his position, is the servant of the public, he is at the same time the peer of all. To him are entrusted the lives and property of millions, and the safe and comfortable movement of these millions at all times and under all kinds of adverse conditions is the best answer as to how he fulfills that trust. We have only to ride upon the well-appointed and modern railways of this country and meet the

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MANUFACTURERS OF

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FEED AND CORN MEAL.

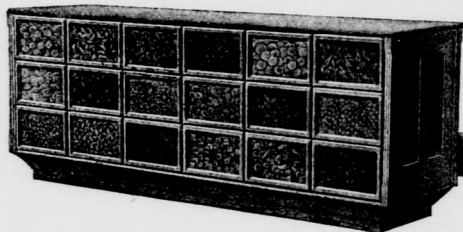
Wholesale Dealers in **Seeds, Beans, Grain, Flour, Hay and Wood.**

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GRAND RAPIDS, MICH.

The Famous Grocery Counter

The "Peerless"



Acknowledged by thousands who are now using them to be the finest and most practical counter in the world. Sold in every state in the union, handled by the largest

jobbers on earth. Displays in front, stores in the rear and serves on top. Goods always on dress parade. Made in eight different lengths, from 3 ft. 8 in. to 12 ft. Drawers are uniform in size unless otherwise ordered. Shipped on approval anywhere and everywhere. Ask your wholesale grocers for further particulars, prices, etc. If they can not supply you address

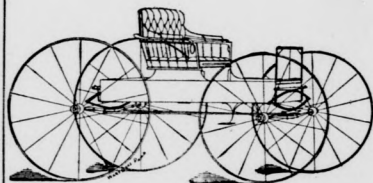
FOLDING BATH TUB CO., Marshall, Mich.,
Sole Manufacturers and Patentees.



No. 7 - End Spring Piano Box Buggy



No. 8 - Concord Wagon



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CARRIAGE CO.

GRAND RAPIDS, MICHIGAN.



Worth Over a Million!

A Million Dollars might not prolong life one day, but

Battle Creek Sanitarium Foods

will. Eat them, talk them, sell them, for the three master products

Granola, Granose and Granut

which are used on the tables of the great Battle Creek Sanitarium are what the people need, want, and will have.

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BATTLE CREEK, MICH.

men entrusted with their care to realize the satisfactory improvement which has been effected in the manners and methods of the men employed.

The organization and perpetuation of many of the mutual benefit societies or orders to which the railroad men belong have, by their salutary teachings, brought the best qualities of the men to the front and established an esprit de corps so essential to success. Exceptions, of course, are found where bodies of men are misled by the empty talk of self-elected leaders who never work and who could not be made to and who occupy all their time in trying to create dissatisfaction and discord. The good sense of the majority is gradually but effectually eliminating this class, who are already beginning to realize that their day of prominence is fast drawing to a close.

The democracy of railroad life is the keystone to the railroad man's success. No man is born to his position. The higher and more important positions in all the railroads in the country are filled with men who have risen to them by their own efforts. The field is open alike to all and the opportunities are as great to-day as they have been in the past, but refinement and education are now necessary qualifications. Every man is the maker of his own future. The presidents and general managers of the roads twenty-five years hence are now filling some minor positions, picking up the threads of knowledge and experience as opportunities offer, and thus fitting themselves for the work which, on account of the natural improvement being daily effected, will necessarily be more important even than that of the present.

The establishment of branch houses of the Y. M. C. A. in the very midst of the busiest railway centers of the country, thus affording a resting place for mind and body, surrounded with influences of an ennobling instead of a degrading character, has done more to improve the tone and character of the great railway army than any other one factor. Its importance must not be too lightly considered, for, unconsciously to the men, it has been the magnet that has drawn the good in them to the front and enabled them to understand and appreciate how much greater a degree of permanent satisfaction and comfort the good in a man, and every man has some, can develop than the bad, frequently to his surprise, but always resulting in a permanent adoption.

Before leaving this subject, permit me to call attention to one phase in the life of a railway man and its relation to his surroundings which has probably attracted little or no attention, which has, in my opinion, as great a tendency to encourage or discourage him, resulting in improvement or neglect, as any one, or possibly the many forces he comes in contact with, and that is the aid and encouragement which he should receive from the public, that large body which he is serving and for which, if he is loyal and honest, as the great majority of workers are, he is applying all that is best in him. If he finds that his work is appreciated, that his efforts to do right are not only observed but have left an impression upon those he is trying to serve, it adds greatly to his ambition, gives him renewed power and interest in his work, which results in great benefit not only to himself, but to those he has set out to serve—the public. On the other hand, if he is treated with indifference or, worse still, with sus-

picion, if he is brought to realize that the public are disposed to belittle the importance of his position, even go so far as to insult him by offering him bribes to neglect his work on the score of getting even with his employers, who, it is supposed, may not properly appreciate his work, which I am glad to say in this day of enlightenment and consequent close relation between employer and employe is not true, he loses interest in his work, succumbs to the temptation to do wrong, forfeits the respect and confidence of his employer and loses what is of inestimable value to him—the respect and confidence of his fellow men. It has probably never occurred to you, but it is nevertheless true, as has been clearly shown by the close observation and experience of years, that nothing can be more productive of permanent improvement in railway work than the exercise of a disposition on the part of the public to tender encouragement to the young man starting out to carve a place for himself in the great railway monument of the world, and evidences of appreciation and an expressed desire to aid rather than impede him in his work will be seed sown in fertile ground and will return you an hundred fold. Try it.

Charles M. Heald.

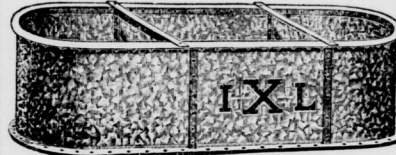
The Crow Indians of Montana, who raise a great deal of wheat, have entered into a contract with the United States Government to supply the Cheyenne Indians with flour. They have constructed a system of irrigation for their farms, and have a good flour mill at the agency, while they are building another at a distant part of the reservation. They have sold much farm produce annually for several years to buyers in the country around, and many cattle and horses. They are rich in farms and flocks and herds, but this is the first time a Government contract or a railway contract was ever let to an Indian—at least to a "blanket Indian" of the mountains.

The hens got through laying earlier this year than last. That's all. A hen lays about so many eggs, and if she begins late, as she did in the spring of 1899, she finishes late, but if she begins the campaign early in March, as she did last spring, she gets tired when the hot weather comes and quits. People need not wonder why eggs are not as plentiful in August as they were last year. A hen has notions and ways of her own, and she is set in her ideas.

No Long Story Here.

Write for Prices.

Steel Mills, Steel Towers,
Steel Tanks, Wood Tanks,
Galvanized Pipe and Tubular Well Supplies.



The Phelps &
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MICHIGAN ROTARY WASHING MACHINE

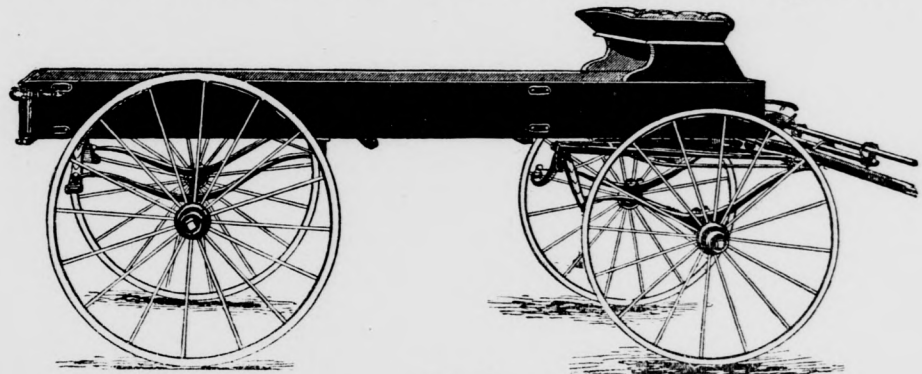
Look at the Balance Wheel
That is what makes it run easy.



Simple, Strong, Easy and Noiseless.

Ask your Jobber or write to the Manufacturers
MICHIGAN WASHING MACHINE CO.
MUSKEGON, MICHIGAN

Platform Delivery Wagon



No. 113

Not how cheap but how good. Write for catalogue and prices.

THE BELKNAP WAGON CO., Grand Rapids, Michigan.

THE TRAVELING SALESMAN.

Important Changes of the Past Two Decades.

That the evolution of the traveling man in the past two decades has been great is apparent on every hand and can not be gainsaid. Compared with our day, "the profession," seventeen years ago, was an "infant industry." While undoubtedly there are many commercial travelers whose first trip antedates the first issue of the Tradesman, the service of most of "the drummers" is much more recent. Many of the then travelers are to-day our employers, sending us out in their stead to further develop the route so auspiciously and successfully begun by them. This is one kind of evolution, a kind we are all working to attain.

Seventeen years ago, the traveling man had not secured the hold on the merchant he is enjoying to-day; he was not yet the necessary adjunct to the retail business that he is to-day, as the retailer had not yet been taught the manifold advantages to be derived from daily intercourse with him. The manufacturer and the jobber were not so fully, so completely, represented by the traveler as they are to-day. While many lines were represented, but few were fully represented and many firms had not yet entered the fields to distribute their wares in this most successful manner. The time had not yet arrived when the retail merchant could sit in his office and purchase from the traveling man the various lines of merchandise necessary for the successful carrying on of his business.

To-day the traveling man is almost the sole medium between the jobber and retailer. To-day the traveling man is possessed of almost plenipotentiary powers—is the sole arbiter of all questions arising between his firm and his customers.

Equipped with more than ordinary intelligence, tact, judgment, honesty and integrity, he is sent out to roam the country over in search of trade. He is the power supreme and on him depends, in a measure at least, the success or failure of the house he represents. Without referring to statistics, perhaps nine-tenths of the entire business of the country to-day is conducted through the traveling man—certainly a most gratifying increase over a few decades ago.

To what is due this marvelous evolution, this unprecedented progress and development of the traveling man? If evolution has taken place in the traveling man it necessarily follows that business also must have "evolved." If to-day there are ten men on the road where a score of years ago there was but one there must be a reason for it.

The employer of to-day, surrounded by keen competition, is not slow to see commercial advantages and to utilize them, thus increasing his prestige, his lead on his competitor and incidentally filling his coffers. If he employs more men on the road to-day than he did formerly, or if others, who did not solicit business in this manner before, do so now, it is because business sagacity demands it. If distributing his wares through the medium of the traveling man has been successful and profitable does not the spirit of expansion and progress, regnant in every breast, dictate increased facilities in this direction? Therefore, he sends out more men, knowing, realizing, that these men will push to the remotest corners of civilization, expanding his business, advertis-

ing his superior resources and creating new markets, additional outlets, for his wares.

To the pioneer traveling man, in my humble opinion, is due, primarily, the business evolution of the traveling man. To those sturdy, honest, hardworking missionaries who years ago started out with their "grip" and map, with an indomitable will, an unlimited amount of pluck and endurance, overcoming seemingly insurmountable obstacles, staging it for days—aye, sometimes weeks—over all kinds of roads and under all sorts of climatic conditions—to these, I say, are due the enviable progress and development of the traveling man of to-day. They created the roadman's market. They demonstrated to the jobber and manufacturer that going after the business was the coming way of getting it. They laid the foundation of the present prosperity and made possible the triumphs of this large body of

it does not become old and shopworn, out of style, as "the boys" say, a "sticker." These new conditions called for improved transportation facilities, increased mail, telegraph and telephone service; and the credit for the betterment of these potent factors in commercial life to-day is claimed by the traveling man. Perhaps it is characteristic of the traveling man to claim "everything in sight;" but by his indomitable, indefatigable push and energy he makes these claims valid.

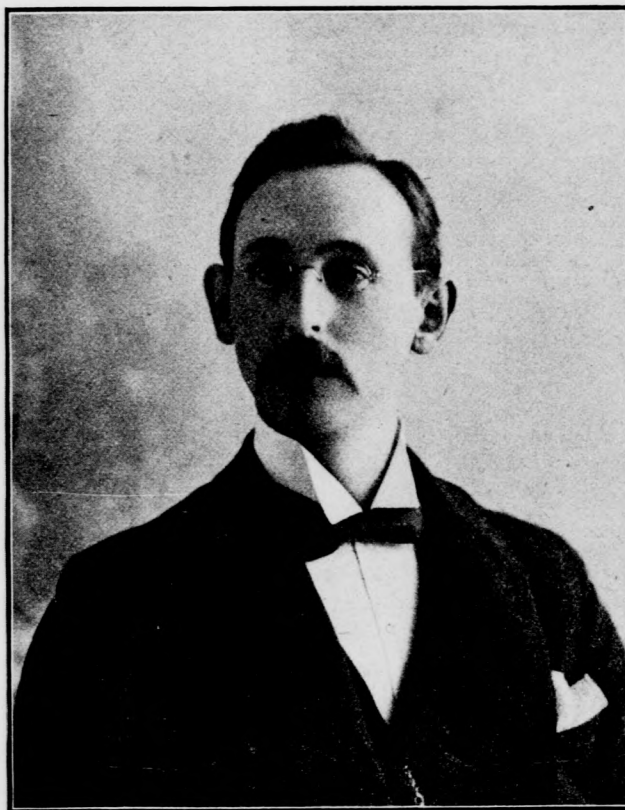
And who is nearer to or in closer touch with the merchant, his customer, than the traveling man? By dint of his business qualifications, his insight into his customer's business, he has made himself indispensable to him. Many a retail stock is in better shape by virtue of his advice; many a merchant owes his success in business in a greater or less degree to him, as in and out of season he stood by him, encour-

players less time to continue on the road men who do.

Another, and most gratifying, evolution is the moral standing of the traveling man of to-day in the community, in society. Where formerly the "horrid drummer" was proscribed, to-day he is a welcome guest; and this because he has proved that he is a gentleman first, last and all the time. It is not my desire to reflect in any manner on the traveling man of the past. Because a few "black sheep" (and they are found in all flocks) had made themselves liable to censure, and even ostracism, through ignoble and scandalous conduct, the entire fraternity was made to suffer for the sins of the few. Thanks to the high standard demanded in a traveling man to-day, and the consequent high moral tone of them as a body, such occurrences are things of the past; and this is a most desirable evolution.

Their rapid growth, numerically as well as morally, has resulted, perhaps as a natural consequence of the spirit of the times, in another and perhaps the most desirable evolution of all—in the banding of themselves together in societies or organizations for mutual advancement and protection. Numerous such orders, founded, fostered, developed and maintained by themselves, in their own interests and those of their families, are to-day in existence, and number among their membership the brains and intelligence of the vast body of commercial travelers. These mutual organizations are doing untold good among their members. They teach, paramourly, that priceless, God-inspired virtue, Charity, which makes the whole world kin and in time of need and distress so materially and unselfishly manifests itself toward an unfortunate brother or his bereft loved ones. In the proper evolution of these orders lies the whole future of the traveling man. These movements demonstrate to the world at large, and to our employers in particular, that we are earnest in our advocacy of and allegiance to lofty principles and steadfast practices. They gain for us a respect and standing perhaps otherwise unattainable, besides securing for us advantages, conveniences and preferments, in our constant round of travel, attainable only through united action. Affiliation with such noble orders, conducted exclusively by and in the interest of the traveling man, enrolls us in one gigantic brotherhood and enlists us not only individually but collectively in a noble work. While it is a charitable work we are engaged in, it is not charity the bereft or needy receive at our hands, for it is the inalienable right of every member to share in all the advantages and benefits of the organization. If by reason of accident or other misfortune he finds material assistance necessary it is rendered him without the sacrifice of self-respect (always incident to the acceptance of charity), for he is one of the "stockholders" and in this manner draws his "dividends." While the orders are comparatively young, an evolution of the spirit of the times, this evolution will not be complete until every eligible traveling man (and there ought not to be an ineligible one) is enrolled in one or more of these orders. Let those, therefore, who are members see to it that our various organizations are strengthened numerically, financially, morally, and in this manner extend their usefulness, broaden their charity and, by bringing to a still higher standard their already high position, increase for their own individual selves the regard and respect of the community.

Thus, in summing up, we find evolution in every walk of the traveling man's life—evolution in business, in character, in morals; evolution in intellect, in importance, in strength; evolution in charity, in unity, in organization, and, if the next few decades continue this praiseworthy and desirable evolution in all pertaining to the improvement and welfare of the traveling man, the next generation—our successors—need no longer look forward to the coming of the millennium, for it will be at hand in the perfect evolution of the traveling man. Ed. J. Schreiber.



representative, well-kept and well-informed men. That the business of the country, in the past twenty or twenty-five years, has been revolutionized is an undisputed fact; and equally indisputable is the fact that this revolution was made possible by the evolution of the traveling man. Where formerly a retailer bought his goods two, three or four times a year, to-day he is buying every month, every week, every day. Instead of tying up thousands of dollars in inactive merchandise as he formerly did, to-day he buys "from hand to mouth," kindly allowing the jobber to carry the stock for him and drawing on these "supply depots" as his needs require. In this manner he keeps his stock fresh and clean, bright and attractive, new and merchantable, his patrons pleased, his account active. He avoids larger risks, larger insurance. Moreover, his stock is worth nearer a hundred cents than under the old regime;

aged him, advised him, perhaps taught him the ins and outs of buying, and often of selling—in short, was his best friend. And it is a palpable and gratifying act that such confidence imposed by the merchant in the traveling man is seldom if ever abused or violated, for the traveling man of to-day, as already mentioned, must be primarily endowed with strict honesty, unswerving integrity. Men without these qualities are shortlived on the road and their successors are soon appointed.

Strong personality, unimpeachable character, sociability, adaptability—all of these and other qualifications are exemplified in the traveling man of to-day, and to the greater or lesser endowment of which is due, in a large measure, his success or failure on the road.

In enumerating sociability as a necessary qualification in the traveling man it must not be implied that this means conviviality. One of the most patent evolutions in the life of the traveling man is the almost total disappearance of these convivial habits. "The boys" of to-day have little time to indulge in such habits and their em-

Ball-Barnhart- Putman Co.

Wholesale Grocers & Importers of Tea

**Established
1864**



**Incorporated
1890**

While we aim to carry a stock which is complete in every department, we especially desire to call attention to the following goods, which we control in this territory and which we are able to guarantee to our customers because of their superior quality and uniform excellence:

Duluth Imperial Spring Wheat Flour
Diamond Winter Wheat Flour
Elk Chop Japan Teas
Heekin's Coffees
Tiger Brand Spices
Michigan Family Soap
Hemingway Canning Co.'s Extra
Fancy Canned Goods
Riverside Cheese
Right Thing Five Cent Cigars

We are always "at home" to our friends and trust that those dealers who visit the city during the State Fair and the Semi-Centennial celebration in October will give us an opportunity to shake hands and show them through one of the oldest, largest and best equipped wholesale grocery establishments in the State.

THE GAS BUSINESS.

Origin and Growth of the Local Institution.

The approaching semi-centennial of the incorporation of the city of Grand Rapids is happily an opportune time for a review of the industrial growth of the city, and the Tradesman is to be congratulated on the occasion of its splendid special issue, embodying somewhat of the history of the progress of those industries which have added to the fair fame of Grand Rapids as a city.

It is with pleasure and with personal appreciation of the opportunity presented that I write of the history and growth of the Grand Rapids Gas Light Company, aptly quoted, "the model corporation of the city," and one of which the citizens speak as "our company," rather than by its corporate name.

The Gas Company was born in 1857, but a few years after the incorporation of the city itself, and has steadily gone onward and upward, even as the city itself has taken no step backward. In this day the founding of a gas company appears a small task in comparison with the courage of their convictions required by the founders of the Grand Rapids Gas Light Company. To-day the industrial uses of gas are so well understood and the value of gas so well appreciated that it enters into the household and business life of nearly every citizen, and great would be the loss if for any reason an interruption should come to the supply of gas. In 1857, the use of gas was but little known and the cost was so comparatively high—\$4 for one thousand cubic feet—that prospective profits were truly uncertain, and it is a matter of record that dividends were not paid for several years. Grand Rapids had in 1857 a population of less than 8,000, and of this number but thirty-seven were enrolled as customers of the Company when gas was first supplied, on Nov. 14, 1857.

From 1857 to 1883, when the Tradesman was born, the Gas Company prospered with the growing wealth and importance of the city. The population had increased to above 40,000 and of this number 1,602 were then customers of the Company. The price of gas had steadily decreased until the two dollar mark had been reached. Sales per capita were then 1,000 cubic feet per annum, and but 4 per cent. of the people were supplied. Gas manufactured from coal was then distributed exclusively and the cost of gas coal was about \$4 per net ton delivered in Grand Rapids. To-day, with a city of 100,000 people, the Company supplies over 10,000 customers, or more than 10 per cent. of the population, and the sales per capita per annum exceed 3,000 cubic feet, and the dollar mark has been reached in the price of gas. This, too, notwithstanding the cost of gas coal is but slightly reduced—the price to-day being about \$3.30 per net ton delivered.

The past seventeen years have witnessed important advances in the gas industry, and the spur of electric competition can fairly claim no small part of the credit. In 1883 the gas industry was devoted almost exclusively to the lighting interests; to-day this field is divided with the electric industry, but gas has expanded into the heating and cooking and power fields, so that the use of gas per capita has trebled, notwithstanding the division with electricity of the lighting business. To-day gas engineers hold that gas is a form of energy, and as such can be converted into

light, heat and power, and with these three applications of usefulness there is no fear of the stability of the industry.

A review of the gas business divides itself naturally into the manufacture, the distribution and the management, and along these lines I will briefly indicate the important changes:

In 1883 the manufacture of gas was exclusively from gas coal, and the works were located on Ottawa street, near the G. R. & I. crossing. This was the site of the first works built in 1857 and continued to serve until 1886, when the growth of the business required the erection of works of much increased capacity, at the corner of Wealthy and Oakland avenues, the site of the works to-day. In 1890 the manufacture of carburetted water gas was undertaken and the superior light giving qualities of this new gas were soon apparent. With carburetted water gas as an illuminant,

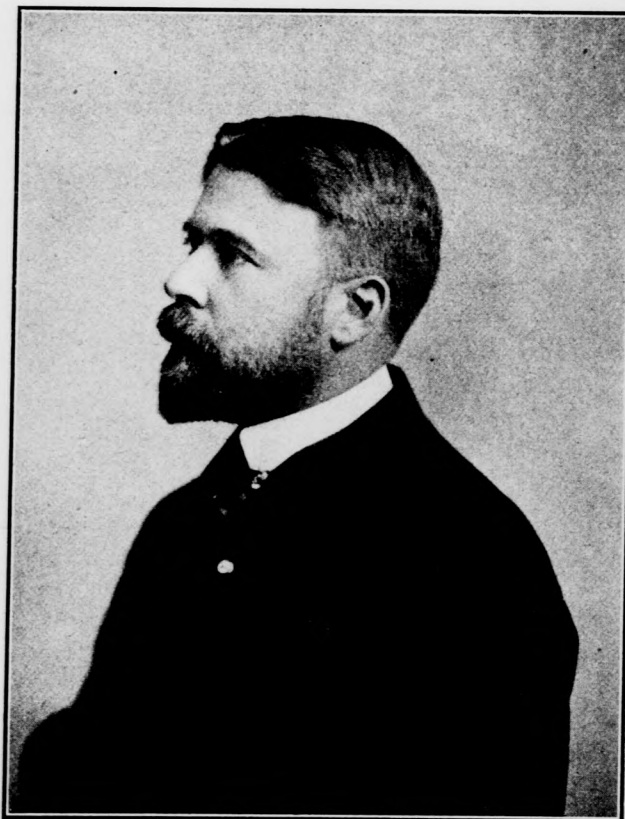
tion of gas that we find the greatest progress in the seventeen years now passed. Since 1883 we have the gas stoves for heating and for cooking, the famous Welsbach mantle for incandescent gas-lighting and the superior gas engine for all power purposes. In 1883 gas for fuel was almost unknown. The stoves were of poor and inefficient design and the cost of gas was so high that the introduction and use of fuel appliances was scarcely undertaken. To-day, with stoves of standard and efficient design and with the price of gas so low, there are more than 7,000 cooking and 3,000 heating appliances in use in our city, and wherever the mains of the company extend it can safely be said that everybody who is anybody uses gas for fuel. So important a part of the company's business has the appliance department become, that a special store is maintained for the convenience of the Company's patrons, and that it is appreci-

lighting efficiency is more than 30 candles per cubic foot of gas. Here, then, is one of the greatest steps forward—a gain of a tenfold efficiency. How poor the sixteen candle power light looks when compared with the new incandescent gas light and how great the saving to the public! Since 1883 the price of gas has been cut in two, but the quality and intensity of light has been increased tenfold. Is not this statement a sufficient proof of the public utility and benefaction of the gas industry?

The application of gas for power purposes is of recent growth. In 1883 the gas engine was but a toy, expensive in first cost and built for very small users. To-day gas engines are in use in Pittsburgh of more than 600 horse power and in Europe installations of 1,000 horse power are recorded. In Grand Rapids there are several engines as large as 35 horse power, and many of lesser size down to the small one and two horse power motors used for printing presses, meat choppers, ice cream freezers, etc. Gas engines are used not only for power purposes, but for driving dynamos which, in turn, make electric light at a corresponding saving of cost of electric current to large consumers. The Gas Company itself has for exhibition purposes a gas engine and dynamo, in its office windows, and each night its sign "Gas Electric Light" shines forth brightly with incandescent electric lights to demonstrate practically how gas may furnish electric light. It is the opinion of several famous engineers—notably George Westinghouse, of Pittsburgh—that gas for motive power will largely supplant steam, the thermal efficiency of the gas engine being so far in advance of the steam engine that it will be unprofitable to employ the latter where gas can be obtained at moderate prices.

Nothing has been said of the attempted introduction of fuel gas in Grand Rapids in 1890. The affair here, as everywhere else it has been tried, was a total failure. Fuel gas has too many practical disadvantages to be a commercial success. The value of gas for light, heat and power depends upon the thermal or heat units contained, and it is essential that commercial gas should not fall below 650 to 700 heat units per cubic foot. The heating value standard to-day is quite as important and should be as well understood by the public as the old-fashioned rating of "16 candle power," a term now almost obsolete because of no practical application.

To write of the management of the Gas Company brings to mind the memory of the names of T. D. Gilbert and Thomas Smith. In 1883 these gentlemen were active in the management and responsible for the success of the company. Mr. Smith died in 1889 and Mr. Gilbert in 1894. Upon the death of Mr. Gilbert the ownership of the Company was transferred to Emerson McMillin and his associates, and how well the trust imposed upon Mr. McMillin has been administered is evidenced by the stability of the Company to-day. Mr. McMillin's associates in the Board of Directors include N. L. Avery, Vice-President, H. D. Walbridge, Second Vice-President, James M. Barnett, Anton G. Hodenpyl, Henry Idema, T. J. O'Brien, J. Boyd Pantlind and Lester J. Rindge, and it is generally conceded the people's interests are strongly conserved by so representative a gathering of gentlemen and that the security of



even with the now old-fashioned open flame burners the company was more than able to hold its own against the advancing use of electric light. Minor changes have been made at various times, all tending to increase the capacity of the works and to add standard apparatus only for the manufacture, purification and storage of gas, until the works stand to-day fully equipped for the best results. In 1897 was undertaken the erection of the new gas holder of one million cubic feet capacity, the largest gas holder in the State and a conspicuous landmark of the city.

The erection of gas works apparatus can to-day be undertaken with little risk of becoming obsolete before having become worn out or destroyed. The type of gas machinery is generally standard and the design uniform. This adds much to the safety of the investment.

It is in the distribution and utiliza-

ated by the public is evidenced by the growing patronage. The Company's offices in the Ledyard block, at the corner of Ottawa and Pearl streets, are conspicuously attractive and a cordial invitation is extended to the public to take advantage of the conveniences of the office.

The Welsbach mantle has revolutionized gas lighting. This invention, now in so general use, employs gas to raise a mantle of the oxides of rare earths, notably thorium, to incandescence with a light of superior brilliancy. In 1883 the open burner, then in general use, gave a light of 16 candles when using gas at the rate of five cubic feet per hour, or the lighting efficiency was but little more than three candles per cubic foot.

The Welsbach burner uses but three cubic feet of gas per hour and, with the new "Yusea" mantle, gives a light equal to one hundred candles, or the

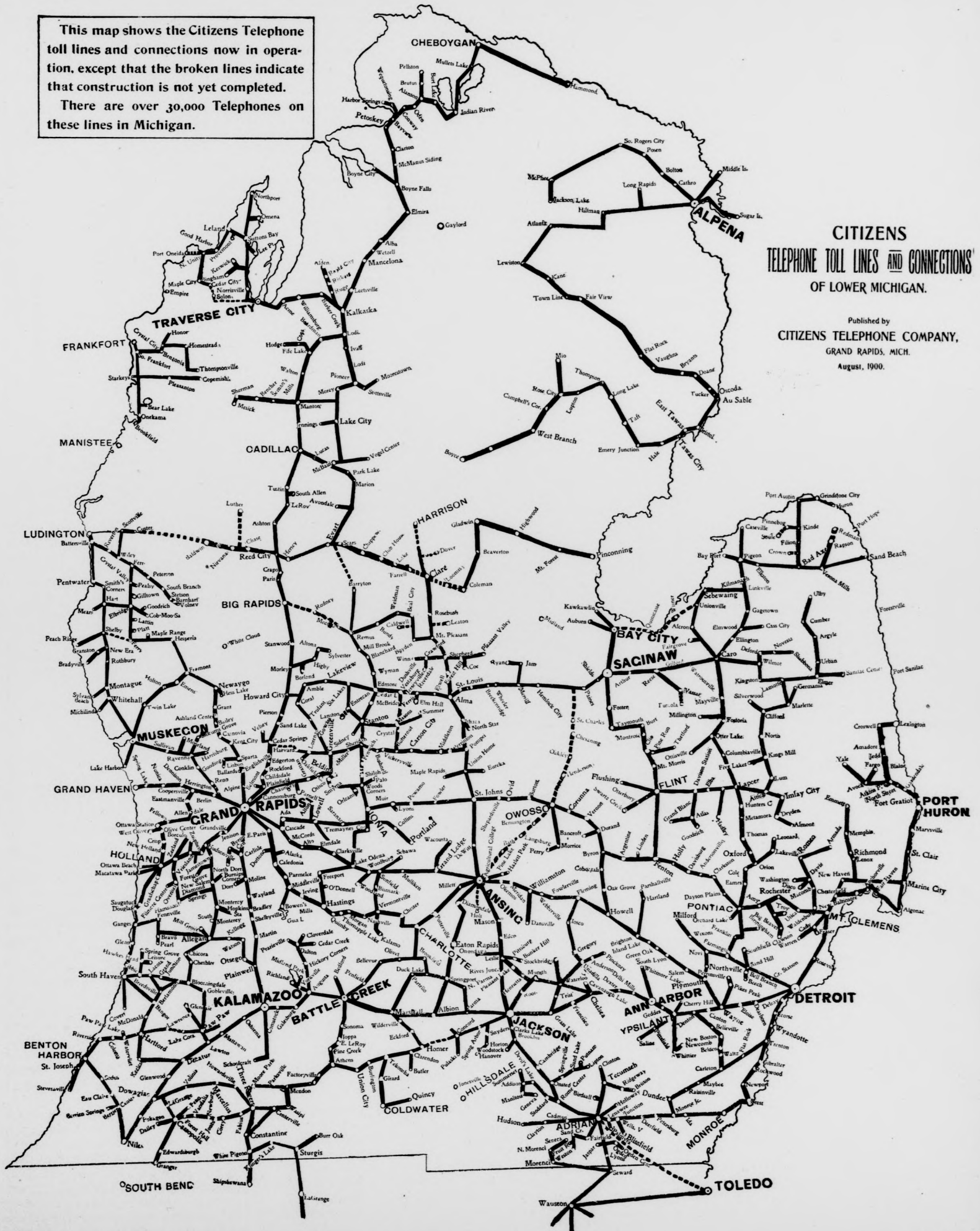
Independent Long Distance Telephone Lines of Michigan.

This map shows the Citizens Telephone toll lines and connections now in operation, except that the broken lines indicate that construction is not yet completed.

There are over 30,000 Telephones on these lines in Michigan.

CITIZENS
TELEPHONE TOLL LINES AND CONNECTIONS
OF LOWER MICHIGAN.

Published by
CITIZENS TELEPHONE COMPANY,
GRAND RAPIDS, MICH.
August, 1900.



the investment to the stockholders can not be gainsaid. In 1898 Paul Doty succeeded H. D. Walbridge as Secretary and General Manager of the Company and H. B. Wales became Treasurer.

In 1899 the Board of Directors adopted a plan of direct profit sharing with the employees of the company, by which the employees' investment of labor is made equal with the stockholders' investment of capital, so that the employees receive semi-annually a dividend of 3 per cent. of the amount of their yearly wages. This just and generous plan of rewarding faithful and meritorious service on the part of the employees, it is believed, will solve the so-called labor problem, and the public is interested to the extent of receiving cheerful and prompt service satisfactorily rendered.

The Gas Company has ever been mindful of the interests of its patrons and has ever responded to the increasing demands of the growth of the city, and has extended its mains into new territory, to give to all the citizens the comfort and convenience of the use of gas. It has always been in the van of the cities of greater size in the matter of low priced gas and has always responded to the many wants and needs of its patrons by courteous attention. It has not been wanting in public spirit and enterprise and has always believed public service is a public trust. The tangible result of all this is that the securities of the Company have attained a sure reputation for value and stability and, notwithstanding the competition of electricity or otherwise, has it not been shown there is faith for the hope that the Company will continue to maintain its deserved popularity?

Paul Doty.

Art of Being Agreeable.

There is a great deal more to being agreeable than merely being polite. Some excessively polite people are densely stupid and awful bores. It is not easy to tell wherein lies the charm of manner wherein people who understand and illustrate the art of being agreeable radiate. For one thing, they always have agreeable voices. No charming woman ever spoke with a harsh voice or with uncultivated phrases. The art of being agreeable, which is so delightfully comprehended and exhibited by some men and women in society, and which might be acquired by others, involves unselfishness, also, among other things. One must be mindful of others if he would be agreeable. There is a breeziness about the charming person that is most refreshing. The agreeable person never probes a wound, never overpowers one with kindness, never ignores one who has any claims at all upon her consideration (be it that of guest or servant), keeps cool under trying circumstances, and is enthusiastic over enthusiasm justifying events. Agreeable people always say the right thing in the right place, and they never say the wrong thing.—Good Words.

Kansas Thrift.

A druggist in Pratt, Kan., was convicted of selling liquor without a license and sentenced to jail. The sheriff, however, permitted the prisoner to remain with his family most of the time and did not lock him up. At the expiration of the prisoner's term the prisoner's wife sued the sheriff for the price of board and lodging for her spouse, alleging that the sheriff was drawing pay from the county for the prisoner's keep. She was awarded judgment for \$21.60, but the sheriff has appealed to a higher court.

SUCCESS AS A GROCER.

Pertinent Hints By One of Michigan's Best Merchants.

A great many things may be suggested as regards the success of a grocer. Many men have made a success and attribute it to various causes. Like all other businesses, capital is one of the essentials which make the grocery business a success, although I have seen the man with money make a failure, while some poor boy who has had no help in life, except what he has gained by hard work and strict observance to business, has at last achieved success, climbed to the top, and to-day is considered an authority in the grocery business. His advice is sought for and his assistance is wanted in all the avocations of life; and a young man who may have the opportunity of engaging under such instruction will find it a school worthy his attendance. I would advise some old grocerymen to place themselves under

business the object of conversation and present new ideas, that the public may know that you are not one of the back numbers.

As we have capital and location, now we are ready to purchase our first stock of goods. I would suggest, if young in the business, to obtain the services of some man who has made a success of business, and knows the wants of the people, and is posted on the price of goods, to assist in buying, so that no unsalable articles may be placed in stock; in fact, he will be a moneymaker at the start. Buy for cash and allow no invoice to pass without taking the discounts, as they will amount to a good profit at the end of each year. It enables you to buy your goods cheaper, as you are in a position to dictate the price as well as the quality, and good houses will seek your patronage. Should they have a bargain in certain lines of goods, which at times all do, you will

cut from one side and have a dried remnant of two or three pounds to throw away. It may be your whole profit on the cheese. Stop all leaks in the vinegar, molasses, etc., also the money drawer, which is the most essential. Always do as you agree with your customers and be exact in your weights and measures and success will follow.

At present, I would advise carrying light stocks and buying as trade demands, and you will have nothing to lose.

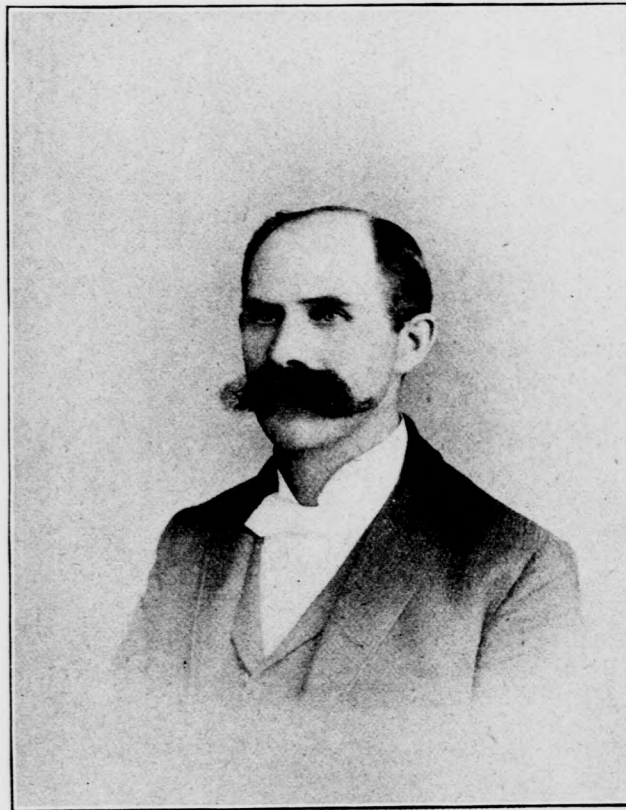
Always be courteous to the traveling man. Remember that he may have a wife and children whom he has left at home while he travels day and night to sustain a living and meet the demands of an unsatisfied merchant. He brings you new ideas, shows you the latest styles of goods and brings prices at times that no mail order would get from the house. He makes your place of business from once to twice a month to convey to you the latest reports in regard to the markets. The hotel being his only home, try to make your store pleasant for him and yourself courteous to him, so that when he leaves you he will have a thoroughly sincere brotherly feeling for you. Always welcome him. You are never too busy to pass the time of day, as it is a great deal better than to turn a cold shoulder to him. He may convey to you news which is worth money to you, and as you are in business for the money there is in it, I say always hail the traveling man cordially.

Next to the traveling man, welcome another friend—the trade journal. The subject matter is brought from various cities, that you may know the situation of the markets. Always read the trade papers, as you will find news which is worthy of your time, as no man can be too well posted in regard to his business. Do not lay them away or throw them into the waste-basket, but take time in reading them and, when done, I assure you your time will have been well spent. These journals and trade papers give the ideas on different subjects from some of the best merchants in the country, conveying to you what may have cost years of experience and a volume of money on their part, that you may gain by their knowledge. By no means destroy a trade paper or journal until you know its contents, for, if you do, you are wasting money. I would advise either old or young to subscribe for a good trade paper; pay for it, read it, follow its advice, and success is yours.

One more matter I wish to lay before you, and that is in regard to credit. Should you extend the same, be sure that the person is all right and worthy of credit. Should a stranger ask you for credit, you should ask him for reference in regard to his qualifications to pay. You are not asking any more than such should be willing to do and a person who will not furnish references is not worthy of credit. Never extend credit to one who owes you one dollar and can not pay, but makes all kinds of promises; in fact, keep as near cash as possible.

Give undivided attention to your business, live within your income, buy for cash and sell as nearly for cash as possible, treat the traveling man, trade journal, wholesale merchant, and, especially, your customers—in fact, each and everyone who may enter your store—with courtesy and respect, and success as a grocer will be with you.

O. P. DeWitt.



such instruction at the present time, as I think it is needed among the old as well as the young.

The grocery business, as well as other lines of trade, demands system. No man can make a success unless he has a system, and the better the system, the better the success. By all means adopt and live up to a system, that at all times you can adapt yourself to the best wants of your business. Notice the vast amount of business some men will accomplish over others. If you will investigate the business habits of those men you will find they have a system which they work to, and success is assured.

One great success in business depends on location. Be sure and locate your business near the center of the busiest part of your city or town; in fact, try and get in the way of the people so they will not have to put themselves to the trouble of finding you. Make your

be offered the first chance to obtain the bargain, which you can sell at a reduced price and then obtain a good profit.

I do not favor what we call a "Cutter and Slasher." While he demoralizes trade and creates disturbance, he has nothing to show for his work in the end, unless it is failure.

See that you have fixtures up-to-date and keep them in good condition. Make them attractive and see that they are of exact measure and weight. Keep your scales in good condition, as they turn money in and out of your pocket. Do not sell seventeen ounces when you only agree to give a pound, and likewise do not give fifteen ounces and call it a pound, as it will be found out and in time will work ruin in your business. Also use measures. Do not allow your clerks to measure a peck or half a bushel in a bushel basket and say that it is near enough. Turn the cheese. Do not

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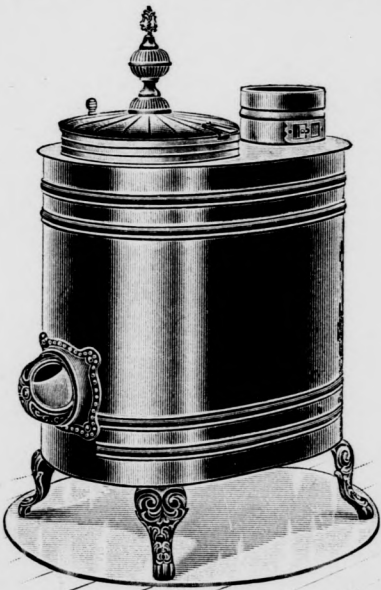
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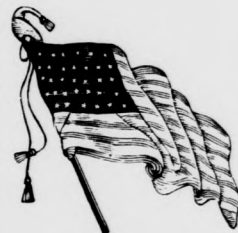


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RAILWAY TRAFFIC.

The Developments of the Past Seventeen Years.

In looking over the seventeen years which have elapsed since the Tradesman was launched, for changes in railroad construction, operation and management, the retrospect at once develops the fact that during all those years there has been no new or novel change in the matter referred to. Development and evolution, one and the same thing, have, however, made so many and such important strides in almost every direction respecting the mechanism by which the commerce of the land is mainly handled that much of it seems more than an improvement upon old methods.

At the beginning of this period, approximately, iron rails were still the main reliance of all but the few; now no road is poor—we might better say rich—enough to use them. When their life was, say, five years and their cost sixty dollars per ton, the steel rail now has for the same traffic an almost undetermined length of service. Fifty-five pounds per yard was the standard of iron, while now its successor weighs as high as ninety pounds.

The wooden tie is still with us despite the endeavors of inventors and practical men to find a satisfactory substitute for the reasonably satisfactory but increasingly expensive wooden article, the demand for which has done so much forest robbery. Still, there has been, in appearance at least, an improvement by squaring their ends and making them of uniform length, thus adding to the appearance of the track an alignment as pleasing to the eye as doubtless conducive to evenness of support given, as well as strain received. Then gravel was considered the proper material for the roadbed, but for economy and convenience it often gave way to sand or the soil from adjacent ditches; now broken stone, which drains itself perfectly and maintains the rigidity of tie and rail evenly and firmly, takes the place of the earlier and less satisfactory material. In those days dust was accepted as a matter of course; now a dressing of cheap oil reduces the nuisance to a minimum if not to an unknown quantity. Note, too, in many places the neatly sodded banks, the station grounds adorned by architectural efforts supplemented by shrubbery and flowers.

The switch and railroad crossings were there, crude but, so long as human intelligence was not in fault, safe, superseded now in many places and on many roads with mechanically improved and automatic acting articles which either lead the reckless or wrongly instructed engineer on a long siding or safely land his train in the sand or soil in such manner as to result in the least damage and give him an opportunity, through timely notice, to reduce danger and loss to little or none whatever. This being only one of the few adapted contrivances where mechanical arrangements are superior to human intelligence, care and oversight, now the railroad car—freight, baggage or passenger—which is not equipped with a modern self-coupler, which is but a development of the original idea, runs in plain defiance of a National law, which may well be regarded of more benefit than any one other of the many legal enactments upon like matters. Cars were then coupled with the old-fashioned mankiller, the loose link and pin, except that the safety of the

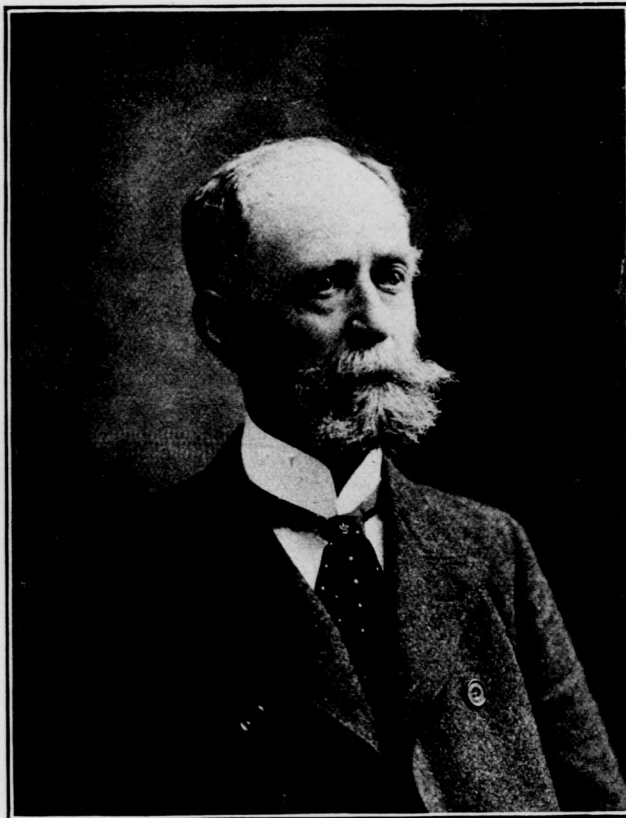
coaches and the passengers was considered worthy of a self-coupler which took up the slack as the link and pin did not, thus not only insuring safety to the employe, but in case of accident, derailment or collision was in a great measure the preventive of telescoping. It also added much to the comfort of travel by largely doing away with those terrible jolts experienced when trains were started or stopped.

The air brake was in existence, in a manner, as unreliable in action as it was crude in construction, as compared with those of to-day. At that time it was, in case of failure to act, supplemented by hand brakes. Now, in case of accident to any of its parts, it may be said to work best; wheels are stopped and it insists upon proper repairs and restored usefulness. Formerly its application to different parts of the train was uneven and the cause of frequent accidents from trains break-

ing relief from annoying jars and materially lessen danger to life and limb.

On some of the overland trains one can travel a week and scarcely miss a single comfort afforded by the first-class hotel; seventeen years ago a berth in a comparatively undeveloped Pullman and the railroad lunch counter were his lot on such a trip.

Formerly the dusts of summer and the blasts of winter met no vestibules to block their entrance. The only question on the part of railway managers to-day, in this respect, is what supplementary convenience or luxury can be added—whether this is to be attributed to their anxiety to furnish the maximum of comfort to those who pay or to advertise their line as being in the advance of all others can not so easily be determined! Whatever the motive the benefit is reaped by the traveling public, who expect the best and are willing to pay for it.



ing in two. This has been remedied and its force is now evenly distributed through the length of the train, thus admitting its successful use on long freight trains and relegating the old-time, somewhat picturesque and flirt-loving brakeman into obscurity as the handler of way freight; or, it has lately been suggested that he be promoted to a titular position as assistant conductor!

To the reader of middle age and a tendency to baldness it is hardly necessary to describe the evolution of the palatial day coach, parlor and sleeping car from the old-fashioned, low-roofed passenger car with its small windows, dim oil lamps, wood or coal stoves and lack of transoms for light and ventilation; they are too familiar with modern improvements, such as gas, ventilation, steam heat, libraries, cafe arrangements, barber and bath rooms and attendance, as well as the light wheeled trucks, every inch and pound of which

The evolution of the locomotive has been equally great, but almost unnoticed by the public. Injectors have replaced the pump which clogged with chips or sand and froze at most inconvenient times. Air and steam relieve the fireman from applying hand brakes, and steam rings the bell. Electric headlights are replacing oil. A look into the cab reveals a multitude of appliances, confusing to the non-professional beyond measure, every item of which adds to the efficiency, safety or convenience of the iron monster.

Passengers are ticketed by any route to any point, almost, at home or abroad, when a few years ago only the larger offices had a limited supply of tickets beyond their own line. Through-route designating checks insure baggage reaching its destination without the intervention of the omnibus agent at each junction with connecting lines. The passenger purchases his ticket and

resigns himself contentedly to the hands of the officials, who, if he is not too obstinate, will hardly allow him to go astray, however much he may try to thwart their good intentions.

The shipment of freight of all kinds to any civilized part of the globe is undertaken with a confidence which is the result not only of much forethought but of subsequent care. Originally all freight arriving at the termini of a road was transferred to the connecting line usually by drays—this, by the way, was rather more than seventeen years ago. The next improvement was to run, by special agreement and consent, a full carload to its destination, the road owning the car charging for its use while absent \$2 per day. Now to suggest reloading a car in transit except in case of accident would raise a howl of derision which could be heard across a city. It goes to the destination of its contents and one-half cent per mile run is paid by each company hauling it, as rent to the owner. It may be loaded home or it may not, the rule being to load it towards home, but one which is often honored in the breach. It is often months absent, each company accounting to its owner by monthly reports showing mileage made and acknowledging a readiness to honor a draft for the amount earned as a rental. A bill of lading with a through rate to destination is issued, which becomes a contract instead of, as formerly, mere information as to what the rate beyond the initial line ought to be and which was secured by enquiry and furnished as a matter of information only. No one phase of long distance shipments is of more importance than that covering the certainty of the rate to be charged to points at home and in foreign parts. Each tolerably well-equipped office is now ready to contract for such, and with few overcharges, as compared with the old-time arrangements, but which, be it said to the discredit of the contracting road, are needlessly slow of settlement. This is where but little improvement has been made, although the field is large and no Edison like genius required to suggest simple modes of reaching the long and much, on the part of shippers, desired results. Why should the holder of a proper bill of lading, which states explicitly that the freight charges to destination shall be a certain sum, be required to pay more and be told his only remedy is to present his bill of lading and receipt for amount paid to the head of some department for adjustment and a refund at some future time, as is customary? The time of the payment of such claims is one of the uncertain matters connected with the freight departments of the different roads. There may be exceptions to the rule, but they are not numerous enough to attract the commendation they deserve. Would some head of a department pay a grocer's or tailor's bill acknowledged to be wrong, and be satisfied with the explanation of the cashier that he knew it to be wrong but he could not deliver the groceries or suit until the bill in its present state was paid, the cashier promising to refer the matter to the proprietor for the purpose of correction? We think not. Here is an opportunity for some live official not only to correct an abuse, but to make the heavy shipper his grateful debtor and permanent customer.

To speak of another subject, almost daily electricity is being adopted, in some manner, and apparently holds, in the near future at least, as the motive

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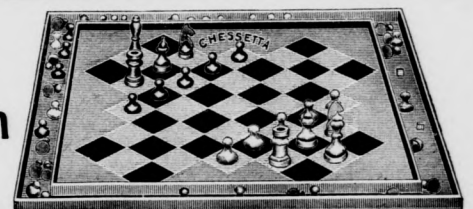
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power, a place second only to steam, and one given to prophecy in such matters might reasonably claim it as an efficient and complete rival, if not the conqueror. The numberless electric lines built and in course of organization and construction are demonstrating their ability to become more than suburban and are stretching their wires and rails across the fields, not only into territory unoccupied by steam roads, but are paralleling them as competitors, diminishing their earnings by the carrying of competitive traffic and materially reducing the rate charges. Eastern roads are already adopting the electric motor as an efficient and economical substitute for the locomotive. That, something positively new and entirely novel will soon present itself may well be expected. The present methods and conveniences are heavy and clumsy compared with many other mechanical contrivances. Still, it must be admitted that the modes of rail locomotion have been improved upon as fully as any other of the thousand and one conveniences. The old-fashioned loom and anvil contained the germ of all that has come to their aid, the present plow is but the crooked stick highly developed and our fruits and vegetables are but improved specimens of their acrid, gnarled and stringy progenitors.

What may we expect for the future? More substitution of mechanical excellence must be made to take the place of gray matter. Can the sharp eye and cunning hand of the expert engraver compete with the engraving lathe? Arguments in this direction can be made indefinitely, but the statement of the fact is ample to sustain the proposition. Did each train register itself at every station and herald its approach to other trains, as well as to stations a few miles ahead, the train dispatcher would never be misled in one manner at least. Such an arrangement is easily within the reach of the electrical engineer or student. Were each train conductor in telegraphic communication with the dispatcher and stations, train collisions might become a dream such communication has been had successfully; experimentally only, it is true, yet, with the idea developed and wireless telegraphy staring us in the face, it may soon be as common a matter as is the interlocking system of crossings or any other of the scores of safeguards thrown around travel by rail.

In the direction of speed great advances have been made, but only as fast as safety appliances have been provided. Increase the latter and the means of increasing the former is at hand. The double track systems are as yet but a part of the single track and so long as they remain such but a portion of the idea is available. The second track is laid as closely to the first as is possible. Suppose the track in one direction isolates from all others, no switch connections to be left open or wrongly set, none but trains in the one direction allowed thereon, and a block system, or train telegraphy to supplement, with all freight trains relegated to still another track—under such conditions, with all that is modern incorporated, absolute safety might be approximated. With such lines of four or more tracks, some interesting problems in railway figures might be solved. It would then be possible to ascertain how much it costs to carry a passenger or a ton of freight a given distance; tariffs for freight and passenger service might be made upon a basis represented by

cost with dividends added, and not so largely, as now, by the simple rule of guessing at half and multiplying by two.

It is true there are experts who profess ability to separate the cost of freight from passenger service and equitably to divide all joint expenses and show just what share the cost and maintenance of roadbed, telegraph, station, advertising, superintendence and the thousand and one other services should be apportioned to each. Their claims are unquestionably unfounded and an exact solution of the difficulty might show results astonishing to those who pay the bills. Possibly one might ride at one cent per mile and pay twice the rates now charged upon freight; or the reverse might be the case. No doubt approximation has been reached; but nothing more. Earnest and capable men have given this question their best efforts, and yet there are none, I think, who feel any certainty as to results reached. Hundreds of difficulties, some of them as old as the business, many of them new and born of new needs as well as of old methods revolutionized, are being daily solved while the traveler rides; and the merchant and manufacturer ship their freight as regardless of change as he is of the weather—his trust is complete in the knowledge that he must accept the one as well as the other.

The changes made in the way of consolidating the lesser lines into or with greater ones are as yet an undetermined factor of the future. They furnish better facilities in all respects, but where their control is used, as it often is, for the benefit of the few whose profits are made by stock and bond manipulations, rather than by great care for all interests, the two being usually in entirely different hands, the former being proprietary, the other that of management and special control, subordinated and subject to the devious ways of speculating holders of a controlling portion of securities, evils from this source are perhaps lessening—perhaps they are not. If consolidations are determined by care to provide the greatest good for the greatest number then they must and will continue. If the reverse is true the greater lines must fall apart and resume their old place as individual factors in the question. Time, and time only, can definitely determine. We may all have our opinions as to the final outcome, but more than one lifetime, it is probable, will be needed to verify or prove them wrong. The millennium in this direction is not to be expected at once. To have it would be such a shock that faith in the ability of our imagination to realize what is in store for us would be lost. We can only wait and, by waiting only, learn what changes the future has in store for the subject considered. A. M. Nichols.

Rats Cause Fires.

A Boston fire insurance company recently made an interesting investigation to discover if possible whether there is any reason for the popular belief that rats and mice set fires by gnawing matches. The experiment covered a period of three months. Rats and mice, singly, or several at a time, were confined in iron cages containing matches of various kinds and cotton waste. The mice, no matter how hungry they were, never gnawed the matches, but the rats set several fires, the sulphur matches being in each case the instrument.

Go to a friend for advice, to a stranger for charity, and to a relative for nothing.

DEPARTING SALMON.

Why the Fish Is Getting Scarce in England.

British fish dealers as well as British anglers have become alarmed at the rapid diminution of the catch of salmon in British rivers. They have petitioned the Board of Trade to investigate the causes of the decrease of the salmon and to find some method for increasing the supply and a Royal Commission has been appointed to look into the whole matter. This step not without reason excites the fears of Mr. Horace Hutchinson, for Royal Commissioners, like the mills of the gods, grind slowly and the results are often exceedingly small. He thinks the salmon may become extinct before the Royal Commission gets ready to report, and in an article in the Fortnightly Review suggests steps that may be taken at once to preserve the fish for Britain.

The decrease of the salmon is admitted on all sides, but there is a divergence of views about the cause, turning naturally on the opposing interests of the persons affected. Those who supply the market by netting the fish ascribe the deficiency to the caprice of the salmon, which runs in greater numbers in some years than it does in others, and for its whims they seek reasons in conditions in the ocean and not in the rivers, as for instance the prevalence or scarcity of herring, or unusual prevalence of icebergs. They hold that if they did not net the fish it would be lost to man on its return to the deep sea. The rod fishers of the upper salmon streams, on the other hand, are agreed that the fish is being exterminated by the greed of the netters at the rivers mouths, who will not spare the salmon even when it seeks its breeding grounds. This is Mr. Hutchinson's opinion, too, although he admits that netting within proper limits is absolutely necessary if salmon is to continue as a staple food for Great Britain. He brings together many facts, some not generally known, in support of his proposition.

The salmon is, in the first place, a fish of eminently regular habits. It is no vagrant, but returns year after year to its own particular river to breed. This is shown by the fact that marked salmon have been found repeatedly in the rivers where they were first caught, while no such salmon has ever been taken in a different river. The salmon, moreover, enters fresh water rivers for the sole purpose of spawning and during that process fasts the whole time. Dr. Kingston Barton, who has made a searching investigation of the salmon's stomach, finds that the catarrh which has been noted in fish found in fresh water is due entirely to decomposition after death and occurs as well in fish coming straight from the sea. In a freshly killed fish there is no trace of it. Food is rarely found in the intestines of salmon caught in fresh water, whereas the fish just in from the feeding grounds has its stomach gorged, usually with herring, the salmon's natural food. It is so voracious that if it fed in fresh water it would exterminate very soon the samlet and fresh trout in the stream. The Royal Commission must study herring, too, before it will find out what ails the salmon.

Dr. Heincke, of Helgoland, who studied the herring, says that they move about in great shoals, coming in shore to breed and going to deep water to feed, but that each herring sticks to its own shoal and that each shoal keeps to its own grounds for breeding and feeding

purposes. Some shoals deposit their eggs in spring and others in the autumn. Most probably the salmon follow the herring, which would account for the spring and autumn runs of the salmon, and it may be even that the same salmon stick steadily to the same shoal of herring. At any rate they come to the estuaries only when there is plenty of fish, and after they are well fed, if there is water enough in the rivers, they work their way up to the headwaters. Dr. Barton, after examining the insides of the fish at all seasons of the year, asserts that the ovaries and milt are invariably small in February, but increase each month and that the late autumn and winter are the salmon's natural spawning season. This leads to Mr. Hutchinson's remedy, namely a close season for salmon, beginning with the autumn run, a period when the flesh of the fish is poor to the taste and the salmon is besides hard to keep. He would also have the destruction of kelts or samlet forbidden, and shows that the infant salmon do not prey on small fish; he would also have restrictions put on the capture of grilse, the young salmon from the sea.

In the artificial propagation of salmon, Mr. Hutchinson has little faith. He refers to unsuccessful experiments in Great Britain, and dismisses the achievements of the United States Fish Commission rather cavalierly on the ground that the American salmon is not the salmon of the British Isles. His plea is for haste. Even although artificial reproduction is successful it takes years to bring a salmon to maturity, and the destructive processes of nature are such that from a hundred thousand eggs successfully hatched only one full-grown fish may survive. Meanwhile the netters are destroying more fish than nature and the Fish Commissions can produce, and he sees the extinction of salmon, save as a rarity, in the near future.

Mr. Hutchinson may be taking too gloomy a view of the salmon question, but the danger he points out is real. The example of the fur seal and of the buffalo shows how quickly blind commercial greed can get the better of nature's power of production. The endangering of the existence of the British salmon by the netting industry may serve as a needed warning to the canners of the Pacific coast, who are destroying recklessly what should be a boundless source of food. The salmon catch in Oregon and British Columbia is reported to be a million cases less than last year's catch, a deficiency that may be reduced if Alaska does as well as last season. At best the world's supply this year will be only 2,400,000 cases instead of the 3,100,000 cases in 1899, which were all consumed.—N. Y. Sun.

Nuts For Food Purposes.

It is said that the nuts of the world alone could, if necessity arose, provide food all the year around for a total population three times greater than the present. It has been pointed out to the Washington Department of Agriculture that Brazil nuts around Para grow in such profusion that thousands of tons of them are wasted every year; with coconuts it is the same in many centers. Nuts ground in various ways are rapidly coming into favor, and it is predicted that in the near future nut flour will compete successfully with wheaten flour.

Not to His Liking.

Bobby dear, wouldn't you like to be a missionary when you grow up? An' git et! Not on your life!

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AFFIDAVIT:

Henry L. Little, being duly sworn, deposes and says that he is the manager of the Pillsbury-Washburn Flour Mills Co., Ltd., and that this company does not use and does not intend to use Kansas Wheat in the manufacture of its Flour.

HENRY L. LITTLE.

Subscribed and sworn to before me this 8th day of August, 1900. FRANK H. SMITH, Notary Public.

CLARK-JEWELL-WELLS CO., Distributing Agents for Western Michigan

PROBLEM OF TAXATION. its Intimate Relation to Business and Prosperity.

Government of the people, for the people and by the people is expensive. The taxes paid by the people of this country for state and local purposes aggregate about four hundred millions of dollars annually. This is the tribute imposed for the rights and privileges of state and local government. It is a large sum of money, even in this day of aggregated capital. The amount is steadily increasing. There is no escape from it by the people as a whole. The amount is shamefully excessive, but the legitimate taxation for such purposes must be borne. The problem confronting the people at this time is the just and equitable distribution of this burden. It is essentially a financial problem of tremendous importance and therefore appeals with special force to business men—to the Tradesman's readers.

The unprogressiveness and decay of vigor and efficiency in state and local government is the most humiliating criticism of foreign observers of American affairs. Such government pertains essentially to business matters.

Yet the indifference of the public generally and of business men in particular to affairs in its states, cities and counties and the official extravagance and mismanagement that have characterized them are matters of common knowledge.

This condition is doubtless due in great measure to the importance attached to National affairs during the past few decades. This period is marked by intense public absorption in federal affairs, and the extension of the governmental powers of the Union in all branches in accord with national growth, and corresponding neglect of the states and cities, especially in matters of finance.

This neglect is nowhere more apparent than in matters of taxation.

During recent years, however, public sentiment, especially in Michigan, has been forcibly directed to the subject of state and local taxation, creating a pressing and widespread demand for reform, and made it the live business issue of our time. Although in our own State the definite practical results that have accrued from recent agitation are meager, the issue is firmly fixed in the minds of the people and will not down.

The people of Michigan will solve this problem of tax revision in some way. Whether the matter of solution shall be directed by fairness, justice and intelligence will depend upon the character of forces in control. Like other public questions, it will be wrought out through politics under the direction of the influences and forces predominating in the practical politics of the state. The changes and modifications in our system of taxation that will occur will be made to apply directly to the various classes of business property not fully or fairly reached under our present system, and for the relief of real estate and tangible personal property now bearing a disproportionate share of public burden.

Business men who are so absorbed in their private affairs as to be indifferent to politics or who affect to disdain political effort and influence should realize that, in some respects, politics is business and that this question of taxation, so vitally affecting their property interests, will be decided in the forum of politics and possibly with injustice to

them through their political inactivity and indifference.

The breadth and depth of this question of taxation should be appreciated by all our citizens. "It is not a question between the rich and the poor, the merchant and the farmer, the tax dodger and the honest tax payer; it is a question of the wellbeing and happiness of every citizen of the commonwealth, no matter what his occupation may be, no matter what be the length of his purse."

Taxation involves both the life and morals of the state. The examination of the systems of taxation in American states and cities shows them to be unprogressive and entirely lacking in definite design or plan except in what is known as the general property tax, or the attempted uniform taxation of all classes of property upon an assessed valuation by local assessors.

In most industrial states, the system of taxation prevailing is a chaos. Un-

equal taxation. "Let every man bear his share according to his strength," was the first canon of such taxation.

This property tax was based upon the sound principle laid down by Adam Smith, that the subjects of every state ought to contribute towards the support of its government as nearly as possible in proportion to their respective abilities.

It was assumed that a man's property at a full valuation, uniform with other property valuation, was a fair measure of his ability and obligation to contribute to the support of the government. In an early day, under simple industrial conditions, when substantially all property was in form of real estate and tangible personalty, this was a reasonably fair test of ability to pay taxes. A man's property was assessed by a local assessor familiar with his property affairs. The essential qualifications of such assessor were fairly good eyesight and the abil-

It would be obviously necessary, also, that a uniform standard of full value obtain throughout the state for equitable apportionment of state taxes.

This simple system, carefully administered, was fairly adapted to primitive industrial conditions and to a time when the burdens of state and local government were easily borne.

During the period referred to, however, a complete revolution in economic and industrial conditions has occurred. The forms of property have changed and multiplied. Forms and relative values of real estate have materially changed. Forms of tangible personal property have changed and manifold forms of intangible elusive personalty have developed. The volume of personal property, as compared with real property, has enormously increased. This period is characterized by the rapid rise of corporations, notably transmission companies, the growth of wealth in the forms of stocks, bonds, notes, mortgages and other securities and forms of intangible property, the development of large incomes, irrespective of accumulated property or landed estates, and other material changes which have so transformed conditions as to render the general property tax inefficient and inapplicable, and demand corresponding modifications and changes in the methods of apportioning the burdens of taxation.

Under such conditions, property is not a general measure of ability to pay taxes. The various forms of existing property are not and can not be uniformly assessed or even assessed at all. Our tax is applied in utter disregard of any sound principle and, as a rule, is based on nothing more reliable than arbitrary guesswork.

Assessments, the very basis of the system, are marked by incapacity, ignorance, injustice and favoritism; in fact, assessors are not infrequently charged with aiding in undervaluation of property. Assessments are as unlike as the "complexion, temperament and disposition of assessors."

Inequality, discrimination and undervaluation generally and inevitably prevail in the assessment of the property that reaches the tax rolls, while an enormous portion of existing property escapes entirely. The apportionment of state taxes to counties has resulted in a system of competitive undervaluation among assessors for the purpose of securing local advantage.

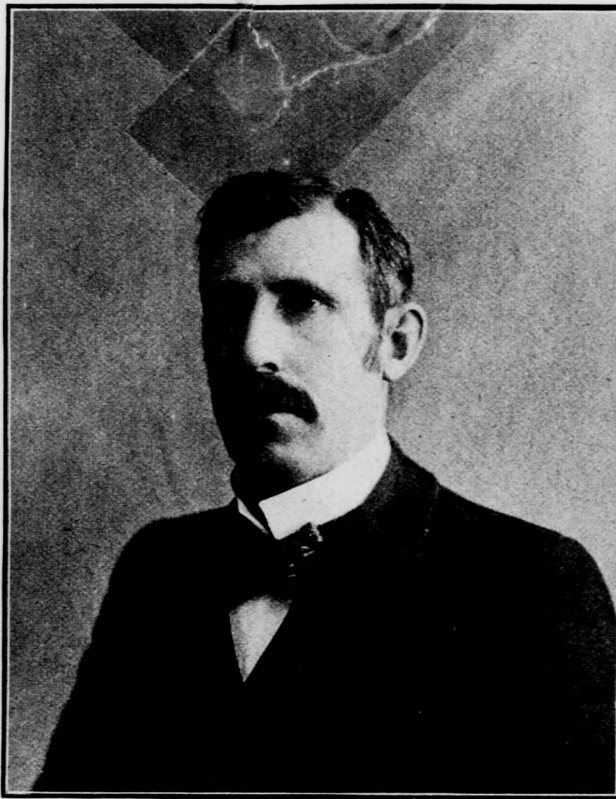
No administration of this general system ever has or ever will equalize assessment valuation or reach more than a portion of existing property.

No legislation or listing systems ever have or ever will be devised sufficiently severe or drastic to bring about equal assessment or reach all property under the general property tax.

Unmodified or unchanged, it is an egregious, palpable failure, so recognized in most civilized countries of the world and by statesmen, economists and public officials in our own country who have looked into the question. In practice, it is a travesty on justice.

Professor Seligman, an eminent authority on taxation, describes it as follows:

Practically, the general property tax as actually administered, is beyond all doubt one of the worst taxes known in the civilized world. Because of its attempt to tax intangible, as well as tangible things, it sins against the cardinal rules of uniformity, of equality and of universality of taxation. It puts a premium on dishonesty and debauches



der modern industrial conditions, the general property tax is a practical failure, entirely indefensible and advanced states are gradually abandoning it or at least modifying or supplementing it with other methods.

This failure is in great measure traceable to the radical changes in industry and forms of wealth in recent years.

Prior to the Civil War, the conditions of life and industry in the country were comparatively simple. Property existed largely in simple forms, in real estate and visible tangible personal property. The systems of taxation gradually developed in the states were equally simple and in a measure adapted to existing conditions and fairly equitable and just in their operation. The assessing of all property at its full valuation at a uniform rate was the object and purpose sought to be attained by the methods employed. They were based upon certain fixed recognized principles of

ity to make legible letters and figures.

Comparatively little property would escape, and where the property was known not only to the assessor, but to the owner's neighbors, indirectly affected by the tax upon it, approximately fair and uniform valuation was comparatively simple and easy.

The equity and justice of the system depended upon two things—uniform assessment at full uniform value in all taxing districts and uniform rates of taxation. Neglect or departure from either condition destroyed equality of taxation. Equality in taxation is a result and not a means. With unequal valuation, equal taxation is impossible. If the assessor saw all the property, real and personal, put it upon the roll at a uniform standard of valuation, at uniform rates, the result was fairly equal taxation. Neglect or failure in any of these particulars eliminated the adjective from the phrase "equal taxation."

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the public conscience; it reduces deception to a system and makes a science of knavery; it presses hardest on those least able to pay; it imposes double taxation on one man and grants entire immunity to the next. In short the general property tax is so flagrantly inequitable, that its retention can be explained only through ignorance and inertia. It is the cause of such crying injustice that its alteration or its abolition must become the battle cry of every statesman and reformer.

Taxation affects all our people, men, women and children, in all conditions and avocations of life. A system that operates with injustice and discrimination can not and should not long be tolerated. It will not be, when public attention is once clearly directed to it. The injustice is imposed upon the small property owner, the owner of visible property, the honest man, who will not evade, women and children who can not.

Under this system, the man who evades or escapes taxation is the man most able to contribute to the support of the state. The property that eludes the assessor is that most able to pay tribute. It is said that the public conscience is becoming elastic on this subject. A Congressional Committee who recently investigated this subject in the District of Columbia said:

It would be a better expression of the truth to say that in matters of taxation there seems to be very little public conscience left and that the general sentiment is that no one is bound in honor or honesty to pay any tax that he can by any device escape from; and men whose word is as good as their bond, who would feel themselves disgraced in depriving a private creditor of a penny of his due, make no scruple whatever in defrauding the Government of its claim and shirking their responsibility for what is held to be their due to society in return for the benefits they receive from society.

The country is still ringing with a phillip upon this subject, from which we quote the following:

The men who have wealth must not hide it from the tax gatherer and flaunt it in the street. Such things breed a great discontent. All other men are hurt. They bear a disproportionate burden. A strong soldier will carry the knapsack of a crippled comrade, but he will not permit a robust shirk to add so much as his tin cup to the burden. The special purpose of my address is to press home this thought upon the prosperous well-to-do people of our communities, and especially of our great cities—that one of the conditions of the security of wealth is a proportionate and full contribution to the expenses of the state and local governments. It is not only wrong but it is unsafe to make a show in our homes and on the street that is not made in the tax return.

This quotation is not taken from an anarchist speech or even from Governor Pingree, but from Ex-President Harrison, one of the sanest and ablest men this country has produced. The question of reform is upon us. It is a financial question, a question for the careful consideration of business men, one which should be solved fairly, intelligently, conservatively, courageously.

The limitations of a single article preclude discussion of particular modifications or changes and confine us to a few suggestions.

Separation of State and Local Taxation.
The unequal valuation, overvaluation and escape of property from the rolls, are largely the result of inefficient methods, of local assessment and the competitive valuation arising through the desire to attain advantage for localities, in apportionment of state revenues.

The separation of state and local taxation, the raising of state revenues by the state from corporations chartered by the state, and confining local assessment of property to real estate and tangible personalty for local purposes is the first and principal reform suggested by authorities on taxation as a remedy for existing evils.

The assessment of real estate and tangible personalty, in a single taxing district, at a fairly uniform standard of valuation, and a uniform rate comes within the scope and ability of local assessors under the general property tax system, while it is obvious that the state can more effectively reach special and elusive forms of property for taxation upon a basis of uniformity.

The existing system is especially inadequate for taxation of corporate and intangible forms of property. This indisputable statement suggests the necessity for the adoption of modified or changed methods as to taxation of various forms of such property, which are simple, direct, equitable certain and imposing a moderate and fixed burden from which there can be no escape, thus supplementing by special method the general property tax.

Several of the more advanced states, have already recognized the essential difference between corporate property, especially of a public character, and private property and have adopted different methods for taxing it, most of them based upon what is termed the "Unit rule of valuation"—the assessment of the corporation as an entity or upon earnings.

The methods for raising revenues for state purposes and for the relief of real estate and tangible personalty, usually suggested by taxation authorities and adopted by some of the advanced states in taxation, are in part as follows:

The taxation by state officials of corporations, especially those of a quasi-public character, as railroads and other transmission companies, gas and water companies, etc.

The basis of such taxation proposed and as put into practice by states that attempt to realize justice in taxation is a valuation by state boards, equivalent to the value of the bonds and stock of such corporations—a valuation based on earning capacity and including franchises; or a fixed tax upon gross earnings, as in our state in the taxation of railroads.

The principle of these kinds of taxation, recognized by states and sustained by the courts, is that property is worth for taxation what it is worth to sell or to earn profits, whether it exists in the form of real estate, visible personalty, rights, franchises or anything else of value.

By such methods, full and complete valuations, including franchises, are easily ascertainable, and from them there is no escape.

The rates of taxation, however, under such methods are generally made to correspond with the valuation and fixed by law. To subject property so valued to rates of taxation applied to property assessed under present local assessment is generally regarded as manifestly unjust.

Rates of taxation are, therefore, made with respect to the method employed, whether valuation upon bonds and stocks or earning capacity or upon the earnings themselves.

Other special methods employed are as follows:

The taxation of bank stock and de-

posits directly by the state at some fixed rate.

The taxation of insurance companies upon value of stock or earnings.

Transfer or inheritance tax—a fixed graduated rate on estates of decedents.

Corporate organization tax and other special methods that can not be here enumerated.

Revenues raised by the state through special methods in excess of its needs can easily be apportioned among the counties. The expense of collecting revenues by such methods is nominal and there is absolutely no escape from them.

These methods of valuation with the arbitrary power to fix rates of taxation manifestly place such property at the mercy of the taxing powers of the state. Hence the universal apprehension on the part of owners of corporate property over changes suggested.

It is not just or politic to exercise that power unjustly by subjecting such property to excessive rates of taxation, either rates fixed by law or "uniform" rates applied to other property at a much lower valuation.

Corporate forms of property should and must be subjected to a proportionate share of public burdens, as under modern methods of taxation they easily can be, but should not be unfairly or excessively taxed. The methods applied should subject corporations to fair and equitable contribution, not impose an embargo upon business.

Property subjected to taxation under a rule of valuation which reaches only part of its value, may have very just cause of complaint when subjected to an entirely different method of taxation, from which no element of value can escape, if the same rate is retained.

The "average rate of taxation" throughout the state, where the assessed value of property is but a small portion of the real value, applied to a full valuation of a single class of property, was what made the famous Atkinson bill in Michigan illegal as a law and unsound in principle.

Equal Taxation by Diversity of Methods.

The common phrase that a man's property is taxed is somewhat misleading. It is designed to tax men personally. It is the individual who is under obligation to the state. The relations of the state are with persons rather than property. Property may perhaps be more accurately regarded as a rough measure of a citizen's ability to contribute to the support of the state and his obligation to the state. The duty is imposed upon the individual.

If viewed in this light, much confusion will be avoided in the consideration of the subject, especially as to "double taxation" and kindred topics.

Equal taxation does not require that all kinds of property be taxed by the same method; indeed, the attempt to apply one method to all kinds of property might destroy equal taxation. Different kinds of taxes are expressly provided by our state constitution and we have two general classes designated as "general taxes" and "specific taxes." It is entirely immaterial what or how many methods are applied if the desired result of fair and equitable contribution according to ability is obtained.

If the general property tax of the state could be successfully applied to all forms of existing property, their equal taxation would thereby be attainable.

If it is not and in practice can not be so applied, then diversity of methods is not only advisable but essential to equal

taxation. The general property tax never has and never will subject all kinds of property to equal contribution or adequately measure the ability of property owners to pay taxes.

It is, therefore, advisable and essential to equal taxation, while retaining that method and applying it to real estate and certain forms of tangible personalty, to apply other methods to other classes of property where they are of such character that special methods constitute better measures or test of their owners' ability to pay.

A local assessor, if honest and intelligent, can, in a way estimate by some fairly uniform standard the value of a man's farm, his horses and cattle or of a house and lot, and thereby determine approximately the comparative ability of their owners to pay taxes, who can not even approximately estimate the ability of the owners of a gas company to pay by viewing the gas tanks, the land on which they rest, and sizing up the President and Secretary. If he tries to do both, the former will inevitably bear a disproportionate share of the public burdens. It may, therefore, be essential to equality of taxation to let the local assessor assess the former class and apply some other method to the latter.

The value of these classes of property, so entirely different in character, can not be measured by the same standard any more than gas and real estate can be measured by the surveyor's chain. The one may be measured by tangible property value, the other must be subjected to a special method based upon earning capacity which takes in through one resistless sweep, real estate, personal chattels, franchise and all other forms of value. The only requisite to legality and practicability is that the method be applied to all property of the same class in the state.

Equal taxation is an end, not a means.

The farmer who insists that a railroad be taxed by the same method that his farm and stock are taxed is standing in his own light and progressing backwards. To be consistent, he should go back to Buck and Bright and the harvest sickle.

In this connection, it should be remembered that it is a very serious thing to change an established system of taxation, even a poor one, and it should be done carefully, cautiously, intelligently, conservatively but courageously. The political agitator may serve a useful purpose in arousing public sentiment upon the subject of tax reform, but is apt to be a most dangerous man to direct changes in an established system.

Reform is change but change may not be reform. Changes in methods and systems of taxation to conform to modern economic conditions should be directed by careful, cautious, intelligent, conservative, practical, courageous men, skilled and learned in taxation questions and possessed of practical business and political experience. When made, they should operate with strict justice to rich and poor, to corporate and individual property.

As new forms of property come into existence and develop, new taxes must be laid, not necessarily upon the property, but upon the separate sources of new wealth. This course must continue until the theory and practice of taxation accord with existing conditions. What escapes under one method must be reached by another.

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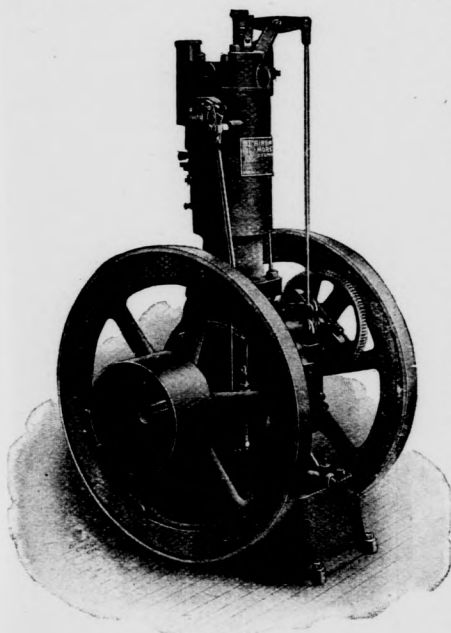
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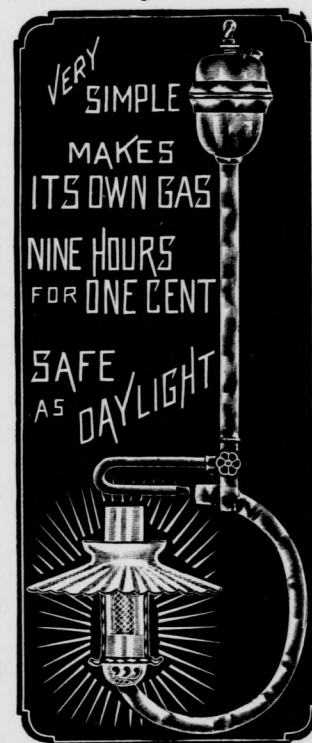
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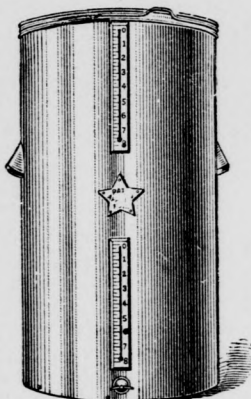
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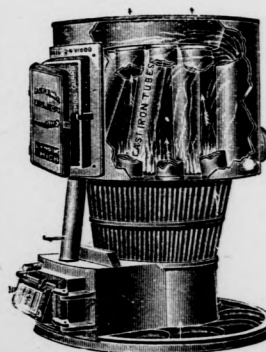
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Taxation of Obligations and Securities.

The taxation of notes, mortgages and other securities in the hands of the holders under existing methods of full face valuation, and rates uniform with other classes of property inadequately valued, never has been and perhaps never will be successful. Evasion and escape are inevitable and unavoidable.

Nevertheless, the holders of such property should and must pay taxes according to ability as other citizens. Their accumulations are made and maintained under the protection of our laws and government. They have the benefit of our courts. The obligations of citizenship rest upon them and must not be shirked by any specific plea of double taxation or that such stuff is not property. The design of the law is to tax men personally through the measure or test of property.

Some practical method should therefore be devised for reaching such holders and property fairly, and that will impose a just but not excessive burden directly and subject them to the just rule of equality of sacrifice for the common good.

Among methods employed in some states are a tax upon incomes and a small fixed rate levied and enforced directly by the state upon face valuation, and recourse to public records and listing.

State Board of Tax Commissioners.

The purpose of the law creating this Board is commendable and a step in the right direction. It is designed simply to secure the enforcement of the taxation laws of the state and intelligently direct changes and modifications in our laws and methods. The scope of the law is much broader than people generally think.

While the attempt of the Commissioners to enforce the laws as they exist is laudable, whether it will not in the end prove futile, remains to be seen. Whether it will not in the end vindicate the statement of an eminent authority on taxation with reference to the general property tax system, "the more you improve it the worse it is," time alone will tell. They are performing an important duty in trying to bring property upon the tax rolls under an antiquated inefficient system, and in doing so are subjected to unjust criticism. They must levy taxes upon the principle of self-assessment with arbitrary corrective power. They did not make the system. Perhaps the best way to improve the system is to enforce it.

The weakness, as enforced by the Board, is its application to particular, separate instances, rather than to classes of property. Under that system the man whose property is brought strictly within the provisions of the law is disproportionately taxed, says so more or less emphatically and arrays himself against the enforcement of the law.

The result of the work of the Board this year will be to increase the total assessed valuation of the state about \$300,000,000, this increased amount being about equally distributed between real and personal property, the proportionate increase in personal being greater than real estate.

This should afford some relief to real estate in general, although not so much as would at first glance appear, but whether it will result in greater equality of taxation is questionable.

The State Tax Commission, however, is probably the beginning of substantial reform.

George Clapperton.

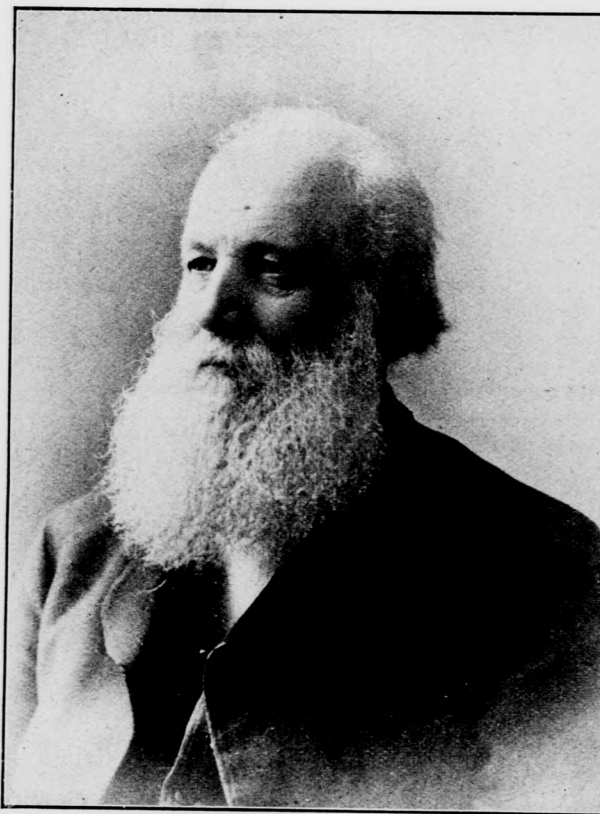
PIONEER TAVERNS.

Five Grand Rapids Hotels in Existence Before 1850.

Grand Rapids from its infancy has a good record for hospitality in taverns and hotels. In this semi-centennial year of the city it is well to remember that with only five hotels prior to 1850 the traveling public were well served and entertained by large-hearted and gentlemanly landlords, even although not in the gilt-edged style of this day and generation. We must remember, too, that in the village days there were no paved streets, only a small part even of the two main thoroughfares being graded to equal a fair country road. The citizens, however, felt proud of their village and its taverns as well as trade, as tokens to the stranger within its gates of the happy progress they were making toward becoming the chief town of Western Michigan. The settlement was only seventeen and the village only

to-day. This house was always popular and well patronized. The old wooden structure was burned in 1883 and the brick one erected in its place has since been kept by J. K. Johnston, as a temperance house.

The second hotel was built by Hiram Hinsdill, and was purchased and opened by Myron Hinsdill in 1836 and called Hinsdill's Hotel. About 1840 it passed into the hands of Canton Smith, who renamed it The National. It was a pretty two-story wooden building, with a capacious hall or ball room on the second floor. Canton Smith was a model inn-keeper of those days. He was also widely known as a deer hunter—an excellent marksman with the rifle. It was an almost daily experience with early risers to meet Mr. Smith about sunrise with the carcass of a fine deer across his shoulders, coming in from the direction of Plaster Creek. Indeed, he kept the tables of The National well



thirteen years old when it put on its city clothes. Only three of the now prominent hotels stand on the site of their location in the pioneer days, and a few of those old-timers we will proceed to notice:

The firstborn of the hotels was the Eagle, at the corner of Waterloo and Louis streets, and it still retains the name by which it was christened. (By the way that name must have been a peculiar favorite in those days. In 1844 the Eagle newspaper was issued from a room across the street from that inn.) J. S. Potter, a new-comer among the settlers, began the building and Louis Campau finished it, in 1834. Its first landlord was William H. Godfrey. It changed proprietors no less than seven times before the city days. Among them were Louis Moran, Canton Smith, Herman Leonard, Marston C. Luce (father of R. C. Luce), and others who will be remembered by many old residents of

supplied with venison and wild turkey nearly all the time prior to 1850, when he leased the premises and went to California. He resumed possession a few years later. Among its landlords in the interim were Cary & Collins, Granger & Whittemore, Hall, Mills and Theodore H. Rathbun. In September, 1855, the house was burned, but was quickly replaced with a four-story one, also of wood. Mr. Smith's two sons, James A. and Gen. I. C., became proprietors after the Civil War, and after them John T. Barker and Mrs. Barker. In conjunction with that hotel the "town pump," in the middle of Ionia street, was a well-known landmark, especially to horsemen with thirsty teams. Again the structure was burned, September 20, 1872, and then came the fine block which, after successive changes and enlargements, has become the imposing edifice, the Morton House of to-day, which, under the excellent management

of Pantlind & Co., has a deservedly nation-wide reputation. Some further personal reminiscences might appropriately be given, but the writer has become practically a stranger in the past ten years.

Next after The National the Bridge Street House was built by C. H. Carroll, in 1837. It was first called Kent Hotel, afterward Grand River Exchange and finally Bridge Street House. It was a two-story wooden building, with a frontage on Bridge street of forty feet, with a portico and steps the entire length. It was in the marsh and a fine brook came down there from the Kusterer spring, so called. Its first landlord was John Thompson. After him came Solomon Withey (father of the late Judge S. L. Withey). Then it changed hands frequently until 1850. In the village days this was a favorite place for holding elections. In 1837 the first State election was held there, and as the district comprised Western Michigan north of Kalamazoo River, with as many as 200 or 300 voters in all, we may well imagine that it was a noisy time in this neck o' the woods. Then in 1840 was the famous "Tippecanoe and Tyler too" election, with more noise and cider than the other. Well, everybody knows the history of the Bridge Street House since the city came in (fifty years), so we will pass that by.

The Rathbun House was first Louis Campau's dwelling, built in 1834. A man who helped lay the cellar wall is Robert M. Barr, living on Lagrave street—87 years old. About 1840 a boarding house was kept there, it afterward becoming a hotel—the Mansion House. The name was changed to Rathbun House by Charles Rathbun, about 1845. It was where the Widdicomcomb building now stands. Around it cluster many interesting recollections of the early days. Some of us, alas, shall never see their like again.

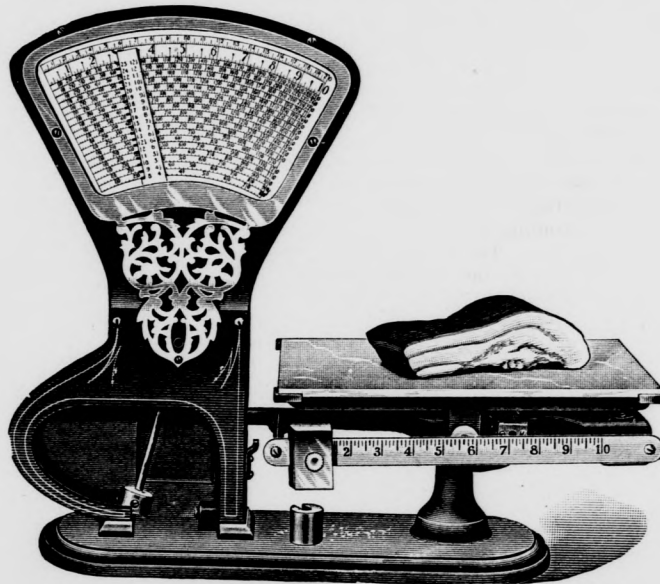
The Michigan House, on the southwest corner of Louis and Ottawa streets, was built and opened by Charles Trompe in 1848. It was owned afterward and occupied by Jacob Nagel during his life. Albert Baxter.

An amusing story is told of a Grand Rapids woman who thought that it would be great fun to take an apartment in Paris this summer in order to see the Exposition in luxurious ease. So she took with her many of her cherished household gods "for company" and started. After weary search she found an apartment not altogether beyond the bounds of reason as to rent, and established herself therein just as the Exposition opened its unfinished doors. And then began her woes! The great fair was not ready; bridges fell, destroying innocent promenaders below; pavilions caught fire, bombs exploded, the smart Parisians fled the town, leaving Paris to the provincials, and social life was at a standstill. The theaters put up only venerable and timeworn pieces, the Exposition side shows were a failure, the grounds swarmed with hordes of tourists. Then came the great heat. The water failed, the torrid sun burned and scorched the hapless beings on the glaring Paris pavements, while the odors of the Seine cried aloud to heaven. The experiment, in short, although a sufficiently costly one, had not been altogether a success. When last heard from she had taken a ticket which would eventually land her on the highest habitable spot in Switzerland.

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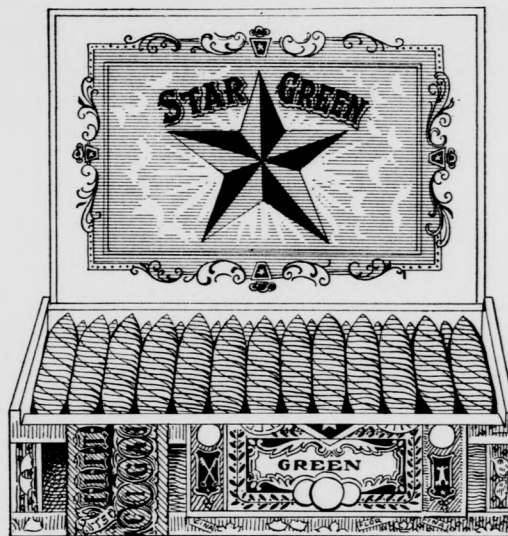
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HAIR DRESSING.

Some of the Changes Dame Fashion Has Dictated.

The mode of wearing the hair at any time is determined and regulated by the dress of that period. Fashion, accordingly, exhibits the same caprice and extravagance in the history of hair dressing as in the history of dress. The two are intimately connected; but, in this article only a very brief account of historic hair dressing will be attempted.

The most ancient fact concerning the arrangement of the hair is found in the Vishnu Purana, a system of Hindu mythology and tradition which dates as far back as 6,000 B. C. An account is given of Sagara, a king, who imposed upon the vanquished tribes as a penalty peculiar distinguishing marks. He made the Yuvanas shave their heads entirely; the Paradas wore their hair long; the Sakas he compelled to shave the forepart of the head; and there is much evidence to show that the latter mode is the origin of the present custom of wearing the fore part of the head shaven and gathering the back hair into a tail, as worn by the Chinese. This fact affords an example of how this strange and mysterious race is wont to follow with religious tenacity all its ancient customs.

According to Plutarch, Abantes introduced the custom among the Greeks of shaving the fore part of the head, which custom was followed by the Lacedaemonians. What Oriental people wore their hair long, except at the back of the head, is questionable; but the usage would be characteristic rather of the Teutonic and Gothic nations.

The proverb, "Woman's crowning glory is her hair," has been applicable as far back as the knowledge of man can trace. The Rig Vedas, the most ancient books known, mentioned the hair of the deities as a feature inciting the greatest adoration. Twenty-five centuries ago, woman took the same precaution to maintain a youthful appearance by the preservation of her hair as she does to-day. Dyes and washes—which, by the way, reached a far better standard of excellence than any modern preparation of the kind—retained the color and the deficiencies of nature were made up for by the wearing of false hair.

Considering the modes of arranging the hair, it is found that whatever style—the severe or the graceful—characterizes the architecture and costuming of a race, that style may also be used to define the hair dressing of that race. The arrangement of plaits, as worn by the Egyptians, illustrates the severe; and the favorite mode among the Greeks of gathering the hair back from the temples into a knot behind or above the temples is an example of the graceful.

The chief characteristic of the head-dress of the Roman ladies was the elaborateness. The hair was curled and braided in an intricate manner and then adorned with ornaments of gold, pearl or precious stones, garlands of flowers and ribbons of various hues. Rows of curls framed the face and sometimes pendant curls dangled to the shoulders. In his "Last Days of Pompeii" Lord Lytton describes Julia's head-dress as made up of a mass of small curls, the false being woven with the true and the whole carried to such a height that seemed to place the head almost at the center of the human form.

Long hair has always been a distinguishing characteristic of the Teutonic tribes. Among the Franks flowing ring-

lets were a mark of the highest rank. The Danes took great pride in their long hair. When the Normans came into England, they were fascinated by the long hair of the Saxons, and changed from closely cropped heads to the opposite extreme. The Saxon women wore veils or couvrechefs (coverchiefs), which covered the head completely, the ends being wrapped around the neck and passed over the shoulders. A later style, which prevailed until the reign of Henry III., was to wear the hair bound upon the head with fillets of silk or some other rich material; in other instances it was confined in a net or caul.

During the reign of Henry III. the conventional head-dress made its appearance, and from that time on woman taxed to the utmost her ingenuity in devising peculiar and extravagant constructions for her head. They gradually increased in favor, with a proportionate increase in size. At times there

George III. instances are cited where the ladies wore false locks set on wire to make them stand at a distance from the head. The projections were decorated with wreaths of pearls and three ringlets dangled from each side of the head.

During the Eighteenth Century the styles in hair dressing rose to the highest pitch of extravagance. The art of hair dressing was greatly exercised and the cost of a dressing was such that sometimes one arrangement was made to last as long as two weeks. A revival of this monstrous style occurred in 1870. The body of the erection was made of tow, over which the hair was turned. False hair was then added and the whole was powdered, elaborately decorated and then surmounted by feathers.

To-day the French have introduced the most successful mode, namely, the pompadour. About a year ago some of the authorities prophesied, in view of

Before women thoughtlessly adhere to fashion without regard to individuality, it would be well to remember that the beauty of woman depends upon the harmony of her features. The rules for proportion and harmony should be observed in arranging the hair, as in any other art. The following are established rules: To suit a long, narrow face, the hair should be dressed round; for a sharp featured face, dress the hair low or else quite on top; for a round face, narrow dressings are preferable, but should be kept high; exceedingly tall people should wear their hair dressed rather low and decidedly round; very short women should always wear their hair dressed high.

In general, the women of to-day do not give the proper amount of consideration and attention to their hair. A Greek writer said: "Let a woman be beautiful, learned and ever so exquisitely dressed, but if her locks be ill dressed, she will not please." A woman will often pride herself upon the genuineness and purity of her diamonds, and at the same time consider it no departure from good taste to fasten her locks back with cheap imitation combs. Nothing reveals a woman's taste and refinement, her perception of quality, as the combs and pins which she wears in her hair.

It requires skill and knowledge of ornamental form to devise for each individual woman a tasteful arrangement of the hair, and that is the reason very few women are successful in dressing their hair. It is never denied that a designer of furniture, jewelry or tapestry could succeed without this knowledge of ornamental composition, but not much is thought about the art of hair dressing. Why is not as much taste required to adapt the correct form of head-dress to a woman's face and figure, adjust lace and ribbon, arrange ornaments and feathers, as to ornament a screen or design furniture?

Estella B. Hibbard.



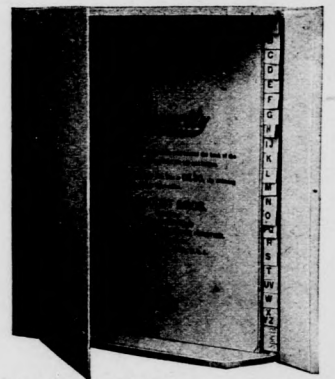
were departures from the style, caused by the ridicule of the satirists or the fierce invectives of the holy men; but each time the head-dress would spring up with renewed vigor. It is a historical fact that Isabella of Bavaria wore a head-dress which was so high that the doors of the palace at Vincennes were obliged to be altered to allow her to pass through them. It would fill volumes to give a description of the various shapes and combinations that have appeared at various times.

The fashion of wearing false hair became prevalent during the reign of Queen Elizabeth. The Queen herself possessed as many as two hundred pieces of false hair, following the custom of the time to appear at different times with a distinct arrangement of the hair. Later the wearing of wigs became general and reached the maximum importance during the time of Queen Anne. During the time of

the increasing height of this modish coiffure, that women were returning to the extravagance of the Eighteenth Century. However, the prediction was false. The fashionable woman of to-day will wear her hair so that the outline of her head is at least visible, and will draw her back hair up tight enough to reveal the contour of her head. She will effect this mostly by placing the correctly shaped ornament into its correct place.

There are various ways of wearing the hair to-day, but they are all founded upon one way. The loose coil at the middle of the back of the head is supplemented by an enviroing puff. The variety is obtained by arranging the coil low or high; by parting or pompadouring the front hair, and, lastly, by the wide range of fancy pins and head-dresses that are offered. To-day one does not attempt to execute a modish coiffure witho than artistic adornment.

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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.

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

LAKE TRANSPORTATION.

Highly Stimulating to the Commerce and Industries of Michigan.

The influence that lake transportation has exercised upon the growth of Michigan's commerce and industries, and its present effect is a topic of great interest, well worthy an abler and more exhaustive treatise than this brief and incomplete sketch.

Waterways have always been an important mode of transportation, possibly more so in the past, before the present development of railroads, than they are destined to be in the future. The broad rivers of the United States and its inland lakes were the chief avenues of migration, immigration, commerce, travel, warfare, hunting, trapping and scouting, both for the dusky savage and the hardy pioneer. Witness the importance attached in earlier days to the natural highway of waters between New York and Montreal formed by the Hudson and St. Lawrence Rivers and Lakes George and Champlain, as evidenced by the building of important forts upon them. The history of all our other important lakes and rivers bears similar evidence.

To-day, although railroad transportation has been perfected to a degree that makes it a closer competitor for water routes, yet the latter still retain their position of pre-eminence over all other transportation channels and furnish upon their banks the sites of our largest cities and the avenue of approach to our most prosperous sections.

In character of service rendered and in cheapness of it, water transportation is to-day far in advance of the railroad. Wheat and corn at date of writing are being carried from Chicago to Buffalo at $1\frac{1}{4}$ to $1\frac{1}{2}$ cents per bushel and the rate has been as low as a cent and seldom above 2 cents in recent years. Iron ore and coal on the lakes are moved at equally low rates and a great deal of the heavy freight traffic is absolutely dependent upon lake navigation, its movement coming to a stop when navigation closes in the fall.

If we turn to another class of freight—that of a perishable nature requiring quick and cool transportation, such as, for instance, fruit—our lake steamers furnish a better service than the express service of railroads and at lower rates.

On general merchandise shipments the merchant or manufacturer at our lake ports or near to them practically gets express service, so far as time is concerned, and gets it at the low rates of slow freights.

In passenger service the superiority of the steamer over the railroad is even more marked. Compare mentally, first, the relative rates of fare and, next, the steamer, with its private stateroom and roomy cabins, with the ordinary coach or even the best Pullman or Wagner car service. As to safety, the records of the passenger service on the Great Lakes in 1898 show that not a single passenger's life was lost during that season, although many hundreds of thousands were carried. I have not seen the record for 1899, but there were no serious disasters that season and the loss of life, if any, must have been very small. Michigan may, therefore, be regarded as most fortunate in possessing so extensive a lake coast line, and the lakes surrounding it do not separate it from its markets, but bring it nearer to them. While it held an eminent position, on account of its forest products, the lakes furnished the principal means of conveying these to the outside world. In

those earlier days its ports bristled with the masts of the fleets of schooners conveying lumber, bark, staves and wood. Gradually these shipments were partly displaced by manufactures, such as salt, furniture and the varied products of Michigan factories, and to these were supplemented agricultural products, particularly fruit from its western shore. Its fleets were changed from schooners to steamers.

If we may attempt to predict as to the future, it seems inevitable that the influence of lake transportation will be highly beneficial and stimulating to the agriculture, commerce and industries of our State.

A very marked tendency on the part of railroads to combine has been evident in recent years and, while reasonably profitable freight rates are just and proper, it is a question whether the railroads would always be satisfied with only a reasonable profit. In the event

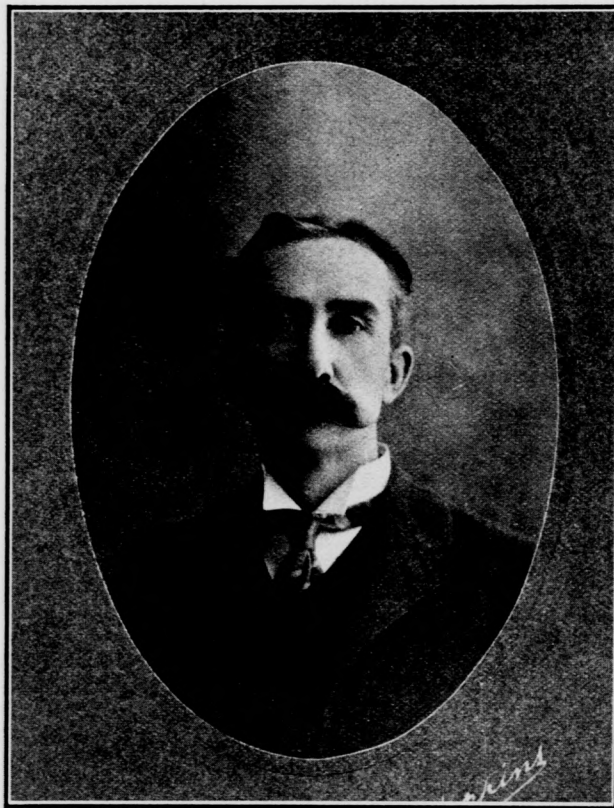
amaenam circumspice"—If you would behold a beautiful peninsula, look about thee. C. J. DeRoo.

Alone in the Crowd.

Written for the Tradesman.

A little enquiry outside the trading world will bring out the fact that a great many people think that a traveling man is made up differently from his fellow mortals. He is never lonesome. A happy-go-easy fellow, he roams the wide world over, as glad to get into a place as he is to get out of it; ever meeting and parting; a laugh here, a joke there and a story somewhere else, and the world wags on. Once he was not thought well of as a citizen, but all that is changed. Now he is a sober, respectable member of a frequently changing society. Except in solitary instances he differs from his race—they are sometimes cast down and lonesome, he never is.

That conceded, the world as a class



that they should not be, our great waterways will always act as a check to inordinate greed on their part.

The governments of Canada and of the State of New York have in recent years given marked evidence of their appreciation of the importance of internal public water highways—the former in the development of its St. Lawrence River route and its new locks at Sault Ste. Marie, and the latter in improvement of the Erie Canal. On other continents public works of like nature and some of stupendous magnitude are in progress. Most fortunate then is the state possessing these facilities as Nature's free gift, especially when this gift is linked to such an unusual diversity of Nature's gifts as are possessed by our State. Witness the richness and variety of our mines, of our forests and of our farm products. Well chosen was the motto which appears on our State coat of arms, "Si quaeris peninsulam

goes farther and believes that there is little heart in him. "A man always joking never does anything else."

"Light heads are always the companions of light heels." The list is not exhausted, but they all confirm the idea that these qualities are in some unaccountable way intimately associated with the drummer. The facts, however, do not carry out that idea. The maxims may be true enough as expressions of condensed wisdom, but they are not often applicable to the man on the road. He takes his home and its life along with him. That inside pocket where he carries the photographs often gives up its treasure on the road between points and gives him better thinking material than what is too often ascribed to him. Like his fellow traveler, the author of "Home, Sweet Home," he thinks of that "dearest spot" oftener than his more fortunate brother who is never out of sight of the smoke of his

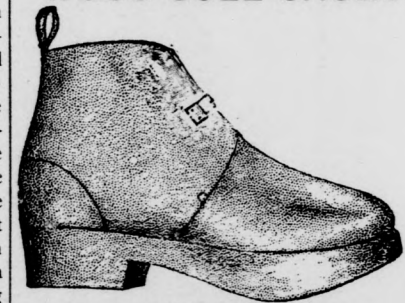
own chimney, and who on that account can neither feel nor understand the utter loneliness which often comes to the stranger in the crowd. Then, if ever, he sees his happiness, if he has any, "through another man's eyes." That one may come and go, but "troops of friends attend him," to see him off, and others await his coming at the end of the journey, and the traveling man, feeling that he is alone in the world, yields to the human nature that is within him and envies the welcome which never comes to the man with the grip.

"I think I feel this most," recently said a traveling man in whose hair "the gray is mingled with the brown," "when the train is approaching a large city after dark. It begins with the bustle and preparation of arrival. There is no need of hurrying on my part. The day is over and the blank bare walls of the room waiting for me somewhere hold little to cheer me. I used to hurry out through the crowds waiting to greet the coming friend, but I do that no longer. I stay with my misery in the car and wait until the crowds have gone. My seat in the rear of the long train prevents my seeing the welcome I can not have and the huge station, with here and there an employe, is a fitting prelude to the desolation ahead of me. At first I used to think I didn't care. What were these men and the women kissing them to me? My wife was at home, and I should be pretty soon—that was all there was to that; but when, one night—it was years ago—after my baby died, I saw a fellow traveling man rush from the train to take into his arms and kiss his bright-eyed boy, the age of mine, I found out what it all was to me; and so I wait until the baggagemen and I have the station to ourselves. Men say they get used to it. Perhaps they do; but I believe there are times with the most of them when, with me, they long for 'the touch of a vanished hand and the sound of a voice that is still.'"

The fact is we are all human. The man with the grip is one of us; and, while the laugh may bespeak the merry heart, it also, oftener than we are aware of, emphasizes the fact that "Sorrow's crown of sorrow is remembering happier things."

People who intend to indict the accuracy of the census must be well fortified by facts to succeed. At the census office in Washington are filed maps of every city, and the enumerators' returns by streets, numbers of houses and names taken for each house. These data are all in order and readily referred to, and the superintendent will require the "kicker" to specify just where the shortage is that he claims.

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, Creamery-men, 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.

OUR RUBBERS Brands



At Special Net Prices.

First **Goodyear** **Rubber Co.**
At 25 and 5 Per Cent.

Second **New York** **Shoe** **Quality Boot & Co.**
At 25, 10 and 5 Per Cent.

GOODYEAR RUBBER CO., Milwaukee
382 and 384 East Water St. W. W. Wallis, Manager.

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.

BOUR'S
COFFEES
MAKE BUSINESS

Pure Food Law

We guarantee our

York State
and Michigan
Pure Apple Vinegar

to be law proof.

Correspondence solicited.

Barrett & Barrett.
Chicago, Ill.

Why Not Become A Philanthropist?

Grow two blades of trade grass where only one sprouted before. You must sell salt; why not sell a salt that will give a new quality and an increased value to the dairyman's butter? It's good business for you—you'll make profit on both butter and salt. Let us write you about

Diamond Crystal Salt

"The Salt that's All Salt."

The only salt that's above 99 per cent. pure by analysis, by practical test. It is the only salt that IMMEDIATELY dissolves in the butter and leaves it free of grit and spots. It gives butter the flavor all the good buyers are after all the time.

Send for our salt booklet.

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

Shoes and Leather

The Work of Learning to Sell Shoes.

When I entered upon a career as a shoe clerk, I determined to gain such a knowledge of the business that I could become a thorough shoe salesman and increase my salary, and thereby assure success. I was as much interested in the store and its success as my employer. I did not think, as some salesmen do, that I was doing all the work and some one else getting all the profits. I looked at it in a different light. I took it up in this manner: My employer's success means my success. The more business we do the more salary I shall receive and, as I was looking for money, not to pass the time away, I also thought, the more business we do, the more I hustle, the more opportunities will come to me to secure a better position, and that means more wages, which means success.

Our competitors, it seemed to me, were jealous, as we were doing the business of the town, and the more I thought of them the harder I worked, for I believed they would have a better impression of me.

Case after case of goods came rolling in every day, and as I did not want the salesmen of higher authority to bother about this part of the work, for fear of discourtesy to some of the customers through some mistake or other, I determined to learn to handle and to sort these goods myself, as I thought if I had to find the way to tell these goods apart, I would always remember them afterwards. I made it my business to watch this work and do it, and to have it done at the time needed—never afterwards.

Now when this work was done I paid strict attention to selling and keeping the store in condition, never missing a chance and never giving my employer a chance to tell me to do this and that. I always tried to do things without being told, and to do them to the best of my ability. I never laid around the store idle. Always and at all times I kept on the go, finding work to do of one kind or another, and in this way time soon flew by. There were no idle moments for the salesmen. I had my work on my mind and gained a knowledge of everything about the store—when, where and what to do—and I can tell you I soon learned how to do it, and the same came to be a pleasure to me. What I thought at one time would be an undesirable task has proved to me to be a pleasure.

Now in relation to selling: It seems to me as though it came to me naturally. I tried at all times to get rid of goods in the same way, at the same time securing fair prices. When I say

fair prices, I mean the "all right" kind—not too high, not too low, but high enough to pay well and low enough to keep my patrons. I always selected the stayers off the shelves first, and tried with all my power to sell these before showing new goods, and in many ways it proved to the customers sometimes to be more satisfactory. When I got hold of a customer and after trying all possible ways and at the same time keeping my anxiety down (keeping cool), showing each and every pair of shoes that I thought might possibly do and also showing goods that I thought would not answer, I sometimes found them to be the ones wanted. It is no trouble to work and show goods when working to gain experience.

You might ask why I showed goods that I thought might never answer. But I showed these goods to find out what the customer did not want, at the same time showing him that I was anxious to suit him if he could be suited at all. At the same time I kept my counters clean. When a customer knows you are not too lazy to find what he wants he will wait for it. If I failed to suit my customers I always tried to entertain them by showing them the different makes of leather, the shapes, styles, etc., until one of the other salesmen of higher authority got through, and I then related my case to him and in this way held a great proportion of trade which otherwise would have been lost, and when a customer is lost through inexperienced salespeople, he or she rarely comes back again.

I began to think that if others could satisfy these cranks—as I class them—I could do it as well. I felt as if I could do anything that anyone else could do. And let me tell you, I soon learned how. I was not long, and I think that my employer will agree with me on that point. In all my experience I must confess that as far back as I can remember, and I think I can recall it all, we never had many dissatisfied customers. We feared not the loss of their trade, but the harm they could do, for we thought one dissatisfied customer could do as much harm as a dozen satisfied ones could do good. This is the stand we took, and it proved to be a successful one. If our customers insisted on anything we let it go at that, at the same time always trying to give advice in as courteous a manner as possible, at all times acting pleasantly to all people in and out of the store.

Now as for shoe salesmen, there are plenty; but the great majority of them are not successful; they are not profitable to their employers; they work when they have to; their attention is often somewhere else than on the shoes on the shelves and on the customers. I have always made it my duty, if possible, to do more work when my employer is out than when he is in the store; but at all times doing what I could and trying in dead earnest to do it right, as I took it for granted that my employer knew at all times, or ought to know, of all connected with his business.—Wm. F. Sullivan in Boot and Shoe Recorder.

Climax Box Lifter



With a Climax Box Lifter you can take down and replace boxes on the top shelves without injuring the covers or boxes. The weight of the box on lower hooks firmly grips the cover and holds box from slipping. Also a great convenience for taking shoes out of show windows. Strong and durable. Will last a lifetime.

Sample sent prepaid for \$1.00 by

The Nevenzel Mfg Co.,
Grand Rapids, Mich.

OR

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

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.

ESTABLISHED 1868

H. M. REYNOLDS & SON

Manufacturers of

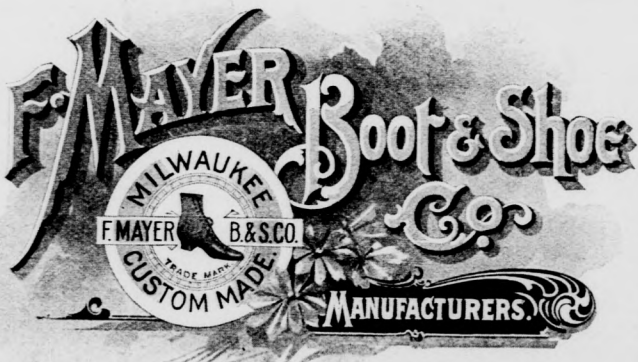
STRICTLY HIGH GRADE TARRED FELT

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

GRAND RAPIDS, MICH.



HERE WE MAKE THE SHOES.



HERE WE CARRY THE STOCK.

MAYER'S

SCHOOL

SHOES

WEAR

LIKE

IRON

If you want a reliable line of footwear with which you can increase your trade, buy MAYER'S MILWAUKEE CUSTOM-MADE SHOES. We make all grades and styles on good fitting lasts that are up-to-date. Our specialties are men's and ladies' FINE SHOES and OXFORDS, but we also make an extremely good line of heavy and medium weight every-day shoes from oil grain, kangaroo kip and calf. Send for samples, or write us, and we will have our salesman call on you.

SHOULD HAVE KICKED.

Shoe Merchant Who Lacked Moral Courage.

Written for the Tradesman.

"Yes," said the shoe merchant, reflectively, "I have a good trade here, and if it wasn't for one thing I'd be content to stay here for the remainder of my business career."

"That one thing must be something serious," I said, glancing about his well stocked, pleasant establishment, shaded with noble elms and maples in front and looking out on a miniature park of river bank and grove at the rear. "If you have a good trade, you ought to be perfectly happy here."

"Oh, it's the old story over again," replied the merchant. "Trade makes a slave of a man, physically and morally, in a town of this size. The store rides one's neck like the famous Old Man of the Sea. It is always the store, until the store becomes an offensive, critical, domineering personality."

"Moneymakers always are domineering," I suggested, "whether a twenty-five-foot store, with shade trees in front, or a gouty old banker, with mutton-chop whiskers and a bald head. Money not only talks, but talks loudly enough to drown all other voices."

"You've said it," was the reply. "It's always 'What will the store think' or 'What will the store do?' or 'How will this or that affect the store?' 'The store' is the head of my family, I can tell you, and I'm getting tired of it."

"Don't get tired of a good thing," I said.

"Can't help it," was the reply. "Here only the other day a man came along and asked me to sign a petition to the school board to hire a French teacher. Well, there are a lot of hogs in town who want their children to learn French at the expense of the people and these hogs happen to be my customers. So I signed it, cursing myself for a subservient, time-serving idiot while I was doing it."

"The thing would have gone through anyway," I said, "so your signature did no harm."

"I ought to have the right to express my opinion on such points," said the merchant, "without interfering with my bread and butter. Here we have about 2,000 pupils in the public schools and this year the graduating class consisted of ten, all girls but one, and all the children of parents wealthy enough to pay for anything above the eighth or ninth grade. The children of poor people are obliged to quit school at the eighth grade and go to work, yet half our school money is spent in the high school, where they get no benefit from it. I just wanted to get out and make a howl and fight that petition for a French teacher, but the store held me back. The school money should be spent in the primaries, where all can get the benefit of it, the poor as well as the rich. Oh, the store!"

"Merchants are not the only ones handicapped by policy," I said.

"I suppose not," was the reply, "but if all the people so held down feel as despicable about it as I do, there must be little self-satisfaction in the world. When I get up to the golden gate and St. Peter asks what good things I have done, I'm going to take out my ledger and throw it at him. All the good I have ever done thus far is recorded there. He can send me out to push clouds for three or four hundred years if he wants to, but he'll have the truth."

The merchant got up to give away a

pair of shoestrings and came back to his desk.

"I belong to the Up-and-Up church organization here," he said, in a moment, "and I've outraged all sense of honesty there, too. We had a preacher who was bright, learned, honest and gentlemanly. He talked plain truths because he believed in being outspoken. One day one of his sermons hit an old settler who made his first money stealing timber from Government land and selling whisky to the Indians. The old settler has money, his sons have money, his daughters have married men who have money and they all belong to the Up-and-Up church. From that day on there was war on the preacher, and that sneaking, penurious, ignorant, purse-proud gang won out. Yes, and I signed their petition for a new pastor. What do you think of that?"

"I wouldn't have done it," I said.

"Oh, yes, you would," said the merchant. "That gang can ruin me as easily as it ruined the preacher. That's why I'm going to sell out here and go to a large city, where all this social friction does not exist. Before the preacher went away I told him just what I thought and gave him a check, but what good was that, after he had been sent away with a mud patch on his back?"

"The check probably helped," I said.

"And then the way taxes are assessed here makes me tired. We have an assessor who lets the rich down easy and puts it onto the mechanics and laborers to beat the band. There was a move to beat him last spring, and what do you think I had to do? Sign a paper supporting him and get out and work for his re-election. Why, I know of a widow who is paying \$24 a year taxes on a place that won't sell for \$1,200 and I also know of a business man who is paying \$30 taxes on a place for which he has refused \$5,000. I know of a man who paid \$10,000 for a piece of land and put a building worth \$25,000 on it, and that property is now assessed for less than the naked land was. How's that?"

"Why don't you get up and howl?" I asked.

"What's the use?" was the reply. "The people my talk interfered with would stop trading with me and work against me all they could, while the people I tried to benefit would give me the laugh and go somewhere else to trade. Oh, my talk wouldn't do any good in any event, but I wouldn't feel so like a sneak all the time. I do not want to make a howl for the benefit of the public, but to ease my own conscience."

"And you are really going away?"

"You bet I am. The gang has got possession of this town, and no man with any self-respect will cater to it. I'm in business to make money if I can, and not make enemies, but this is getting too strong. Other merchants are going for the same reason. The old gang, the members of which have relatives in the State prison, can run the town if they can, but they can't run me with it. And so you see why the store is like the Old Man of the Sea."

And a good many merchants are thinking the same way, but I never knew one to lose by modestly asserting his own opinions. Alfred B. Tozer.

Money Talks.

Mr. Travelingman, you are not much of a talker. No, but there is \$5,000 in the State Bank of Michigan which talks all the time. It says that the Exemplar 3c cigar is clear Havana filler.

Hood Rubbers

First Every Time.

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

Old Colony

Best Seconds Made.

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

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

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

Out of the Old Into the New



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

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

**We
make
Shoes**

Distinct in Style
Reliable for Wear
Right in Price

Herold-Bertsch Shoe Co.

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

BASKET BUSINESS.**Origin and Development of the Manufacturing Industry.**

There is no article which has been in more common use in all ages and among all peoples than a basket. We read of them in the history of all nations and their use is as varied as it is wide.

The difference in the methods of construction, also, is without limit and the materials used as well. To give an extended history, under such conditions, would be an impossibility, and we can only take it up at the time it began to be an organized industry.

In America, the Indians were doubtless the first basket makers, and their method was to pound off the splints from second growth ash logs by means of hammers. Indeed, there are tribes who make this a business still and some beautiful fancy baskets are made by them, and one firm in New York City takes the entire production of several of these tribes in Maine and Northern New York.

The old farm basket, braided from narrow pounded ash splints and with bound rims, will be remembered by many at the present time. These were all made by hand throughout and, in fact all braided baskets are to-day so made, except the preparation of the materials.

The first attempt to organize a systematic business in this country, so far as I can ascertain, was in Huntington, Mass., by R. Bartlett, sometime during the '50s. Soon after L. B. Williams became interested and took the management of the office and sales department, Mr. Bartlett looking after the manufacture. When the war broke out, the firm lost heavily from Southern customers and it became necessary to reorganize, which was done under the name of the Williams Manufacturing Co. and the factory was removed to Northampton, Mass., where the firm is still doing business, several members of the firm having accumulated liberal fortunes largely through this business.

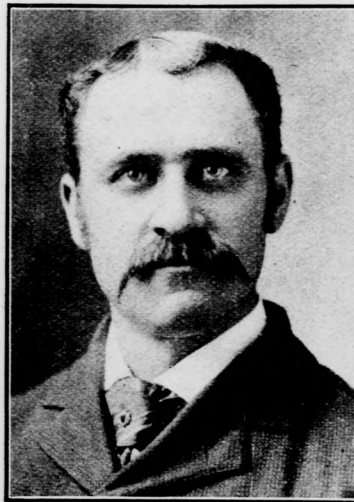
In those days baskets were all braided, using the old method of pounding out ash splints and riving out oak, but this being slow and expensive, different devices were tried for cutting splints from the edge of a plank, and were soon adopted entirely, and for ten or fifteen years this was the only method employed. Among the other pioneers of the business were A. W. Wells & Co., of St. Joseph, Mich., whose business was established in 1868. They were incorporated in 1888 under the name of the Wells-Higman Co. and have been one of the very few successful basket manufacturing concerns. I am indebted to John Higman, Jr., Secretary and Treasurer of this company, for some of my information; also to a workman over seventy years of age, J. R. Clemmons, now in our employ, who worked for the Williams Manufacturing Co. from 1862 to 1891.

Jones & Gibbs, of Dowagiac, Mich., were also pioneers in the business, but have been out of business for many years. The manufacture of baskets in this country, aside from those made by Indians, is largely of two classes—fruit packages and farm baskets and heavier goods for mercantile uses of a thousand and one varieties.

The introduction of the rotary veneer machine, commonly called the "Peeler," in the latter part of the '60s, was the first great stride toward the cheapening of the cost of fruit packages and at once reduced this about one-half.

A. W. Wells & Co. were the first to manufacture the now common stave basket, cutting the stock direct from the log. I am not able to ascertain who made the first Diamond market basket, but Wells & Co. were among the first, and they sold readily for \$1.50 to \$1.75 per dozen, while at present they sell for 25 cents. Of course, many improvements have been made in methods of manufacture, so that the difference was by no means all profit. The fruit package industry in the West was then in its infancy and, although competition was but slight, comparatively speaking, yet the increase in the volume of business may be shown from the fact that in those days 200,000 to 300,000 feet of logs would have been a large stock for a year's business of that concern, while at present they use about 4,000,000 feet annually, and there are numerous other factories in Michigan using large amounts.

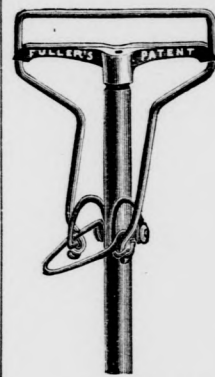
A characteristic of the fruit package business at the present time is the tre-



mendous bulk of the goods, as compared with their value, which gives an erroneous impression to the casual observer as to the volume of business being done, which has served as an allurements to many to embark in the business, and probably no greater percentage of failures in any business could be found. Prices in recent years have been demoralized to such an extent that many larger concerns are this year cutting their logs into veneers and in some instances into lumber.

In braided baskets for mercantile purposes, the changes have not been so great, although many improvements have been made, and prices are far below those of twenty years ago.

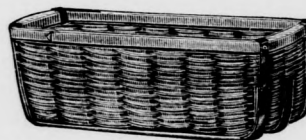
The writer has been in the business about twelve years, having developed a somewhat different line of business than most factories. Heavy baskets from pounded ash had been made in somewhat of a primitive manner for use in the large textile and paper mills of New England for years, taking their methods largely from the Indians. The work was all hand work. In 1888, owing to the death of a maker of such baskets, who employed three or four men, it occurred to the writer that a business of some importance might be developed and, as junior partner, the firm of M. E. Ballou & Son, of Becket, Mass., was established, some special machinery was secured and gradually improved methods were adopted, as the business developed. Three years later, under inducements of Belding Bros., the writer came to Beld-

The Fuller Mop

Ask
for
prices
on
the
Fuller
and
other
mops

Manufactured
by

F. C. Ewing,
Ludington, Michigan.

Balloo Baskets Are Best

Is conceded. Uncle Sam knows it and
uses them by the thousand.
We make all kinds.

Market Baskets, Bushel Baskets, Bamboo Delivery Baskets, Splint Delivery Baskets, Clothes Baskets, Potato Baskets, Coal Baskets, Lunch Baskets, Display Baskets, Waste Baskets, Meat Baskets, Laundry Baskets, Baker Baskets, Truck Baskets.

Send for catalogue.

BALLOU BASKET WORKS, Belding, Mich.

TOLEDO
MAKES THE PRICE ON
CLOVER SEED
We buy Clover, Timothy and other seeds from sample or sell on consignment at Board of Trade rates. Our weekly quotation card will be mailed to you for the asking. Prompt returns for consignment sales. Ask for special quotations on corn, oats, barley, flax, potatoes and garden seeds in any quantity.

The MERRELL BUGGY, IMPLEMENT & SEED CO.,
224 and 226 Superior St.
TOLEDO, OHIO.

The Grand Rapids Paper Box Co.
Manufacture

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

GRAND RAPIDS PAPER BOX CO., Grand Rapids, Mich

WE WANT TO BUY

HONEY

ALSO NEED PEACHES, PLUMS, PEARS.

WRITE US.

STRANGE & NOKES, CLEVELAND, OHIO.

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.

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.

ing, Mich., and started a factory under the name of the Ballou Basket Works, on a larger scale, manufacturing a larger variety of goods, and at present without question producing more factory, laundry and warehouse baskets than any other concern, the original plant in Becket coming in a close second.

There are several other kinds of baskets which have attained more or less prominence for some purposes. The willow clothes basket is widely known and used. They are not made in factories, but largely by families who eke out an existence selling them to some dealers.

The round rattan cane baskets are made in limited numbers in several large cities, generally in basements, and entirely by hand work done by immigrants largely—Germans and Russian Jews. The rattan trust makes a line of rattan goods in regular factory way. Baskets are also made from rawhide for some purposes, but are very expensive. Leatheroid baskets likewise have attained some standing and are frequently seen in wholesale dry goods houses. Slats interwoven with wire are used by one or two concerns, but are not a great success.

The growing demand for fruit packages and the surely-approaching scarcity of timber would seem to make higher prices for such goods an absolute necessity, else the timber will be used for other purposes. The future of this business is not overpromising from the fact that a large amount of capital is not necessary to embark in a small way and, deceived by the apparent volume of business, many continue to rush in, only to find experience a dear teacher. To secure trade, low prices are too frequently made, to the demoralization of legitimate profit. And while two or three years frequently terminates their existence, enough such concerns compel the older and well established to do business on very narrow margins of profit. What the next decade may bring forth, we are unable to prophesy.

W. D. Ballou.

Swiss Village's Struggle With Mud. From the London Sphere.

The village of Klosters, near Davos-Platz, Switzerland, at the top of the valley of Prattigau, is struggling under six feet of mud. High above it towers the Rhatikon, a stately range of mountains which have the nasty habit of occasionally sending an avalanche of mud and stones and trees down upon the inoffensive village which lies at its feet. Thirty years ago was the date of the last of these disasters until recently, when a heavy rainstorm brought down a mud avalanche on Klosters, which lies in front of an infold of the mountain. Enormous boulders were pitched forward like balls thrown in a giant's game of skittles.

Tea Growing in South Carolina. From the Providence Journal.

In South Carolina there is a tea farm where it is said that a very high grade of tea can be and is grown; indeed we are told that the tea raised there is now selling in the American market on its merits at the price of \$1 a pound, which is a higher price than most of the Chinese tea commands in the same market. To raise the leaf in this country requires special care and study and highly trained skill in curing, and that is the reason why the crop is not more generally tried in those portions of the South where the soil is favorable.

Talk about rubbing it in! The German manufacturers of velvet ribbons have entered into an agreement by which prices of velvet ribbons which, as is well known, have been in such great demand of late, have been materially advanced.

His Wife Cost Her Weight in Gold.

"There is an old lady living in Southern California, at the patriotic little mountain settlement known as American Flag, who is an object of much interest to strangers from the fact that she is probably the only woman on earth the valuation of whose person ever was literally appraised at her weight in gold," said Major H. Gardner, late of the Census Bureau.

"She is 68 years old now, and the widow of one Jesus Castro, a Mexican. This Mexican was one of the first miners who struck a fortune in gold in the pioneer days of California. He lived in the Santa Catalina Mountains and returned home more than loaded down with gold dust. He fell passionately in love with his brother's daughter, a handsome girl of 17. She returned her uncle's love and consented to marry him. The priest to whom they applied, learning of their close blood relationship, refused to marry them. Castro offered as high as \$5,000 to the church as an inducement for the priest to perform the marriage ceremony, but the offer was refused. Then, as the old widow's story goes, Castro asked what amount of wealth would induce him to marry them. The priest, with the intention and expectation of impressing Castro with the hopelessness of his appeal, replied:

"The girl's weight in gold."

"Now the Mexican maiden, while not being over-buxom, was well-to-do in figure for one of her age, but Castro did not even pause long enough to ascertain what her weight might be. He exclaimed:

"Good, holy father!"

"Then he ordered scales to be brought, and, begging the girl to stand on one side of them, he poured glittering gold dust into the other side until the precious stuff balanced the weight of his inamorata. The priest was dumb with amazement, and it was a long time before he recovered sufficiently to say the promised words that made the twain one. Castro had won his bride at the cost of 125 pounds of his hoarded gold. He had a snug lot left, however, and the story is that he lived long enough to see the time that he would have taken a great deal less than her weight in gold for the wife on which his youthful ardor placed so great a value."

The immense popularity of beaded bags and purses suggests the idea that some manufacturer get up a line of finger purses in beaded effects. It does not seem by any means an impossibility to manufacture these goods, and it is more than likely that they would have a large sale. Possibly it might be well to have the beading on the back only, as if the flap were beaded it might not stand wear.

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.

Do You Know

K.B. Simmons?

He has been for nearly ten years the Michigan representative for

Foley & Company,

Manufacturers of

Foley's

...Honey and Tar...

The greatest
Throat and Lung Remedy,

Foley's Kidney Cure

Foley's

..Cream and Banner Salve..

All guaranteed preparations

Give Simmons an order for the best medicines and you will receive the best line of advertising furnished by any house in the business.

ASK YOUR JOBBER



3 dozen size.....\$1 00 box
1½ " " " " " " 50 "

Quality guaranteed.
Works while you sleep.

BURROWS YEAST FACTORY
DETROIT, MICH.

Michigan Fire and Marine Insurance Co.

Organized 1881.
Detroit, Michigan.

Cash Capital, \$400,000. Net Surplus, \$200,000.
Cash Assets, \$800,000.

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

DIRECTORS.

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



The above cut represents our grocery display counter. These counters should be seen to be appreciated. We build them in three different ways, all having a similarity in design.

No. 1, like above cut, is fitted with plate glass, has 16 display fronts, and a paper rack the entire length, below that sliding doors. Quarter sawed oak top 1½ inches thick. The projectiles both front and back are so arranged that the feet never mar the wood work. It is handsomely finished built in 10 and 12 foot lengths. With parties contemplating remodeling their stores we solicit correspondence as we will make special prices for complete outfits of store furniture.

McGRAFT LUMBER CO., Muskegon, Mich.



50 CIGAR
SOLD BY ALL JOBBERS

USE THE CELEBRATED

Sweet Loma

FINE CUT TOBACCO.

NEW SCOTTEN TOBACCO CO. (Against the Trust.)

Window Dressing

Practical Hints in the Preparation of Show Windows.

When shoes are carried in stock a neat arrangement of shoes and clothing is to put trousers on stands and stiffen the legs just enough to make them hold their position when they are drawn over the shoes on the floor. The shoes at the end of the trousers leg give a finished appearance that adds much to the effectiveness of a trim of clothing. Just behind the trousers the coat and vest of the suit are placed, so that the observer can see the general effect at a glance.

* * *

The most effective method of displaying fine hosiery is on a model of the human leg. The full beauty of fine open work in socks can not otherwise be shown to advantage nor can a customer see the precise effect of a pattern when worn, which is often quite different from its effect when displayed in the box. A trim of hosiery is therefore made much more effective by the display of one or two of its patterns on models of the leg. Models in papier mache or wood are not expensive nor hard to obtain and will fully repay their cost, but for the benefit of small dealers who have more time and ingenuity than money to expend on window trims we suggest a method by which they can make as many plaster-of-Paris foot models as they please. All that is required is a little ingenuity, some raw linseed oil and a quantity of plaster-of-Paris. Let the person who is to serve as model cover his lower limb thoroughly with oil and then draw on a tightly fitting light cotton stocking thoroughly saturated with oil. This is to prevent the plaster-of-Paris sticking to the leg. After mixing a sufficient quantity of plaster-of-Paris with water to the consistency of cream and adding a handful of salt to make it harden quickly, take a pasteboard box large enough to contain the model's lower leg in a natural posture and pour in the plaster-of-Paris to the depth of an inch. After the model has set his foot on this, fill the box with the liquid plaster-of-Paris to the necessary height and let it harden. The solid block of plaster can be partly sawed through and then gently broken by a small chisel along the line of the saw-cuts so as to separate the block into a few large pieces that will fit together. After the mold thus formed has been thoroughly saturated with oil to prevent the plaster sticking, it may be filled with plaster-of-Paris and the required foot form made. If the pieces of the mold are well oiled they will come apart without difficulty and may be used again and again. Care should be taken to mix enough plaster-of-Paris at the start, as it hardens quickly, and when once hard will not unite with fresh liquid plaster. Models thus made can be tinted with flesh color and if used carefully will last a long time.

* * *

The length of time that a trim should be in a window depends on the nature of the goods displayed and on the character of the business done. In a large city store windows are changed at least once a week and more often twice a week. Delicate fabrics are injured by light and dust if they remain in the window long, and this is particularly true of goods exhibited in windows that are not shut off from the store. It is far better to trim windows simply and change them often than to trim them elaborately and let them stand until the

goods are dusty or faded. When trims are changed the windows should be cleaned. Obvious as this seems, one is sometimes surprised to see how the cleanliness of windows, especially windows kept heavily trimmed, is neglected. A window ought to be thoroughly swept and dusted at the very least every time a new trim is put in. The merchant always loses by carelessness in this matter. If the dust is visible it spoils the effect of the trim; if it is invisible, it is still there to work into the texture of goods and to injure or to ruin them. Elaborate trims are particularly in need of attention of this kind. It is the only way in which the freshness of goods can be preserved.

* * *

A striking attraction for a window can be made with a spider-web. Stout cords of the color and diameter preferred can be drawn across the middle of the window and tied together after the fashion of the strands of a web. The web should be drawn tightly, but will look all the better if there is a little irregularity about it. A toy spider can be placed at the center, if preferred, and the meshes of the web used for hosiery and neckwear. Against a black background a carefully strung web of white would be particularly effective.

A New Definition.

Aunt Rhoda—Did you know 't Merry Jane Preskitt hed merried a Unitarian?
Aunt Hitty—A Unitarian! Fur the land's sake, what's that? Them as only eats vegetables?

The new broom corn crop is starting off at \$100 per ton. The trust claims to control all but about 1,000 tons of the total crop.

The Gregg System of

Shorthand
is

Brief,
No Position, Legible,
No Shading, Speedy.
Easy to Write.
Easy to Read,
Easy to Learn.
Superior,
Investigate It.

Typewriting
Touch Method

In Fact the Latest and
.. Best in ..

Business, Shorthand and
Typewriting

Taught at the

GRAND RAPIDS
BUSINESS UNIVERSITY

75-77-79-81-83 Lyon St., Grand Rapids, Mich.

For Printed Matter Address

A. S. Parish.

SHIRTS

When in Lansing stop in and leave your measure with

COLLVER

He makes them to fit you; also Collars, Cuffs and Underwear to order. Write for measurement blanks.

COLLVER SHIRT FACTORY

103 Washtenaw St. E., Lansing, Mich.



Frank T. Collver.



.. WHEN BUYING ..

HAY
AND
STRAW

Always Remember and Figure with

MICHIGAN PRODUCE CO., Lansing, Mich.

The Largest Hay Shippers in the State. Warehouses at Lansing, Mason, Grand Ledge, Perry.

The Victor Incandescent Vapor Lamp



Produces 100 Candle Power 32½ hours on a consumption of two quarts of gasoline. Approved by the National Board of Underwriters, Chicago. Made in fifteen different styles from Solid Brass, beautifully finished and guaranteed ONE YEAR.

Street Lamps in Three Styles

The Cheapest and Best method of lighting any city. Avoid combinations. Municipal ownership is the watch word. Write for "The Book." It shows styles and prices.

Department 22
The Reserve Foundry and Mfg. Co.
Cleveland, Ohio

Can not
stand still. Must
go forward or
backward.

have
gone for-
ward. They're
better now than
ever.

Uneeda Biscuit

NATIONAL
BISCUIT COMPANY.

Commercial Travelers

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

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

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

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

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

Quarterly Meeting of Board of Directors M. K. of G.

Jackson, Sept. 6—The regular quarterly meeting of the Board of Directors of the Michigan Knights of the Grip was called to order by President Schreiber at the Vincent House, Saginaw, Saturday, Sept. 1. In a few remarks he encouraged every member of the Board by calling attention to the progress we are making, and the able manner in which our work is being pushed forward by those assisting him; he spoke of the Northern mileage book and complimented Mr. Waldron chairman of the Railroad Committee, for the excellent work done by him.

The Secretary's report of receipts since the last meeting was read, approved and placed on file, as follows:

GENERAL FUND RECEIPTS.	
1900 Annual dues 1537 to 1576.....	\$ 42 00
GENERAL FUND DISBURSEMENTS.	
Aug. 4—To O. C. Gould, Treasurer, check No. 19.....	\$ 35 00
Aug. 27—To O. C. Gould, Treasurer, check No. 22.....	7 00
	\$ 42 00

DEATH FUND RECEIPTS.	
Asst. No. 1—1298 to 1308.....	\$ 20 00
" " 2—1 to 1296.....	2500 00
	\$2610 00

DEATH FUND DISBURSEMENTS.	
June 23—To O. C. Gould, Treas., check No. 15.....	\$ 600 00
July 7—To O. C. Gould, Treas., check No. 16.....	500 00
July 14—To O. C. Gould, Treas., check No. 17.....	1000 00
July 21—To O. C. Gould, Treas., check No. 18.....	300 00
Aug. 4—To O. C. Gould, Treas., check No. 19.....	150 00
Aug. 27—To O. C. Gould, Treas., check No. 23.....	60 00
	\$2610 00

DEPOSIT FUND RECEIPTS.	
15 New members, \$2 each.....	\$ 30 00
Old members.....	15 00
	\$ 45 00

DEPOSIT FUND DISBURSEMENTS.	
Aug. 27—To O. C. Gould, Treas., check No. 24.....	\$ 45 00
TOTAL RECEIPTS.	
Death fund.....	\$2610 00
General fund.....	42 00
Deposit fund.....	45 00
	\$2697 00

The Treasurer's report was read and approved, as follows:

General fund receipts.....	\$ 519 73
Death " ".....	1599 59
Deposit " ".....	116 0
Total.....	\$2235 32
General fund disbursements.....	\$ 435 21
Death " ".....	2300 00
Deposit " ".....	71 00
Total.....	\$2806 21

Balance on hand general fund.....	\$ 84 52
" " death ".....	399 59
" " deposit ".....	45 00
Total.....	\$ 529 11
Received for expenses of Mrs. Tenant fund.....	47 16

Grand total for all funds on hand.....\$ 576 27
The Finance Committee reported that the reports of the Secretary and Treasurer were correct. Adopted.

The report of the Secretary on the Mrs. Tenant fund was approved and accepted, as follows:

Received up to present time.....	\$ 241 90
Paid to Mrs. Tenant fund.....	101 00
Expenses on this fund as follows:	
Printing circular letters, envelopes and receipt books.....	\$ 15 80
Postage on circular letters and receipts.....	31 36
	\$ 47 16

Remitted to Treasurer Gould, expenses as stated.....	\$ 47 16
Cash on hand in bank.....	93 74
for which I submit statement from bank.	

I feel that our President and Board of Directors should be proud of our members for the cheerful and hearty manner in which they have contributed, and I wish to apologize to you for those who have failed to contribute. It is not that they did not want to do so, but most of our members are very busy men and are apt to forget the small things.

I do not believe we have a member who would not give if he understood the case as we do. We received from one member a \$10 check; two \$5 checks; quite a number of \$2.50 and \$2; a few of 50 and 25 cents each, but the average amount for each was \$1, all of which I respectfully submit to you.

Moved by Treasurer Gould that the \$47.16, the expense of sending out the special letter, paid from the general fund, be returned to the general fund. Carried.

Mr. Howarn, who was appointed at the last Board meeting to investigate the claim of Mrs. Ester Goldman, mother of the late Ruben Goldman, of Detroit, reported as follows:

I have found nothing in the way of evidence that would go to show that Mr. Goldman had any knowledge that he had consumption at the time of making application for membership in this order, therefore I would recommend that his claim be allowed. I would further recommend, in view of the fact that he left an invalid child and a wife without any visible means of support, that the claim of \$500 be made payable in full to Mrs. Jennie Goldman, wife of deceased, and that we ignore the claim of Mrs. Ester Goldman, mother of deceased.

Mr. Howarn moved that the full amount of the claim be paid to Mrs. Jennie Goldman, wife of Ruben Goldman. After a lengthy and careful discussion by all members of the Board, the motion was unanimously carried and the Secretary was instructed to notify Mrs. Ester Goldman, mother of the late Ruben Goldman, that after careful investigation her claim of \$250 was found invalid.

The following claims were approved and allowed:

No. 4,910. Ruben Goldman, Detroit, died May 11 of tuberculosis. Wife beneficiary.

No. 4,964. Clarence R. Vane, Chicago, died May 12 of apoplexy. Daughter beneficiary.

No. 3474. John Smyth, Grand Rapids, died May 26 of apoplexy. Wife beneficiary.

No. 62. John N. Alexander, Lansing, died July 12 of nervous trouble. Wife beneficiary.

No. 2,280. M. F. Conine, Plainwell, died Aug. 20 of paralysis. Wife beneficiary.

President Schreiber called on Mr. Waldron, chairman of the Railroad Committee, who explained the railroad situation fully, and offered the following resolution:

Whereas—The commercial travelers of Michigan, by their persistent agitation and earnest efforts for years, awakened the Michigan railroads to the point where they deemed it expedient to acquiesce to such appeal and very largely through the instrumentality of the organization of the Michigan Knights of the Grip, working in conjunction with the said railroads, the Northern mileage book was the outcome; and

Whereas—The Northern mileage book has proven to be one that is satisfactory to the traveling fraternity, and to show our appreciation of the good faith of those who now make up this membership of the Northern Mileage Bureau, and to also express our feelings, with reference to the withdrawal of the Lake Shore Railway, we submit the following resolutions; therefore be it

Resolved—That the Michigan roads who now make up the Northern Mileage Bureau be made to feel that we appreciate their efforts in the past, with reference to the Northern interchangeable mileage book, and do not hesitate to pronounce it the best mileage book in existence in the United States.

Resolved—That we heartily appreciate the stamina manifested by the present members of the Northern Mile-

age Bureau by their insisting on such a book, as they know meets the views and wishes of the traveling public.

Resolved—That we emphatically express our disapproval of the action of the Lake Shore Railway, in withdrawing from the Northern Mileage Bureau, and construe such action on the part of said railway as manifestly ignoring the wishes of the Michigan traveling public, and in direct antagonism of their best interests, and the only natural outcome of such action is that the Michigan Knights of the Grip and commercial travelers generally will influence their business in the territory covered by the said Lake Shore and divert such business to the members of the Northern Mileage Bureau, wherever possible, and further enlist the shipping interests of the State in the same direction.

Resolved—That the Michigan Knights of the Grip take up this subject with their sister organizations in Ohio and Indiana, and assist them wherever possible in their efforts to have the form and uses of the Northern mileage book extended to their territory, thus doing away with the present friction existing between the Northern and Central territory.

The resolutions were unanimously adopted by the Board.

Mr. Howarn offered the following resolution, which was adopted:

Whereas—Our Committee on Railroads has taken up the matter of the mileage question and the withdrawal of the L. S. & M. S. Railway from the Northern Mileage Bureau; therefore be it

Resolved—That the Board of Directors of the Michigan Knights of the Grip, in regular meeting assembled, heartily commend the good work and zeal of our Railroad Committee, under the able management of its chairman, E. P. Waldron, and that we realize that the railroad interests of our organization are amply safeguarded in the hands of this competent Committee.

Mr. Gould moved that the Secretary confer with the various organizations of commercial men in Ohio, Indiana and Illinois, and ask for their co-operation with us in our efforts to extend the Northern Mileage Bureau. Adopted.

The following report was received and adopted:

Your Committee on Amendments to the Constitution, appointed to investigate the advisability of amending the constitution by changing the present application blank, with a view to excluding undesirable applicants on account of disability or bodily ailments, deem it inadvisable to change the present form of application, believing that the present form covers all requirements of a benevolent organization.

Mr. Weston moved that the Secretary be instructed to send out the assessment notices with two cent stamps. Carried.

The following resolution was offered by President Schreiber:

Whereas—Article VII., Sec. 1, of the constitution provides that the annual meeting shall be held on the last Tuesday and Wednesday of each year, unless either of such days falls on a holiday, when the same shall be called at such a time as may be decided upon by the Board of Directors, and

Whereas—Christmas of this year falls on Tuesday; be it therefore

Resolved—That the annual meeting of the Michigan Knights of the Grip be held on Thursday and Friday, December 27 and 28, 1900. Carried.

Director Randall moved that an assessment be called Sept. 10 to close Oct. 10. Carried.

Mr. Smith moved that the Secretary be allowed \$50 for postage for next assessment. Carried.

Mr. Smith moved that a special Board meeting be held in Detroit, Nov. 17 at the Griswold House. Carried.

The following bills were allowed:	
Hunt Printing Co.....	\$ 34 64
C. & J. Gregory, printing.....	3 25
Office supplies.....	6 63
A. W. Stitt, stamps.....	50 00
Secretary's salary.....	141 00
Treasurer's salary.....	53 04
A. W. Stitt, stamps July 31.....	60 00

EXPENSES OF BOARD MEETING.	
E. J. Schreiber.....	3 02
Geo. H. Randall.....	3 02
J. A. Weston.....	6 31

M. E. Stockwell.....	8 20
M. Howarn.....	4 88
A. W. Stitt.....	7 75

On motion of Mr. Gould, the following resolution was adopted:

Resolved—That pending the invitation from any city for the annual meeting of the Michigan Knights of the Grip, the President is hereby authorized to locate at his discretion the place of meeting.

The following resolutions was unanimously adopted:

Whereas—The genial proprietors of the Hotel Vincent have extended so many courtesies to this Board and their ladies on the occasion of the quarterly Board meetings; be it therefore

Resolved—That a rising vote of thanks be tendered the proprietors of this popular hostelry for the kind treatment and many favors extended; and be it further

Resolved—That these resolutions be spread on the minutes of the meeting and a copy be transmitted to Messrs. Peterson & Clark; also that these resolutions be published in the Michigan Tradesman, Storekeeper and other trade journals.

President Schreiber complimented the Board on the careful, earnest work done by each of them, from 8 a. m. until 5 p. m., except a short time taken for lunch. He spoke of the different committees and the work they are doing and felt we had made no mistake in our selection of members of the Board.

A. W. Stitt, Sec'y.

He Understood the Situation.

Teacher—If your father gave your mother \$3 to-day and \$10 to-morrow, what would she have?

Small Boy—She'd have a fit.

Geo. S. Smith

99 N. Ionia St.

Phone 1214 Grand Rapids, Mich.

MAKER OF

Store and Office Fixtures

We make to order only. We make them right, too. Maybe you wish to know more about it; if you do, send in your plans and let me figure with you. If I furnish plans I charge a fair price for them, but they are right.

Muskegon BUSINESS COLLEGE.

Young men and women admitted any week in the year. Every graduate secures employment. Living expenses low. Write for catalogue.

E. C. BISSON, Muskegon, Mich.

American Jewelry Co.,

Manufacturers and Jobbers of

Jewelry and Novelties

45 and 46 Tower Block,
Grand Rapids, Mich.

Bryan Show Cases

Always please. Write for handsome new catalogue.

Bryan Show Case Works,
Bryan, Ohio.

WHOLESALE DRUG TRADE.

Some Important Changes Within Four Decades.

If a drug jobber of 1860 should awake from a Rip Van Winkle sleep in 1900 at the same desk and, with the drug documents before him of the present day, begin his daily routine of work, he would be lost indeed. Should the power be given him to go back and pick up the threads of the changes that have taken place, to bring him up to date, he would have many surprises and too much to learn for the few years in which he had to live.

Drugs in plenty, chemicals and essential oils in good supply, he had; patent medicines, pharmaceutical preparations and medicated plasters in very limited quantity. I believe I am right in stating that in the '60s there was only one prominent manufacturer of fluid extracts and pharmaceutical preparations, while to-day the druggists are supplied

macist, but a middleman, distributing patent medicines, pharmaceutical preparations, patented chemicals, etc. He finds that his careful study and knowledge of the drug business proper are now of little use to him, manufacturers doing all the work for him, posting the retail druggist and physician with literature covering the medicinal value and beauty of their productions.

The nauseous castor oil is now in capsules and the bitter aloes in sugar coated pills and all other crude drugs he formerly sold are now administered in tasteless form.

The success of the wholesale drug business of to-day depends upon careful buying and stocking only the best drugs and essential oils and products of the most carefully managed laboratories. It is said that there is a patent medicine born every hour of the day. Another authority says, "Out of the five thousand patent medicines put on the

The Drug Market.

Opium—Is steady and price unchanged.

Morphine—Is steady.

Quinine—There has been no change in price during the past week. German and American manufacturers are both selling at the same price.

Alcohol—Advanced 4c per gallon on Friday, on account of the improved demand and small stocks, and higher prices for corn.

Cantharides—Are very scarce and the price is very firm.

Cocaine—Manufacturers have advanced their price 75c per ounce, due to the active demand and small stocks, both here and abroad. Raw material is also scarce.

Cocoa Butter—Prices are firm and have again advanced.

Cod Liver Oil—Is firm. As the consuming season is at hand, higher prices are looked for.

Nitrate Silver—Has been advanced 1c per ounce, on account of higher prices for metal.

Essential Oils—Caraway seed has advanced, on account of higher price for seed. Cedar leaf is very scarce and has almost doubled in price in the last three months. Pennyroyal has declined. Wormwood is lower.

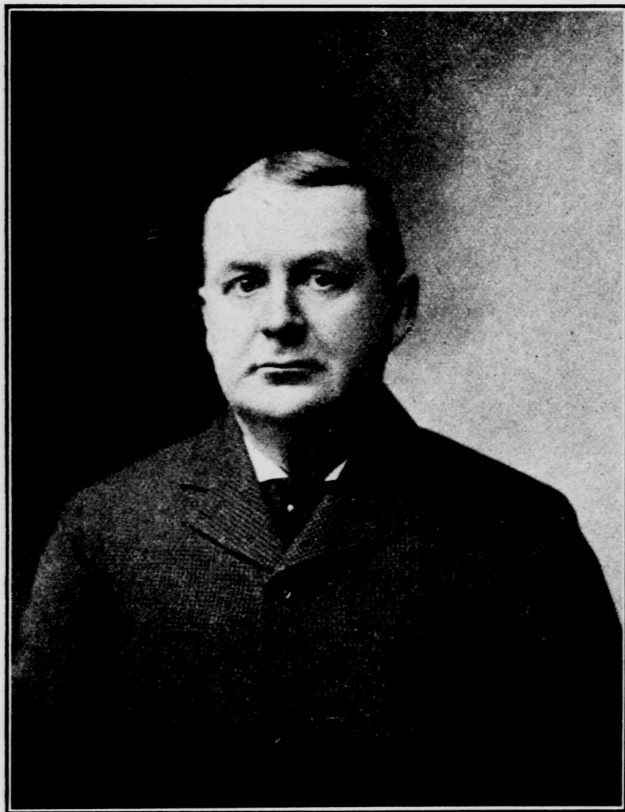
Gum Camphor—Is very firm at the recent advance and higher prices are looked for.

Golden Seal—Is very firm. Stocks are small and the demand is good.

Linseed Oil—Has declined.

Burning Your Money.

Instead of burning your money why not burn the Exemplar 5c cigar and get the worth of your money?



by seven or eight very large institutions. The line is growing and is developing into one of great importance. He would find his crude drugs being sold in the form of tablets, pills and fluid extracts.

The mortar and pestle are under the counter, the pill machine is on a back shelf, and the plaster iron has been lost sight of. He would find his large paint, oil, varnish and brush trade in the hands of a few manufacturers selling direct to his customers, with the exception of the staples on which there is no profit, such as lead, oil and turpentine. In dye stuff, his carload orders for logwood, nickwood, fustic, ceroons of cochineal and many other articles used in family dyeing have passed to package dyes and anilines.

During his sleep the drug sundry business was greatly enlarged upon and then passed to the bazaar and dry goods stores; in fact, he finds himself no longer a drug dealer, catering to the phar-

macist, but a middleman, distributing patent medicines, pharmaceutical preparations, patented chemicals, etc. He finds that his careful study and knowledge of the drug business proper are now of little use to him, manufacturers doing all the work for him, posting the retail druggist and physician with literature covering the medicinal value and beauty of their productions.

Credits are more closely looked to than formerly and time is reduced. The successful retail drug merchant of the day discounts his bills, and at the present time 75 per cent. of the accounts of the drug jobber take care of themselves. In olden times four months was given. This has been reduced to sixty days and the question of thirty days' time is now being agitated.

The wholesale drug business was never in so healthful a condition as at present. Sales are very large and collections good. Prices are fairly steady and no radical changes are expected for the remainder of the year.

Henry B. Fairchild.

It pays to push

Maus' Headache Powders

25c size \$1 35 per doz.

10c size .50 per doz.

A beautiful SPATULA free with the first order of one dozen or more.

Ask your jobber to send you a dozen with your next order or write

Maus' Drug Store

Kalamazoo, Mich

DO YOU SELL WALL PAPER

If so, you of course desire to see the line that is the most advantageous for you to buy from a point of profit and selection. We want to say emphatically that we will show for the coming season the Finest and Most Select assortment of Wall Paper on the market. We have selected with extreme care the best and most salable patterns from the very foremost factories in the U. S.

Our Prices Will Certainly Interest You

In addition to our new line we have to offer over 1,000,000 rolls of Snaps in Wall Papers of very desirable patterns. We purchased the entire stock on hand of two of the leading factories, therefore we are in position and will offer these at VERY LOW PRICES. It will be decidedly to your interest to defer placing any orders for Wall Papers, whether for immediate or future use, until you see our assortment. Our salesman will call in due season or, if not soon enough, write us and we will gladly send samples.

HEYSTEK & CANFIELD CO.

The Michigan Wall Paper Jobbers

Grand Rapids, Mich.

WHOLESALE DRUG PRICE CURRENT

Advanced—Cocaine, Alcohol, Nitrate Silver, Oil Cedar.
Declined—Oil Wormwood, Oil Pennyroyal, Linseed Oil.

Acidum		Conium Mac.		Sella Co.	
Aceticum	60¢ 8	Copaiba	1 15¢ 1 25	Tolutan	50
Benzoleum, German.	70¢ 17	Cubeba	1 20¢ 1 25	Prunus virg.	50
Boralee	75	Exechthitos	1 00¢ 1 10	Tinctures	
Carbolicum	30¢ 42	Erigeron	1 00¢ 1 10	Aconitum Napellis R	60
Citricum	45¢ 48	Gaultheria	2 00¢ 2 10	Aconitum Napellis F	60
Hydrochlor.	30¢ 5	Gentianum, ounce.	50¢ 60	Aloes	60
Nitrosum	8¢ 10	Hedera	50¢ 60	Aloes and Myrrh.	60
Oxaleum	12¢ 14	Juniper	1 00¢ 1 10	Arnica	60
Phosphoricum, dil.	15¢ 15	Lavendula	1 50¢ 2 00	Assafetida	50
Salicylicum	55¢ 60	Limonia	1 40¢ 1 50	Atrope Belladonna	60
Sulphuricum	13¢ 5	Mentha Piper.	1 25¢ 2 00	Aurant Cortex	50
Tannicum	1 10¢ 1 20	Mentha Verid.	1 50¢ 1 60	Benzoin	60
Tartaricum	35¢ 40	Morhuca, gal.	1 20¢ 1 25	Benzoin Co.	50
Ammonia		Myrcela	4 00¢ 4 50	Barosma	50
Aqua, 16 deg.	4¢ 6	Olive	75¢ 3 00	Cantharides	75
Aqua, 20 deg.	6¢ 8	Piscl Liquida	10¢ 12	Capsicum	50
Carbonas	15¢ 15	Piscl Liquida, gal.	35¢ 35	Cardamon	75
Chloridum	12¢ 14	Ricina	1 00¢ 1 08	Cardamon Co.	50
Aniline		Rosmarin	1 00¢ 1 00	Castor	1 00
Black	2 00¢ 2 25	Rosa, ounce.	6 00¢ 6 50	Catechu	50
Brown	80¢ 2 00	Succin	40¢ 45	Cinchona	50
Red	45¢ 50	Sabina	90¢ 1 00	Cinchona Co.	60
Yellow	2 50¢ 3 00	Santal	2 75¢ 7 00	Columba	50
Baccae		Sassafras	50¢ 55	Cubeba	50
Cubebae	22¢ 24	Sinapis, ess., ounce.	50¢ 65	Cassia Acutifol.	50
Juniperus	6¢ 8	Tigil	1 50¢ 1 60	Cassia Acutifol Co.	50
Xanthoxylum	75¢ 80	Thyme	40¢ 50	Digitalis	50
Balsamum		Thyme, opt.	40¢ 60	Ergot	50
Copaiba	50¢ 55	Theobromas	15¢ 20	Ferri Chloridum	35
Peru	40¢ 45	Potassium		Gentian Co.	50
Terabin, Canada	40¢ 45	Bi-Carb.	15¢ 18	Gulaca	50
Tolutan	40¢ 45	Bichromate	13¢ 15	Gulaca ammon.	50
Cortex		Bromide	52¢ 57	Hyoscyamus	50
Abies, Canadian	18	Carb.	12¢ 15	Iodine	75
Cassia	12	Chlorate, po. 17 1/2	16¢ 18	Iodine, colorless	75
Cinchona Flava	18	Cyanide	35¢ 40	Kino	50
Euonymus atropurp.	30	Iodide	2 60¢ 2 65	Lobelia	50
Myrica Cerifera, po.	20	Potassa, Bitart. pure	28¢ 30	Myrrh	50
Prunus Virgini	12	Potassa, Bitart. com.	15¢ 15	Nux Vomica	50
Quillaja, gr'd.	12	Potass Nitras, opt.	70¢ 10	Opil	75
Sassafras	12	Potass Nitras	60¢ 8	Opil, comphorated	50
Ulmus	15	Prussate	23¢ 26	Opil, deodorized	50
Extractum		Sulphate po.	15¢ 18	Quassia	50
Glycyrrhiza Glabra	24¢ 25	Radix		Rhatany	50
Glycyrrhiza, po.	28¢ 30	Aconitum	20¢ 25	Rhei	50
Hamatox, 15 lb. box	11¢ 12	Althea	22¢ 25	Sanguinaria	50
Hamatox, 18	13¢ 14	Anchusa	10¢ 12	Serpentaria	50
Hamatox, 1/4s	14¢ 15	Arum po.	6¢ 25	Stromonium	60
Hamatox, 1/4s	16¢ 17	Calamus	20¢ 40	Tolutan	60
Ferru		Gentiana	12¢ 15	Valerian	50
Carbonate Precip.	15	Glycyrrhiza, po. 15	16¢ 18	Veratrum Veride	50
Citrate and Quina	2 25¢ 2 30	Glycyrrhiza, po. 15	16¢ 18	Zingiber	20
Citrate Soluble	75	Hydrastis Canad.	75	Miscellaneous	
Ferrocyanidum Sol.	40	Hydrastis Can.	75	Ether, Spts. Nit. 7 F	30¢ 35
Solut. Chloride	15	Hellebore, Alba, po.	12¢ 15	Ether, Spts. Nit. 4 F	34¢ 38
Sulphate, com'l.	2	Infula, po.	15¢ 20	Alumen	24¢ 3
Sulphate, com'l. by	80	Ipecac, po.	4 25¢ 4 35	Alumen, gro'd., po. 7	30¢ 4
Sulphate, pure	7	Iris plox, po. 35 1/2	35¢ 40	Annatto	40¢ 50
Flora		Jalapa, pr.	25¢ 30	Antimoni, po.	40¢ 5
Arnica	15¢ 18	Maranta, 1/4s	22¢ 25	Antimoni et Potass T	40¢ 50
Anthemis	22¢ 25	Podophyllum, po.	75¢ 1 00	Antipyrin	25
Matricaria	30¢ 35	Rhei, cut.	6¢ 1 25	Antifebrin	20
Folia		Rhei, pv.	75¢ 1 35	Argent Nitras, oz.	60
Barosma	28¢ 30	Spigelia	35¢ 38	Arsenicum	10¢ 12
Cassia Acutifol, Tin-	20¢ 25	Sanguinaria, po. 15	40¢ 45	Balm Gilead Buds.	35¢ 40
Cassia Acutifol, Alx.	25¢ 30	Serpentaria	60¢ 65	Bismuth S. N.	1 90¢ 2 00
Salvia officinalis, 1/4s	12¢ 20	Senega	60¢ 65	Calcium Chlor., is.	9¢ 9
Uva Ursi	8¢ 10	Smilax, officinalis H.	10¢ 12	Calcium Chlor., 1/4s.	10¢ 10
Gummi		Smilax, M.	10¢ 12	Cantharides, Rus. po	75
Acacia, 1st picked.	65	Sella Co.	10¢ 12	Capsici Fructus, af.	15
Acacia, 2d picked.	65	Syaplocarpus, Foti-	10¢ 12	Capsici Fructus, po.	15
Acacia, 3d picked.	65	dus, po.	10¢ 12	Capsici Fructus B, po.	15
Acacia, sifted sorts.	65	Valeriana, Eng. po. 30	15¢ 20	Caryophyllus, po. 15	12¢ 14
Acacia, po.	45¢ 65	Valeriana, German.	12¢ 16	Carmin, No. 40	3 00
Aloe, Barb. po. 18 1/2	12¢ 14	Zingiber a.	25¢ 27	Cera Alba	50¢ 55
Aloe, Cape, po. 15.	12¢ 14	Semen		Cera Flava	40¢ 42
Aloe, Socotri, po. 40	12¢ 14	Anisum	12¢ 15	Coccus	40¢ 40
Ammoniac	55¢ 60	Aplum (graveleons).	13¢ 15	Cassia Fructus	35
Assafetida	28¢ 30	Bird, is.	4¢ 6	Centraria	10
Benzoinum	50¢ 55	Carul	12¢ 13	Cetaceum	45
Catechu, is.	60	Cardamon	1 25¢ 1 75	Chloroform	55¢ 60
Catechu, 1/4s	60	Coriandrum	8¢ 10	Chloroform, squibbs	1 10
Catechu, 1/4s	60	Cannabis Sativa	4 6¢ 5	Chloral Hyd Crst.	1 65¢ 1 90
Camphora	69¢ 73	Cydonium	75¢ 1 00	Chondrus	20¢ 25
Euphorbium, po. 35	40	Chenopodium	10¢ 12	Cinchonidine, P. & W	38¢ 48
Galbanum	1 00	Chenopodium	10¢ 12	Cinchonidine, Germ.	38¢ 48
Gamboge	65¢ 70	Dystrix Odorata	1 00¢ 1 10	Cocaine	6 55¢ 6 75
Gualacum, po. 25	60	Foeniculum	70¢ 9	Corks, list, dis. pr. et.	6 55¢ 6 75
Kino	75	Foeniculum	70¢ 9	Creta, list, dis. pr. et.	6 55¢ 6 75
Mastic	60	Lini, grd.	3 1/2¢ 4 1/4	Creta, prep.	5
Myrrh	40¢ 45	Lini, grd.	4¢ 4 1/4	Creta, prep.	5
Opil	40¢ 45	Lobelia	35¢ 40	Creta, prep.	5
Shellac	40¢ 45	Pharlaris Canarian.	4 1/2¢ 5	Crocus	15¢ 18
Tragacanth	50¢ 55	Rapa	4 1/2¢ 5	Cudbear	24
Herba		Sinapis Alba	9¢ 10	Cupri Sulph.	6 1/2¢ 8
Absinthium, oz. pkg	25	Sinapis Nigra	11¢ 12	Dextrine	70¢ 10
Eupatorium, oz. pkg	25	Spiritus		Ether Sulph.	75¢ 90
Lobelia, oz. pkg	25	Frumentum, W. D. Co.	2 00¢ 2 50	Emery, ail numbe.s.	8
Majorum, oz. pkg	25	Frumentum, D. F. R.	2 00¢ 2 25	Emery, po.	8
Mentha Pip. oz. pkg	25	Frumentum	1 25¢ 1 50	Ergot, po. 90	80¢ 90
Mentha Vir. oz. pkg	25	Juniperis Co. O. T.	1 65¢ 2 00	Flake White	12¢ 15
Rue, oz. pkg	25	Juniperis Co.	1 75¢ 3 50	Galla	23
Tanacetum V oz. pkg	22	Saacharum N. E.	1 90¢ 2 10	Gambler	80¢ 9
Thymus, V. oz. pkg	25	Spt. Vini Galli.	1 75¢ 6 50	Gelatin, Cooper	60
Magnesia		Vini Oporto	1 25¢ 2 00	Gelatin, French	35¢ 60
Calcined, Pat.	55¢ 60	Vini Alba	1 25¢ 2 00	Glassware, flint, box	75 & 5
Carbonate, Pat.	18¢ 20	Sponges		Less than box	70
Carbonate, K. & M.	18¢ 20	Florida sheeps' wool	2 50¢ 2 75	Glue, brown	11¢ 13
Carbonate, Jennings	18¢ 20	carriage.	2 50¢ 2 75	Glue, white	15¢ 25
Oleum		Nassau sheeps' wool	2 50¢ 2 75	Glycerina	17 1/2¢ 25
Absinthium	5 75¢ 6 00	carriage.	2 50¢ 2 75	Grana Paradisi	25
Amygdale, Dule	38¢ 65	Velvet extra sheeps'	2 50¢ 2 75	Humulus	25¢ 55
Amygdale, Amare.	8 00¢ 8 25	wool, carriage.	2 50¢ 2 75	Hydrarg Chlor Mite	95
Anisi	2 10¢ 2 20	Extra yellow sheeps'	2 50¢ 2 75	Hydrarg Chlor Cor.	85
Aurant Cortex	2 25¢ 2 30	wool, carriage.	2 50¢ 2 75	Hydrarg Ox Rub'm	1 05
Bergamit	2 75¢ 2 85	Grass sheeps' wool,	2 50¢ 2 75	Hydrarg Ammoniat	1 17
Caliputi	80¢ 85	carriage.	2 50¢ 2 75	Hydrarg Unguentum	50¢ 60
Caryophylli	75¢ 80	Hard, for slate use.	2 50¢ 2 75	Hydrargyrum	85
Cedar	50¢ 70	Yellow Reef, for	2 50¢ 2 75	Ichthyobolla, Am.	65¢ 70
Chenopadi	2 75	slate use.	2 50¢ 2 75	Indigo	75¢ 100
Cinnamoni	1 30¢ 1 40	Syrups		Iodine, Resub.	3 85¢ 4 00
Citronella	35¢ 40	Acacia	50¢ 50	Iodoform	3 85¢ 4 00
		Aurant Cortex	50¢ 50	Lupullu	50
		Zingiber	50¢ 50	Lycopodium	70¢ 75
		Ipecac.	50¢ 50	Mactis	65¢ 75
		Ferri Iod.	50¢ 50	Liquor Arsen et Hy-	25
		Rhei Arom.	50¢ 50	drarg Iod.	25
		Smilax Officinalis	50¢ 50	Liquor Potass Arsenit	10¢ 12
		Senega	50¢ 50	Magnesia, Sulph.	2¢ 3
		Sella Co.	50¢ 50	Magnesia, Sulph, bbl	1 1/4
				Mannia, S. F.	60

Menthol	3 50	Selditz Mixture	20¢ 22	Linseed, pure raw	65 68
Morphia, S. P. & W.	2 25¢ 2 50	Sinapis	18	Linseed, boiled	66 69
Morphia, S. N. Y. Q.	30	Sinapis, opt.	30	Neatsfoot, winter str	54 60
& C. Co.	2 15¢ 2 40	Snuff, Maccaboy, De	41	Spirits Turpentine	45 55
Moschus Canton	40	Voes	41	Paints	
Myristica, No. 1	65¢ 80	Snuff, Scotch, De Vo's	41	BBL.	LB.
Nux Vomica, po. 15	35¢ 37	Soda, Boras	9¢ 11	Red Venetian	13¢ 2 28
Os Sepia	10	Soda, Boras, po.	9¢ 11	Ochre, yellow Mars	13¢ 2 24
Pepsin Saac, H. & P.	1 00	Soda et Potass Tart.	23¢ 25	Ochre, yellow Ber	13¢ 2 23
Piscl Liq. N. N. 1/2 gal.	1 00	Soda, Carb.	1 1/2¢ 2	Putty, commercial	2 1/2 2 1/2
doz	2 00	Soda, Bi-Carb.	3¢ 5	Putty, strictly pure	2 1/2 2 1/2
Piscl Liq., quarts	1 00	Soda, Ash	3 1/2¢ 4	Vermilion, Prime	13¢ 15
Piscl Liq., pints	50	Soda, Sulphas	2	American	13¢ 15
Pil Hydrag.	50	Spts. Cologne	2 60	Vermilion, English	70¢ 75
Piper Nigra, po. 22	18	Spts. Ether Co.	50¢ 55	Green, Paris	14¢ 18
Piper Alba, po. 35	30	Spts. Myrcela Dom.	2 00	Green, Peninsular	13¢ 16
Pilix Burgum	10¢ 12	Spts. Vini Rect. bbl	4	Lead, red	6 6 1/2
Plumbi Acet.	10¢ 12	Spts. Vini Rect. 10gal	4	Lead, white	6 6 1/2
Pulvis Ipecac et Opil	1 30¢ 1 50	Spts. Vini Rect. 5 gal	4	Whiting, white Span	85
Pyrethrum, boxes H.	50	Strychnia, Crystal	1 05¢ 1 25	Whiting, gilders	90
& P. D. Co., doz.	75	Sulphur, Subl.	2 1/2¢ 4	White, Paris, Amer.	1 25
Pyrethrum, pv.	25¢ 30	Sulphur, Roll	2 1/2¢ 3 1/4	Whiting, Paris, Eng.	1 40
Quassia	80¢ 10	Tamarinds	80¢ 10	cliff	1 40
Quinia, S. P. & W.	39¢ 49	Terebenth Venice	28¢ 30	Universal Prepared	1 10¢ 1 20
Quinia, S. German	39¢ 49	Theobromae	60¢ 65	Varnishes	
Quinia, N. Y.	39¢ 49	Vanilla	9 00¢ 16 00	No. 1 Turp Coach	1 10¢ 1 20
Rubia Tinctorum	12¢ 14	Zinci Sulph.	7¢ 8	Extra Turp.	1 60¢ 1 70
Oils		BBL.	GAL.	Coach Body	2 75¢ 3 00
Whale, winter	70 70			No. 1 Turp Furn	1 00¢ 1 10
Lard, extra	60 70			Extra Turk Damar	1 55¢ 1 60
Lard, No. 1	45 50			Jap. Dryer, No. 1 Turp	7¢ 75

OUR HOLIDAY LINE

Will be displayed at

Grand Rapids, Mich.

State Fair Week

Sept. 24 to 29
1900

We invite you to come in
and inspect the most complete line of
Holiday Goods ever shown in
Michigan.

Hazeltine & Perkins
Drug Co.

GROCERY PRICE CURRENT

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

ADVANCED

Cleaned Currants
Jelly in Pails
China Cassia
Celery Seed Mustard Seed

DECLINED

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
Frazer's. 75 9 00
IXL Golden, tin boxes 75 9 00



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

AMMONIA

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

BAKING POWDER

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

Arctic

6 oz. Eng. Tumblers. 90

Egg

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

The "400"

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

El Purity

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

Home

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

JAXON

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
1 lb. cans 3 60
1 lb. cans, 4 doz. 4 65
3 lb. cans 12 75
5 lb. cans 21 00

BATH BRICK
American. 70
English. 80

BLUING

CONDENSED PEARL BLUING

Small 3 oz. 40
Large, 2 doz. 75
Arctic, 4 oz. per gross. 4 00
Arctic, 8 oz. per gross. 6 00
Arctic, pints, per gross. 9 00

BROOMS

No. 1 Carpet. 3 00
No. 2 Carpet. 2 75
No. 3 Carpet. 2 50
No. 4 Carpet. 2 05
Parlor Gem. 2 50
Common Whisk. 35
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. 1 00 @ 1 30
Red Kidney. 75 @ 85
String. 75 @ 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. 85

Gooseberries

Standard. 90

Honey

Star, 1/4 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. 70
Good. 75
Fancy. 85

Raspberries

Standard. 90

Salmon

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

Shrimps

Standard. 1 50

Sardines

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

Strawberries

Standard. 85
Fancy. 1 25

Succotash

Fair. 90
Good. 95
Fancy. 1 00
Gallons. 1 20

Tomatoes

Fair. 90
Good. 95
Fancy. 1 00
Gallons. 1 20

CATSUP

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

CHEESE

Acme. @ 11 1/2
Amboy. @ 11
Carson City. @ 11
Elsie. @ 11
Emblem. @ 11
Gem. @ 12
Gold Medal. @ 11
Ideal. @ 10 1/2
Jersey. @ 10 1/2
Riverside. @ 11 1/2
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.

Vienna Sweet. 21
Vanilla. 28
Premium. 31

CHICORY

Bulk. 5
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. 33
Huyler. 45
Wilbur, 1/4s. 41
Wilbur, 1/2s. 42

CIGARS

The Bradley Cigar Co.'s Brands. \$35 00
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&W

S. C. W. 35 00
Lubetsky Bros. Brands.
B. L. 33 00
Gold Star. 35 00
Phelps, Brace & Co.'s Brands.
Royal Tigers. 55 @ 80 00
Royal Tigerettes. 35
Vicente Portuondo. 35 @ 70 00
Ruhe Bros. Co. 25 @ 70 00
Hilson Co. 35 @ 110 00
McCoy & Co. 35 @ 70 00
The Collins Cigar Co. 10 @ 35 00
Brown Bros. 15 @ 70 00
Bernard Stahl Co. 35 @ 90 00
Sneider Cigar Co. 10 @ 35 00
Seidenberg & Co. 55 @ 125 00
Fulton Cigar Co. 10 @ 35 00
A. B. Ballard & Co. 35 @ 175 00
E. M. Schwarz & Co. 35 @ 110 00
San Telmo. 35 @ 70 00
Havana Cigar Co. 18 @ 35 00
C. Costello & Co. 35 @ 70 00
LaGora-Fee Co. 35 @ 70 00
S. J. Davis & Co. 35 @ 185 00
Hene & Co. 35 @ 90 00
Benedict & Co. 75 @ 70 00
Hemmett Cigar Co. 35 @ 70 00
G. J. Johnson Cigar Co. 35 @ 70 00
Maurice Sanborn. 85 @ 175 00
Bock & Co. 65 @ 300 00
Manuel Garcia. 80 @ 375 00
Neuva Mundo. 85 @ 175 00
Henry Clay. 85 @ 550 00
La Carolina. 96 @ 200 00
Standard T. & C. Co. 35 @ 70 00
H. Van Tongeren's Brand.
Star Green. 35 00

COFFEE

Roasted
AIC
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. 14
Choice. 15
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
Belworth. 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 1/4 gross. 75
Felix 1/4 gross. 1 15
Hummel's foil 1/4 gross. 85
Hummel's tin 1/4 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, 70 ft. per doz. 95

CONDENSED MILK

4 doz in case. 6 75
Gall Borden Eagle. 6 25
Crown. 6 25
Daisy. 5 75
Champion. 4 50
Magna. 4 25
Challenge. 4 00
Dime. 3 35

COUPON BOOKS

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

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

Coupon Pass Books

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

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

Credit Checks

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

CREAM TARTAR

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

DRIED FRUITS—Domestic

Sundried Apples @
Evaporated, 50 lb. boxes. 6 1/2 @ 7
California Fruits @ 10

Apricots @ 10
Blackberries @ 10
Nectarines @ 10
Peaches 9 @ 11
Pears @ 11
Pitted Cherries. 7 1/2
Prunelles @ 6
Raspberries @ 6

California Prunes

100-120 25 lb. boxes @
90-100 25 lb. boxes @ 4 1/2
50-90 25 lb. boxes @ 5
70-80 25 lb. boxes @ 5 1/2
60-70 25 lb. boxes @ 6
50-60 25 lb. boxes @ 6 1/2
40-50 25 lb. boxes @ 7
30-40 25 lb. boxes @ 8 1/2
1/4 cent less in 50 lb. cases

Raisins

London Layers 2 Crown. 1 75
London Layers 3 Crown. 2 00
Cluster 4 Crown. 2 25
Loose Muscatels 2 Crown. 6 1/2
Loose Muscatels 3 Crown. 7 1/2
Loose Muscatels 4 Crown. 8 1/2
L. M. Seeded, choice. 9
L. M. Seeded, fancy. 10

DRIED FRUITS—Foreign

Citron 11
Leghorn. 12
Corsican. 12

Currants

Patras, cases. 11 1/2
Cleaned, bulk. 11 1/2
Cleaned, packages. 12 1/2

Peel

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

Raisins

Sultana 1 Crown. 1 75
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 1/2

FARINACEOUS GOODS

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

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 60

Pearl Barley

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

Walsh-DeRoo Co.'s Brand.

WHEAT CRISPS

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
Monarch, bbl. 3 90
Monarch, 1/2 bbl. 4 40
Monarch, 90 lb. sacks. 1 65
Quaker, cases. 2 20

Sago
German. 4
East India. 3 1/2

Tapioa
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 1 oz full m. 80
Lemon. 1 20 1 oz full m. 80
No. 3 fan'y 3 15 No. 3 fan'y 1 75

COLEMAN'S
HIGH FOOTE & JENKS' CLASS
EXTRACTS

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

Jennings'
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. 75
2 oz. Taper Panel. 1 20
2 oz. Oval. 75
3 oz. Taper Panel. 1 35
4 oz. Taper Panel. 1 60

Perrigo's
Van. Lem. doz. 75
XXX, 2 oz. obert. 1 25
XXX, 4 oz. taper. 2 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

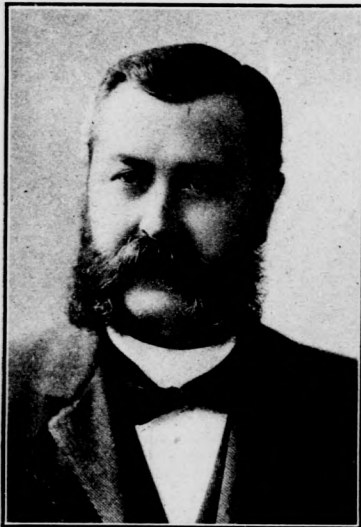
FLY PAPER
Perrigo's Lightning, gro. 2 50
Petrolatum, per doz. 75

HERBS
Sage. 15

GLASS TRADE.

How the Business Has Changed in Thirty Years.

My first experience in the glass business was in 1865. At that time nearly all of the glass used was French, especially for store and house work. Some American glass was made in New York State, but the most in Pittsburg, Pa. The Pittsburg manufacturers had only two qualities—first and second. Their glass was of a deep blue color. The glass made in New York State was a better color, but stained occasionally. About the largest glass made in double thick at that time was 40x60; while now our largest glass is about 60x70, and even larger sizes are occasionally made. The price of double thick made in this country was twice the price of single thick. The cost of large glass was four or five times then what it is now. Great improvement has been made in the manufacture of window glass, the present third quality being fully as good as the first quality made thirty years ago. The



finish of the glass is much better than it was formerly, being well flattened and almost as straight as a piece of plate glass. Great progress has been made in the handling of glass by the railroads. Two hundred to 300 boxes of glass used to constitute a carload, while now it is quite common to ship from 500 to 700 boxes in one carload. I must not forget to mention that the use of natural gas in the manufacture of glass increased the production immensely and caused Ohio and Indiana to become very prominent in the manufacture of that article. I have no statistics before me, but believe that the product now is ten times what it was at that period.

During the same time, great advance has been made in this country in the manufacture of cathedral and rough and ribbed glass for skylights. All of this material was formerly imported and used to cost from four to five times the price that it is now sold for in this country.

The plate glass business in this country thirty years ago was almost nothing in the West, not more than one or two stores in this city having plate glass fronts at that period. The cost of a store front then was about \$600. It could be sold now for \$100 or \$125. The price, however, declined somewhat, and many of the old window glass fronts were taken out and polished plate put in their place. About 1876 or later plate glass was being made at New Albany, Ind., by DePauw, but the quality was not

very good and it was difficult to get orders filled. About ten years later, the Crystal Plate Glass Co., of St. Louis, Mo., became quite prominent in the business and produced a good quality of glass; also the factories built by the Fords around Pittsburg, so that from that time onward, the plate glass manufactured in this country has been of about as good quality as the foreign article, and now the importations are almost entirely cut off. Nearly all of the glass made in this country, even for mirrors, is manufactured here. Plate glass, until about fifteen years ago, was cut to size in New York or at the factories and shipped to different points where wanted. About 1884, I laid in a stock of stock sheets, and shortly after other jobbing centers in the West did likewise, so that the glass is now cut from stock sheets and shipped to different points where required. The amount of plate glass probably used about thirty years ago was from 1,000,000 to 2,000,000 square feet in a year and the quantity now is from 12,000,000 to 15,000,000 square feet. Wm. Reid.

The "Exemplar" is not beautiful to look at, but it is a beautiful smoke.

DeYoung & Schaafsma

112 Monroe St., Grand Rapids, Mich.

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

BARREL A



Sells for 5c
size 4 in.

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.

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



size 8 x 10 in.

BARREL D

Contains 3 dozen 25c assortment as follows:

1/4 doz. Eau de Cologne bottles, 10 in. high; 1/4 doz. Eau de Cologne bottles, 9 1/2 in. high; 1/4 doz. complex brush trays, see cut, size 8x10 in.; 1/4 doz. cuff boxes, 6 1/2 in. high; 1/4 doz. cigar holders, 5 1/2 in. high; 1/4 doz. collar boxes, 5 in. high; 1/4 doz. handkerchief boxes, size 4x5 1/2 in.; 1/4 doz. fancy shape comb and brush trays; 1/4 doz. writing sets, complete, 3 pieces; 1/4 doz. manicure sets, complete, 3 pieces; 1/4 doz. smokers sets, complete, 4 pieces; 1/4 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 catalogues of opalware.

WANTED!

One Million Feet
of

Green Basswood Logs

Over 12 inches.

GRAND RAPIDS MATCH CO.,

GRAND RAPIDS, MICH.

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.

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.

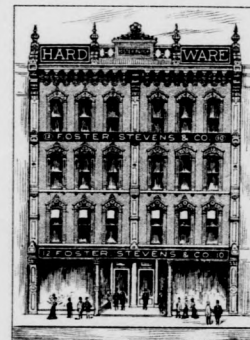
Commission Merchants and
Wholesale Butter and Eggs.

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.



Sporting Goods, Ammunition, Stoves,
Window Glass, Bar Iron, Shelf Hardware, etc., etc.

Foster, Stevens & Co.,

31, 33, 35, 37, 39 Louis St.

10 & 12 Monroe St.

Grand Rapids, Mich.

RETAIL MEAT BUSINESS.

Strong Plea For a Local Packing Establishment.

In writing upon this subject I can only give facts as I have seen them in the past and what seems to me ought to be done in the near future. Something is certainly lacking in the meat trade in Grand Rapids—that in a city of nearly 100,000 population and a good surrounding territory to work on, we have not a packing or wholesale meat house doing business here that we can call a strictly home concern. By this I mean a plant, complete in operation, having its own stock yards, abattoir, refrigerating plant, sausage manufactory and curing rooms. If such a plant were in operation here it ought to receive the hearty support of the merchants in this community. It would add another industry to Grand Rapids, employing from 150 to 200 people. Its products could be disposed of at home, thus saving thousands of dollars in freight rates yearly paid by local dealers and consumers. The recent hot weather has demonstrated, beyond a doubt, the fact that we must work on the same lines laid down by the big packing concerns in other cities.

The butchers of to-day do more or less packing business in the winter months, but when summer comes their capacity in most cases is limited and not satisfactory at the best. It is true that we have a branch house of Nelson Morris & Co., and one of L. F. Swift & Co., of Chicago; also the U. S. Packing Co., which buys most of its goods outside of the State. They are all doing a good business and I can see no reason why a good local packing house would not also prove successful.

With few exceptions the retail markets of Grand Rapids of to-day are not run on the same lines as was the custom a few years ago. To-day the meat dealer is handling everything in the canned goods line, including butter, eggs and cheese, and some are even



handling farm produce. A few years ago the retail butcher would not think of handling anything that did not pertain to his business. In those days it was the custom of the retail butchers to put up in the winter months enough hams, bacon, lard and salt pork to carry them through the summer. The hams and bacon were put up in sacks, but by July and August all the hams and bacon which were unsold were really of the consistency of rubber, being hard and dry. It would be a hard problem to solve in getting rid of such goods to-day. This tends to sustain my claims that it stands in hand for even the retailer to work along the lines laid down

by the large packing concerns. The idea is to do a certain amount of packing or curing of meats the year around. The people demand fresh cured goods. I think the time is not far distant when most retailers will enlarge their cooling or refrigerator rooms in order to handle meats by the carcass, as therein lies the profit, and especially is it true with the pig.

Another feature which is peculiar to the present time is the handling of cooked goods by the meat dealer, such as cooked corned beef, boiled ham and veal loaf, for the convenience of the people who do light housekeeping and those who are so unfortunate as to live at boarding houses where they do not get enough to eat. Some of the meat dealers have lately tried to build up a trade on cooked roast beef, but the price is too high to enable the dealer to score a success, unless he is running a high-toned delicatessen store.

In the meat business, as well as in many other branches of business, the dealer takes too many chances, is too anxious to sell goods and gets too many bad accounts on his books. This is a serious problem and will never be fully solved until the meat business is done on a cash basis or so close to cash that the element of credit is practically eliminated. The butcher handles a product as staple as money, but I never heard of a butcher who treats his patrons as the banker treats his customers—compels them to carry a cash balance to meet any requisitions he may make on the dealer for supplies. There is no more reason why the butcher should send out meat broadcast than there is why the banker should honor every check presented at his counter, but com-

petition appears to cut more of a figure in the meat trade than it does in the banking business, in consequence of which every meat dealer in the land appears to be breaking his back to see how much business he can do, irrespective of the profit or loss involved.

S. J. Hufford.

On account of some dealers placing union goods in our boxes we have been compelled to brand the letters S. C. W. on all S. C. W. cigars.

It's as hard to forgive an injury as to remember a kindness.

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.

We Make a Specialty of

Leather Top Lumberman's

and Carry the **LARGEST** and **MOST COMPLETE** line Made.

TWO OF OUR STRONG SELLERS

MANITOBA



BEACON FALLS
RUBBER SHOE CO.

PURE GUM DUCK.

Made in

8 in., 10 in., 12 in. and 14 in.

Heights.

SAMPLES SENT PREPAID

GRANT



BEACON FALLS
RUBBER SHOE CO.

PURE GUM RIBBED OVER

207 and 209 Monroe St.,
CHICAGO.

Beacon Falls Rubber Shoe Co.,

BEACON FALLS,
CONN.

Send for Leather Top Catalogue.

The Grain Market.

Wheat has ruled easy during the week. Fluctuations have been few, with an upward tendency. The bearish feature at present is the steady accumulation of the visible. Our exports while not of as large a quantity as last year are very fair. Were it not for the lack of tonnage undoubtedly the exports would be larger. The foreign demand appears to be good. Another feature which holds wheat from being exported in larger quantities is the change in the freight rates to the seaboard, which have been advanced very materially owing to the lack of vessel room. While the visible increased, the amount on passage decreased 2,600,000 bushels. Shipments from all exporting countries were only 5,500,000 bushels and about 50 per cent. from the United States. Argentine shipped less than 200,000, bushels, which seems to indicate that their granaries are being depleted. It might also be mentioned that receipts at Duluth are remarkably small. Minneapolis has only very moderate receipts and, were it not for the large importations from Kansas—which, of course, is winter wheat—her receipts would be considerably less. However, there seems to be plenty of wheat for present use, so we will not borrow trouble for the future.

Corn also has not changed for either cash or future. While cash corn is wanted very much, prices are not enhanced, as was stated heretofore. The Government crop report estimates the yield at 2,000,000,000 bushels—that is, with ordinary weather from now on, which is considered only a fair yield—no bumper crop by any means.

Oats have been depressed and prices have declined about 1c in grain centers. While the farmers are not in a mood to accept the decline, they will have to before long.

Rye is very steady at present, with a large yield. We look for no advance.

The flour trade, both local and domestic, has been good, and prices are sustained. There is quite an export enquiry, but prices are hardly up to what millers want. Mill feed seems to be wanted.

Millers are having sale for all they make. The city mills are running full time.

Railroad receipts have been: 30 cars of wheat, 5 cars of corn, 10 cars of oats, 1 car of hay, 1 car of straw.

The local market is 72c for wheat at mills. C. G. A. Voigt.

The Boys Behind the Counter.

Ironwood—Chas. Peterson, who has been connected with the grocery department of the Ironwood Store Co. for twelve years, has resigned to take a similar position with Olson Bros.

Coldwater—C. Long, who has been head clerk in Freidman & Co.'s store, has finished his year there and has begun work at Woodward & Co.'s store.

Quincy—M. J. Condra, Jr., has resigned his position with Pearce & Lyon, where he has had charge of their shoe department, and gone to Adrian to take charge of the shoe department of Wood, Crane & Wood.

Battle Creek—Albert Henry, formerly clerk with C. B. Whipple, has taken a position in the grocery store of James Redner.

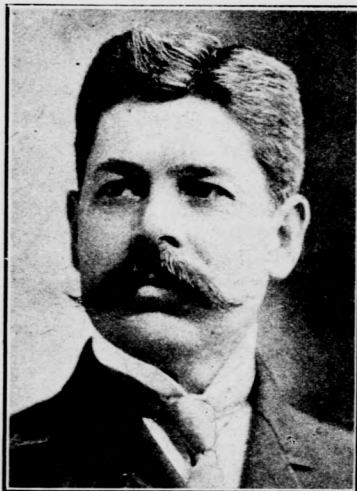
Shepherd—Ernest W. Mills, of Midland is clerking in the drug store of J. D. McKenna.

Three Rivers—Fred Moss has resigned his position as salesman at

Kapp's shoe store. Amasa Dukette, of Mendon, has taken his place.

Dowagiac—Charles Tuttle has transferred himself from the White Front dry goods store to the Economic store.

General Selling Agent of the Banigan Line.



Edward R. Rice, General Selling Agent of the Banigan Rubber Company, with stores at Buffalo and Chicago.

The Tradesman is informed that the 10 per cent. reduction in fire insurance rates, which took place about two years ago, will shortly be abrogated and rates restored to the former basis, due to an agreement which is practically concluded between leading representatives of the insurance companies and the State Insurance Commission.

Clare Courier: H. T. Carson has quit the employ of A. S. Rhoades and is now traveling salesman for the wholesale house of Marskey Bros. & Co., Limited, of Saginaw. His territory is Michigan, Wisconsin and Indiana.

F. H. Counter, former landlord of the Dexter House, at Grand Ledge, has assumed control of the American House, at Mason, having purchased the property of David Erwin.

If a man knows where he lost his appetite he would stand a better chance in finding it.

A padded census in an expansion city is not worth the padding.

Some people give sharp answers for fear of being called dull.

Summer wants to linger in the lap of fall and keep it warm.

Business Wants

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

BUSINESS CHANCES.

FOR SALE—ONE SET DAYTON COMPUTING scales and one medium-sized safe. Address C. L. Dolph, Temple, Mich. 522

HOTEL FOR RENT OR SALE—STEAM heat, electric lights, hardwood floors, etc.; located in Bessemer, Mich., county seat Gogebic county. Address J. M. Whiteside, Bessemer, Mich. 523

WANTED—TO BUY BANKRUPT STOCK dry goods or dry goods and shoes, former line preferred. Address, with particulars—size of stock, etc.—Box 91, Mason, Mich. 519

FOR SALE—STOCK OF BOOKS, STATIONERY, wall paper, etc., and only complete news depot in town; also daily paper route; a good paying business and an excellent opportunity for the right party. Ill health the only reason for selling. Write or call on M. Van Putten, Holland, Mich. 521

FOR SALE—GENERAL MERCHANDISE stock, invoicing about \$8,000, store building and fixtures. Stock is in A1 shape. Trade established over twenty years. Would accept house and lot or farm in part payment. Splendid chance for the right person. Reason for selling, wish to retire from business and take a needed rest. Address No. 520, care Michigan Tradesman. 520

FOR SALE—FINE DRY GOODS BUSINESS. Stock will invoice \$18,000. Will reduce it. Best city in Michigan of 20,000. Cash trade sales \$40,000 per year. Will sell all or half interest. Have other business to look after. If you do not mean business don't write. No attention paid to trades. Address No. 518, care Michigan Tradesman. 518

DRUG STOCK WANTED INVOICING from \$500 to \$1,200; small town preferred. Write quick. Address P. H. D., care Michigan Tradesman. 517

FOR RENT—A GOOD BRICK STORE building centrally located in a good business town. Address Mrs. E. F. Colwell, Lake Odessa, Mich. 516

FOR SALE—DRUG STOCK INVOICING fifteen hundred (\$1,500) dollars, in Southern Michigan. Will retain half interest or sell entire stock. Good place to make money. Reason for selling, have other business. Address No. 515, care Michigan Tradesman. 515

DRUG STORE FOR SALE—GOOD LOCATION; nice clean stock. Reason for selling, other business. Address No. 514, care Michigan Tradesman. 514

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, RUBBERS, 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 \$1,300. 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 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

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. Medalle, Mancelona, Mich., or Jas. Campbell, Giant Clothing Building, Grand Rapids, Mich. 498

STORE TO RENT IN LANSING, MICH. 106 Washington avenue, size 24 x 65. Will rent for boot and shoe business; this is the very best location; now occupied by clothing but will be vacated by Sept. 15. Write Geo. H. Sheets, Grand Ledge, Mich. 495

FOR SALE—FRUIT FARM NEAR TRAVERSE 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—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; CENTRALLY 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 GENERAL 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

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' EXPERIENCE, acquainted with several departments, desires store or office position in Central or Southern Michigan. Write for particulars. Address No. 502, care Michigan Tradesman. 502

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

The demand for our

High Grade Show Cases

is so great that we have

Removed to
More Commodious Quarters

Corner South Ionia and Bartlett Streets,
Two blocks from new Union Depot.

We have doubled our capacity and purchased SEVERAL THOUSAND DOLLARS' WORTH of new, improved machinery, including a

Big Cylinder Sander

When you come to the State Fair or whenever you visit Grand Rapids call and inspect our plant and our complete line of show cases and office fixtures.

Grand Rapids Fixtures Co.

William Reid

Importer and Jobber of Polished Plate, Window and Ornamental

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Paint, Oil, White Lead, Varnishes and Brushes

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Resident Manager

GAS AND GASOLINE MANTLES

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

Glover's Wholesale Merchandise Co.
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Holiday Goods

We have on display a complete line of everything suitable for Christmas trade, consisting in part of Fancy China, Dinner Ware, Glassware, Leather, Celluloid and Fancy Goods, Dolls, Books, Games, Toys, etc.

We handle all our lines on a strictly commission basis, representing the leading manufacturers in their various products, and we cordially invite you to call upon us and see for yourself the difference in prices between our up-to-date methods and the usual channels.

You can make one good profit on your goods by placing your orders with us.

Frank B. Taylor Co.
Importers & Commission Merchants
135 Jefferson Ave., Detroit, Michigan

Rempis & Gallmeyer Foundry Co.

Manufacturers of all kind of
Lawn and Park Settees and Vases, Iron, Brass and
Aluminum Castings

60 to 68 NORTH FRONT ST.

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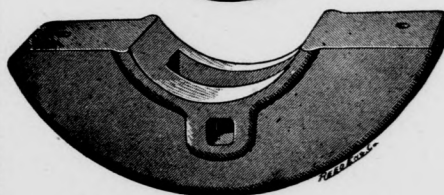
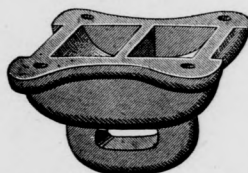
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Sleigh
Knees**



"Standard"



The "Lumberman" Detached

The "Standard" has been in use eleven winters and has given good satisfaction to the sleighmakers. It has found a ready sale in various parts of the country and the call for it will be increased wherever sleighs are in use.

Our "Lumberman" knee is designed and adapted for extra heavy logging service, and makes the stoutest sleigh for woods work. The knee has a square socket which fits between two blocks and rests on both the runner and blocks. The blocks are 5½ inches apart and 3¼ inches wide, any desired length. Four inches from top of runner to bottom of knee.

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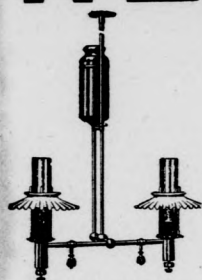
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Manufactured Under U. S. Letters Patent.
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100 Candle-Power Light for 25c a Month.

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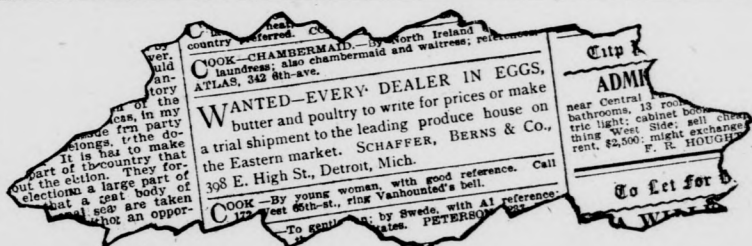
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Fleischmann & Co.'s Compressed Yeast



Strongest Yeast
Largest Profit
Greatest Satisfaction

to both dealer and consumer,

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Fibre Butter Packages

Convenient and Sanitary

Lined with parchment paper. The best class of trade prefer them. Write for prices to dealers.

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OLD RELIABLE **B.L. CIGAR** ALWAYS BEST.

TRADE WINNERS FOR 1900

Rich Fancy Goods, Toilet Cases, Collar and Cuff Boxes, Shaving Outfits, Manicure Sets, Glove and Handkerchief Boxes, Necktie Cases, Celluloid Novelties, Real Ebony Articles, Ebonized Fancy Goods, Sterling Silver Novelties, Art Metal Wares, Fancy Mirrors, Candelabra, Ink Stands, Writing Desks, Work Boxes, Pearl Novelties, Gold Pens, Fountain Pens, Fancy Baskets, Photo Albums, Scrap Books, Autograph Albums, Medallions, Silver Plated Ware, Nut Picks and Cracker, Fruit Knives, Smokers' Articles, Leather Goods, Pocket and Bill Books, Purses and Chatelaines, Holiday China, Cups and Saucers, Ornamental Pottery, Bisque Figures, Holiday Perfumery, Perfume Atomizers, Toilet Articles, Bulk Perfumery, Druggist Sundries, Fine Stationery, Games and Blocks, Home Amusements, Dolls and Toys. Positively the largest assortment in Michigan. Juvenile Books, Miscellaneous Books, Holiday Booklets, Fancy Calendars, Christmas Cards. See our Holiday Circular for further particulars of the various lines.

A Holiday Line Unequaled

FRED BRUNDAGE,

Wholesale Druggist, Stationery
and Holiday Goods,

32-34 Western Ave., Muskegon.

We take pleasure in announcing that our New Line of Holiday Specialties for the Season of 1900 is now ready for inspection in our Daylight Sample Room (3,000 square feet) and, so far as possible, will be shown by our travelers on the road. Our Assortment—always large—is this season more complete than ever, and comprises everything desirable in holiday articles, especially selected to meet the requirements of the Drug, Stationery and Bazaar Trades. As there is every prospect of a large business, would advise our friends to place their orders early for immediate or later shipment. A personal visit to our Sample Rooms will be found the most satisfactory way to make selections and to those who favor us with a call a liberal expense allowance will be made on their holiday purchases.

Kindly advise us in advance, if convenient, the date of your proposed visit, so we can arrange to wait upon you promptly. We solicit your orders for any goods in our line.

FRED BRUNDAGE, MUSKEGON, MICH.

Prompt Shipment. Liberal Terms.

Everything at the Right Price

Holiday Announcement

Our assortment of Holiday Goods for this season's trade is complete, and we have on sale the Largest and Brightest line of

Bric-a-Brac

Art Pottery

Bohemian Glass

**Novelties in French and
German China**

we have ever offered. Our Michigan representatives are now in the State with complete sample lines, and we will be pleased to make arrangements for you to see them. Write for particulars.

Kinney & Levan

Importers and Jobbers in Crockery, Glass, Lamps and
House Furnishing Goods
Cleveland, Ohio

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 Decorated China.

Bohemian Cut and Decorated Glassware.

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.

