

Little People Are Hard on Rubbers

That's why we make our "School Line"

Misses 2 buckle School Arctics	- - - -	72 cents
Childs 2 buckle School Arctics	- - - -	61 cents
Misses School Sandals	- - - -	33 cents
Childs School Sandals	- - - -	27 cents
Misses School Oneida	- - - -	38 cents
Childs School Oneida	- - - -	31 cents

A similar shoe also made in Womens

The above goods are made with double thick soles and heels and corrugated toe cap and heel reinforcement and are built for service.

They Will Outwear Any Two Pairs of Ordinary Rubbers Made.

Samples sent prepaid.

THE BEACON FALLS RUBBER SHOE CO.

207-209 MONROE ST., CHICAGO, ILL.

Makers of "Trust-Proof" rubbers, sold direct to the trade.

IF YOU ARE GOING TO THE

Buffalo Exposition

Royal Tiger, 10c

BE SURE AND TAKE
A SMOKER'S SMOKE

Tigerettes, 5c

AS THERE WILL NOT BE ANYTHING THERE TO EQUAL THEM.

Phelps, Brace & Co., Detroit, Michigan

The Largest Cigar Dealers in the Middle West

EGG Baking Powder

Nearly every dealer who has corresponded with us has bought from us and every dealer who has bought is satisfied and so are his customers.

EGG
BAKING POWDER

Home Office, 80 West street, New York.
Western Office,
523 Williamson B'dg, Cleveland.
Branch Offices:
Indianapolis Detroit
Cincinnati Fort Wayne
Grand Rapids Columbus

Ask us for quotations

On Street Car Feed, No. 1 Feed, Meal, Corn, Oats, Gluten Feed, Cotton Seed Meal; any quantity, large or small. Prompt shipment.

Walsh-DeRoo Milling Co., Holland, Mich.

A. B. KNOWLSON,

—Wholesale—

Portland Cement, Lime, Land Plaster, Stucco, Fire Brick,
AND ALL KINDS OF BUILDING MATERIAL.

Write for delivered prices.

OFFICE: COR. PEARL AND MONROE,

GRAND RAPIDS, MICH.

If you want to secure more than

\$25 REWARD

In Cash Profits in 1901, and in addition give thorough satisfaction to your patrons, the sale of but one dozen per day of

FLEISCHMANN & CO.'S
YELLOW LABEL
COMPRESSED YEAST

will secure that result.

Grand Rapids Office, 29 Crescent Ave. Detroit Office, 111 W. Larned St.

Grocers Will Please Commit to Memory

ROASTED AND PACKED BY
DWINELL-WRIGHT CO.
PRINCIPAL COFFEE ROASTERS
BOSTON, MASS., U.S.A.

The most reliable Coffees—those best developed—the most excellent Coffees—are roasted and packed by Dwinell-Wright Co., Boston—with Western offices in Chicago. This firm, one of the oldest in the United States, does not confine one's selection to a few brands—as do many of its contemporaries—but offers a choice from **Over Forty Different Coffees**—from which the grocer can pick those best adapted to his peculiar needs; quite an advantage, isn't it? Dwinell-Wright Co., it must be remembered, has done more to promote the sale of good coffees than any other firm in the world, and its business reputation and the completeness of its modern facilities far exceed those of its competitors. Certainly a plausible reason why it can serve the trade at competitive figures and with dependable coffees. Your next duty obviously will be to buy Dwinell-Wright Co.'s Coffees.

The following houses are exclusive agents for Dwinell-Wright Co.'s Boston Roasted in the State of Michigan:

OLNEY & JUDSON GRO. CO., Grand Rapids, Mich.

C. ELLIOTT & CO., Detroit, Mich.

B. DESENBERG & CO., Kalamazoo, Mich.

SYMONS BROS. & CO., Saginaw, Mich.

JACKSON GROCER CO., Jackson, Mich.

MEISEL & GOESCHEL, Bay City, Mich.

MICHIGAN TRADESMAN

Volume XVIII.

GRAND RAPIDS, WEDNESDAY, MAY 29, 1901.

Number 923

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

Wholesale Ready Made Clothing
Nearly all kinds, for all seasons, for Men, Boys and Children. Meet
WILLIAM CONNOR
who will be at Sweet's Hotel, Grand Rapids, June 1 to 3, and you will see a large line of samples to select from. Customers' expenses allowed. Or if you prefer, write him, care Sweet's Hotel, and he will call on you. He pays prompt attention to mail orders.

A. BOMERS,
Commercial Broker.
And Dealer in
Cigars and Tobaccos,
157 E. Fulton St. GRAND RAPIDS, MICH.

Knights of the Loyal Guard
A Reserve Fund Order
A fraternal beneficiary society founded upon a permanent plan. Permanency not cheapness its motto. Reliable deputies wanted. Address
EDWIN O. WOOD, Flint, Mich.
Supreme Commander in Chief.

13 ONLY
13 Genuine Bargains
If you use a Cost Book you will never get another such bargain as we are offering—13 books only are left. When they are gone you will pay four times our present price if you get one. Write for sample leaf and particulars.
BARLOW BROS.
Grand Rapids, Michigan

ASSOCIATE OFFICES IN ALL PRINCIPAL CITIES

Commercial Credit
Private Credit Advances
Collections and Commercial Litigation
References: State Bank of Michigan and Michigan Tradesman, Grand Rapids, Mich.
Collector and Commercial Lawyer and Preston National Bank, Detroit.

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

Tradesman Coupons

IMPORTANT FEATURES.

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THE PHILOSOPHY OF HISTORY.
Two different theories have been advanced by students of the philosophy of history in regard to the origin of decisive forces or influences in the development of civilization. According to one of these theories, progress is usually due to the initiative of individual genius; according to the other, the passage of human society as a whole through successive stages of growth is determined by the operation of causes which were inherent in its germ and which can be only temporarily arrested by personal effort. At a time when "world-movements" and "world-changes" are phrases in common use, and undoubtedly exercising more or less fascination over the popular imagination, it is likely that the second of these theories will be accepted by the majority of those who think about the matter at all as the more reasonable of the two. It is, however, easy enough to make out a strong case for the other side. Gunpowder, the art of printing, the discovery of America, the power-loom, the steam engine, telegraphy and the other practical applications of electricity may all be traced to individual discoverers and inventors, and certainly it would be difficult to name any agents that have been more potent than these in determining far-reaching and enduring changes in the modern world. Moreover, nearly all great conquests of arms and decisive battles are inseparably associated in the minds of men with the names of certain famous military leaders. And who, it may be asked, can account for the genesis of genius? "The poet is born, not made." No one doubts the truth of that old maxim; but, in reality, it is a general truth, applying with equal force to genius in every sphere of human endeavor. The painter, the sculptor, the great musical composer, the orator, are all born, not made; although they all may owe much to careful training and their own personal assiduity. But genius is not an inheritable trait. It makes its appearance in the most unexpected places and often apparently under the most un-

toward conditions. It flourishes alike under despotic and liberal forms of government; but no school or university has the secret of its production. How, then, can it be explained by the operation of general laws or by the action of persistent forces?

On the other hand, it may be argued that the world generally is governed by necessities and desires that are common to all men rather than by exceptional displays of individual power. Cold and hunger are taskmasters, and with their sharp goads urge on the march of progress. Men work, first of all, because they know that they will suffer if they remain idle. The discoverer and inventor do something to lighten the burdens of labor; but it is the general necessity, the inexorable demand for toil, which gives them their opportunity and brings them to the front. Again, all men love beauty, and it is to this susceptibility that the artist appeals. But he does not create beauty; he merely discovers and masters its finer modes of expression. His appeal is to the public, which in its turn discovers him. The same principle applies to freedom and its great exponents and champions. All men desire to be free, and this desire has declared itself in political institutions, in written and unwritten constitutions, in wars and revolutions. But the desire for life and comfort and the love of beauty and freedom are general human traits, not individual peculiarities. They are strong and enduring forces, inspiring genius and making history. In the next place, it is to be observed that the actual course of progress, the exact direction of its movement, is largely the result of uncalculated and unforeseen conditions. The individual will may be free, but the conflict of many wills leads to conclusions that no one has anticipated or imagined. So it may be that the world sometimes builds more wisely than it knows, and unconsciously advances towards better things than it had dreamed of in its philosophy.

It remains true, however, that the character of the civilization of any age is in great part, if not entirely, the reflection of its ideals of life. "The history of philosophy," said a great thinker, "is the philosophy of history." No one man can control the course of events; but no one should make up his mind on that account simply to drift with the tide. There is too much disposition, perhaps, in certain quarters to accept the seeming logic of events as conclusive against all other reasoning. As a matter of fact, the world changes from day to day, and within one hundred years many things now regarded as "strictly up to date" will have become impracticable and effete. Meanwhile, no evil, nothing that is a source of wrong or suffering, should be regarded as necessarily permanent. "My faith in time is large," said Tennyson. It is wise to hope.

Remarriage of divorced persons within a year after the granting of the decree has been forbidden in Wisconsin.

GENERAL TRADE REVIEW.

In spite of the depression in stock market dealings resulting from the Northern Pacific panic and the uneasiness on account of the machinists' strike and threatened labor disturbances in other lines, there is really no abatement in the general tide of manufacturing and distribution. Money in the hands of the farmers makes an unprecedented demand for agricultural machinery and tools and the tide of promoting in transportation, especially by electricity, keeps the hum of industry at the highest. There is much individual inconvenience and suffering on account of the machinists' strike, but it has had but little effect as yet on the whirl of activity.

Stock market operations are quiet as compared with those preceding the panic. But, as compared with a year ago, sales are double even now. Prices have really declined but little and when any leading stock shows a material decline it is met by a demand which quickly restores it to its place. Investment buying is still an important feature. In saying that the market is dull it is only in comparison with the recent phenomenal activity. Values made a slight improvement as a whole during last week, but there is a more pronounced dulness with a downward tendency the first days of this week.

The only conservative factors in the iron and steel trades are the labor disturbances and uncertainties. The steady pressure of demand is pushing works to the utmost; many supplementary orders and unexpected demands are constantly materializing. But there is a limit above which it is not safe to push prices. Operators have learned from preceding experience that it is not well to endanger the limit, but the suicidal policy of the labor combinations threatens to work the destruction avoided by their employers. Minor metals have shown stronger tendencies, tin having advanced to 28 cents in London.

The woolen situation is more encouraging as to staple lines, but there is much complaint in fancy goods and worsteds. Demand for fall wear has increased activity in the Boston market. The outlook for cotton products is no more favorable than in recent weeks, many spindles being idle with no immediate prospect of resumption. Another week of exceptional activity among shippers of footwear from Eastern shops made total forwardings in three weeks 308,176 cases, against 208,082 in the same weeks of 1900. The increase of 50 per cent. was not so much the result of unusual activity at the factories, which have been fully employed for some time, as of the importunities of buyers to secure goods already purchased but allowed to remain in first hands until required.

The Supreme Court of Massachusetts holds the use of "trading stamps" by merchants not to be illegal, and intimates that a statute prohibiting their use could not square with the constitution.

Getting the People

Tendency to Over-Elaboration in Type Display.

In his zeal to take as much pains as possible with the work of his advertising customer it is common for the printer to use the utmost ingenuity at his command to produce a masterpiece of typographic elaboration for the space to be occupied. The advertiser often unconsciously contributes to this tendency in expressing the desire that it be set up as well as possible. Often the printer is unconsciously led to over-elaboration by trying to meet the expectation for something fine when only the plainest is suitable.

I have often had occasion in these columns to condemn the use of ornamental letters. For advertising display the plainest, clear cut types are the most suitable. There is something incongruous in a shaded letter or a letter surrounded by filagree or ornaments, but this is a principle many are slow to learn. I do not mean to say that all but plain, black letters should be excluded, many of the new open series are good for some work; but these can hardly be called ornamental—they are made in outline simply to reduce the color for certain places. With harmonious black designs these may be made very effective.

The advertising cases are not places for "rule twisters" and mechanical picture makers. One objection to the employment of his work is the fact that it could not be afforded every week. Thus, when he has produced an exceptionally fine(?) result it must stand long enough to make it pay and so the space is wasted by the repetition of that which has no interest for the artistic sense and no other element of novelty or attractiveness.

If an advertisement is to stand in a paper, do not let it be one of these typographic elaborations. A plain, well-balanced, sensibly-worded advertisement will have value in repetition, although usually change would be better, but the sooner a complication of ingenious type forms makes its disappearance the better. Often the best display is in occupying the space with plain display lines and paragraphs. In some cases a border may be added. It should be kept in mind that the principal use of a border is to give a distinction to the space by separating it from its surroundings. Generally speaking the plainer the border the better—the ornamentation generally serves little good purpose aside from reducing what would be too harsh a color. The border should always have plenty of room.

Then, for the advertisement itself, the best ornamentation that can be employed is the use of plain paneling to set out certain portions. This should always be set square with the space. Introducing diagonal lines or setting oblong panels at an angle never produces a pleasing or profitable result.

It is the same with curved rules and lines. The principle of typography is the use of the square. To try to introduce effects in curves and other imitations of engraving or lithography is to introduce an incongruity which does violence to the artistic sense, often without our knowing why. It is better to frankly recognize the natural limitations of the medium we employ for our work, and in doing this enough is given us for all the needs of artistic effect and variety.

HIRSHMAN'S HIRSHMAN'S

shirt waists

Now as the weather is getting to be more like summer we will talk Shirt Waists to you. We have them in all the leading styles and prices, also a lot of waists to close out at less than it will cost you to make them. They are all put in a bargain box, where you will find

Shirt Waists worth \$1.25 and \$1.00 for	79c
Shirt Waists worth 75 and 85c for	59c
Shirt Waists worth 50 and 60c for	39c

You will find some elegant values in these waists. Come and try one. A fit guaranteed.

skirts

We have an elegant line of Ladies' Skirts which we will make a run on for a short time. Look them over. Suits for ladies at very low prices. Also very low prices in women's, misses' and children's Underwear and Hosiery.

millinery

We are headquarters for Millinery. Everything up to date, stylish and new, and our prices lower than at any other millinery store in Central Lake without exception. Come and see Miss Sanderson at our store if in need of anything in this line, and if we have not got it she will make it for you tasty and cheap.

clothing dept.

Do not forget that our Clothing Department is full of bargains, in all the leading summer styles. Our Shoes are going at same low prices as last week. Come and get a pair before they are all gone, as these values are not offered every day. Hats, Caps, Underwear, Carpets and Linoleum, Oil Cloths, and everything carried in a general store, you can find in abundance at Hirshman's.

J^o Hirshman's

Main St., Central Lake.

Hanselman's

Chocolates

and Bon Bons

For Sale Everywhere.

"VERY BEST"

IS THE
IDEAL HOME FLOUR

It makes PERFECT BREAD, delicious rolls, and the finest of flaky piecrust. Sold with a guarantee that it will be satisfactory. If it isn't, bring your empty sack and get your money back.

The highest market price paid for wheat, corn and oats. Clover and grass seeds for sale at the mill.

INTERMEDIATE VALLEY ROLLER MILLS.

A. F. WALLBRECHT, Proprietor, Central Lake.

Soft Wood

Elm Black Ash Oak

Just the wood for this kind of
weather—TRY ONE BOARD

LANSING FUEL CO.

FARM MAGHINERY..

I have the agency for the Osborne Machinery. See me before you buy. I can supply you with Reapers, Mowers, Hay Rakes, Cultivators, etc. at prices that are right.

Drop in and examine the and improved sleighs we are turning out. Best thing in the shape of a sleigh ever put on the market. You don't need them just now but you will next winter and we desire to show you the merits of our sleigh.

GEO. SNELL

THOMPSONVILLE.

It's a
Short Cut
From Courtship
To House-Keeping.

We might not be able to make any satisfactory suggestions in the first part of the program, but when it comes to the last

We are
Strictly In It

and can help you furnish part of your house economically. Furniture and carpets are indispensable—the former, especially—and no one can

Successfully
Go to House-Keeping

without us. Our line embraces: Parlor, Bedroom and Dining Sets, Chairs, Couches, Carpets, Curtains, Rugs, Picture Frames and in fact

Everything
Pertaining to the
Furniture Business.

Laying of dead we can "sit you out" easily, cheaply and with all necessary dispatch.

J. W. MATHEWSON.
Thompsonville, Michigan.

Fit For a King's Table.



No monarch can enjoy better than you can get if you buy of me. There cannot be made any better bread than we sell. We use the best flour, the best yeast, and great care. Can't have anything more can you? We

Wholesale and Retail Baked Goods.

Phone and mail orders promptly delivered. ICE CREAM SODA ALWAYS ON HAND. Give us a call.

Vienna Bakery.

Thompsonville.

A reasonable and well-written advertisement is that of Jo Hirshman, which beads the list. I think the reference to the fact that the prices are less than it will cost customers to make waists is good, but I am prejudiced against the use of the bargain idea. However, the test is whether it sells goods and if it did not it would probably not be used. As a whole the advertisement is spirited and businesslike and the display separating the paragraphs makes readable what ordinarily would be pretty long. The printer has done his work well, especially as to a judicious use of white space. The omission of the capitals in the display lines is one of the new innovations, like the omission of pauses, which it takes a little time to get used to, but the effect is not bad in this case. Taken altogether I consider the advertisement an exceptionally good one in both writing and printing.

Hanselman uses one of the homely new styles of letter that are now so fashionable, and makes his statement in the fewest possible words. If this could have a place away from advertisements with a similar display, the effect would be strong.

A. F. Wallbrecht writes a strong flour advertisement, in which he is well seconded by his printer. The writer has said just enough, and said it in the right way. The printer has done well in his use of white space. The only fault I have to find in his display is the use of a sloping letter in the signature, and that is not a serious defect.

Lansing Fuel Co. gives its printer just enough wording for him to make the best display in his space. The adherence to gothic letter throughout is especially to be commended. The advertisement is a model of its line.

Geo. Snell is inclined to apologize for the unseasonableness of his sleigh talk. I am inclined to think its omission would have been better. Had he lessened the amount of his writing by the second paragraph, there would still have been enough amply to fill the space. It is well to confine one's energies to seasonable lines when possible and to reduce his efforts to the fewest articles of immediate interest. Going off on another subject spoils what would have been a well-worded and effective advertisement. As it is white paper would be better than the ornaments with the upper lines.

J. W. Mathewson introduces his furniture advertisement with a pleasant allusion which may be all right for a change. I don't quite see the meaning of his limiting his furnishing to part of the house when he claims everything pertaining to the business. His printer is a good one and knows how to handle such matter with good effect. I should have put the signature in a letter corresponding with the rest.

The Vienna Bakery makes a strong point in its statement which can not fail to be attractive. The printer's work is in good style and the result harmonious and suitable.

Why a Girl Cannot Throw.

Discussing the inability of girls to throw a ball like a boy, a leading physician remarked: "It is a physical impossibility for a girl to throw strongly and accurately, as a boy throws," he said. "A girl throws with a rigid arm, and it is out of the question for her to acquire a free movement, such as is possible with a boy, because her collar bone is larger and sets lower than a boy's. In other sports, where this action is not brought into play, she may excel; but she may as well give up all hope of ever learning to throw."

Couldn't Find the Corkscrew.

They live pretty well out south, in a handsome home, but not near enough to an engine house to be "handy in case of accident." As the house is their own and their all, the husband had been somewhat in terror of a blaze for some time. So he laid in a stock of hand grenades, those little glass bottles which are supposed to put out any fire that may start.

One day the blaze came. The cook started it in the kitchen; then she fled howling to her room and began to pack her trunk. The wife prides herself on her ability to keep her head, so first she stepped to the telephone and turned in the alarm and then she went for the hand grenades.

When the fire department did arrive the men found her standing over the sideboard rummaging through the drawers. Copious streams of water soon drowned the blaze and ruined the lower floor, and the department left. Still she rummaged. Her husband came, called by the 'phone girl. He saw her there.

"Why, my dear girl," he said, "why didn't you use the hand grenades and stop the fire as soon as it started? Then the whole lower part of the house wouldn't have been soaked."

"John," she responded icily, "if you would just keep the corkscrew where it belongs, I could use the horrid old grenades. But it is gone and how was I to open them?"

A Frank Advertiser.

A gentleman who has a Christian spirit and a horse for sale advertises as follows in a Minnesota paper:

We have a good family driving horse for sale, providing you carry insurance.

He is not over-particular as to feed. In fact, he prefers our neighbors' haystacks and corncribs to our own.

We feed him whenever we can catch him, which is seldom.

He is partly gentle. The other parts are not, and you must govern yourself accordingly.

We will throw in the derrick and telegraph pole combination which we use to hitch him up with.

If you are fond of driving we would advise you to engage a cowboy that owns a fast horse to do your driving, and be sure and get on top of the barn before he begins to drive the horse.

For price and coroner's address apply to the owner.

It is evident that the pernicious doctrines of David Harum have not taken root everywhere. Furthermore, there will be no excuse for a damage suit if this advertiser ever succeeds in disposing of the goods. In view of the present-day greed for gain, all this is highly encouraging.

Quick to Learn.

A bride and groom who recently went to housekeeping on Cedar avenue are blessed with a maid of all work who is fresh from the Emerald Isle. This is her first "place," and her ignorance of domestic affairs is only equalled by her adaptability and her cheerful willingness to learn. At first she didn't know the names of the ordinary household utensils, even mistaking, on one occasion, when there was company at dinner, the ice pick for the carving steel. One day last week the bride had been doing some shopping, and among other things she bought an umbrella stand for the vestibule. It was late when she reached home.

"Did any packages come?" she asked.

"Yes, mum," was the reply. "The wagon cum wid th' cuspidore fer th' umbrellies."

His Average All Right.

"You wear a remarkably small hat, sir," the salesman said. "It's a 6¾, and that's the smallest size they make for men."

"I know it," replied the customer, "but you'll find I average all right when you come to selling me a pair of shoes. I wear No. 10."

Decorate==Illuminate Celebrate

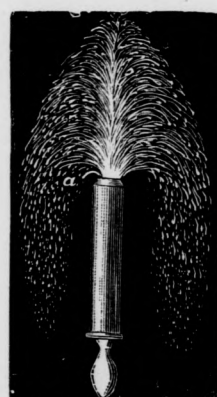


Fred Brundage,

Wholesale Druggist,
Stationery and
Holiday Goods

32 and 34 Western Avenue, Muskegon, Mich.

Western Michigan Headquarters for



FIREWORKS

Fire Crackers, Torpedoes, Toy Pistols, Caps, Blank Cartridges, Pistols and Revolvers, Flags, Lanterns, Balloons, Festooning, Paper Garlands, Plumes, Helms, Decoration and Celebration Goods.

Our stock this season is more complete than ever, including the latest novelties of all manufacturers.

Exhibition Displays

For any amount supplied
on short notice.

Estimates

For public displays with
program and suggestions
for firing, giving best possible
effects for amount
invested, a specialty.

SATISFACTION ALWAYS



Headquarters for

FLAGS

All Kinds
All Sizes All Prices

Don't fail to order some of the wonderful

Whistling Fireworks and Whistling Cannon Crackers

All with new and startling effects.

See our big line of new
FIREWORKS NOVELTIES
to retail at 1c to 10c

The celebrated Up-to-Date Cannon
Crackers and Salutes, loudest and best.



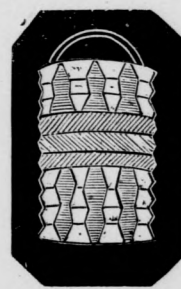
Look out for short-weight Fire
Crackers this year.

Net Trade Price List

Mailed on application
to dealers only.

All goods carried in stock.

Order at once to insure prompt
shipment.



Illustrated
Catalogue on
Application

Around the State

Movements of Merchants.

Ida—John Albright has sold his meat market to E. F. Slayton.

Honor—F. H. Krempel has sold his meat market to Paris E. Wells.

Alpena—Christian Olson succeeds Stevens & Olson in the grocery business.

Ithaca—C. E. Goodwin succeeds C. E. & F. W. Goodwin in the drug business.

Ludington—The Ludington Novelty Co. is succeeded by the Carron-Archarena Co.

Carleton—P. J. (Mrs. E. S.) Sherrill has sold her grocery stock to Chas. Mooney.

Greenland—Harvey Chown, of Kingston, Ont., has engaged in the hardware business.

St. Johns—Lewis Sawady has purchased the grocery stock of Thos. H. Waldron.

Munith—Michael Yake has removed his jewelry and boot and shoe stock to Pinckney.

Brent Creek—G. L. Clapp has purchased the general merchandise stock of F. I. Browne.

Detroit—A. R. McKenzie, proprietor of the Union Grocery Co., is succeeded by LaFayette Casler.

Marshall—Amos W. Hoffman has purchased the meat market of the estate of the late Geo. Collins.

Coe—Leonard Bros. is the style of the new firm organized to succeed Leonard & Hart in general trade.

Swartz Creek—A. D. Salisbury & Co., dealers in general merchandise, have sold out to Davison & Donelson.

Ypsilanti—Willis E. Scott has purchased the interest of his partner in the grocery firm of Amerman & Scott.

Wayland—Mrs. C. B. Burlington will open a meat market in the building occupied by the Burlington Seed Co.

Tawas City—Murphy & Kulazenski have purchased the grocery, crockery and notion stock of Geo. W. Koenig.

Coldwater—D. P. Herlan has purchased the interest of his partner in the confectionery business of Herlan & Wharton.

Ashley—Tiffany & Bowker succeed Mary J. (Mrs. D. W. C.) Tiffany in the furniture, undertaking and wall paper business.

Bellevue—W. H. Newton has purchased the interest of his partner in the general merchandise firm of Newton & Luscombe.

Sault Ste. Marie—Calhoun Bros., late of Seattle, Wash., have engaged in the grocery and fruit business on Ashmun street, south.

South Haven—Fred Niffenegger has purchased a half interest in the Central meat market and the firm name will be Niffenegger Bros.

Detroit—The Willard K. Bush Co., manufacturer of pants, overalls and shirts, has increased its capital stock from \$20,000 to \$50,000.

Muskegon—Henry Jacobs, formerly engaged in the drug trade at Constantine, has taken the management of Mrs. Boyd's drug store.

Port Huron—Wilbur Sylvester will enlarge his drug store by utilizing the space occupied by the coal and wood office of E. R. Wheeler.

Clare—The grocery firm of Brown & McKinnon has been dissolved. Mr. McKinnon continues the business at the old stand and Mr. Brown will open a grocery store in the Callahan building.

Galien—Glen Smith has sold his notion and grocery stock to B. D. Denison. Mr. Smith will go to Colorado for the benefit of his health.

Ocqueoc P. O.—A. J. Cole has engaged in the general merchandise business at this place. He purchased the stock of Annie (Mrs. J. H.) Fitch.

Clare—Wm. H. Bicknell & Co., dealers in groceries and crockery, and the dry goods, clothing and shoe firm of the Bicknell Co., have merged their business into one concern under the style of Bicknell Bros. & Co.

Lansing—A. A. Morse, formerly of the Opera House pharmacy, and Fred Weinmann, recently employed by Gardner & Robertson, have purchased of James J. Baird the Butler Block pharmacy, at the corner of Washington avenue and Kalamazoo street.

Holland—Herman VanArk and M. Notier have formed a copartnership and engaged in the clothing, hoot and shoe and men's furnishing goods business. They will occupy the new building now in process of erection on the site recently acquired by Mr. VanArk.

Ionla—L. E. Hall & Son will shortly erect a produce storage building, which will be used most especially for potatoes and apples. The firm purchased and shipped over 100,000 bushels of potatoes the past season. The building will be 40x100 feet in dimensions and two stories high.

Saginaw—The Valley Telephone Co. has sent out checks to stockholders, carrying a 20 per cent. dividend for the thirty months from the time the company first began collecting tolls, October 1, 1898, to March 31, 1901, making in effect an 8 per cent. annual dividend. The net earnings that remain after the payment of the dividend will be passed to the surplus account.

Saginaw—C. G. Graham, of Chicago, who is connected with J. V. Farwell & Co., of that city, and other gentlemen were in the city Monday arranging for the organization of a new dry goods company, with a capital of \$50,000, to engage in business in the store adjoining the Bearinger building. Saginaw capital is to be associated with the enterprise, and it is expected business will be inaugurated July 1 next.

Bellaire—The partnership existing between M. J. Flanely, S. H. Beech, Fred D. Flye and Fred J. Meyers at this place and at Elk Rapids under the style of the Antrim Hardware Co. has been dissolved. The store building and stock at Elk Rapids will become the property of M. J. Flanely and S. H. Beech, who will continue the business under the same style. Fred D. Flye will continue the business at this place as owner of the Bellaire branch of the Antrim Hardware Co.

Manufacturing Matters.

Traverse City—The Traverse City Cigar Box Co. is succeeded by W. E. Hall & Co.

Scottville—J. D. McArthur, formerly of Hart, has begun the manufacture of cream separators at this place.

Freeport—The Freeport Cutter Co. has filed articles of association with the Secretary of State. The capital is \$5,690.

Detroit—Amended articles of association have been filed with the county clerk changing the name of the Frank S. Armstrong Regalia Co. to the Armstrong Regalia Co.

Cadillac—Daniel S. Kysor and his nephew, Walter Kysor, have purchased the iron works of Wm. McAdie & Co. and will continue the business under the style of the D. S. Kysor Machine Co.

Shelby—A. J. Miksell has completed his large factory building and is equipping it with the necessary machinery for the canning of fruits of all kinds, including apples. He will begin operations next month and will furnish employment to 300 persons.

Eagle—James Fish will begin operations in his new cheese factory this week. He has engaged a practical cheesemaker to take the management of the factory who is said to be an expert maker. Mr. Fish has the assurance of support from sufficient patrons to continue the business the entire year.

Hastings—A stock company is being formed for the purpose of manufacturing the automatic boring and tapping machines invented by H. H. Burns. The capital stock will be at least \$10,000. Those interested in the new enterprise are Messrs. Lombard, Colgrove, Sheldon, Gruel, Burns, Dennis and Lichty.

Port Huron—The Michigan Sulphite Fiber Co. has given a chattel mortgage to the Union Trust Co., of Detroit, for \$100,000, to cover an issue of bonds of the same amount. The mortgage was originally given June 1, 1894, and covers all the franchises, property and appurtenances of the company in Port Huron and elsewhere.

Detroit—J. R. Hennessy, et al., manufacturers of cognac, filed a bill in the United States Circuit Court for an injunction restraining an alleged infringement of their trademark, the defendant being Elmer J. Haight. Alessandro Martini and others asked similar relief against the Standard Wine Co. in respect to their manufactured product, Vermouth. Judge Swan has granted a decree in favor of the complainants in each case.

Hillsdale—The Scowden & Blanchard Co. has been organized to engage in the manufacture of shoes. The company has purchased a site on Manning street with a frontage of 300 feet and a depth of 165 feet. The building will be 49 feet wide and 154 feet deep. The officers of the company are as follows: F. M. Stewart, President; Dr. W. H. Sawyer, Vice-President; J. W. Marvin, Secretary; Jacob Scowden, Treasurer, and F. M. Blanchard, Superintendent. It is expected that the building will be completed and the machinery installed by July 1.

Lakeview—A. McAfee has been elected Secretary and Treasurer of the newly-organized Big Bay Lumber Co., capitalized at \$100,000, which will this summer erect a saw and shingle mill at Lake Independence, twenty-eight miles from Marquette. Next spring a heading and stave mill and, in all probability, a band mill will be put in. The company owns 12,250 acres of land, from which most of the pine has been cut, and it will work up elm, cedar, spruce, birch, basswood and maple. It is estimated that there are 90,000,000 feet of lumber in sight and 100,000,000 shingles.

gles. The sawmill, which will be removed from this place, will have a capacity of 25,000 and the shingle mill from 50,000 to 100,000 capacity. The firm will give employment to a large number of men.

Monroe—A proposition was made the business men of this city that may result in the location of a sugar beet factory here. W. H. Gilbert, of Bay City, accompanied by Prof. C. D. Smith, of the Michigan Agricultural College, had a meeting with several local business men this afternoon at the Park Hotel. The proposition is to build a 600 ton factory and pay \$4.50 per ton for 12 per cent. beets and 33½ cents for each additional per cent. of sugar, if the city gets contracts for 5,000 acres of beets. To prove their good faith the proposed company which Mr. Gilbert represents will give a bond of \$100,000 to insure the construction of a factory if the city will guarantee to get the necessary acreage. The mayor and a committee of business men will meet in the council chamber Friday to arrange for securing the acreage and also to get the sentiment of the people regarding the factory. The promoters of the enterprise ask absolutely no money from the city.

The Boys Behind the Counter.

Saugatuck—G. B. Pride, who has been indentified with the pharmacy of C. C. Willets & Co., at Michigan City, Ind., for several years, has taken the management of the Woodson pharmacy at that place.

Traverse City—Walter A. Murray, formerly with F. C. Thompson, will be with S. E. Wait for several days before taking a permanent position in Jas. G. Johnson's drug store.

Kalamazoo—Frank J. Maus, of Hastings, who was recently graduated from the pharmacy school at Ada, Ohio, has come to Kalamazoo and taken a position with his uncle, F. N. Maus, in the drug store.

Traverse City—George W. C. Navarre has resigned his position in the Boston store and will go on the road for the Newland Hat Co.

Belding—Ed. Peck has returned to the employ of Lamb & Spencer, the Charlotte grocers.

Traverse City—John A. McIntosh has resigned his position in the Boston store. He will assist in the store of the Hamilton Clothing Co. for a few weeks before going to another city.

Alma—Hiram Brundge, of Crystal, has taken a position with Thompson & Sanderhoff and will have charge of their agricultural, implement and windmill department. Mr. Brundge was formerly with C. DeYoung, of Crystal.

Charlevoix—John Achert, who has held the position of mailing clerk in the postoffice at this place, has gone to Petoskey, where he has taken a position with the Petoskey Grocery Co.

Hunger is sure to come to those who sit down and wait.

M. O. BAKER & CO.

TOLEDO, OHIO

Want to buy Potatoes---Carlots.

Grand Rapids Supply Company

Jobbers of

ENDLESS CANVAS THRESHER BELTS

Suction Hose, Tank Pumps,

INJECTORS, ENGINE TRIMMING, ETC.

20 Pearl Street

Grand Rapids, Michigan

Grand Rapids Gossip

Mrs. E. T. Tucker has purchased the grocery stock of Mrs. M. A. Willard at 95 Broadway.

Otto Goetz, formerly of the meat firm of Hilber & Goetz, at 109 Canal street, has fitted up a market with all of the modern appurtenances at 123 Canal street.

Abe Hazenberg, who for the past two years has been connected with the wholesale department of the Lyon, Kymer & Palmer Co., has taken a position as house salesman and assistant stock-keeper in the wholesale department of P. Steketee & Sons.

It is reported that John Widdicomb has obtained a contract from the Singer Sewing Machine Co. to manufacture machine tops, the order aggregating a million dollars, and that his option on the plant of the Kent Furniture Co. will culminate in the sale of that property to him and that it will be fitted up with special reference to the manufacture of goods under this contract.

It is reported that the Fred Macey Co., Limited, will permit its option on the Smith property to lapse June 1, pending negotiations now in progress for the purchase of the Luce Furniture Co. plant. Those familiar with the situation are not at all backward in asserting that this is the most sensible thing for Mr. Macey to do, because it will give him a plant completely equipped, with which he can begin manufacturing the day he takes possession of the plant; whereas, owing to the delay in getting building material and the unsettled condition of the labor market, it would probably take him nearly a year before he could erect and equip a factory of his own on the plans he has had prepared.

The Furniture Combine Rapidly Going Glimmering.

The Tradesman has made a careful canvass of the situation during the past week and sees no reason why it should recede from its position of a week ago to the effect that the proposed combine is gradually becoming more and more remote. While we live in an age of surprises and it is the unexpected that oftentimes happens, the Tradesman is steadfast in believing that the sturdy good sense of the Grand Rapids manufacturers will prevent them from leaping headlong into a deal which possesses so many elements of uncertainty as the rainbow-tinted combine conceived and fostered by a man whose reputation as a manager and promoter is, to say the least, not placed beyond question by his previous undertakings.

The latest rumor is that the stubborn attitude of Julius Berkey, in refusing to accept beautifully engraved chromos—and insisting on the coin of the realm—in exchange for his holdings in the Berkey & Gay Furniture Co., has caused the promoter and his cohorts to eliminate that corporation from further consideration and resume negotiations with the Widdicomb Furniture Co., with a view to placing Wm. Widdicomb at the head of the proposed organization as President, in accordance with the promoter's original plans. It is barely possible that Mr. Flint has sent his executive officer and staff to Grand Rapids on their summer vacations, in which event no harm can come from the negotiations, but the Wall Street wizard who thinks he can inflame the

imagination or dazzle the good judgment of Wm. Widdicomb will be an older and wiser man at the termination of the negotiations. Other and better men than Mr. Flint have tried to swerve Mr. Widdicomb from the broad path of good business judgment, but in every case the long-headed Anglo-Saxon has been found to be more than a match for those who sought to make use of his ability and reputation in the furtherance of their schemes.

A significant feature of the situation is the disgust of those who were to be included in the deal over the delay and uncertainty attending the negotiations. It is claimed that the Nelson & Matter Furniture Co., for instance, has actually permitted business to slip through its fingers by reason of the time and attention it has been compelled to devote to the inventory taken at the request of Mr. Flint and the manner in which its clerks and employees have been distracted over the situation. The same is probably true of every other factory in the proposed combine. For the good of the town and the well-being of the future industry of Grand Rapids, the Tradesman will welcome the day when the trust talk is at an end and the men who have kept the market in uncertainty for five months shake the dust of the city from their shoes and transfer their machinations to some city which has not already been cursed—as Grand Rapids has been—by the trail of the trust serpent.

Hides, Pelts, Tallow and Wool.

The hide market is rather inactive. The demand is equal to the supply, with nothing to excite the market. Light stock is easier, if anything, and concessions are made from asking price.

Pelts are again quotably lower. There are no sales at last week's prices. The dull wool market is the cause. Pullers are tired of pulling for fun. They find they must concede prices to effect sales of wool or pile the stuff up for future use.

Tallow shows a weakening on soapers' stock, while prime packers' holds its own. Trade is quiet.

Wools do not change, except for a lower value. Farmers are not free sellers and buyers are not anxious. There are none but local buyers in the field and they guess at the prices to pay, while none know what they will do with their purchases. There is no demand from the East and no prices are made. It looks cheap and is low, compared with former years, with large offerings in sight. All is guess work.

Wm. T. Hess.

Ohio Druggist Sued for Mistake of Clerk.

A clerk in a store in Chillicothe, Ohio, intending to sell one of the demimonde a "small bottle of cocaine," sold her instead a one-eighth ounce bottle of strychnine sulphate. The girl associate for whom it was purchased noticed that the bottle was labeled strychnine, but for some reason was bent on trying it. She snuffed quite a deal of it up her nose, with the result that death ensued within a couple of hours. Meanwhile the girl who purchased the stuff herself snuffed a bit of it—just enough to make her feel "rather queer" upon awakening the next morning. We gather that it is she who has brought the suit for \$5,000 damages. It would appear that the death of her associate is of less importance than the "rather queer" sensation which she was made to undergo. By the way, the proprietor of the store and not the clerk is the party sued.

If ignorance is bliss, then the fools in this world have the best of it.

The Grocery Market.

Sugars—The raw sugar market is practically unchanged, 96 deg. test centrifugals being still quoted at 4 9-32c. Refiners were ready buyers on this basis, but, owing to supplies being well cleaned up and the increased demand for refined sugar, sellers generally are holding for higher prices and, consequently, sales are few. The visible supply of raw sugar is placed at 2,250,000 tons, against 1,830,000 tons on May 24, 1900. Reports from Cuba note heavy rains throughout the Island and the visible crop of raw sugar to date is placed at 565,000 tons. The refined market is firm, with good demand. Indications are favorable for an increased business in refined sugar during the summer, and this will probably be followed by an advance in prices.

Canned Goods—The canned goods market in general is quiet. Orders are, as a rule, for small lots, showing that the jobbers are only buying as needed. Brokers designate it as "pick up" business and sales of large lots have been few, but jobbers report a very good business with retailers and this is some encouragement. Market values, however, are well maintained and this indicates that holders are not without confidence in the future of the market. The tomato market for both spot and futures is a little weaker and concessions have been made by some of the large packers. There is very little of interest to say about corn. There is a good demand and prices are unchanged. Peas are in good demand at previous prices. The better grades are in good demand, but are very scarce. Reports from Baltimore are that they are having splendid weather for the growing of peas and, if the results are as favorable as the outlook warrants, the pack of peas in Baltimore will excel in quality. The early crop is in excellent condition and there will be a good crop of fine peas. The late crop, or that which is known as sugar peas, will be a small one. Some sections report that they have been visited by the pea louse, but in not nearly such large numbers as last season. Several cargoes of fine pineapples have arrived in New York. The crop has turned out well. The pineapples are larger than they were last season and the packers will be able to get a much better yield and more uniformity in the cheap grades. There is little interest in Columbia River salmon. The market is decidedly easier, but the statistical position is such that no real slump appears likely, particularly as the consumptive season is just about opening. Reports from the coast state that the pack of Columbia River salmon is not 30 per cent. of what it was last year at this time. The situation is becoming discouraging. It is expected, of course, that there will be better fishing later on, but present indications do not give much hope in expecting, at the best, a much, if any, larger pack than the river turned out last season. The run of fish continues light and small catches are reported and the canneries are working less than half time. There have been some very low prices made on ¼s oil sardines, but jobbers are pretty well stocked up and as a consequence sales are few.

Dried Fruits—Are quiet throughout practically the whole list, but the market generally is held fairly steady, owing almost entirely to the fact that spot stocks in nearly all lines are extremely light. With the prevailing dulness and anything like normal supplies at this

period, there is no doubt whatever that the market would be in very bad shape. Currants and apricots are held very firm, but unquestionably prices on any other line of goods could be shaded for round lots. There is almost no enquiry for sizable quantities, however, and the orders that are being filled are, as a rule, very small. Most sizes of prunes are in fair supply and are selling slowly, 30-40s being firmer and very scarce. Loose raisins are firm, but quiet. There is some little demand for three and four crowns, but the orders are for only small lots. Currants are a little firmer, although there is no change in price. Buying is in small lots for immediate wants. Less interest is taken in peaches, but apricots are strong and desirable lots of any size are hard to get, except at high prices. Layer figs continue in good demand and stocks are rapidly diminishing. All indications point to higher prices in a very short time. There is a good demand for evaporated apples in 1 lb. packages and, if stock could be obtained, there would be some good sales made, but the stock is entirely exhausted. There is a fair demand for the goods in 50 lb. boxes at unchanged prices.

Rice—Dealers report an improved demand for rice and the volume of business transacted was sufficient to maintain a general good feeling in the trade. Dealers remain sanguine and, in anticipation of an improved demand, there is no special pressure shown to sell, full previous prices being demanded for all grades of both domestic and foreign. No lower prices are in prospect for the remainder of this season. Fancy head domestic sorts are very firm and in light supply.

Teas—Green teas continue to be the chief attraction and prices were firmly maintained by holders. Business, however, was small. Owing to the rather slow demand, jobbers were not inclined to accumulate supplies. Quotations remain without essential change, ruling strong for green teas and nominally steady for black.

Molasses and Syrups—Business was only moderate, buyers adopting the hand-to-mouth policy usually experienced during the summer months. Full prices were maintained for all grades. Stocks throughout the country are light and the market conditions are strong statistically. The belief is that prices will not go lower this season, owing to the moderate spot and small prospective supplies of low grade. On account of the weaker corn market, corn syrup is also weaker and prices have declined 1c per gallon and 6c per case.

Fish—Owing to the continued light receipts of fish, prices for both codfish and mackerel have again advanced. The demand for codfish is very good, but mackerel is in lighter request.

Nuts—Nuts, as usual at this time of the year, are very quiet, except Jordan shelled, which are higher and wanted. Stocks of this grade are believed to be very light. The new crop of Tarragona almonds is progressing nicely, according to advices from Spain, and the outlook is stated to be for a large yield. Mail advices received recently report prospects good for the coming crop of filberts. Peanuts are in good demand at previous prices.

Rolled Oats—The rolled oats market is strong and no lower prices are expected before July or August.

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

Clerks' Corner.

Why the Clerk Concluded to Keep His Place.

Written for the Tradesman.

"Good night, Mr. Robson," said Whitcomb Bailey as he left the store after seeing that everything was taken care of.

"Night," was the distant and absorbed rejoinder from the man at work at the books on his desk.

"I don't believe I care much for the place," the young fellow said as he slowly and soberly walked down the street, "but I can't understand it. If I'd done anything to deserve it or left anything undone I wouldn't mind so much, but I haven't. Not once have I been behind time in opening up; I've had the store ready for the earliest customer; there hasn't been any make-believe in anything in or around the store, but Mr. Robson keeps me off at arm's length and speaks only when he has to. Well, I can stand it if—"

"Heigh there, Bailey! Come in here. What business has a young fellow like you going along muttering with his head down? What's been going wrong to-day? Old Robson been calling you down?"

"Everybody has times when his head's down—I do anyway—and I guess every day has its happenings and as far as Mr. Robson is concerned he isn't the calling-down kind."

"Sit down a minute, I want to talk with you. My man is going to leave me one of these days. He has a scheme that he thinks he's going to make work and he'll be on the move before a great while. I've a notion that you're about the man I want to have step into his shoes. I know you and have known about you a good while. I don't know what you're getting, and don't want to know. I can afford to pay you \$16 a week and I offer you that. What do you say?"

It was a great temptation for the young fellow to accept the offer on the spot. The experience of the past few weeks, and especially that of the last few days, was still rankling in his hurt soul; but prudence is the better part of valor and he determined not to be hasty.

"I—I don't think I could come away for a fortnight. Could you wait so long as that? You see, when a man strikes his twenty-third birthday, the time has come for him to settle down somewhere—if there is enough to him to settle—and any change I make now must be for keeps. I think it'll take at least a couple of weeks for me to decide just what I want to do. Do you know just when your man will be going?"

"No, and it's barely possible he may not go at all; he won't go under two weeks anyway. I thought I'd better speak to you so that you can be thinking about it and if he does go I shall want you. Take a cigar and smoke over it."

"No, thank you, I don't smoke. I shall be able to make up my mind during the next ten days and will let you know. Good night."

The storekeeper gave a satisfied nod of approval as Bailey went away and Whit himself, after turning the next corner, unconsciously dropped his head again and went on with his conversation with himself.

"Well, that brightens things. I sha'n't be without a job if I quit, but the more I think of quitting the more I feel as if

I didn't want to. There's nothing bad about Mr. Robson—until lately he hasn't been this way. That's what sticks me. If I'd been getting careless, if things at the store had been allowed to run at loose ends, if I'd given up sweeping behind the barrels," Whit laughed because this was one of the conditions that Robson insisted on the day he hired him some five years ago, "if I'd been getting headstrong and swell-heady and answering back, I could understand a little what the matter is; but I haven't, and to have this—this—I'll be hanged if I know what to call it—break out all at once just doubles me up. Well, I may find out what it is before many days and in the meantime I'll set a watch over myself to see if the trouble is on my side of the fence. I'll get down even earlier in the morning, I'll see if I can't brighten up the store a little in some way—I can overhaul the window oftener, I've wondered for a good while if once a week is really often enough—and I'll keep my eyes wide open to see if in some way I can increase the amount of sales still more. He shall have my very level best for the next two weeks and if I find that that doesn't satisfy him, all right, I'll go over to Wainright's at \$16 a week and let a gain of \$6 for the same work poultice up my wounded feelings."

With this conclusion reached, Whit Bailey lifted up his head and went on whistling the choicest bit of ragtime he had in his extensive repertoire.

The self-imposed new order of things began next morning. Brighter and earlier by a good half hour the clerk's key was turned in the store door lock and with the "very level best" resolution in his mind he gave an extra, or rather a more thoughtful, turn to everything he did. Deft as he was, and therefore sure as he was that the work was well done, he passed from duty to duty ending it with a "there! I couldn't do it better if my life depended on it." He approached the desk with hesitation. "If I lay myself out here he'll think—well, there would be a chance for him to think—that I'm 'goodying him up,' and there isn't a bit of that in me; besides, if he's made up his mind what he's going to do, so have I and we're even; but, after all, that's his lookout. I'm going in for my level best and 'joy be the consequence.'"

So he picked up the papers on the desk, removed the dust under them and put them back exactly where he found them. He got the morning paper and laid it in the most convenient spot for picking up. But first he did good work with his broom in that same corner. He took care that the window panes were clear. So from point to point he went about the store, brushing here and dusting there and brightening everywhere, and then went industriously to work putting up such orders as are easy to expect and prepare for.

At the same time to a minute Robson put in an appearance. His "Good morning" was hearty enough; but he didn't seem to notice any particular change in the looks of things, a fact which Bailey put down to what he was willing to consider another fact: the usual was so like the unusual that one not in the secret could see no difference! After an adjustment of eyeglasses the paper was hastily glanced at and then pushed towards Bailey, a circumstance, slight as it was, that certainly meant no ill will. Then the work on the desk came in for attention and the interminable figuring went on.

Under the circumstances it is safe to affirm that little went on at that desk that was not seen by the busy but at the same time watchful clerk; and it was the same old story day after day for all that week and the next. Finally that Saturday night, after almost two weeks of double duty, when Whit was shutting up the store, Robson "opened his mouth and spoke."

"Whitcomb, I've been looking over matters and things for the last couple of weeks in regard to the business and I have made up my mind to change things somewhat. Sit down—I want to talk to you about it.—You've been with me going on now for something like five years and we hain't had a quarrel nor anything that looks like it. You have your own way of doing things and it don't bump against mine. You had a long head on you when you come in here and you could see as far ahead into the business as I could and can now. I hain't got but one thing to say about that: You disappointed me. You had one of the best chances for having a swellhead that I ever see and you didn't improve it. You pitched right in from the word go and from that time to this you've done your best—anyway you've suited me."

"Now you ain't what we call 'gitting on in years,' but I be. You're along fur enough anyhow to be thinking of settling down in business, and that's what I'm coming to. I've figgered myself 'most blind and so fur's I can make out, I can give you \$16 a week and a share in the business; I have an idea we'd better start in the beginning of next week on that basis. I may not come down quite so early in the morning as I have been doing, but if it gits too tough we'll have a fellow in here to help out. Now, then, what have you got to say?"

"How long have you been thinking of this, Mr. Robson?"

"Off and on for more'n a year I guess; but I've been simmering things down for a month I should say."

"Well, I can't tell you how much I thank you for this and I'll take the chance quickly enough."

And he did. The two went out together, both satisfied; and when Whitcomb Bailey stopped in at Wainright's the next Monday night he stated that he'd been thinking the thing all over and had concluded to stay where he was; but he didn't consider it necessary to give the reason why, although Wainright did his best to find out.

Richard Malcolm Strong.

Cooking Eggs.

Somebody has discovered that if, when an egg is about to be eaten from the shell, it is not boiled long enough, it may be again put into boiling water, and cooked still longer, if the top be sprinkled thinly with salt. When it is done the second time take off the coating of salt and the egg will be the same as if protected by the complete shell.

Thos. E. Wykes

Grand Rapids, Mich.

Lime, Hair, Fire Brick, Sewer Pipe, Stucco, Brick, Lath, Cement, Wood, Coal, Drain Tile, Flour, Feed, Grain, Hay, Straw, Distributors of Sleepy Eye Flour. Write for prices.

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tracting Roofers.

H. M. REYNOLDS & SON, Grand Rapids, Mich.



Ruberoid Roofing, Building, Sheathing and
Insulating Papers and Paints.

Should Clerks Know the Cost of Goods?

Some dealers make a practice of marking their goods with the selling price, and also with the cost price, the latter according to a letter code. Should the clerk know the cost price of these goods and should he have the key to the code? This is a question which is of considerable importance to retailers, and which may be considered from two standpoints: If the retailer makes the prices on his goods reasonable and has only one price for all customers, as most retailers have in this day, there is no necessity for the clerk knowing the cost of those goods. On the other hand, if the merchant makes concessions in prices to some customers and charges others more for the goods, it is essential that the clerk should know the cost mark and should have definite instructions as to how low he can sell the goods.

But it is to be hoped that most merchants stick closely to the one price idea. The day of concessions to one customer over another is past, excepting when a large purchaser comes into the store and is granted concessions because he purchases in quantity. Then there should be a quantity price on the goods as well as the regular retail price. If the quantity price is placed on the goods when they are marked for sale there is no necessity that the clerk should know the cost price. The quantity price and the small lot price are sufficient for all the needs of the clerk.

There are some advantages in keeping the cost price of goods as close a secret with the proprietor as possible. Some clerks, not all, are inclined to talk when out of the store. Their chatter is of the careless kind, and they fail to appreciate what a chance statement may mean to the people who hear it. In a spirit of boasting or in a feeling of loyalty to the merchant they may make statements that are misconstrued or reach a rival merchant and are used to the disadvantage of the employer. For instance, a retailer, through paying cash for his goods, or because he purchases a large quantity of one line of goods, or for other reasons, buys his goods cheaper than a rival. This gives him a legitimate business advantage and he is desirous of keeping the information away from his competitor for the reason the latter might purchase from the same source or make use of the knowledge. If the retailer confines that knowledge to himself he is pretty certain it will not go to those he wants to keep it from. If he employs several clerks and each knows the cost of the goods, the information is more than likely to leak out, and the rival merchant will obtain a knowledge of it, although the clerk who imparted the information in his intentions may be as loyal to the interests of the proprietor as any man in the store. Carelessly he answers a question propounded to him by a rival clerk, or the proprietor, and the information is out before he stops to consider that it should be kept a secret.

Then the boastful clerk often gets to talking about the business of the proprietor, and he makes the statement: "Why, Jones is making all kinds of money; he is making a profit of 35 cents a pound on Oolong tea." The impression is gained by the public, who know nothing of the facts in the case, that Jones is robbing his customers. As a matter of fact, that Oolong tea may be worth the price Jones is asking for it, but through some business arrangement he has been able to buy it cheaper than

ordinarily, and his profit for the time being is unusually large, but even the 35 cents a pound is not all profit, for clerk hire, and other running expenses, must be deducted before the net profit is reached. The simple statement of the clerk does not explain these things, and the impression once created that Jones is making abnormally large profits goes around the community, and as a consequence loses trade for Jones.

There are several other considerations which lead to the conclusion that clerks are not entitled to know the cost of goods. If the occasion arises when it is necessary to cut prices slightly on one article to make the sale of a large bill of goods, have the clerk understand he is not at liberty to make any lower than the marked prices unless he consults the proprietor and finds out just what he can do. The proprietor is in a position to know just what concessions can be made and the position he wants to take, and the consultation will not delay business more than a minute or two, and will be a saving to all concerned in the long run.—Commercial Bulletin.

Not Properly Coached.

The visitor who had been asked to address the Sunday school came forward.

"Children," he said, "your superintendent has told you that I am considered one of the wealthy men of the country. Whether that is true or not I want to tell you one thing I know absolutely, and that is that riches do not make happiness. They only add to one's cares. Children, what does make happiness?"

"Circuses!" shouted one of the urchins in the infant class.

"No, my son," said the visitor, with a frown, "Circuses do not make happiness. Being good and obedient, mindful of the lessons you learn here and faithful to carry them out in your lives, is the only thing that will make you happy. Will some little boy tell me what it is that is said to make one 'healthy, wealthy and wise?'"

"Joinin' a trust!" yelled the six-year-old on the front seat.

And the visitor gave it up and took his seat. The children of that Sunday school did not seem to have been well grounded in the rudiments.

A Summer Trip For a Name

The G. R. & I. Passenger Department will give a round-trip ticket from any point on its line to Petoskey for Harbor Springs, for the best name for its

TRAIN No. 7.

This train leaves Richmond, Ind., every day except Sunday at 5:40 a. m., Fort Wayne, Ind., 8:50 a. m., Kalamazoo, Mich., 12:20 noon, and commencing June 30th will leave Grand Rapids at 2:00 p. m., making the run to Petoskey in a little over five hours, arriving at Traverse City at about 7:00 p. m., Petoskey about 7:20 p. m., Bay View about 7:30, Wequetonsing 7:40 and Harbor Springs about 7:45 p. m.

It is a daylight train with parlor car from Fort Wayne to Grand Rapids, and buffet parlor car from Grand Rapids to Harbor Springs. North of Grand Rapids it makes as fast time as the famous early morning flyer, the "Northland Express."

Think up an appropriate, catchy name for this train, suggesting its speed, comfort and points reached and get the ticket. Any one can try.

If more than one person suggests the name that is selected, the ticket goes to the one whose letter is received first.

All names must be in before June 22d. Address

C. L. LOCKWOOD, G. P. A.

Grand Rapids & Indiana Railway
Grand Rapids, Mich.

Standard Crackers

Are guaranteed to be equal to any others on the market, are packed in barrels, boxes and cans and are not made by a trust. All mail orders receive prompt attention. See quotations in price current.

E. J. KRUCÉ & CO., Detroit, Mich.

IF EVERYBODY knew its actual merits it would be impossible for any roasting plant in the United States to supply the demand for BOSTON BREAKFAST

BLENDED COFFEE—strong statement, but fact.

Olney & Judson Grocer Co.

Roasters, Grand Rapids, Mich.

Has lots of genuine goodness.

Worth

Every bit of 10 cents a pound to any merchant.

Sell,
Designed to Please,
Duplicate.

IOC

in boxes and glass front tins.

If you wish sample, a card will bring it.

Sears Bakery

Grand Rapids, Mich.

Maple
Cake



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, - - MAY 29, 1901.

STATE OF MICHIGAN } ss. County of Kent

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

I am pressman in the office of the Tradesman Company and have charge of the presses and folding machine in that establishment. I printed and folded 7,000 copies of the issue of May 22, 1901, and saw the edition mailed in the usual manner. And further deponent saith not.

John DeBoer.

Sworn and subscribed before me, a notary public in and for said county, this twenty-fifth day of May, 1901.

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

POPULATION OF GREAT BRITAIN.

Although the details are not yet forthcoming, the bare figures as to the result of the recent census in Great Britain and Ireland have been made public. The figures show that the population of England and Wales is now 32,525,716, which is a gain of 3,523,191, or 12.15 per cent. since the previous census, in 1891. This percentage of gain compares with a gain of 11.65 in the preceding decade.

While this gain looks small in comparison with the great gains with which we are familiar in this country, yet it is a very satisfactory growth of population of an old country like England, where natural increase only is to be depended on. In fact, the emigration to colonies and new countries exceeds immigration from other parts of Europe or of the British Empire. It will require further details to intelligently analyze the character of the increase in England; but the actual increase, as well as the percentage of gain, shows that England is not to be classed among the effete nations.

The census figures for Scotland show that that country now has a population of 4,471,957, an increase of 446,000, or about 11 per cent. This is a very good rate of increase for Scotland, which country now has a larger population than Ireland, which again shows a decrease, as it has done constantly for more than half a century. The present census shows that the total population of Ireland is 4,456,546, a decrease of 5.3 per cent. for the decade. The only consoling feature in connection with the showing for Ireland is that the decrease is very much smaller than it was a decade ago. The decrease is to be attributed mainly to the continued emigration.

Assuming that the population of the small outlying islands has changed but little during the decade, the total popu-

lation of the United Kingdom and Ireland is now about 42,000,000, as compared with a population of 38,000,000 a decade ago.

A century ago the population of England was only 8,900,000, and to-day she has 32,525,000 people, exclusive of Scotland and Ireland, being a gain of 265 per cent. for the century. There is certainly nothing to complain of in such a growth, which compares more than well with the best of the other European countries.

One of the most striking facts is the large number of great cities in England and Wales. In a total population of 32,500,000 there are thirty cities having each one hundred thousand and more of inhabitants, and aggregating more than fifteen million people. The total urban population is nearly 80 per cent. of the whole. The United States, with over 76,000,000 people, has thirty-eight cities having more than 100,000 population each.

Scotland has four cities each having over 100,000 population. These are Glasgow, Edinburgh, Dundee and Aberdeen. Glasgow has about 750,000 souls.

Ireland has only two cities with 100,000 population and over. They are Dublin, with 380,000, and Belfast, with about 270,000.

The total emigration from the British Isles between 1815 and 1898 was 14,920,263. The greatest numbers of the emigrants, about three-fourths, came to the United States.

The opinion is often expressed that the business of farming is not what it used to be and that fewer people are engaged in it now than formerly. The statistics do not bear out this assertion. During the last ten years the total number of farms in this country increased from 4,500,000 to 5,700,000, or a little over 26 per cent., which is about in proportion with the general increase in population. The number of farms worked by their owners is 500,000 more than it was in 1890. The number of farms worked by tenants has increased even more rapidly. In many cases the owners of farms have moved into nearby villages and cities, while their former employees, classed under the general term of farm laborers, have hired the land and are working it either on an annual rental or on shares. It is a step forward for a farm laborer to be a tenant farmer and the tenant may one day own the land. Apparently the farming business keeps pace with all the others.

The much-amended and emasculated garnishment bill was signed by Governor Bliss Monday and will become a law 90 days after the formal adjournment of the Legislature. As stated by the Tradesman last week, the new law is greatly inferior to the old one, so far as its effect on merchants is concerned, primarily because it grants an exemption to an unmarried man—a non householder, to be more exact—which is a dangerous precedent to establish. The Tradesman has pointed out the unfortunate features of the new law so many times in the past that it need not refer to them again, but may be excused if it ventures the prediction that those merchants who have championed the measure without having read and digested its provisions will find, before many months elapse, that they have been made the victims of a gold brick scheme.

The noblest of all charities is enabling the poor to earn a livelihood.

1861—1901.

It is never easy, it is not always possible to see the sunshine through falling tears. For more than a generation the country has laid her reminding hand upon the arm of toil and together, with baskets heaped high with flowers, they have placed their grateful tributes to the heroic dead wherever a soldier sleeps, as often as the blossom-bringing May has heralded the morning of Memorial Day. For weary years that morning has been the harbinger of sorrow. From reveille to tattoo the winds wafted westward the sobs of the Atlantic, to be hushed in the evening twilight on the shores of the Pacific Sea; and throughout that direful journey the Angel of Death saw no sprinkled doorposts as a sign to pass over. Truly the land was in mourning for her first born and the black-robed procession that belted the continent in its march from grave to grave was gladdened only by the thought that the young life sacrificed at the country's altar had preserved the Nation that had been bought by ancestral blood.

The conflict ended, but the spent cloud still blackened the Southern sky. For decades it floated there, growling in its wrath. The sunshine fell upon the battlefields and nourished the crops growing in the furrows that the plowing balls had turned; Prosperity came again to the cotton belt and in her footsteps the wasted lands of the South burst into singing, but the song was not without its discord and Memorial Day saw only a gathering of the boys in blue at the grass-grown graves of their fallen comrades. There was no love and only resentment for their brothers in gray, the dark cloud still hovered in the Southern sky and the angry protest still stayed in the Southern heart. There was one flag over all "with not a star erased or obscured," but North and South were still divided and each side looked upon the other across the family burying ground. Year after year the wearers of the blue diminished in number and the procession shortened on Memorial Day and then one happy spring when time had done its healing, both sides found paths across the silent camp among "the low green tents" and, with hand clasping hand, acknowledged that the dead about them had not died in vain, that the right had prevailed and that again, as in the olden time, the North and South stand shoulder to shoulder for weal or woe.

To-morrow, as never before, the day will come and go to bless the hearts that are able at last to see the sunshine through falling tears. The blackened cloud has scattered and the tattered remnants dotting the Southern sky and lined with silver and beamed with gold have no muttering behind them now. The graves, indeed, are there, the sacred sepulchres that Patriotism has sealed with his blood, but the angels of harmony have rolled away the stone and the spirit entombed has risen to bless with nobler aims and a higher life the grandest Nation that the sun looks down upon. From the South itself the proclamation of this glad day has come, and never has the country, redeemed, purified, united, uttered a heartier "Amen" than to this outburst of patriotism from the Governor of North Carolina at a recent banquet in New York: "No, thank God, there is no more secession, no more divided country. We are one country, under one flag—a glorious country under a glorious flag. We are not separating any more, we are annex-

ing—bringing the rest of the world into the fold. I am a citizen of North Carolina; you are citizens of New York, but we are all, thank God, citizens of this great United States."

It is not strange that the sun to-morrow will set in splendor; that in the abyss of forty years—1861—1901—is buried forever the last vestige of sectional resentment and hate; that the floral wreaths will fall alike on the graves of the blue and the gray, and that the mourners, North and South, at those graves will pledge themselves anew to "country, home and God." The joyful end has come and the rejoicing living, through their tears for the dead, can see at last the rainbow spanning the sky that could only come from just such sunshine and from just such tears.

THE TRAMP NUISANCE.

Since the opening of the Pan-American Exposition at Buffalo, tramps from all over the country have been swarming to that city. The idea that tramps do most of their traveling on foot is a great mistake. They depend on the railroads for their transportation. Thousands of tramps are constantly stealing rides on the various trains and they do not hesitate to cross the continent when it suits their purposes.

The Pennsylvania and the Erie railroads at the present time are particularly beset by tramps going to the Exposition. The Erie, which has suffered most severely, has divided its line into twelve districts, each with a police superintendent charged to keep the tracks clear of tramps, and has placed the whole force under an experienced city police officer. The tramp traffic will have to seek other roads.

Josiah Flynt, who spent an entire season as a tramp, with tramps, and has written extensively for magazines and other publications, and is the author of "Tramping With Tramps," has recorded the fact that the railroads are the mainstay of the tramping business in the United States. If the hobos could no longer steal rides on freight trains or in front of mail or baggage cars, many of them would soon weary of their profession and go to work. Every able-bodied tramp could find employment on the farms if he cared to do so. If these men had to walk from city to city their travels would bear such a lifelike resemblance to real work that they would have nothing to choose between labor and tramping.

It is strange that no laws are made to repress tramping, which is one of the greatest of the evils of the modern social system. These loafing wanderers are not only beggars, but almost without exception are criminals. They find no sort of difficulty in securing subsistence, and they can live upon almost any community until they decide to move and jump on the trucks of a freight train, or upon the roofs of passenger cars, and remove to some other place where they may choose to sojourn.

So long as they can do this the army of mendicants may be expected to flourish. If the railroads would take united and determined measures to punish every man or boy caught stealing a ride, the tramp evil would be materially reduced and each city and town could then deal effectively with its own loafers and criminals.

Thomas A. Edison leads all American inventors in the matter of patents secured since 1872. Mr. Edison holds 742 patents.

UNCLE DANNY.

Trials and Tribulations of the Wayback Storekeeper.
Written for the Tradesman.

Uncle Danny Briggs came in from Wayback the other day to dispose of a crate and a half of eggs and three crocks of leaky butter.

Uncle Danny runs the only mercantile establishment at Wayback, and is the biggest man in his part of the county. He usually drives a little sorrel mare hitched to an old-fashioned buckboard, utilizing the "flap behind" for the purpose of storing such items of merchandise as he takes with him on his trips to town. He carries a bag of oats and a bundle of hay for his pony, and eats his own dinner from the brown paper package which he brings from home.

Uncle Danny has made quite a success of his business where a less careful man might have starved, and the chances are good that he will retire with a competence when he has reached the age that precludes the idea of further strenuous labor.

"Business is pretty good over to our place," said he in response to an enquiry. "Business is most generally pretty fair with me. I hain't seen no right down hard times sence World's fair year. The' was a spell then that my sales run down to nine and ten dollars a week. Sence that, though, it has picked up quite a bit and it hain't nothin' fer me now to take in that much of a Saturday, figgerin' in butter and eggs at the market prices. Some fellers don't seem to mind times bein' kinder quiet, but it hain't so with me. I'm quite a hand to figger, I be, an' if things hain't jest aboomin' along day after day and goods agoin' out and stuff acomin' in, I commence to figger on what to do to make things chirk up.

"I hain't no 'dead one,' as they tell about. The woman says I hain't never satisfied, and I guess she's about right. Last summer the' was a kinder quiet time there fer a spell, an' what do I do but commence to figger fer suthin' to start 'em agoin' ag'in. 'Butter an' eggs?' ses I. 'No,' I ses, 'butter an' eggs 'll spile. Tanbark?' ses I. 'No,' I ses. 'Tanbark's too slow. Too late fer tanbark anyhow! What then?' ses I. 'Ginshang,' I ses. 'Ginshang's the stuff. Ginshang won't spile. Ginshang's allers in demand. The's allers some o' the city fellers in the market fer ginshang, an' you can send ginshang C. O. D. by express, while tanbark and eggs you can't so easy."

"So I give out word that I'd buy ginshang, lots of it. I told the fellers I'd buy all the ginshang what come to my store, I didn't care how much. Well, sir, the word spread like wild fire. Everybody went to huntin' ginshang, and it commenced acomin' in and acomin' in and acomin' in, and pretty soon I commenced to think I'd have to gig back on what I'd said. Why, the' was one day I took in nigh two pound, an' first thing I knowed I had eleven pounds an' a half on hand and hadn't bargained off an ounce of it.

"Mebbe you don't know it, but ginshang's kinder expensive stuff, an' when I commenced fer to see where I was a goin' to I ses to myself, ses I, 'better unload a few,' so what does I do but hitch up the old mare and pike 'er fer town. I struck luck that time, too. Hughey Vaughan was jess a shippin' a lot to Chicago, an' he gin me more fer what I had 'n I expected to git if I shipped it myself, and I come back home with the money. I told the

woman that was my way of avertin' a panic."

"Yes, we're gettin' along pretty good now. I'm so busy I don't get no time fer recreation no more. I uster go fishin' quite a bit, an' huntin' too, but it's all different now. When a feller's got a store an' a postoffice an' a farm to run, an' is on the school board an' is justice of the peace he never kin tell what minnit he kin call his own. A week ago last Sunday I had to hitch up and drive ten mild back in the woods to splice Bill Suggs an' Mirandy Smith. I made the ceremony as impressive as I knowed how an' give the bride a good smack after the words was said, but all Bill gin me fer the job was a dollar. I ses to Bill, ses I, 'Bill,' I ses, 'Two dollars's little enough when a feller has to come so fur,' but Bill he reckoned as how it otter be woth suthin' to kiss the woman. I told him I knowed that, too, but I'd already figgered that in the bill. I ses to Bill, an' it's so, too, that lots o' them high toned fellers don't think nothin' o' payin' four an' five dollars fer gettin' married, an' that I stuck to my original price. But Bill he said he wa'n't no first national bank nobow. He said he callated to do all his tradin' to my store if I wa'n't too hard on him, an' of course a business man's allers anxious to hold trade. So I ses to Bill, ses I, 'never mind now. Fetch me eggs fer it sometime when ye kin, an' I won't quarrel with ye' ses I.

"Business is business with me. Lots o' times when I'm plowin' or draggin' or weanin' calves or pickin' petater bugs or sprayin' the orchard along comes some one what wants into the store, an' I drop everything to open up. Mebbe they don't want nothin' but to write a postal card, an' when I'm in quite a hurry to look after my crap, it's mighty aggravin' to see how slow some o' them old mossbacks is at handlin' a pen. A feller dassent hardly go off an' leave the store open, so I mos' generally stay till they get through.

"The's quite a scope o' country dependin' on me fer their goods now. Of course the's a good many what sends off to Chicago fer stuff, but as a rule they don't git perfect satisfaction outen their city deals. There's Mis' Baker now. Sent out fer a pair o' reel fine shoes. Said she couldn't git nothin' stylish enough fer her to home. When the shoes come into the postoffice, the package was all busted open an' so I had a good chanst to see what they was. Thinks, ses I, 'Mis' Baker wouldn't give me ten shillin' fer them, an' I'd be a robbin' her if I sold 'em to her fer seventy-five cents.' However she got them shoes, an' the' was a dance to one o' the neighbors a night or two after that, and about goin' home time it come up and rained so that them stylish shoes o' her'n got asoakin'. She said they'd kinder gin loose in places durin' the dance, but by the time she'd wore 'em home through the wet the' want hardly no two parts of 'em what hil' together. The soles was soaked off an' the sheep skin what the tops was made of had all shrunk up by mornin' so't a ten year old kid couldn't a got 'em on.

"I never said much to Mis' Baker about the shoes, cus she'd allers be'n a good customer of mine an' I thought she'd paid pretty well fer 'em annyhow, but it wa'n't long before she was back ag'in buyin' the old standbys that'll tough it through fer diggin' ditches an' wadin' swamps an' goin' to dances, an' never leak a drop ner call

fer a cobbler till they need half solin' at the end o' the year.

"Trade to our town hain't much on high toned goods. Sometimes I kinder wanner buy suthin' that looks handsome an' costs quite a bit, but the few times when I have put in a stock of fancy stuff at big prices I wa'n't pleased with the deal. Folks 'd come an' look at the goods an' handle of 'em over an' say they'd like to git 'em if they didn't cost so much. Generally it'd wind up with their buyin' the same old kinds of stuff that they'd allers got from me, an' after awhile, when I found I couldn't sell at a profit, I'd let 'em go fer what they'd fetch. No, I hain't got no great love fer tony trade. The' may be money in it fer some, but not fer me. The customer I like is the feller that wants the kind o' goods I handle, an' hain't got no kick acomin' cus the's a new brand of hoopskirts comin' on the market down to New York or Travis City or Paree, an' I hain't got 'em in stock.

"Yes, I do quite a bit of credit. I alled did, an' I spose I'll alled haf to. I never done no great big credit business to one man, but kinder distribit it around amongst all. Then when I git hard up I tackle this one fer a dollar an' that one fer fifty cents. I git some petaters here an' some corn fodder there an' like enough a coon skin or two an' some ginshang, an' after awhile it all comes into money. The corn fodder has to go into beef, most likely, an' prob'ly the petaters'll stay in the pit all winter, but a feller has to manage, an' I allers was quite a hand to figger, if I do say it as oughtn't."

So, having delivered himself of this instructive discourse and finished his frugal repast the while, Uncle Danny moved off in the direction of his little sorrel mare, and was soon speeding homeward, the rear flap of his buckboard laden with the spoils of his visit to "the burg."

George Crandall Lee.

Keeping in Touch With the Credit Department.

The relation of the jobber to the retailer is influenced in two ways: First, through the "credit department," which determines the desirability of opening an account, and, second, through the sale department and the salesman, which makes the opening of an account possible. The relations which exist between the customer and the credit man should be of the most friendly and confidential character. The greater the degree of such relations the more helpful the credit man can be to the customer. No doubt every merchant, large or small, knows that his name appears in one or more of the commercial agency reference books, which are issued at stated periods, and that a rating is assigned to him, based upon his stated or supposed capital, his method of doing business and paying his debts, his character, habits, honesty and ability. All may not know that the jobber manufacturer of whom he seeks credit, in addition to the reference book, has his complete history, so far as it is possible to obtain it, in the form of special reports issued by the commercial agencies, replies to enquiries from bankers, attorneys, salesmen, neighbors, enemies as well as friends, and trade reports through the medium of credit clearing houses and through interchanges of enquiries between creditors. Changes of rating, unbusinesslike transactions, items of public record, reports of claims in hands of attorneys or collection

agencies, failure to pay notes at maturity or drafts unpaid—in fact, all unfavorable reports are carefully recorded on forms prepared for the purpose.

A true statement, based upon actual inventory, made by the customer is regarded by the credit man as of infinitely more value; he places more dependence upon it and it influences his judgment to a greater extent than all other information combined. The importance to the merchant of making a true, correct and intelligent financial statement, based upon actual inventory at the close of each year's business, to the commercial agencies and to such of his creditors as may request it, can not be overestimated.

It is of great value to him as indicating a correct basis for credit, and as a means of his determining whether he is wasting his time as well as his capital in unprofitable business, or whether he is making such advancement as his capital and ability warrant. In addition to the importance of an exact annual inventory, there are the questions of adequate insurance, care in extending credit, prompt payment of bills when not discounted, keeping books that will show the status of the business at all times, the injury done to a credit standing by making unjust claims, the advisability of having as few creditors as possible, and especially the importance of avoiding those houses known to be arbitrary in matters of settlement with unfortunate debtors, or such houses as induce undue credit and leniency as to payments. Many an honest merchant has been led to ruin by undue leniency on the part of his principal creditors. Many a failure has occurred as a result of bad advice. Many a failure could have been prevented had creditors been consulted and a true and honest showing made them instead of a resort to an assignment or transfer of property. My experience leads me to believe that an exact and truthful statement made to creditors will always produce the best results in case of embarrassment, and that a resort to the processes of law for the settlement of the estates of those in embarrassing circumstances proves disastrous to both debtor and creditor. It leaves the debtor with the stigma of failure published broadcast, while a settlement quietly made upon the basis of an honest showing will be known to but few, if any, but those interested.

The credit man if given an opportunity will, as a rule, prove the best friend a merchant can have. He is in a position to give valuable advice. He is more or less familiar with the laws of all the states in which his house transacts business, and has at its disposal the services of the best attorneys in every town in every state.

T. H. Green.

Reflections of a Bachelor.

You can generally buy a man for a lot less than his wife thinks he's worth.

A woman's political opinions are most as easy to understand as a Chinese laundry ticket.

Self-possession in a woman is knowing that her dress fits her better than any other woman's there.

Every old maid at 40 ought to be made to take oath that it was not her fault or else be imprisoned for life.

In every woman's club there are three mortal enemies—the woman who is president, the woman who was president last and the woman who is bound to be president next.

A genius is a man who, when he accidentally says a good thing, can make his hearers believe it was intentional.

Clothing

Fads and Fashions in Men's Summer Attire.

From every indication the coming summer promises to be marked by a very quiet tone in men's attire, in comparison with last year, in nearly every detail. By that I do not mean to say that the well dressed man will go around in funereal clothes, for there will be plenty of color, but the colors will be harmonious, even when bright, and will seldom be gaudy. Black, white and gray will be seen in great abundance. Take men's furnishings. It is freely predicted that the white negligee and semi-negligee shirt will be worn more than ever before. These include a large variety of styles and patterns, the plain bosom negligee, the negligee with pleat, large or small, and with faint figures, all being well represented. This season bids fair to be a great stud season, as the best dressers will wear studs in the form of black or smoked buttons, with their white negligee shirts. This not only looks well, but prevents the use of turbulent language when a clean white shirt comes home from the laundry with a couple of buttons short. Black neckwear of all sorts is likely to find many friends. Solid colors of all hues will be worn in the shape of narrow four-in-hands, and as the white shirt will be such a prominent factor in the wardrobe of the well dressed man, the narrow black reversible derby will be seen very frequently, as there is no tie of any color that harmonizes as well with a white shirt. The black butterfly and batwing of silk, either plain or with raised figures of the same or contrasting colors, will be greatly favored, and it is believed that the black Windsor will find a large degree of popularity. I do not mean to say by the above that there will be more ties of black worn than of any other color, but there is no doubt that black ties will be seen in larger quantities than for a number of years. The same holds good with men's sack suits. Black serges and unfinished worsteds, with trousers of the same material and cloth, or of fancy striped cassimere, will be seen in greater abundance than has been the case for years.

There will be found more feet encased in shoes of black leather than most people imagine, whether the shoe be an Oxford or high, and whether it be made of calfskin or patent leather. I was recently informed that one of the largest distributors of shoes, if not the largest, in the United States, recently bought \$15,000 worth of leather, and that about 70 per cent. of the purchase was black.

The gray, or rather the pearl colored, alpine will be worn more than any other hat by the fine dressers, in spite of its great popularity among all kinds of dressers. But there are soft hats and soft hats, and there is no hat that shows the signs of wear in a short time more than the cheap pearl alpine, while most alpines of high grade will keep their shape and texture and will not be ruined by a few rain storms. To sum up, the attire of many of the best dressed men for the summer will be pearl or slate-colored alpine with wide brim, or rough straw hat with plain black ribbon and very narrow brim, white negligee shirt, high turnover collar, about two inches high, or wing collar, with square corners to the wings, black or gray tie, black coat, striped gray trousers, and black calf shoes. No matter what other color combinations and styles of gar-

ments a man will wear, he cannot look better or neater than in the above type, provided, of course, that his clothes are well made and perfect in fit.

Since last writing there has been very little new to chronicle as far as any change as to styles of men's clothing and furnishing goods. An overcoat that has found a great deal of favor is the long and loose coat, either of the modified Raglan or rain coat order, with a yoke seam across the front and back, just below the arms, with vertical pockets in most cases. The cut of men's sack suits has not undergone any particular change from that of the winter, excepting that it is a little longer in the back (it could not be made any shorter very well), and the cut in front is not as rounded. In fact, I noticed some suits, made by swell tailors, cut in such a way as to end in a perfectly straight front. In furnishing goods, hats and shoes, I have not seen a single article of wearing apparel that one could call distinctly new since the date of the last writing.

As has been predicted, the well dressed man will have little to do with the fancy waistcoat during the spring and summer. Excessive popularity has killed it in their estimation. In fact, when the really hot weather begins, waistcoats will be almost entirely discarded, excepting for the most formal occasions. At the date of this writing, the weather has a distinct summery flavor, and although I have not as yet observed any man sans waistcoat, I noticed a few on Broadway with their waistcoat open, showing in some cases both suspenders and belts, while in others there were no belts to be seen. It goes without saying that in the latter cases the appearance of the wearers was decidedly untidy. Now here would be my clue to let the shirtwaist discussion have the center of the stage, but for the present I have decided that I am going to let its supporters and its opponents fight it out among themselves, without precipitating myself into the conflict, for which small mercy I expect the mute gratitude of a number of our readers. When waistcoats are worn, they will in the majority of cases be made of a washable fabric, such as pique, cotton duck, linen, etc., in colors of a light shade, without any figured effects, although in a few cases a small polka dot of contrasting colors will not be amiss. The colors of the waistcoats that are seen the most adorning the persons of the exclusive dressers are pure white, cream, canary and khaki. These waistcoats are worn with every style of suit, including the English walking suit, the sack suit and the frock coat, and it is in the latter case that they are most frequently seen. They show to very good advantage with that attire, and also look well with some flannels, but some people make the mistake of wearing them with any sort of patterned sack suit, and the results in a good many cases are far from pleasing to the eye. They are worn both single-breasted and double-breasted, with and without collars or lapels.

There are many friends at the door of the store, but there are none at the door of misery.

Ask to see Samples of

**Pan-American
Guaranteed Clothing**

Makers

Wile Bros. & Weill, Buffalo, N. Y.

Values

When placing your order for Fall 1901 the question of VALUE should enter into consideration.

Our salesmen will start in a few days to show you the best VALUES ever placed before you.

Our CLOTHING labeled with the accompanying trade mark stands today the acknowledged unexcelled clothing for tailoring, designing, style and smartness.

Should our salesmen not call to explain the important facts about our clothing, write for sample garments.

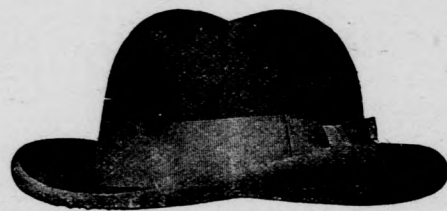


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Buffalo, N. Y.

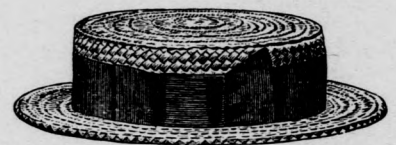
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Prices Right

Prompt Attention



G. H. GATES & CO., Detroit, Mich.

You are all right when
you buy right goods right.

Sterling Overalls

Are right. The prices are right and our
shipments are right. You better write

Morris W. Montgomery
Lansing, Michigan

Overalls, Shirts,
Coats, Etc.

Dry Goods

Weekly Market Review of the Principal Staples.

Staple Cottons—Up to the present writing the cotton duck mills combination has not affected the prices of any of the lines. Orders for bleached cottons aggregate moderately well, but are individually small. Wide sheetings are quiet at previous prices. Coarse colored cottons are quiet at previous quotations; there is no change in the general tone of the market for these goods.

Prints and Gingham—The general market for printed cottons has ruled quiet the past week. Narrow prints are dull for home account and prices are reported as irregular for both staples and fancies. Outside of calicoes, a moderate business has been noted, chiefly in fine grades of wide goods. Percales are very irregular. There has been no special change in the market for staple gingham, but fine grades of dress styles are scarce, and prices naturally firm. Domets, outside of leading lines, are quiet and somewhat irregular.

Dress Goods—The dress goods market is at present in the midst of a very quiet period—a situation so often described as being "between hay and grass." Buyers have practically no interest in the initial market to-day. Their first orders are in, and there is likely to be no further development of demand of any particular moment until such a time as the jobber and cutter-up have received some demonstration from their trade as to fabrics and the volume of goods required. Certain of the jobbers' salesmen are out on the road showing fall goods, and others are starting out. So far little has been heard from the salesmen regarding heavyweight business, more attention being paid apparently to wash fabrics for current season's wear than to the weighty fabrics for fall and winter use. The activity of the wool and worsted dress goods market has been transferred to the mills and second hands, the former in weaving out goods and the latter in setting the wheels of their new season in motion. The initial market smatters much of suspended animation. The position of the various dress goods mills differs widely: whereas certain mills are sold ahead for four months and more, others are sorely pressed. The successes have been scored by the plain goods mills, while the fancy mills have fallen upon bad times. Mills making broadcloths, Venetians, tricot, and sackings have generally done well. Business has also been done in certain directions on chevots, henriettas, etc. Certain fancy waisting lines have attracted a good volume of orders, but there are many lines whose success has been pretty much of a negative order.

Carpets—Some believe that the outlook for fall on all lines of carpets is much more favorable than one year ago. All are anxiously waiting now to see what the market price will be for the fall season on standard makes of all wool extra super ingrain. The general prosperity of the country has been such in all lines (outside of textile goods) that the leading jobbers feel confident that this branch will also share in the improvement, which will be noticeable, both in demand and in prices paid for goods, before the season is over. Some claim is made at this time that all wool extra supers of the best makes will be offered at a uniform price of 47½c.

Manufacturers lost money last season, and are now willing to work more in harmony with each other. Last season other grades of carpets were advanced in value. Ingrains are offered this season in a large variety of colorings, with some exceptionally attractive designs, and some new weaves are also introduced, which go far in increasing their sales. The manufacturers should soon be able to know how large the volume of business will be this next fall season. Some are already placing good orders for filling yarns for ingrain.

No Need of Fear Where the People Are Sovereigns.

There are always people in this country who fancy they can see everything on its way to smash and destruction not far distant. There have been a good many things happening lately of such a character as to afford them not only food for reflection but texts for their pessimistic talks. The disposition toward business consolidation—the combines, pools and the trusts—prompts this class of prophets to foretell that in a little while the money devil will have everything in its grasp, that the individual will be lost sight of and that the rich will be richer and the poor poorer. They feel very bad about it. Just now, too, there are strikes, and some of them very serious, in almost every state in the Union. Some of these disturbances are attended by riot and bloodshed. One class of the alarmists profess to see the close approach of socialism, anarchy and ruin as the result of labor organizations and a desire on their part not only to compel short hours of labor at increased wages but to run everything in sight.

The current news for some months has given various examples of trust formations and of various labor troubles, strikes, lockouts, etc. These are seized upon by the unhappy prophets and according to their point of view they fancy terrible damage to come on the one side from capital and on the other side from labor. They believe, or represent that they believe, the United States is swiftly hurrying toward disintegration and dissolution. All these fears are groundless and need not seriously agitate anybody. The Americans are extremists, perhaps, in a good many things. Freedom here sometimes is construed as license, but when it goes too far in either direction, it is pretty sure to come up standing with a short check. When capital combinations exceed all reason there is legislation to curtail their field of operations. When labor loses its head, becomes rampant and rioting, the Government lays its hands on the disturbing elements and bids them be still. The cool and sound common sense of our people can always be relied upon to assert itself at critical times. Bad laws may be passed by state and national legislatures, but if they are bad the day of their repeal is certain. Unworthy men sometimes secure high places, but defeat comes with attempted re-election. Unbreakable statutes can be enacted to remedy any defect or to remove any threatened danger when the necessity for such action arrives. There is no need to be frightened lest capital become the absolutely controlling dictator nor that anarchy will ever get the upper hand in this conflict. The people are the sovereigns, the majority rules and the majority eventually does the right thing.

Frank Stowell.

Poverty comes from God, but not dirt.

The Terrible Cost of Delay.

We recently heard of a retailer who, with a building and stock worth \$10,000, carried \$7,000 of insurance. On May 2 a policy of \$5,000 expired. Instead of renewing it immediately, he decided to wait, thinking, no doubt, that a delay of a day or two would make no difference. Possibly he was debating in his mind the advisability of carrying his own insurance, or perhaps hoped by waiting to obtain a more favorable rate. However it was, the policy lapsed, and the insurance on \$10,000 worth of property was reduced to \$2,000. The next day the business portion of the town was swept away by fire. The dealer's store and stock were totally destroyed.

Let this be a lesson to every dealer.

No insurance should be allowed to lapse unless the stock has been reduced accordingly. The temptation to carry one's own insurance is sometimes irresistible to the merchant who has never suffered a fire loss, especially when the premium on current insurance is due and must be paid. The dealer referred to would now gladly pay the premium many times over to secure the protection he threw away. The proper attitude of the business man toward insurance should be one of expectancy; he should expect that his place of business will be visited by fire any day. No dealer can afford to carry his own insurance.—Farm Implement News.

BUCKEYE AND SUMMIT SEWER PIPE CO.

Akron, Ohio

W. S. & J. E. Graham, Agts.

Grand Rapids, Michigan

Write us for Discounts

Promptness

The things you overlooked when our salesman visited you can be ordered from us by telephone, telegraph or letter.

They will be shipped on the first train.

We appreciate the fact that when you want something, you want it right off.

Therefore, prompt shipments.

BROWN & SEHLER.

Grand Rapids, Michigan.



THAT WEARS WELL is more profitable to the merchant in the long run than the kind that looks big in value and falls short otherwise. We aim to carry lines that prove good by actual test. It is possible you may have to pay a trifle more for such but it's the only way to secure a good hosiery business. Look us over if your stock is low.

VOIGT, HERPOLSHEIMER & CO.,

WHOLESALE DRY GOODS,

GRAND RAPIDS, MICH.



Mail Orders

Maybe you would like to order goods by mail, but for fear that you would be imposed upon, and not get goods as ordered, you do not order thus.

We make it a point to give mail orders the best of attention. Try us and be convinced.

P. Steketee & Sons,

Wholesale Dry Goods,
Grand Rapids, Mich.

OLD RELIABLE **B.L.** CIGAR ALWAYS BEST.

Shoes and Rubbers

Varied Experience of a Shoe Salesman in the West.

I will never forget my first experience in the retail shoe business. I had been hunting high and low for a job when an advertisement in one of the local papers attracted my attention. It was for a first-class shoe salesman. Having had experience in a factory, although I had never sold shoes at retail, I felt that I was adapted for the inside, and putting on a bold front I applied for the job. Much to my surprise I was selected from a number of applicants. The store was in one of the poorest parts of the city of Brooklyn and catering to the very lowest class, among our trade being a number of Italians and colored people. My first customer was an old woman who came to the store that same evening about 7 o'clock and addressed me something as follows:

"See here, young man, I want a pair of shoes. I never comes to a store during the hot part of the day, 'cause I know you white folks don't like to fit colored people when the feet's sweaty; and I always change my stockings when I buys new shoes."

Taking down a pair of 7 EE common sense shoes, I put one on the old woman's foot, and after many efforts succeeded in buttoning it. Buttoning that first pair of shoes was the most critical point in my life. This you will readily understand if you can look back far enough and remember the first time you attempted that same job. Well, I attended closely to business, and in about four weeks I felt perfectly at home.

Standing in front of the store watching the show which we had spread out on the sidewalk, a woman approached me and asked how cheap I could sell her a pair of shoes. She was a powerful looking individual, standing close to six feet, and had a brawny and muscular arm equal to many a man's. Carrying a line of sheepskin shoes at 85 cents, I told her the price, and in about five minutes I completed a sale. After she went away I remarked to the boy that if she walked a dozen blocks she would lose the soles. Imagine my surprise when in less than an hour I found the old woman back in the store again with the shoes literally fallen apart. With deference I approached and asked her what she desired, expecting every moment to receive a knock on the head which would put me into the land of nod. Imagine my relief when the old lady said, "Look here, young man, some scamp on the street sold me this pair of shoes about an hour ago. I had not walked a half block when they busted all to pieces. I have been looking for him ever since. Now, if I could only locate him I would wring his neck." With much lamentation she asked me how cheap I could sell her a pair of shoes. Picture yourself in the same position. I knew if I asked her \$1 she would faint, and with much difficulty I took out another pair of the sheepskin shoes, similar to those she had first bought, and told her we had this line on sale at 90 cents. I fitted her with another pair, and after thanking me very kindly she went her way.

Another customer I met in this store was worthy of note. A huge colored man stood in front of the store looking at the show which we had outside, looking with anxious eyes at a lot of men's shoes which we had advertised at \$1.25. After serious meditation he entered the

store and asked to be fitted. Size 11 was the largest shoe in stock. This size he was unable to get on his feet. A bright idea presented itself to him, and taking off his socks he fitted the shoes to his bare feet. Being kind of nervous, I remarked that it was rather a bad way, and he told me to mind my own business, as he knew those shoes would stretch.

In about six months I graduated from this store to one in a better portion of the city where the owners catered to the middle class of trade. These people had few characteristics worthy of note. They sold shoes at good value for \$2, and oxford ties averaged \$1.50.

At length I secured a position in one of the largest retail stores in the country. I had never known what hard work was until I reached this store. On busy days we were compelled to handle four, five and six customers at a time, and any man allowing a customer to go out without being fitted was immediately dismissed. The men's department was divided into two sections and was looked over by section managers. Over these was a head floorwalker, and over the head floorwalker was the buyer; over the buyer was a general manager and over the general manager was the owner of the store, so you will see that with all of these watchful eyes there was little spare time.

From here I secured a position as buyer for a large retail department house and jobbing concern in Montana. I had been pretty well drilled and had little fear of my ability to hold on to this last position, but while I imagined I knew all about the shoe business, I learned more of the undesirable part of the business in six months in this department than at any time before or since being employed there.

Here I was not only asked to sell the customers who came to the store to buy shoes, but to sell shoes to the customers who entered to buy groceries, tobacco or any other commodity. A man was employed whose duty it was to watch the various customers after they were waited on in one department and escort them to another. If you did not sell these customers you were immediately called to account. And such a class of customers!

I have seen the wife of the Governor of Montana sitting on the same settee in this department store with a Chinaman. I have seen the wife of the Lieutenant Governor and the wife of the leader of the opposition party waiting while a cowboy was fitted. It was first come, first served, or wait on all together. In this department we were expected to get as much for the goods as possible, there being no fixed price. Still, if a customer beat you down you were expected on all occasions to make a profit of at least 40 per cent.

My first day in the department a Chinaman entered, and not being conversant with their ways, I added on the 40 per cent. to the selling price and asked him \$3.50 for a pair of brogues. He argued and tried to beat me down, but remembering the instructions of the head of the house, I was afraid to let the goods go for less than I had asked him, with the result that the Chinaman left the department. He was overtaken by one of the members of the firm, who asked him what was the matter, and after explaining to him the condition of affairs, I received my first lesson of how some Montana merchants treat their help. I made up my mind at that moment that if John Chink ever came into

Rise and Shine

You can do both by handling our line of shoes. They are winners. Workmanship on every pair guaranteed.

Bradley & Metcalf Co.,

Milwaukee, Wis.

LEGGINGS



Over Gaiters and Lamb's Wool Soles. (Beware of the Imitation Waterproof Legging offered) Our price on

Men's Waterproof Legging, Tan or Black, per dozen..... Same in Boys', above knee.....

\$6.00

Send us your advance order early before the rush is on. Send for Catalogue.

HIRTH, KRAUSE & CO.

MANUFACTURERS
GRAND RAPIDS, MICHIGAN

It is a self-evident fact, well established by thirty years' experience, by the wearers of shoes in this state and others, that the goods manufactured by the firm of

Rindge, Kalmbach, Logie & Co.,

Grand Rapids, Michigan

for fit, hard usage and appearance, give the greatest possible amount of service at the lowest prices consistent with the use of good materials and the employment of the best class of workmanship.

Shoes must

**Fit
to
Wear**

Our own make of shoes are made to fit, will therefore give the longest wear.

Herold-Bertsch Shoe Co.

Makers of Shoes
Grand Rapids, Michigan

that department again I would have my revenge. I had to wait eight months for that opportunity, but it came at last.

The Chinaman returned for another pair of shoes. While looking over the department after I took hold of it, I found two odd brogues for the one foot, one was size 7 and the other size 9. After selling the Chinaman a pair of brogues similar to those on his feet, I had the two odd shoes wrapped up for him without his knowledge. The day following he returned full of fight. I laughed at him and told him I could do nothing for him, so he immediately reported me to the same member of the firm he had met during his former visit. They came to the department together, and right here I told one of the most malicious falsehoods that I ever told in my life, always keeping in mind that I owed that Chinaman a grudge. My employer asked me what I meant by selling odd shoes, and I said that two Chinamen had come in together the day before and bought two pairs of shoes, one wearing size 7 and the other size 9. I also said that I had wrapped the shoes up, and the other Chinaman must have two odd shoes. This set my friend the Chink going, and I thought he would die of surprise. He swore it was not so, but I was just as positive in my assertion that it was so, with the result that he was eventually ordered from the store. That was the only time I ever had any disagreement with a Chinaman.

An old ranchman came to the store not long after and bought a pair of grain creedmoors, size 9, and as I was about to wrap them up, he said, "A, laddie, gaie me another pair for the old woman." I asked him what style he wanted and he said, "Gaie me the same style and the same size, for when she don't wear them I can."

It was a very common sight to see ranchers, both men and women, come into the department to be fitted wearing old shoes without any stockings. Men and women who live out in the mountains come to the department with gunny-sacking wrapped around their feet and legs. This gunny-sacking is bagging cut about three inches wide and sewed in strips. It was necessary, in order to fit their feet, to carry stockings in the department, and after one of these ranchers once got a stocking on it was an almost impossible job to get it off again, whether or not a sale was made. It was quite a novelty for many of them to have stockings on their feet, but when we sold a pair of shoes we always added sufficient to pay for this inexpensive accommodation. Cowboys were among the easiest customers that we had to deal with, provided the heel of the boot was $2\frac{1}{4}$ inches to $2\frac{1}{2}$ inches in height. The reason they want the heel as high as this is that most cowboys use a skeleton stirrup, and should a cowboy lose his seat in the saddle and the heel slip through the stirrup he would be dragged to his death. A $2\frac{1}{2}$ inch heel obviates a possible accident. Try to sell a pair of calf riding boots with a $1\frac{1}{2}$ heel, no matter how cheap, and you start a veritable hornet's nest. These men never wear a pair of ordinary shoes and the clank, clank which they make causes them to be recognized even before they are seen.

Returning from this wilderness, I secured a position in one of the most prominent Eastern departments. The bon-ton of Fifth avenue, leading actresses and the wives of famous horse-

men were among my customers. Instead of the EE and E widths that I had been accustomed to selling in the Northwest, AA and A's were substituted. Instead of the heavy grain creedmoors and women's pebble without lining, I sold fine kids and patent leathers. Instead of the cowboys' boots, which I sold so often in the Northwest with the $2\frac{1}{2}$ inch and $2\frac{3}{4}$ inch heels at from \$9 to \$14, the patent-leather riding boots, costing from \$20 to \$30 a pair, were in demand. Instead of fitting shoes without any widths or paying any attention to the instep and heel measurement, the strap was substituted and all my customers had their boots made to special order.

In this branch of the business I have been successful, but it is a pleasant thing to look back over the sixteen years and figure that I have raised myself from selling to colored people in the slums of the city to dealing with the best trade of the country—Shoe Retailer.

Relation of the Jobber to the Retail Trade.

Ever since the jobber commenced to be a factor in the shoe business we have heard the story time and time again that he was reducing his force. Contrary to these predictions the wholesaler has been increasing his capacity, both as a handler of shoes and a manufacturer.

We have manufacturing jobbers in the West producing shoes which heretofore they have bought from New England manufacturers. We are told in consequence of this policy that large Eastern shoe manufacturing houses are changing over their conditions, so that, in part, at least, their goods will go direct to the retailer.

It is also to be noted that manufacturers do not consider it such a crime, as they undoubtedly did a few years ago, to sell goods direct to the retailer. It is within the remembrance of the writer when large houses would scorn to sell any amount of goods to any retailer, no matter how large or small. To-day these same manufacturers are very glad to get the business.

It will be noticed from the foregoing that business conditions are changing, and it may be noted that they are not changing the jobber to the extent that many would have us believe and understand. For instance, Boston's five million dollar prominent jobbing house still does the same old business.

Every jobbing house should feel as prosperous, if not more so, as under the old conditions. It is unquestionably true that the margin of profit has been materially reduced, but the volume of business done by the jobber to-day is fully as large as at any time in the history of the business, if not larger, when we take into account the business done as manufacturers by many jobbers throughout the country.

Why the jobber should continue to be such a great factor in the shoe business is not within the province of this article to state. The reasons are too well known to be rehearsed here.

The wholesaler has his place precisely the same as the manufacturer. It is one proposition to make shoes and quite another to sell them. Because a man can make money is no reason why he can save it.

Shoe manufacturers by the score have come to grief by having the impression inculcated in them that they could sell shoes. They have changed from the jobber to the retailer, with the result that they have been thrown into chaos. Of

course there are many instances where manufacturers have changed over from jobber to retailer with marked success. Then again there are great shoe manufacturing houses who have always run their trade precisely as they pleased, selling to both the jobber and retailer. To-day the largest manufacturer of men's goods sells his entire product to the jobber. Probably not one single pair goes direct to the retailer. If that is not an argument in favor of the jobber the writer has never heard of it.

Then we will take the largest manufacturer of women's fine shoes in this country to-day, and how do we find him selling his product? Two-thirds to retailers and one-third to jobbers, and the estimate is made that 75 per cent., if not 80 per cent., of the retailers catered to by this manufacturer discount their bills. Some people put it as high as 90 per cent. of retailers doing business with this manufacturer who buy their goods precisely the same as do the jobbers.

This manufacturer does business on the principle that it is not good judgment to deal with a retailer who does not take every financial advantage in his business. He proceeds on the presumption that it is a reflection upon a

man doing business to-day who does not have every discount available. And why is not this good judgment? If a man can not pay his bills promptly, and do business right, what excuse has he for being in it?

That is the great difficulty in business to-day. There are too many lame ducks engaged in it. And while we are on this point let us state that one of the great reasons for the consolidations and the trade revolutions going on to-day is because of the importance of eliminating the many lame ducks in business. They clog the wheels of progress. They interfere with proper business methods, and while I do not want to be harsh or severe I believe it to be a fact that one-third or one-half of the men in business to-day would be better off on the outside, and business would be materially improved.—Boot and Shoe Recorder.

Have No One Around You Cannot Trust.

If you can not trust your employes, do not retain them. There are hundreds of reliable people in the world who have brains. There is no reason why the head of the house should assume duties of the delivery boy, buyer, salesman and cashier. If your delivery boy is lazy and incompetent, fire him; if your salesman does not know his business, get one who does; if your cashier is inaccurate and dishonest, get rid of him. Do not have anyone around whom you can not trust.



We are having a large trade on our tennis shoes with the famous

Maynard Sole

They have black canvas uppers, sewed rubber soles and the prices make them very popular:

Men's Bals, 6 to 11.....	40c.
Men's Oxfords, 6 to 11.....	37½c.
Youths' Bals, 13 to 2.....	35c.
Youths' Oxfords, 13 to 2.....	32½c.
Boys' Bals, 3 to 5.....	37½c.
Boys' Oxfords, 3 to 5.....	35c.
Child's Oxfords, 8 to 12.....	30c.

Edwards-Stanwood Shoe Co.,

Monroe and Franklin Sts., CHICAGO, ILL.

Men's English Welt Shoes

No. 152

Stock No. 152—Velours Calf,	
Bal. English Welt -	\$2 00
Stock No. 153—Russia Calf,	
(wine color) Bal. English	
Welt - - -	\$2 00

The above are carried in stock on D. E. EE. widths.

We take pleasure in calling your attention to this line as we consider them honest, well made, good fitters and splendid values.

GEO. H. REEDER & CO., Grand Rapids, Mich.



Village Improvement

Best Plan of Procedure in Promoting Civic Beauty.

The needs of communities differ so widely that each Village Improvement Association must decide for itself that which the town most lacks to make it beautiful and healthful, and supply what is lacking, no matter whether it is window gardens or water works.

If your town is bleak and unshaded, plant trees, but give thought to what and how you plant. Because you love elms you certainly show a selfish affection when you plant them twenty feet apart upon a paved street sixty feet wide, knowing, as you must if you love them, that the elm is one of the trees that needs great space and moisture for its full development. Few shade trees should be planted closer together than from twenty-five to thirty-five feet. Why not intersperse them with some ornamental flowering trees—red-buds, dogwoods, crab-apples, catalpas, etc.? Why always plant forest trees for city shade? Why not plant fruit trees? I see you smiling, but in Erie, Pennsylvania, I know that years ago Parade street was shaded for many squares by cherry trees, that were a perennial delight, beautiful in their neat, compact growth and glossy foliage, and a joy when in blossom and fruitage. But did not the boys steal the fruit, you ask? The loss was not material. Boys who have all the ripe cherries they want at home will not steal cherries away from home. They will hunt for green apples.

If it is sidewalks you most need, create such a strong public sentiment in their favor that those reticent old taxpayers who always protest against everything but a reduction of taxes will not dare fight against the improvement. But do not think when you have laid new sidewalks and planted your trees that your work is finished. It is but begun.

What is the condition of your backyard and alley? Is the latter an impassable mire in winter and a weedy lane in summer, or is it a well-graded, rolled and drained passageway? Is your backyard green with grass and gay with flowers, making it a beautiful and wholesome place in which your children may play? Or, is it a death-trap, adorned with a fragrant swill barrel, heaps of ashes and garbage, piles of old boards, an untidy fence, while the bare ground is soaked with greasy dishwater, making it a place abhorrent to your children as a playground, and as unsafe from a sanitary point of view as a sewer? If you have such a backyard, let me tell you the day is nearly over when educated people keep what someone has wittily called "Queen Anne fronts and Mary Ann backs." Can you wonder why Johnny and Willie prefer to play in the street instead of the yard? I think their preference for the street shows a proper instinct and good judgment.

Does your grocer expose the foods he expects you to eat to the dusty contagion of the street? If so, you should teach him that you never offer such contaminated foods to your family. If an organization of influential housekeepers speaks clearly upon this point, glass-covered boxes will be quickly provided that will show the goods quite as well.

How about your dairy supply? In a certain town a shocking infant mortality was traced to the milk. A body of indignant women making a protest against

an incompetent dairy inspector were told by the politician of whom the inspector was a protegee that they were going outside their sphere when meddling in politics. He was quickly answered that "women's sphere was not only outside the home but inside the baby." A weekly or fortnightly visit by a committee from an improvement association would have a deal to do with wholesome dairy premises. No educated woman of this age dares to be indifferent as to the source of the food with which she supplies her family. Beauty and health are synonymous terms—you can not have one without the other.

Have you parks and open squares as breathing places for the people? Have you public playgrounds for your children? This one matter of public playgrounds in all towns is of vital importance. When the influence upon the character and morals of children of healthful play under the care of a watchful, high-principled man or woman is fully understood, no money will be spared to provide such playgrounds, and a new profession, that of play professor, will be among the honorable and well-paid callings.

The possibilities of such playgrounds are almost unlimited. What mother would fear to send her boys to the public playground if she knew that awaiting them was a man who could teach or oversee them in their games and athletic sports, noting and repressing evil tendencies in speech and manner? On occasion such a man would take them on fishing and swimming trips and excursions through field and forest. The woman teacher has charge of the girls' plays and games, and teaches to both sexes—without seeming to teach—botany and nature study and kindness to birds and beasts, until even boys will see a bird, or cat, and a stone in juxtaposition without desiring to pick up the one and throw it at the other. This is not a fevered dream of mine. In a modified way these playgrounds are being tried in various cities, with the happiest results.

Have you casinos where the social life of your town may find expression? Have you a public library? If not, and your town is too small to support one, there are ways of obtaining traveling library cases. If your State library has no provision for distributing to the people the books your taxes so expensively house, petition your Legislature until these books reach the people who need and want them.

The disfigurement of streets and landscapes by bill-boards and advertisements is a nuisance that is attracting the attention of many of the best men, both at home and abroad.

What practical teaching are the public schools of your State giving the children regarding its agricultural resources? What, may I ask, becomes of the students and graduates of our expensive agricultural colleges? I never met one of them. Let us have the students of these colleges most thoroughly and broadly taught in the sciences of agriculture, forestry, botany, arboriculture, bee-keeping, pisciculture, the culture of silk worms, and all else pertaining to an intelligent knowledge of such things; and then in our public schools let these young men teach the sciences they have learned. The electric railways which are fast webbing our country roads are making the centralization of country schools not only possible, but so much more economical than the old system, that the adoption of this system

is only a question of time. The school commissioners of the county in which I live have been asked to build two of these central schools.

The school garden should be a part of the curriculum of these schools, both in the city and country, as it is in Germany, Russia, France, Sweden, Saxony, and a few other European countries. Children so taught will have a greater respect for country living, and when a boy understands that it requires quite as much ability to make a farm pay as it does to make a store profitable, and that the independence and prosperity of a nation so largely dependent upon its agricultural supremacy, then and not until then may we hope to have a long line of cultured country gentlemen, the class that has made England such a delightful land in which to dwell.

Jessie M. Good.

If some men would remember the answers to half the questions they ask, they would have a liberal education.

The world may owe every man a living, but the majority of them are too lazy to hustle around and collect it.

For

"Helpful Hints"

on Retailing write to

C. M. Henderson
& Co.

"Western Shoe Builders"

Chicago, Ill.

No More Dust



Only Reservoir Brush Made. Guaranteed Dustless.

WIENS BRUSH CO., Milwaukee, Wis.
Agents Wanted.

Cadillac

Fine Cut and Plug
THE BEST.
Ask for it.

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



The Imperial Gas Lamp

Covered by U. S. Patents

Admittedly the best light on the market and the most economical

The Imperial

burns common stove gasoline and gives a 100 candle power light at a cost of one cent per day.

One gallon will burn 60 hours

The needle keeps the burner clean, so it will not clog, and the generating tube being in center of flame, insures a light that will not go out. There is no odor, no smoke and no flicker. The light can be raised or turned down just as with a gas jet or lamp. The Imperial is the most perfect light on the market and everything pertaining to it is the best to be had. IT WILL PAY TO INVESTIGATE. Agents wanted.

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

\$3,000 Sale from \$1 Investment

Brent Creek, May 23—I invested \$1 in advertising in the wants column department of your most valuable paper and, through that investment alone, made an exchange of a \$3,000 property. Advertising pays when properly placed.

Yours, with good wishes,
G. L. CLAPP.

Window Dressing

Favorable Season For the Ingenuity of the Trimmer.

From now on until the hot weather sets in the trimmer works under the most favorable auspices. The pleasant days bring people out of doors to make their necessary purchases, whether they are to remain at home all summer or are already beginning to plan and provide for their vacation needs. Everyone is interested in seeing if not in buying the new designs and fabrics that have been prepared for all the business needs and outdoor sports of the summer and spring, and so the trimmer is sure of a large and appreciative gathering for every meritorious display that he puts into his windows. So it is to be hoped that with conditions so auspicious the trimmer will rise to his opportunities and make the heart of his employer glad as he scans his sales slips at the end of the day. It is unnecessary to remind the window man that now is the most favorable time for him to begin his displays of bicycle, golf and sporting goods, just when the fresh turf and the fragrant breezes call every one out to wander on the hills and in the fields. Lounge suits and sporting haberdashery should get proper attention and be pushed forward where every out-of-doors man will not fail to see them, and, seeing, desire, and, desiring, purchase.

* * *

A bicycle introduced into a large window trim of clothing is an oft-used feature of trims of bicycle clothing. Sometimes the size of the window does not permit this, and in such a case the wheels can be detached from the bicycle and hung from the ceiling of the win-

dow by fine wire. At either side of the wheel wings are fastened which call attention to the winged wheel—the delight of the bicycling fraternity. When placing in the window figures dressed in bicycling clothes, take care that they are not placed too close to the glass. Perspective is required when clothing is shown on dummies, and it is well to place them rather too far to the rear than to bring them too near to the front. If one could get a number of handlebars they might be attached to the tops of the various window stands and the article to be displayed draped over them precisely as they are draped over ordinary window fixtures. A window filled with handlebars would be sure to attract attention, and it would give an unmistakably bicycle character to the trim.

* * *

When coats are handsomely lined, about the most effective way of bringing the fact to the attention of sightseers is to turn the sleeves inside out, drawing them nearly through, and then shaping them loosely in somewhat the form of a rosette. Hang the folded garments prepared in this manner over window stands, every other one, with the tails displayed. In front of each stand, holding coats so arranged, place at a slight distance a stand having a vest upon it. If the suit is a business suit let it be a fancy vest. If the coat is a frock, let the vest be a white pique or of a tan color. A silk hat with gloves tucked into the brim can be placed at one side of the smaller stand. It is a good idea in displaying trousers to show them from time to time on trousers stretchers or racks. Every clothing man should make it his business to bring to the attention of his customers the appliances

necessary for keeping clothing in good condition. By doing so he not only derives direct benefit, but is safeguarding himself against the complaints and discontent that really arise from the customer's lack of care for his clothes. A trousers stretcher with a pair of trousers upon it, a stand for hanging trousers when not in use, and any other necessary article, such as a brush for the clothes or the hat, if hats are displayed, should find a place in the window from time to time, and will be found sensible and useful adjuncts to the trim.

* * *

An arrangement of steps in a window is one of the simplest and most obvious methods of arranging window settings for a display. It is especially good for very high or deep windows. A variation of this style of window setting which would be especially good when juvenile clothing is shown on dummies is to make the steps very deep, so that each step overlaps the step below it by half its width. The various steps are covered with suitable drapery or covering, strips of beading are tacked along their edges and the dummies are stood upon them at proper intervals. The sections under the steps are covered with drapery at the back, and the box thus formed is utilized for the display of small articles, such as shirtwaists and neckwear to accompany the suits shown. If the steps are far apart strips of wood can be tacked between them to divide the spaces under the steps into compartments. These strips of wood serve as the foundation for puffing or draping arranged in the form of little archways, through which the goods are seen. If electric lights can be easily shifted in the window, one or two placed within each compartment thus made

will add to the beauty of the display at night, while the ordinary window lights will light the suits on the dummies sufficiently.

* * *

Attractive and novel pedestals for use in trims of children's clothing can be made to resemble drums of different heights and sizes. Two circular pieces of board are fastened at their centers to the ends of a strip of wood three inches square, and pasteboard is then tacked about the stand, so that it resembles a cylinder. A wide hoop is tacked about each end of the stand. At intervals holes are pierced in this hoop, as in the hoop about a drumhead, and stout cord is laced through the holes and about the cylinder like the cord about a drum. Little strips of leather are sewed about the cord like the pieces of leather used for tightening a drum. A pair of toy drumsticks can be fastened to the side of each pedestal made in this fashion. By painting the pedestals in different variegated and brilliant colors they are made very attractive and are especially suitable for a display of either military or naval suits for very small boys.—Apparel Gazette.

◆ ◆ ◆
Gave It Up.

A farmer's man took the village doctor a note the other day, which was with some difficulty spelled out:

"Please send me a bottle of fizzic."

"Hello!" exclaimed the doctor,

"F-i-z-z-i-c doesn't spell physic!"

"Don't it," answered the rustic.

"What does it spell, then?"

The doctor gave it up.

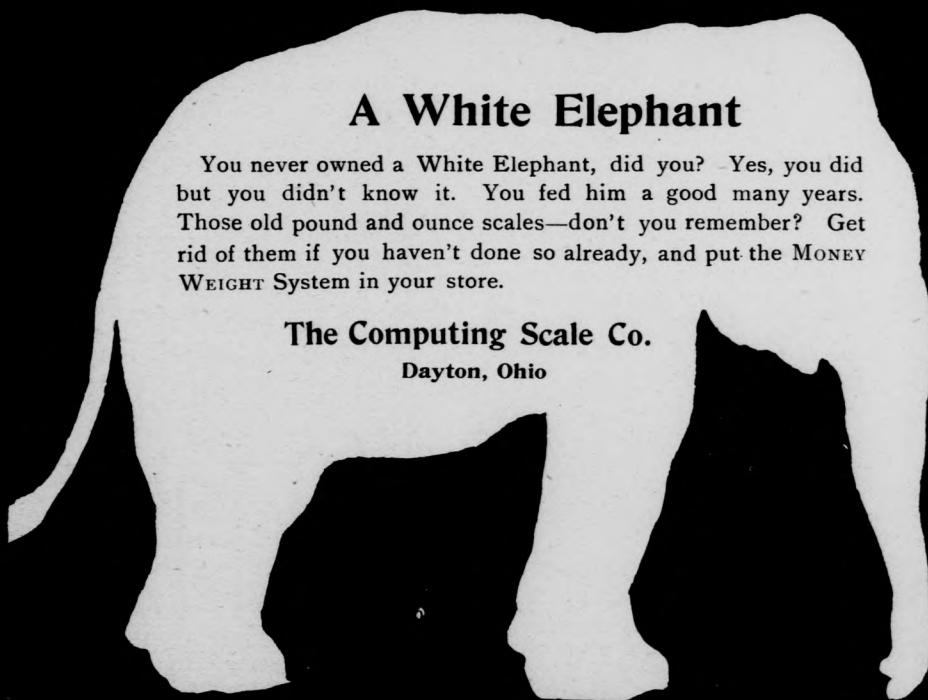
◆ ◆ ◆
The manufacture of carbon for use in electric lighting and for other purposes has grown to be a great industry in the West Virginia gas belt. The processes require great heat.

A White Elephant

You never owned a White Elephant, did you? Yes, you did but you didn't know it. You fed him a good many years. Those old pound and ounce scales—don't you remember? Get rid of them if you haven't done so already, and put the MONEY WEIGHT System in your store.

The Computing Scale Co.

Dayton, Ohio



The Meat Market

Plea For Cleanliness on Both Sides of the Counter.

Having been a salesman of provisions in Greater New York over two years, and having a territory that brings me at some time or other during the year into very nearly every market in the city, I have had a good opportunity to study, not only the butchers, but their various degrees of neatness or lack of it as applied to the condition in which their shops are kept. The divergence is most pronounced; by comparison some are like the homes of the rich and others like the hovels of the very poor. Were there any excuse for this wide difference in the simple matter of looking after the cleanliness and neatness of these shops, the slovenly, reckless appearance of some of them could be condoned, but there positively is none. Soap is cheap, water is cheaper, but ambition to make use of them appears to be lacking.

I am in such close touch with some of my customers that I have been bold enough to ask them why they did not give their establishments a brighter appearance. I remember one man who excused himself with the statement that his benches and racks were old, and not worthy of attention. That they were old may have been true; in fact, evidence of the eye was in his favor. But that they were not worthy of attention was not so. A good dose of soap and water, followed with a coat of varnish or paint, would have improved the appearance of this butcher's market greatly; it would have done more—it would have removed the qualmy feeling which its filth created. Fixtures must have reached a decidedly dilapidated condition to be unworthy of attention, and when they do reach such a condition it is time to get new ones.

Now, I hold that the butcher should make cleanliness his motto. People like to buy their meat at a shop that is kept clean; they are willing to pay more for the meat when it comes from such a shop. The butcher who ignores the common rules of cleanliness is certainly not a credit to his trade, and does not serve his own interests. The wholesale houses are constantly giving an object lesson in cleanliness that it would be well for some retail butchers to learn. I have never seen a speck of dirt in the cooler of any wholesale house, and I have been in as many throughout the country as any man alive. But as I am now discussing the New York butcher, I shall use only New York wholesale houses for the purpose of comparison. Look at Swift's houses. They are at all times as neat as a pin, and even when the rush is at its height, time is found to keep things clean and in place. The sawdust is always clean, the windows are polished. And what is true of the Swift houses is equally true of the others. Cleanliness is demanded by the heads of these great concerns, and they get it. The retail butcher should demand it of his employees, and if his demands are not complied with, he should get employees who will obey him. The trouble seems to be—and I can say this from observation—that the employing butchers do not set their employees a good example, which is equal to saying that they do set them a bad example. The butcher who chews tobacco and spits on the floor of his shop can not expect his men to do otherwise. The chewing of tobacco in meat markets should not be permitted. Spitting

on floors is forbidden by the Health Department. Signs directing attention to that fact can be bought for a few cents, and the butcher who buys one, hangs it in his market and endeavors to have the rule enforced will have taken a step in a direction that will bring him followers.

One mistake made most liberally by some butchers is that of giving a good front to their markets, so that people will be attracted to it, and allowing the uncleanly conditions referred to to flourish the other side of the entrance. The exterior of markets should be as attractive as it is possible to make them—no one will deny it—but the outside is not of equal importance to the inside. I saw a shop this morning—and it was the appearance of it that determined me to pen you this—that was a disgrace to its proprietor. Evidently the whole of the show window had been covered with paper signs about five inches square. The signs had been removed, but the corners of the papers that contained the mutilage still adhered to the glass. And there they stuck, like the corruption marks on a smallpox victim, and made the shop a place to be shunned by one with decent tastes. Inside the shop was the acme of what should be avoided.

A shop that is kept clean and bright on the inside should not have its beauty—for nothing is more beautiful than cleanliness—hidden by covering the windows with bargain-price signs, or any other signs. The habit of smothering the fronts of markets with startling announcements that no one believes is growing.—Salesman in Butchers' Advocate.

Russian and Siberian Butter.

Some interesting facts bearing upon the rapid development of the dairy business of Russia and Siberia have been furnished recently by Consul Mahin at Reichenberg. He says Russia is determined to create a large export trade in butter, believing that the conditions of the country and growing interest on the part of the people will insure a rapidly increasing production. The total exports in 1897 amounted to 19,081,030 pounds, and for ten months in 1900 the exports had increased to 37,729,220 pounds.

A considerable part of this butter came from Siberia, where the creamery system has passed far beyond the experimental stage. It has been demonstrated that fine goods can be produced in that country, and the government is giving its aid to develop the dairy industry. Most of what is known as the "dairy belt" extends along the line of the Siberian railroad, and to facilitate the proper handling of these goods butter trains, equipped with refrigerating apparatus, have been used to transport the goods to the seaports for shipment. During the season of 1900 two special trains of twenty-five cars each were despatched weekly, loaded with butter for the Baltic ports.

Consul Mahin, in his communication to the State Department, says that the butter is fine in quality, possesses rare keeping properties and that it can be produced at low cost. Already the Russian exporters are seeking a market for this stock in Great Britain, and we believe that it will have a strong bearing on the question of our finding a place in England for American butters.

Cannot Search Coolers.

Governor Odell has left unsigned the bill of Senator Elsberg, which permits game protectors to search cold storage houses for evidence of the violation of the game laws of New York State. Such a law gives these officers pretty full and arbitrary powers. There is a smack about it which even the Governor of the State of New York does not like. It is a prying too closely into the private and business affairs of people who live a good ways from the fence of the sacred game preserves.

Awnings, Tents, Flags

Order your Awnings before it gets hot.

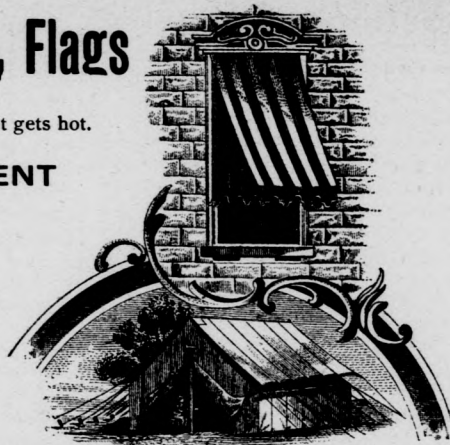
TENTS TO RENT

Stack binder and thresher covers, horse and wagon covers.

We make everything made of canvas.

**THE M. I.
WILCOX CO.**

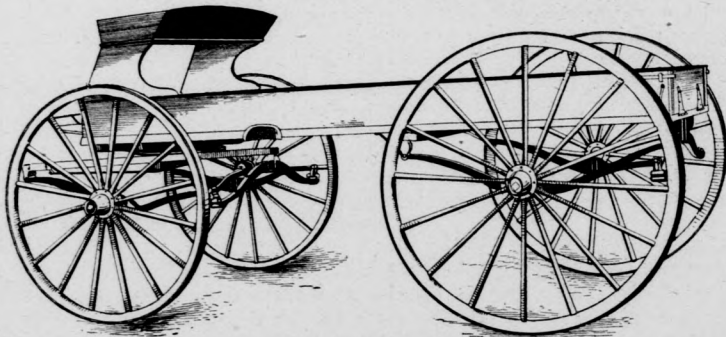
210 TO 216 WATER STREET, TOLEDO, OHIO



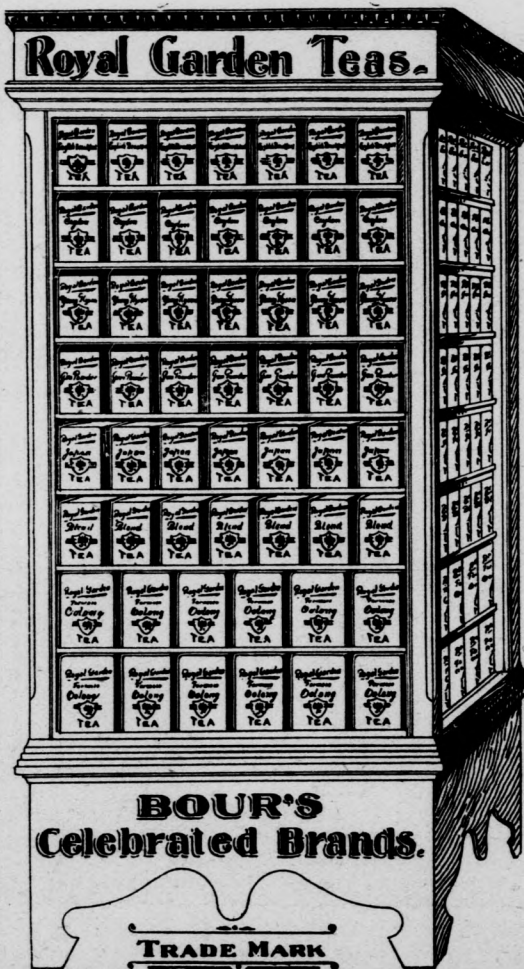
Fritz & Goedel Manufacturing Co.

Alabama Street, Grand Rapids, Michigan

All kinds of Delivery and Fruit Wagons. Write for prices.



We also make a Specialty of
CHOCOLATE COOLERS, ICE CREAM AND STORE REFRIGERATORS



Bour's Cabinet of Royal Garden Teas

In pounds, halves and quarters.

JAPAN
B. F. JAPAN
YOUNG HYSOY
GUNPOWDER
ENG. BREAKFAST
CEYLON
OOLONG
BLEND

Retailed at 50c, 75c, and \$1 per lb.

The best business proposition ever offered the grocer. Absolutely the choicest teas grown.

Write for particulars.

The J. M. BOUR CO.,
Toledo, Ohio.

Butter and Eggs

Observations by a Gotham Egg Man.

A receiver of eggs showed me last week a letter from an Indiana shipper who has been in the business for many years, from which I take the following as a starter for some rambling remarks about the present aspect of the egg situation:

The keen demand for storage stock is almost at an end in this section, closing one of the most remarkable and exceptional seasons I have ever experienced since my connection in this line of work. The middle of March opened with a fabulous price on eggs for storage, which was maintained throughout the entire month of April, both Eastern agents and local storage men buying at a price ranging from 12 1/4 to 12 3/4 on track here, and all current packed. I have handled to a very good advantage about seven cars, and am elated over my season's work, but equally content to see the market settle now for summer business.

This shipper is evidently a man of observation and able to size up the merits of the situation with some accuracy; but many shippers—especially among the smaller operators—fail to appreciate how the land lies at present. So long as the storage demand at country points continued rampant they were able to meet almost any reasonable competition in buying goods and turn them over at some profit. At that time they had little use for the New York market and comparatively few collectors in Ohio and Indiana were sending any of their goods this way. But when the country speculative buying began to slacken many of the shippers went on paying comparatively full prices and turned their goods to Eastern distributing points with the unjustified hope of obtaining values that could have been obtained here while their goods were going elsewhere. In this they have been disappointed and during the past ten days or more a large quantity of Western eggs have had to be sold in this market at prices that mean a serious loss to their owners. Of course, the same conditions that have checked speculative buying in the country have checked it here; goods have continued to pile up in our refrigerators but only on a lower basis of cost. And it must be remembered that in many sections where speculative operators were previously buying the reason for cessation of operations was a marked deterioration in quality. Many shippers seem to have failed to appreciate the loss of quality in their goods. Stock that was formerly gathered up and sold without difficulty to speculators had been turned this way since speculators ceased buying with the supposition that it would give as good satisfaction as before; but it has not, and a large majority of the goods of this character have had to be sold on a sagging market with prices fixed on a basis of 2@3 dozen loss to the case.

Our Indiana friend, above quoted, and most of the larger Western egg collectors appreciate the fact that prices have got to "settle down for summer business." The management of egg operations this spring by those whose actions govern the prices at which accumulations are made in storage has been inflated and visionary. Prices have ruled higher than for years past during the spring season and unprecedented quantities have been withdrawn to storage. We are now about at the end of the period when any material quantity

of high priced eggs will be stored, production continues large, qualities are running down and low prices must prevail hereafter on the great bulk of the supply. It may be expected that as the advancing season reduces the proportion of fine eggs still farther the prices for such will be sustained by demands for current consumption; but on the great bulk of production, gathered and packed in the usual manner, showing more or less heat and waste, shippers must calculate on very low selling prices from now on and country prices must be reduced.

I understand that in some sections collectors meet with difficulty in driving prices down to a safe basis because of associated press quotations of the New York market in which prices for selected eggs are given (as well as for unselected). They claim that country holders insist upon realizing the same proportion of price in comparison with the highest New York quotation as they formerly did when all eggs were running good. It is hard to see how this difficulty can be avoided in any way except by a better understanding and consideration of the facts. When all eggs are sound and strong in quality—as usual during cool, early spring weather—the range of prices is narrow and the top quotations in New York occupy a certain relation to country values of eggs as they run. But when qualities become irregular by the advancing season this relation of value is greatly changed; instead of a range in value here of, say 1/2c or 1c at most, there is a range of 3c or more in case count prices according to the manner of selection before shipment, and highest quotation for graded eggs bears an altogether different relation to the country value of mixed eggs. In nearby Western sections where New York quotations may now be used as a basis for settling country prices for mixed eggs consideration should be given only to the average quotation for "regular packings"—not to that for selected eggs, nor to the "loss off" quotation which really means very little so far as the net value of the stock is concerned.—N. Y. Produce Review.

Demand For Poultry Increasing.

A writer in Michigan Farmer says that, if one was inclined to be pessimistic it would be easy to harbor a fear that in a few years the great number of people raising poultry for market would cause such a surplus that prices would drop below the point of profit. Despite the fact that more people are engaged in raising poultry and eggs for market than any other farm product, the industry is about the only one that has never been overdone and probably never will be. The demand seems to grow faster than the supply. A few years ago broilers and fine roasting chickens were considered luxuries only for the rich. To-day in every city and town they are ordinary articles of diet. This is due to the fact that new methods have enabled the growers to produce broilers and roasters at prices never before dreamed of, and at the same time sell them at a fair profit; so they can be bought by all.

Poultry was never eaten so generally as to-day, and the demand is steadily increasing. In thousands of homes chickens are eaten to-day where a few years ago meat of cows, sheep and swine was the ordinary daily food, with poultry on Sunday. The incubator and brooder have enabled the producer to

raise poultry so that the poorest families of cities can afford to buy them. This has been the great cause for the rapid increase in the demand. The market has simply been broadened by these inventions. Anything that helps the grower to raise chickens at less expense, or that assists in the more general distribution of poultry, tends to broaden the market and increase the demand. At present the distribution of poultry is one of the most serious problems confronting those interested in this business. In spite of cold storage houses, fast expresses and refrigerating cars, some city markets are glutted with poultry while others have not enough for ordinary use. This always works an injustice to the poultry raiser. If he happens to send his products to the overstocked market he loses. No matter how good his poultry is or how carefully it be dressed and packed, the prices received will be inadequate. The hope of the poultry raiser is in the improvement of distribution and the broadening of the markets, while at home he has the problem to study of finding cheaper ways to raise the birds and more scientific methods of preparing them for the market. These questions are all broad ones, but they will be slowly solved by those who have taken up the work as a life study.

Ship your

BUTTER, EGGS and POULTRY

to us and we promise fair treatment and prompt returns. Write for Weekly quotations. Will buy outright, or sell on your account (in which case goods are yours until sold). Write us.

Bush & Waite,
Commission Merchants,
353 Russell Street, Detroit, Mich.
References: Home Savings Bank
and Commercial Agencies.

Grand Rapids Cold Storage Co.,

Grand Rapids, Michigan.

Citizens Phone 2600.

We do a general storage, and solicit your patronage.

Season Rate on Eggs to Jan. 1, 1901:

400 case lots, per doz. 1 1/4c

600 case lots, per doz. 1 1/2c

1000 case lots and over, special rate on application. Thos D. Bradfield, Sec.

FIELD SEEDS

All kinds Clover and Grass Seeds.

FIELD PEAS

We buy and sell Eggs, Beans, Clover Seed, Potatoes, Apples.

MOSELEY BROS.

Jobbers of Fruits, Seeds, Beans and Potatoes

26, 28, 30, 32 Ottawa Street

Grand Rapids, Michigan.

WANTED

1,000 Live Pigeons. Will pay 10c each delivered Detroit; also Butter, Eggs and Poultry. Will buy or handle for shippers' account. Cold Storage and Coolers in building.

GEO. N. HUFF & CO.,

55 CADILLAC SQUARE, DETROIT, MICH.

Butter and Eggs Wanted

Write for Cash Prices to

R. Hirt, Jr.,

34 and 36 Market Street, Detroit, Mich.

References: City Savings Bank and Commercial Agencies.



Highest Market Prices Paid. Regular Shipments Solicited.

98 South Division Street,

Grand Rapids, Mich.

Retting & Evans

Wholesale

Fruits, Produce and Commission

Oranges, Bananas, Lemons, Berries, Cabbage, Wax Beans

33 Ottawa Street, Plenty Home Vegetables Cheap Grand Rapids, Mich.

Long Distance Phone 226 Ask for prices. Citizens Phone 2039,

We buy Eggs and Butter on Commission.

Poultry

Peculiarities Pertaining to the Handling of Poultry.

For a number of years past there have been held what are called duck picking contests down on Long Island. This is generally participated in by girls and the picking record up to this year was 67 ducks. But the other day it was reported that at this year's contest a young woman picked 100 ducks at one sitting, thus smashing the record all to pieces and establishing a new one which will be difficult to break. This manner of getting ducks picked is, however, open to severe criticism, as the great haste made to dress the duck in short time in order to make a "record" results in the feathers being ripped off, tearing the skin of the duck badly and leaving it in very unattractive appearance for the market. I saw some of the ducks that were picked during the recent contest and they showed it. They were very "ragged" and so unattractive as not to appeal to best buyers. The dealer who received the ducks said he disapproved of the picking contests as the ducks dressed at such times invariably arrived on the market in unattractive appearance and it was difficult to effect satisfactory sales of such stock. He attached a note to account sales of the ducks in question in which he explained that more money could have been secured if the ducks had been picked in the usual careful manner instead of by girls in a picking contest.

* * *

While in the store of a prominent receiver of Long Island ducks the other day, a customer came in with a neatly done up package which he opened, and disclosed a duck, with head and feet off and drawn, saying the butcher to whom he had sold a couple pairs of ducks had brought this one back, and said it did not smell right. The receiver of course refused to take it back as the original sale to the jobber was on a Friday morning and it was the following Wednesday afternoon when the duck was returned. This is one of the petty annoyances of the commission trade. In this instance the receiver refused to take the duck back or make any allowance for its poor condition, but it often happens that a sale is made, the account made up and check sent to the shipper, and two or three days afterwards a claim is made for short weight, or culls or something else, and rather than lose a customer or have a fuss the receiver makes up the allowance out of his own pocket.

* * *

"I am pleased to note that country buyers of poultry are beginning to get together and agree on the prices to pay for stock," said a large poultry receiver the other day. "It is as it should be and I have often wondered why they had not done so before. This thing of going out into the country and paying high prices for farm poultry just to beat a competitor is nonsense and that kind of thing has cost shippers a good deal of money. It has not been infrequent that shippers request us to secure such and such a price for their dressed poultry or hold it. This generally means that they paid too much for the poultry. Now, however,

I think they are beginning to see the folly of such a course and are agreeing among themselves to fix the prices at which they will buy. The rapid increase of farm poultry has made this almost a necessity. A man in Iowa, for instance, may think that conditions in his locality warrant his paying a good price for poultry, but he does not always stop to consider that other sections have poultry and that perhaps buyers there are getting it for less money than he is paying. It all comes in competition on the market, and if there are large receipts or the demand is light, then the Iowa man is likely to lose money while the other fellows make a little or play even. No, sir, my boy, the successful poultry shipper is he who buys cheaply. He can not buy too cheaply for his own financial gain. One can seldom tell what the market will be a week in advance."

* * *

The broiler season may be said to be fairly opened. Although Eastern and Southern broilers have been on the market for some time few large shipments of Western have arrived as yet. One day last week we noticed a receiver selling a barrel of dressed, and he said it was the first straight barrel he had received from the West and that he had averaged about 30c on it. A good many Southern are coming in alive and selling very slowly. Wagon boys have not commenced peddling them as yet, owing to the cool, unfavorable weather which has prevailed during the current month, and as these buyers are about the only ones who can use these very small chickens to advantage, prices have ruled low. It is a mistake for shippers to send these very small chickens alive as a great many die in transit and the balance bring little or nothing after they reach the market.—N. Y. Produce Review.

Fall Chickens For Spring Broilers.

It is reported that large numbers of late fall chickens are grown in some sections, fattened and killed to be put in cold storage to be sold as spring broilers about the time that the enterprising poultry keeper with incubators and a brooder house is able to offer those that he has hatched out in the winter. The chicken that has been in cold storage was often rather inferior when put in, and not too well fattened, and the long keeping has not improved the flavor, but has had a tendency to make it almost tasteless, but it costs less than the genuine spring broiler and helps to keep the price down. It is like the cold storage egg, not quite as good as the fresh article, but near enough like it to be very often sold as fresh. It can not be called an imitation, but it is a fraud when sold for what it might have been six months ago, but is not now, a fresh-killed broiler chicken, and there should be a law to punish such frauds.—Massachusetts Ploughman.

Not Customary.

She continued the conversation: "No, sir. I wouldn't marry the best man on earth."

"Of course you know," he urged, "that it is not the custom for the bride to marry the best man."

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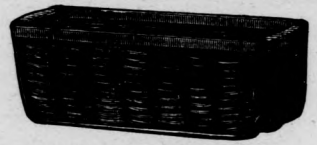
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The New York Market

Special Features of the Grocery and Produce Trades.

Special Correspondence.

New York, May 25—Hot weather has struck us all at once and it has its advantages as well as its discomforts. The fruit trade is picking up and, altogether, real summer weather is welcomed by nearly all classes.

The coffee market has had alternate days of cheer and depression, with a rather stronger feeling at the close, due, apparently, to the simple fact of comparatively small stocks at the moment at primary points. At Santos only 300,000 bags are in first hands. Buyers, however, are not tumbling over each other in their mad rush to obtain supplies and quotations are little if any stronger than last week at this port. At the close, No. 7 Rio is worth 65-16c and is barely steady. In store and afloat the amount aggregates 1,183,040 bags, against 933,353 bags at the same time last year. In mild grades the call is very slight and yet is rather better than for some time. Good Cucuta is held at 7 3/4 @ 8 1/2 c. East Indias are selling in a moderate manner at unchanged rates.

There is a firm undertone to the sugar market. Some talk of higher prices occurred Friday, but cables from Europe on beet sugar were weaker and this prevented any real advance here. Orders are coming more freely as the season advances, and an advance will occasion no surprise.

The tea market generally is very quiet and not a single bit of interest seems to be shown by either buyer or seller. The best that can be said is that prices show considerable firmness, especially for greens.

Prices of rice are quite generally well sustained, but there is a lack of animation to the trade and dealers hope for a revival later on. Prime to choice Southern, 5 @ 5 1/2 c. Foreign grades are without change.

Spice jobbers report a fair trade at unchanged rates. Singapore pepper in invoice lots, 13 @ 13 1/4 c; cloves, 9 @ 9 1/4 c for Zanzibar.

Molasses is dull. A summer quietude seems to have come upon the market and sales made are of the smallest. Prices are firm. Good to prime, 17 @ 30c; open kettle, 35 @ 42c. Foreign grades are steady and unchanged.

Some activity is displayed in syrups and fair sales have been made of the better grades at well-sustained rates.

There is a fairly steady market in canned goods, but no special activity is shown and prices are barely steady. It is said that the pea crop will be of excellent quality and the quantity large. Of course, there is time for "utter failure," but the chances now favor the packers. Some North Carolina peas have been packed by Baltimore canners. Quotations for spot stock show no variation from last week.

Dried fruits are strong. Sales are not large, but there is a steady demand that prevents undue accumulation. Currants are doing well at a slight advance and sellers are not anxious to part with stocks at even more than 9c, and below that nothing can be found desirable. Raisins are quiet, as are most other Pacific coast fruits.

Lemons show steady improvement and orders are coming from many points. Choice Sicily have sold for \$3.25 @ 3.75 for 360s and buyers do not hesitate to pay full rates, knowing they will probably pay more if they wait. Oranges are firm, with a range for Californias of \$2.25 @ 3.75. Bananas are selling freely, with Aspinwalls quotable at \$1.20 @ 1.25 per bunch.

While values of butter are seemingly unchanged from last week there is a

big increase in arrivals and the situation is indicative of lower rates within a short time. The quality is growing better, however, and there is always sale for the best, Extra Western creamery is worth 19c; seconds to firsts, 16 1/2 @ 18 1/2 c; fancy Western imitation creamery, fairly steady and selling at 16 1/2 @ 17c; firsts, 14 1/2 @ 15 1/2 c; best Western factory, 13c.

There is a fair volume of business in new cheese, and full cream is worth 9c. The quality improves daily.

There is a steady demand for the best grades of eggs at about 14c for Michigan goods and half a cent less for storage stock. From this the falling off is rapid and regular packings are about 11c, and there is more demand for these cheap goods than for medium-priced stock.

May Eggs For Storage.

The best of this year's egg crop for storage has now been put into the coolers, and, as a natural result, the situation is easier. Prices are a little lower, but, all things considered, it is doubtful if eggs are really any cheaper for storing than was the April product, even although they went into storage at higher prices. Eggs put into storage after the 15th of May will show a shrinkage next fall about three times as great as the early stock, and after candling will not give as good satisfaction to the consumer as the April egg. There can be no doubt that the production for the month of April is the largest ever known, and a large proportion of it was placed in the coolers. The outcome will be governed by conditions that can not be foreseen at this date. Much will depend on what is going to be done with the eggs for the next thirty days. If dealers will let the stock go into immediate consumption at prices to keep markets cleared, the future for storage stock may offer some encouragement, but the great difficulty is that when prices are let down to encourage consumptive demand it opens the way to induce further speculations in stock that will not give satisfaction to the trade when put into consumptive channels in the fall. It will be in order now for shippers to work their prices down so they can let their stock go on the market and be sold for consumptive requirements. The season for storing eggs should be considered over, and, unless storers hang together in so considering it, they may all hang separately next fall.—Egg Reporter.

Thoroughness.

The man who never allows anything in his business to get by him unless he knows all about its every detail is the man who makes money.

The boy who will jab away at a cobweb or a dusty corner until he gets rid of both cobweb and dust is going to be a man who will make money.

Not to know many things, but to know what you do know well, even to the reason why the rusty nail will not go well into a wooden box, is the why and wherefore of even the smallest success.

No man who has had to work out his own salvation ever succeeded by putting off his exact knowledge until later.

The thing must be done as soon as occasion arises, and the facts fixed in the mind forever.

Be thorough even to the blacking of your shoes, for an unfinished heel may bring you to sorrow.

No Success Comes by Accident.

All the luck in the world will not save a man from failure, if he has no talent for business. If you ask how he is to find out whether he has this talent or not, the only possible answer is that he must learn by stern experience, and, if he fails, must take the consequences. It used to be said, in the days of Stewart's great New York store, that his floorwalkers and even salesmen were men who had failed in business themselves and had gone back to him for permanent places. A great silk manufacturer once told me that it was much the same with him. "What I want," said one employer to me, when he was trying to select a candidate for a certain place, "is a broken-hearted man." Hard as these facts may be, they serve to establish the first principle that great success rarely comes by accident. Here lies the drawback upon all schemes of socialism or community property, that they can never equalize human conditions or make the inefficient successful.—Thomas Wentworth Higginson in Success.

Can't Sell Bad Ones.

In Denmark there are societies whose members furnish eggs for sale. Any member buying eggs other than fresh is fined heavily, after having first received fair warning. Would that the United States was blessed with many such organizations. The country merchant would hail such a move with delight, and the entire egg trade would lend it encouragement.

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You will find a friend you can stick to during hot weather.

All sales case count.

Woman's World

Arraignment of the Business Woman by a Woman.

If the woman of the coming century progresses at the same ratio as the woman of the past, it would seem that men will be little needed in the busy marts of life.

My views of the woman of the coming century will be antagonized rather than indorsed by women anxious to stand in the limelight, for the reason that they may not be considered exactly up to date.

The old-fashioned woman, with babies at her knee, who entertained her husband in the gloaming after his day's work was done, is to my mind a more charming ideal than the woman who wishes to figure in the nation's history.

With the creation of woman her real mission was defined by nature—that she should be the mother of the human race, and around this center the poetry and pathos that have made the triune name of woman, wife and mother the pivotal theme of the sweetest paeans that ever echoed through the halls of the ages.

When woman goes beyond this sphere she loses the subtle but indefinable charm that makes her sacred. A few decades past a man would have thought himself disgraced had he allowed the women of his family to become wage-winners outside of the confines of his home. Society was then more soulful in its associations and did not stand always with arms outstretched to grasp phantom joys.

The man returned from his day of labor to find his wife at home to welcome him. There were fewer clubs to lure him from his hearthstone, but the day of woman's so-called emancipation marked the era of unhappy homes, whose sequels are written in divorce courts. Society is much to blame. A man returning from the business duties of the day is too fatigued to enter into the spirit of a round of pleasure, but the woman remaining at home is tired of her surroundings, and grows restless if the evening is not passed in the giddy whirl. To please her, the husband deputes his best friend to act as the wife's escort, and soon finds himself a husband but in name, and the total lack of moral sense that opens the doors of society to the woman who has dishonored her home and brazenly married the partner of her amour before the ink is dry on the decree divorcing her is one of the appalling social conditions confronting us on the century's threshold.

A woman can not stand independence. Nature intended that she should be protected by the man; and the moment she essays independence she is very apt to become entangled in the meshes of her own weaving. If she is wealthy, she gets into mischief that leads to disgrace. If she is ambitious, she is apt to become offensively so, reducing herself to a physical wreck through the exhaustion of her nervous forces, when the outcome degenerates into the ridiculous.

In the professions which women have chosen, how small a percentage who have studied so laboriously have achieved the most meager success? As physicians, how few can show up satisfactorily on the credit side of the balance sheet? As lawyers, even more disastrous failures!

That the women of the past century have made a wondrous record is not to be denied, but is such a record productive of good results?

The laxity of divorce laws and the

condoning of the guilt by extending the hand of good fellowship to the guilty parties foreshadows a social condition where morality will seem an effete fiction.

And the women of professional life, will they be brought into consultation with brother practitioners on an equal footing?

Women of other countries all over the globe have made excellent rulers, but such women were educated from the cradle for the life-work, and after all, in a measure, ruled by the men chosen as counselors.

American women are too aggressive to rule in any sphere. They are too ambitious to hold the first place. The histories of clubdom and historical societies bear out this assertion; the minutes are a compendium of petty squabbles and personal spites for supremacy. The exhibition at the election of the officers of such clubs is as pitiable as it is amusing.

Nature labels her handiwork and her trademarks are everywhere in evidence. A woman's brain may be as clear and receptive as a man's, yet she lacks the reasoning qualities and the plodding patience. Her conclusions are the result of intuition rather than logic. She is impelled by her nerves, while a man is controlled by his reasoning faculties.

It is not likely that woman will ever assume a partnership as a controlling influence in the world. Whatever her aims and aspirations may be—nature will be the great arbiter always, and while a woman may possess the brains, intelligence and executive ability, she lacks the physical makeup to endure the strain inseparable from the dominant power. On the other hand, were women of the coming century to progress as have those of the past, an alarming chaotic state would ensue, producing a total upheaval of all accepted codes. From clubs they would graduate to municipal affairs—thence to national control, leading up to the aggressive spinster or the emancipated married woman in the executive chair. There would be no time left for thoughts of matrimony. Wifehood would become an effete obligation and maternity a relic of barbarism. The woman of that coming day would be so completely controlled by mind that all true femininity would be eradicated.

After all, has woman really progressed, or has she only brought herself into a conspicuous pose? Whatever progress she has made has been a detriment to man. It has cheapened man's labor by her invasion into the precincts of men—into the busy hum of life. The idea of matrimony has become distasteful as interfering with the liberty of time and action which she wishes to enjoy. The prospects of maternity are abhorrent, and a desire for cheap notoriety in the way of women's clubs and associations spreads like a baneful miasma. If this so-called progress continues, we may anticipate such alarming conditions in the next century as appall the imagination. Women in pursuit of their fancied rights will ignore such obsolete weaknesses as love and marriage, and repudiate maternity as an indication of imbecility. Children will be reared in immense incubators furnished by the municipal government that mothers may direct the affairs of state.

Should suffrage reach the boundaries of female hopes and aspirations and women become the executive, we should hear in some way-off plane of our souls'

migrations the echoes of the petty squabbles of woman clubdom of to-day. The cabinet officers would presumably be the best friends of the executive, and the changes would be whimsical and far-reaching, from the fact that women are too exacting and jealous among themselves to receive quietly and dispassionately the advice tendered by other women.

As a legal judge, where the question of life and liberty were to be decided, she would be a lamentable failure, her sympathies being too easily swayed to admit of justice.

As a physician, her energy would sustain her for a while, but statistics prove that she can not endure the physical strain of a successful practice.

As a business woman, there are some few splendid luminaries in the commercial horizon, but these are isolated cases.

The successful woman in the busy mart is the exception. The very construction of woman proves nature's laws, and the woman who essays to ape the manners and prerogatives of man becomes a hybrid, with none of a man's strength and less of a woman's innate sweetness.

The world would be better if woman relapsed partially into her former state, when her home was the one dearest spot, when divorce was a myth and wives were the companions and helpmates of their husbands from the altar to the grave. Divorce courts were then silent and deserted, and the disgrace of such proceedings clung like some living hideous thing, and women did not dare ignore conventionalities and face the awful ostracism of public opinion.

With the emancipation of women came the repugnance to maternity, the

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rebellion against home ties, the egotism that seeks to figure where women most do congregate, followed by the inevitable divorce.

Even the physical apportionment of women seems affected by the mental struggle for supremacy. The women of the day are far better specimens of physical development than the countless number of undersized men so glaringly noticeable in the crowded thoroughfares. It is conclusive that, should the aggressive woman press forward in the race, she has the pluck that wins success in the end; and, if, physically, the woman of the coming century develops as rapidly as has been noticeable within the past quarter of a century, she will be able to bear the strain of a man's calling.

That women have been able to enter the race as wage winners has in many instances, where the support of a family devolved on them, proved a blessing in warding off the attendant horrors of poverty; but that the competition between men and women has been disastrous in other respects can not be denied. Men have lost the old-time chivalrous feeling toward the supposed gentler sex, and thousands of desolated homes are directly traceable to the everyday business contact of men and women.

The world needs some mighty upheaval that will send the men to the front place again as wage winners, and relegate women back to the fireside and the purer joys of the home atmosphere. The business woman, the political woman, the club woman, or the woman devoted to the petty struggle of outshining her social sister queens, has not the time to be also the devoted wife or the ideal mother, and the weakening of home ties is the greatest danger that confronts us.

The license allowed a married woman and the freedom with which she associates with her husband's friends and the dangers to which such freedom exposes her of any sudden infatuation, fill our jails with murderers and feed the yawning doors of our foundling asylums.

A woman can not stand independence and power. She needs the balance adjustment of man's protection and strength. No matter how brilliant may be the peroration of the woman on the rostrum, no matter how successful her career may be in the business, professional or club world, there is an indefinable something within us that cries out against the woman of public life. To sum it all up, a woman, in the aggregate, is a colossal failure when she ventures beyond the home precincts. The successful ones are the infinitesimal exceptions. A woman would never become a popular idol.

There is but one exception that exalts her to the divine, and that is when she accepts the true mission assigned her by the great throbbing heart of nature and finds the aims and ambitions of life centered in her concurrence with these laws that make the homeliest woman beautiful, the poorest a queen, in the unraveling of the mighty mysteries of maternity, the glory of motherhood, which is nature's great triumph and the mission of the woman of all the centuries to come.

Kate Thyson Marr.

When a man divides all his property among his relatives, he should sit down and send for the fool killer.

A Good Time Coming.

Men who are accustomed to dealing with practical issues on a practical basis are wont to be a trifle skeptical concerning the utility of women's clubs, but the most Doubting Thomas among them all must be silenced by the action of the Federation of Women's Clubs, which proposes to boldly grapple with the servant question and reform humanity by reforming its cooking. That is a philanthropy about whose benefit there can be no question, and a woman's mission that will appeal to every man's heart and stomach.

This is a great country, but its greatness has been exhibited in other lines than culinary ones. Long ago a foreigner derided America as a land where they had a hundred religions and only one gravy, and we haven't improved much as time goes along. We have the greatest and most varied food supply in the world, but we are a dumping ground for the poorest cooks the world can produce. We are celebrated for our ingenuity, but our inventiveness doesn't run to devising new dishes.

Our diplomatic talent may enable us finally to benevolently assimilate the Philippines, but it has never yet risen to the triumphant heights of teaching us to keep a cook longer than a few weeks at a time. We may master the Cuban problem, but we have never mastered the art of cooking a beefsteak properly or baking bread. We are a nation of pie eaters, but the under crust of our pie is still soggy.

Therefore should we welcome and encourage the new move of the Woman's Club, which aims at the extirpation of dyspepsia through the introduction of improved methods of cooking and which wisely begins its operations at the bottom, where the waste is greatest and the burden of indigestion heaviest. It is really not going too far to suggest to women's clubs that, if they once get the cooking of the nation settled, all other problems will settle themselves, and that they need not care who makes the laws, provided they may cook its food. A well and wholesomely fed people will not go astray on its legislation. The political and social millennium seems a far way off, but it will be appreciably nearer when the millennium of good cooking reigns "in our midst."

Cora Stowell.

The Duty of Keeping Cheerful.

From the London Lancet.

It may be that some enthusiastic and laborious German statistician has already accumulated figures bearing upon the question of length of life and its relation to the enjoyment thereof; if so, we are unacquainted with his results and yet have a very decided notion that people who enjoy life, cheerful people, are also those to whom longest life is given. Commonplace though this sounds, there is no truth more commonly ignored in actual everyday existence. "Oh, yes, of course, worry shortens life and the contented people live to be old," we are all ready to say, and yet how many people recognize the duty of cheerfulness?

Most persons will declare that if a man is not naturally cheerful he can not make himself so. Yet this is far from being the case and there is many a man who is at present a weary burden to his relatives, miserable through the carking care of some bodily ailment, perhaps, or some worldly misfortune, who, if he had grown up into the idea that to be cheerful under all circumstances was one of the first duties of life, might still see a pleasant enough world around him. Thackeray truly remarked that the world is for each of us much as we show ourselves to the world. If we face

it with a cheery acceptance we find the world fairly full of cheerful people glad to see us. If we snarl at it and abuse it we may be sure of abuse in return. The discontented worries of a morose person may very likely shorten his days and the general justice of nature's arrangement provides that his early departure should entail no long regrets.

On the other hand, the man who can laugh keeps his health and his friends are glad to keep him. To the perfectly healthy laughter comes often. Too commonly, though, as childhood is left behind the habit fails, and a half smile is the best that visits the thought-lined mouth of a modern man or woman. People become more and more burdened with the accumulations of knowledge and with the weighing responsibilities of life, but they should still spare time to laugh. Let them never forget, moreover, and let it be a medical man's practice to remind them, that "a smile sits ever serene upon the face of wisdom."

A Hint About Cleaning Windows.

Choose a dull day, or at least a day when the sun is not shining on the window; when the sun shines on the window, it causes it to be dry-streaked, no matter how much it is rubbed. Take a painter's brush, and dust them inside and out, washing all the wood work inside before touching the glass. The latter must be washed simply in warm water diluted with ammonia. Do not use soap. Use a small cloth with a pointed stick to get the dust out of the corners; wipe dry with a soft piece of cotton cloth. Do not use linen, as it makes the glass linty when dry. Polish with tissue paper or old newspapers. This can be done in half the time taken when soap is used, and the result will be brighter windows.

The man who has a tendency to make an ass of himself never lacks for skill or material.

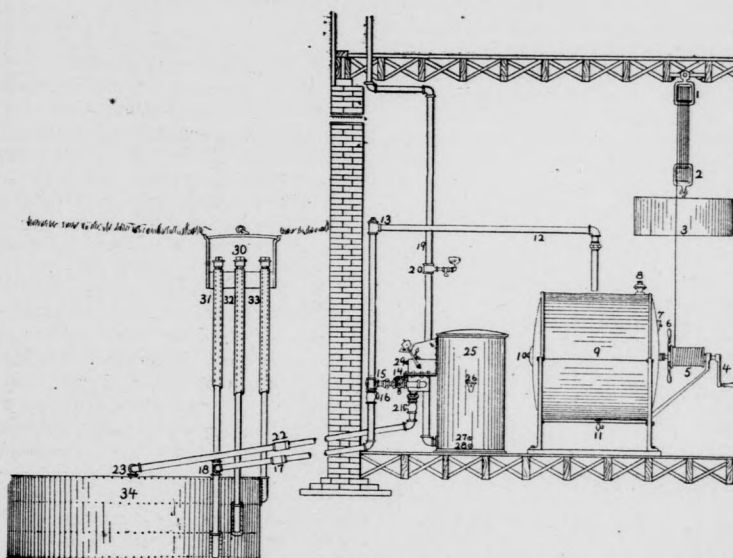
Welsbach Lights Welsbach Mantles

Incandescent Gas Light and Gasoline Lamp Supplies
of all kinds.

Authorized Michigan Supply Depot for the genuine goods.
Write for illustrated catalogue and wholesale prices to

A. T. KNOWLSON, Detroit, Michigan
233-235 Griswold Street.

Michigan Gas Machine and Mixing Regulator



MANUFACTURED ONLY BY

Michigan Brick & Tile Machine Co.

MORENCI, MICH.

If you want the best and cheapest light on earth write for descriptive circulars. This machine is specially desirable for store lighting.

Hardware

Measures Suggested For the Remedy of Existing Abuses.

With a full knowledge of the labor involved in dealing with the many problems presented in an effort to correct present trade evils, whether it be the study and devising of peddlers' licenses, garnishment and other laws that will stand the test of our supreme courts; whether it be in the study and devising of methods to meet the rapid change of conditions under the present trust system and the evils contributing to its injurious operations; whether it be in the study of the moral and economic effects of cheap female labor, its influence upon the general labor wage, and hence upon commerce and industry; department store, catalogue house and other competitive evils seriously affecting the proper equilibrium of society; or whether it be in an effort to correct the present abuse of existing quantity and class differentials under which the department and catalogue houses receive the undue advantage through which the trade suffers, I realize how serious a condition now confronts the hardware dealer of America.

In looking over a recent publication issued by a leading catalogue house I found quotations quite as low as the same class of goods are furnished the retail dealer by his jobber. This leads me to believe that one of our first moves should be to carefully arrange a list of manufacturers whose goods are represented in catalogue and department store advertisements at prices with which we can not compete, strive to gradually eliminate these articles from our stock and replace them with others, even if the influence of the whole trade must be given to encourage the manufacture of such substitutes.

In some cases this may seem impossible, but if the dealers will stop to consider the fact that nine-tenths of the popularity attached to these lines is but the result of the dealer's exertions in keeping them before the public, and that in this country of unlimited genius to produce whatever necessity requires, together with the unlimited capital seeking a field for profitable employment, the trade need only furnish the field and give proper encouragement to bring out that natural American talent which can not only make, but improve if must be, upon anything the market demands.

Every well-posted dealer can call to mind a number of articles whose introduction into the department and catalogue houses sounded their decadence in quality and gradual loss of demand among the better class of trade, and I question the policy of degrading the general stock of a reputable house by the influences the pushing of such lines must yield. Excuse me for seemingly digressing from my subject, but there are a few points I feel like driving home and am constrained to give a practical illustration upon the fallacy of adhering to lines simply on account of previous popularity.

About a year ago a certain dealer adopted a rule to avoid as far as possible, and regardless of previous popularity, the purchasing and pushing of articles appearing in illegitimate advertisements, excepting in such lines as he might be able to procure at a price which would insure him a legitimate profit in open competition with catalogue houses. In purchasing bicycle lamps

for the season he was assured that a certain retail price would be maintained upon two very popular lamps. Before these lamps were shipped he discovered that a surplus quantity of these goods had been dumped in department and catalogue houses and the price was again in a sure way of being cut to where it would leave him without a margin. He immediately countermanded his order, looked the market over and bought a new lamp upon which he felt safe in staking his reputation. His argument was, that if these popular lamps were in stock their popularity and low price making them easier sellers, they would naturally be the only lamp sold and leave upon hand those upon which a profit could be made with proper push. The result was he sold more lamps, as well as other articles handled in the same way, at a more satisfactory price than he could have done with the popular goods under the influence of broadcast cut price advertisements.

In buying goods, I would urge all dealers to guard against one-sided agreements, wherein they are compelled to pay money worth one hundred cents on the dollar, in any market in the world and every day in the week, for goods whose value is not held equally inviolate and which the manufacturer or controlling jobber too often connives to destroy through department and catalogue houses after the general trade is canvassed and supplied for the season. Let every hardware dealer insist upon an equitable agreement and protection of values and where this fails, bide your time. Search out and weed off your list the concerns which persist in conniving to ruin the values for which you gave them the highest and most inviolable standard of commercial exchange, and one very important point will be gained. Do not be alarmed with the idea that these manufacturers will immediately confine their trade to these illegitimate channels, and if there are any who see fit to limit their manufacture to these demands or to place their interests at the mercy of these mercenary concerns, let that be their privilege.

Z. T. Miller.

The Passion For Wealth.

Many a man has sacrificed the best part of himself in his struggle for success. He has given up his friendships, torn up all the tender ties of his early years, sacrificed everything which he then held dear, to the goal of his ambition. In his mad rush for the "almighty dollar," all that is beautiful in his social life has been lost sight of. He has developed his money getting powers, the faculties which grasp and hold, at the expense of all his nobler qualities.

In middle life, he suddenly awakens to the fact that he no longer loves music, that his admiration for poetry and painting has evaporated. He finds that he does not linger by the wayside to drink in the glory of a sunset as he used to do. He no longer cares to lie on his back in the grass and study the stars. He finds it difficult to carry on conversation in society as he once did. In fact, there is only one thing in life that yields him pleasure—his business. In the narrow rut, between his office or store and his home, he finds his only joy.—Orison S. Marden in Success.

Ready to Negotiate.

"Jimmy," said Mr. Lovelorn, "if you will some day take the scissors and steal me one of your sister's glorious curls I'll give you a dime."
"Make it a quarter," replied the graceless James, "and I'll swipe de whole blamed wig."

TO THE TRADE:

We are the only manufacturers of Dynamite in Lower Michigan suitable for general Rock work and Stump Blasting; also Caps, Safety Fuse, Electric Fuse, Batteries, Dirt Augers, etc. Our goods are strictly high grade and reliable, twenty-five years in the business. Prices and goods right. Shipments made promptly on same day order is received. Try us by inquiry.

AJAX DYNAMITE WORKS,
Bay City, Mich.

Glover's Gem Mantles

are superior to all others
for Gas or Gasoline.

Glover's Wholesale Merchandise Co.
Grand Rapids, Mich.
Manufacturers Importers and Jobbers of
GAS and GASOLINE SUNDRIES



Get our prices and try
our work when you need

Rubber and Steel Stamps Seals, etc.

Send for Catalogue and see what
we offer.

Detroit Rubber Stamp Co.
99 Griswold St. Detroit, Mich

Summer Resorts

ON THE

G. R. & I.

"The Fishing Line"

The Passenger Department of the Grand Rapids & Indiana Railway has issued a 36-page booklet, entitled "Michigan in Summer," that contains 250 pictures of resorts in Northern Michigan. Interesting information is given about these popular resorts:

Petoskey	Mackinac Island
Bay View	Traverse City
Harbor Springs	Neahawanta
Harbor Point	Omena
Wequetonsing	Northport
Roaring Brook	Northport Point
Emmet Beach	Edgewood
Walloon Lake	and other points

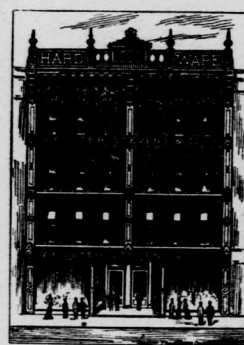
It contains a list of hotels and boarding houses in Northern Michigan, with their rates by the day and week, and passenger fares from the principal points in the Middle West.

This booklet will be sent free

upon request to C. L. LOCKWOOD, General Passenger and Ticket Agent, Grand Rapids, Michigan.

The summer train schedule goes into effect June 30. Time cards and full information regarding connections, the "Northland Express" with cafe car service, will be sent, and assistance given to plan a comfortable trip via the

Grand Rapids & Indiana Railway



Sporting Goods, Ammunition, Stoves,
Window Glass, Bar Iron, Shelf Hard-
ware, etc., etc.

Foster, Stevens & Co.,

31, 33, 35, 37, 39 Louis St.

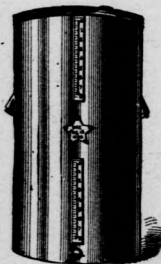
10 & 12 Monroe St.

Grand Rapids, Mich.

Your stock is not complete without you
have the

Star Cream Separators

Best advertisement you can use. Each one sold makes you a friend. Great labor saver. Complete separation of cream from milk. Write to-day for prices and territory.



Patented
August 15, 1899

Lawrence Manufacturing Co.
TOLEDO, OHIO

PRINTING FOR HARDWARE DEALERS Tradesman Company
Grand Rapids.

SPECULATIVE SCHEMERS

Find Their Easy Marks in the Country Towns.

I hope no grocer was carried away by the Northern Pacific racket.

One day last week, a day after the seance had wound up, I entered a retail grocer's store in Newark, N. J.

In this store is a clerk that I know well. I was instrumental in getting him his job. He is a cheery, chatty fellow usually, but this particular morning he was silent and sullen.

"What's the matter, Jimmy?" I asked. "Sick?"

"Oh, no," said Jimmy, "I ain't sick; I'm only tired of this infernal grind."

"Work any harder than it has been?" I asked.

"I don't know as it is," he replied. Then after a minute, he added something that brought the whole trend of his mental processes to light.

"I don't see how it is," he said; "here I am, a hard-working fellow who tries to be decent, making \$7 a week and not very sure of making any more. Over in New York I see by the papers there are a lot of fellows who are making more in an hour than I expect to make in my whole life. Why, I see that one fellow made \$60,000 in one lick. It'll take me a hundred and seventy years to make that much, at \$7 a week. Why must I grind along here and they have all the fat?"

The iron had entered this clerk's soul—what can you say to a man in such a state of mind? I argued with him the best I could. I reminded him that for every man who made \$60,000 in a minute there were hundreds who lost everything they had. And so on, and so on, but it did no good. It is aggravating, you can't deny it. In one minute, without work, without labor, probably without thought, a comfortable fortune drops into one man's lap, while another man will work for sixty years and never at any time make more than a bare living, and only that by hard work.

But reason departs when the speculative fever gets into the blood. I had my little share of it all right. Do you remember the time about ten years ago when the papers were full of advertisements for these blind-pool speculative schemes? They ran for a year or so until they were shown up. Most of them were in New York and they had victims all over the country—your uncle among others.

I was then living in a small country town. Most of these schemes find the bulk of their easy marks in country towns. I was a great reader of the Sunday papers—they brought a breath of the life and brilliance of the city—and from morning until evening I would pore and pore over them, as many another rural denizen has done before and after me.

The most prominent thing in the Sunday papers at that time was the advertisements of these blind pools. The scheme seemed all right. The idea was that a hundred or more people would each contribute various sums of money—a minimum of \$20—and the director of the pool was supposed to speculate with it and pay dividends monthly. In some cases they claimed to have paid as high as 10 per cent. a month.

The advertisements were full of testimonials, which incidentally are getting so cheap nowadays that I understand you can buy them at the department stores.

I was easy all right and it only took a few advertisements to knock me out. I

sent on my \$20. In reply I got a courteous letter, written on finely-engraved stationery, and immediately in my own mind I became a bold, bad man of finance.

At the end of the first month I got a dividend of \$2—10 per cent. I felt sure I had struck it rich at last and began to scheme to get more money to send on. I thank God that I woke up before any of these schemes succeeded. The second month I got a check for \$1.50—a little reduced, but still very handsome. I began to price nickel-plated bicycles and Prince Albert suits.

The third month I got a check for 25 cents and my feet at once began to chill. I sent on to withdraw my capital, which the advertisement said you could do at any time.

In reply I received a beautiful letter bawling the collapse of the pool and regretting that the directors had been obliged to suspend payment. I remember one particularly touching phrase in the letter: "The pool has been wounded in the house of its friends." Oh, it was such a splendid letter! But it didn't contain any check.

I threw the 25 cent check in the bank, and the last straw became added to my burden when three days after that it was returned with "not sufficient funds" marked across it. I went sadly down in my spring-bottom jeans and brought up a quarter, with which I cleared my last dividend as a daring speculator.

Ever since that your uncle has stayed out of the stock market, although at times it is embarrassing to know how otherwise to utilize all my money.

I heard a couple of brokers bawling the magnificent chance to get rich from speculating which they had let pass during the wheat flurry. They had intended to put up \$10 apiece at the beginning of the week on margins, reinvesting it as fast as it earned. The scheme fell through for some reason—lack of the ten, or something. At the end of the week they figured up that "if" they had only put up the \$20 as they had intended, they would have been worth just \$100,000 on Saturday night. Aggravating, isn't it? Still, by this time, had they made their \$100,000, they might both have been hopeless champagne inebriates—you can never tell.

The man who makes his living in legitimate channels may gain less money than the speculator, but he will gain a darned sight more flesh.—Stroller in Grocery World.

The Woman of It.

He—There, dear, after toiling and planning for years, we have at last been able to buy this beautiful home, and you ought to be perfectly happy.

She—But I'm not.

He—What's the matter?

She—I know we shall never be able to sell it.

S. A. MORMAN & CO.

GRAND RAPIDS, MICH.

25 CANAL STREET,

Wholesale

Petoskey Lime
Sheboygan Lime
Akron and Louisville Cement
Atlas Portland Cement
Michigan Portland Cement
Sewer Pipe
Fire Brick
Flue Lining
Hard Wall Plaster
Granite Wall Plaster, Plaster, Gypsum Wall Plaster
Stucco, Hair, etc.

Write for Prices.

ELLIOT O. GROSVENOR

Late State Food Commissioner

Advisory Counsel to manufacturers and jobbers whose interests are affected by the Food Laws of any state. Correspondence invited.

1232 Majestic Building, Detroit, Mich.

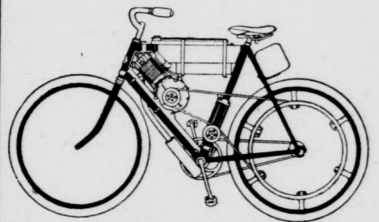
If you do not find ready sale for your

CANDY

put it up in our Boxes; it will sell them.

KALAMAZOO PAPER BOX CO.
Kalamazoo, Michigan

THE MOTOR DOES THE WORK



The Thomas Auto-Bi

Has become an important factor in the sales of many Bicycle Dealers, and especially those dealers who are wide-awake and progressive. It has now reached a stage where it is an object of interest to every dealer who gives any thought to his business.

Right now, write us for Catalogue and Agency.

ADAMS & HART, Grand Rapids

=A Word About Coffee=

TO THE RETAILER:

We believe you want a coffee that will please your trade, sell at a fair price, insure you a profit and keep on selling. In other words you want a profit getter and a repeater.

We have it. Our "star" is Quaker Mocha and Java, Roasted, Blended and Packed by a house which has had over fifty years' experience in the coffee business. (Not ourselves). Called Quaker because it's plain, honest and always the same. We use it ourselves. It's good enough for you and it's good enough for your customers. Ask our salesman about it. Add it to this week's order and watch your coffee trade grow.

WORDEN GROCER COMPANY

Grand Rapids, Michigan

THE C. F. WARE COFFEE CO.,

Importers, Coffee Roasters, and Baking Powder Manufacturers, DAYTON, OHIO.



Here is a money maker. We know you want to make some money and we want to help you. This is a trade stimulator. A glance at the above illustration will give you but a faint idea of the richness and elegance of the "Victory Assortment." You will note, in addition to the elegant Table Glassware, one piece of which is given free with each can of Baking powder or each package of Bourbon Santos Coffee, that there is also offered free with each "Victory Assortment" a superb Enameled Bed, full size, with elaborate brass trimmings and ball-bearing casters. This bed may be retained by you or, if preferred, given as a special premium to your customers. A very novel plan for awarding the bed in this manner is packed in each case. Your trade will be delighted with these goods. They sell on sight and pay a handsome profit. "Victory Assortment" is offered free with one hundred one-fourth pound cans of Mascot Baking Powder at \$12 per case, or with one hundred pounds of Bourbon Santos Coffee (elegant goods) at 18 3/4 cents, N. Y. basis. You cannot afford to miss this opportunity. Order case from your nearest jobber at once.

THE C. F. WARE COFFEE CO.

MEN OF MARK.

Chas. C. Jenks, Senior Member Foote & Jenks, of Jackson.

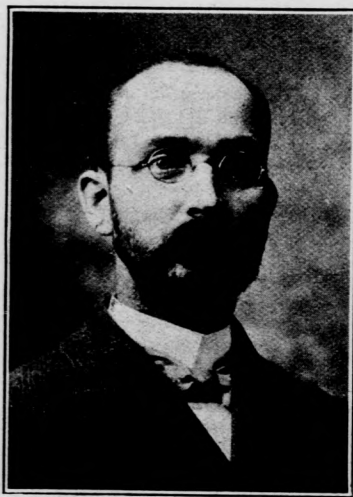
Chas. C. Jenks was born on a farm near Ann Arbor, March 10, 1858, being the son of a Baptist minister. He is the eighth descendant of Joseph Jenks, an English ironmonger, who was born in 1602 and came to this country in 1640 at the solicitation of Governor Winthrop to establish iron works at Lynn and to whom was issued the first patent granted by the English government to an American colonist. His son, Joseph, born in 1632, founded the town of Pawtucket, R. I., and his grandson, born in 1656, was Governor of Rhode Island.

Mr. Jenks lived on the farm on which he was born until he was 6 years of age, when the family moved to Ann Arbor. Two years later the family moved to Howell, where Charles attended school until 15 years of age, finishing the grammar grade and pursuing special studies in the high school for one year. When 14 years of age, he worked one summer vacation in the drug store of E. A. Young, which convinced him that he was adapted to the career of a druggist, which he never succeeded in getting out of his head. After finishing school, he worked on a farm near Brighton for a year, when he entered the general store of McPherson & Sons, at Brighton, where he remained until 21 years of age. He began at the bottom, cleaning lamps and packing butter and, when he severed his connection with the house, he was in full charge of the clothing department. Becoming possessed of the Western fever, he started for the "land of the setting sun," but happened to stop off over night in Jackson on his way West and was struck with the idea that Jackson was a good town to locate in and, acting on that impression, he stayed there—and is likely to stay there for a long time to come. His first work was as clerk in the drug store of C. E. Webb, with whom he remained a little over a year. He then entered the drug store of Waldron & Curtis, with whom he remained two years. Here he met his future partner, C. E. Foote, who was then in the employ of the same house. The young men signed partnership papers March 1, 1884, and opened a retail drug store April 7 at 216 Main street. The first summer the firm was in existence a line of extracts was gotten out and the second year a line of perfumes. Neither member of the firm had any idea at that time of engaging exclusively in the manufacturing business, the specialties being gotten out mainly for the purpose of advertising the retail business. The following year Linden Bloom was placed on the market, and met with such a hearty reception wherever it was introduced that the young men saw that within a short time they would be compelled to retire from the retail drug business and devote their entire attention to their manufacturing interests. With this idea in view, they subsequently sold an interest in the business to one of their clerks, Fred S. Henderson, and the firm name was changed to Foote, Jenks & Henderson. Two years later they sold their remaining interest, after which the retail store was conducted under the style of Henderson & Co. and Foote & Jenks devoted their entire time to the manufacturing business, which they had previously established as a separate department in 1887. They are now erecting a new building, 33x100 feet in dimensions, two stories and basement, which they

expect to occupy by June 1. They employ thirty people, of whom six are traveling salesmen.

Mr. Jenks was married June 10, 1884, to Miss Flora W. Taylor. They have one child, a boy 9 years old, and reside at 140 Maple avenue. Mr. Jenks is a member of the First Baptist church and Jackson Council, No. 57, U. C. T. He is also identified with Michigan Lodge, No. 50, F. and A. M., and Fern Leaf Chapter, No. 66, Eastern Star.

Mr. Jenks went on the road in 1888 and has devoted much of his time since then to the work of introducing the goods of his house. He has covered the trade in the meantime in twenty-seven states and at the present time undertakes to see the best merchants in the



large towns on the line of the Michigan Central, spending four days a week on the road and two days in the house. He attributes his success to hard work and believes in the principle that any business, no matter how much demand there may be for the output, can not succeed unless some person puts his life into it. This is what he has done, and is what he expects to do so long as he remains an active factor in the growing house of Foote & Jenks.

A Family With a History.

The oldest family in Philadelphia is the Shoemaker family, the original ancestor having emigrated from the Palatinate in 1684. He died on the voyage, but his widow, Sarah, and twelve children settled in the neighborhood of Germantown and Shoemakertown. Three of the descendants were mayors of Philadelphia before the American revolution. The lineal ancestor of the present head of the family was treasurer of Philadelphia for eighteen successive years. Two of the sons of Sarah, the widow of the Palatinate, opened drug stores. One is in Shoemakertown, where it still stands, after 200 years, with the family name as proprietor. One of her son's grandsons established a drug store near Second and Vine streets. Only one of the family, Samuel Shoemaker, who owned the Randolph mansion, remained a royalist during the revolution. He could not conscientiously give up his allegiance and went to England. He returned later when peace was declared. The present head of the family, Benjamin H. Shoemaker, has been connected with the Pennsylvania Hospital longer than any other of the board of directors.

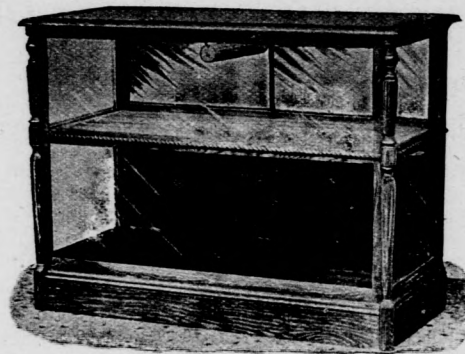
Everybody Wants It.

For the Pan-American a sumptuous and beautiful illustrated souvenir is now being prepared by the Michigan Central, "The Niagara Falls Route." It will contain just the information you want. Send four cents postage for it to O. W. Ruggles, General Passenger and Ticket Agent, Chicago.

Grand Rapids Fixtures Co.

One of our
Leaders
in
Cigar
Cases

Write us
for
Catalogue
and
Prices



Shipped
Knocked
Down

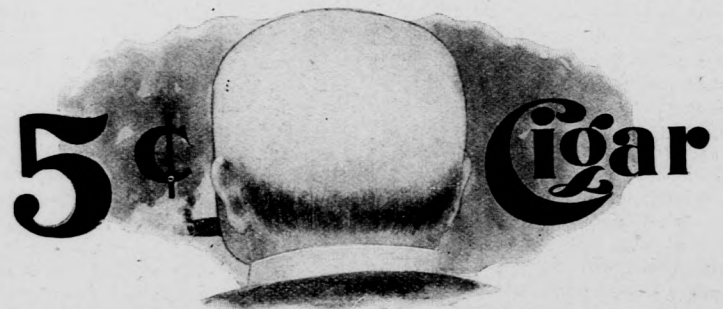
Takes
First Class
Freight
Rate

No. 52 Cigar Case

Corner Bartlett and South Ionia Streets, Grand Rapids, Michigan

AMERICAN CIGAR FACTORY

Benton Harbor, Michigan
M. A. PRICE & CO., Proprietors



Oh! where have I seen that face before?
In Nearly All the Leading Stores.

WORLD'S BEST

S.C.W.

5c CIGAR. ALL JOBBERS and
G. J. JOHNSON CIGAR CO.
GRAND RAPIDS, MICHIGAN.

A Trade Maker

Fanny Davenport

5c Cigar

Trade Supplied By:

B. J. Reynolds, Grand Rapids, Michigan.
Phipps, Penoyer & Co., Saginaw, Michigan.
Moreland Bros. & Crane, Adrian, Michigan.

Commercial Travelers

Michigan Knights of the Grip
President, GEO. F. OWEN, Grand Rapids; Secretary, A. W. STITT, Jackson; Treasurer, JOHN W. SCHRAM, Detroit.

United Commercial Travelers of Michigan
Grand Counselor, H. E. BARTLETT, Flint; Grand Secretary, A. KENDALL, Hillsdale; Grand Treasurer, C. M. EDELMAN, Saginaw.

Grand Rapids Council No. 131, U. C. T.
Senior Counselor, W. R. COMPTON; Secretary-Treasurer, L. F. BAKER.

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

SUCCESSFUL SALESMEN.

Michael J. and Thomas A. Rogan—Father and Son.

The Tradesman recently asked M. J. Rogan for such data as would enable the writer to prepare a comprehensive sketch of his life, whereupon his Celtic tongue wagged with such rapidity that the stenographer was called into requisition, with the following result:

"I was born Sept. 18, 1860, in Berwick-on-Tweed, a small town on the borders of England and Scotland, my parents having moved there from Ireland a short time previous to this event. Considerable argument has been indulged in by my acquaintances regarding my nationality—whether Irish or English. I claim to be an Irishman, of which country I am very proud. A gentleman remarked to me lately, 'Mike, you must be English, as you were born in England.' I replied that I would not be a horse if I were born in a stable. My father conducted a small clothing business and we lived over the store. I had several brothers and sisters, who died young, and now I am the only one of the family left; but the name is not likely to die out, as I have seven children, four boys and three girls.

"At the age of 10 years I became tired of going to school and was determined, against the wishes of my father, to go out to work. In the following three months I tried five different jobs—tailor, carpenter, grocer, twine spinner and carriage painter. The latter job I worked at just three days. This was in the winter time and I did not find washing carriages at one shilling and sixpence (36 cents) a week to my liking. For about a year previous to this I had been learning telegraphy at the railway station, where I spent a good many of my evenings, and at the age of 10 years and three months—at which time I would be taken for a lad of 14 years—I secured a position at a small station on the North British Railway Co.'s road, about seventy miles from home, at ten shillings a week (\$2.50), paying \$2 a week for my board. When I arrived at my new home, I had only 36 cents in my pocket, my father refusing to give me any money, as I left home against his wishes. I remained on the railroad about three years, and then went into a clothing store to work, where I remained until I was between 18 and 19 years of age, when I accepted a position to travel on the road with a line of clothing, my territory being the North of England and parts of Scotland. In the spring of 1888 I caught the foreign fever and made up my mind to go to Australia. Several friends of mine induced me to try the United States first, saying if I did not like Yankeeland I could then go to Australia. I changed my plans, of which I have been very thankful, and came to New York, landing there on Sunday, June 3, 1888, a total

stranger. On Monday morning I started down Broadway looking for a position as traveling salesman among the wholesale clothing houses, that being my ambition. However, I failed to find any clothing houses looking for a greenhorn to represent them, so I accepted a position with an overall and shirt factory in Poughkeepsie to sell goods in Michigan on commission. I secured this position after being in this country three days. I then started for Michigan, my first stop being at Detroit, where I sold J. L. Hudson my first bill. I plugged around for two straight weeks after that before I sold another bill. I had very



hard work making sales and after trying it one year and making just \$220 over and above my traveling expenses I decided to go into the clothing business in Otsego, Mich. After running the store for six months I concluded I was not adapted for country store life and was eager to again try my luck on the road, thinking that with my eighteen months' experience in the United States and my store experience I would be better able to achieve success. I secured a position with Walter Buhl & Co., Detroit, to sell their line of hats in Michigan. My success dates from that event. A good deal of the credit belongs to Mr. Hempstead, Mr. Buhl's general manager, who really gave me my first start. As a proof of how well I succeeded for Buhl & Co. I may say I received the first year a salary of \$1,000, and remained with them four years, at the end of which time I was accorded \$2,300 a year, the largest salary, I have understood, ever paid any Detroit hat salesman. I then went with a New York hat house for a year, when the old-established and popular hat house of Moore, Smith & Co., of Boston, had a vacancy in the West. I accepted a position with them in October, 1894, to represent them in Michigan, Ohio, Indiana and Illinois, three-quarters of my time being devoted to Michigan. I expected then to stay by

the hat line as long as I remained on the road, but as time wore on I began to yearn for a larger field and a broader opportunity than that afforded by the hat business, in consequence of which I embraced an offer from Wile Bros. & Wiell, of Buffalo, with whom I will be identified on and after July 15. On that date I shall report for duty at Buffalo, where I shall spend two straight months in familiarizing myself with the line and in acquainting myself with the Michigan customers of the house."

Mr. Rogan was married April 5, 1880, to Miss Mary McDermott, of Berwick-on-Tweed, who presented him with four children in England and five in this country. Six of the children survived the period of childhood, and are making careers for themselves or pursuing studies preparatory thereto.

Mr. Rogan resided in Kalamazoo until four years ago, when he removed to Detroit, locating at 725 Fourteenth avenue. He maintains an office in the Kanter building.

Mr. Rogan is decidedly social and fraternal in his ideas, being identified with the C. M. B. A., A. O. H., Knights of Columbus, Knights of Equity and B. P. O. E., No. 48, of Detroit. He is a devout Catholic in religion and an ardent Republican in politics.

So much for the history of a career



almost meteoric in the speed which has marked its progress. Even the most casual reader will note between the lines of Mr. Rogan's graphic description of his life that whatever success he has achieved has been earned by solid hard work, he never knowing what it was to get discouraged or have the blues. About nine years ago he disposed of his clothing stock in Otsego to M. S. Keeker, of Middleville, receiving \$3,300 for the stock and owing \$4,350, the discrepancy being paid his creditors out of his salary afterwards. While he had unfortunate experience in the retail business, having lost \$4,000 of hard-

earned cash, he never permitted himself to get dejected, believing he would yet be on top some day. He has now the best position he ever had and his prospects were never brighter.

Taking everything into consideration, Mr. Rogan has had remarkably good luck for a man who came to this country an entire stranger thirteen years ago next Monday, and his career affords a striking illustration of the success a man may achieve, even under the most discouraging circumstances, in the land of the free and the home of the brave.

* * *

Thomas A. Rogan, son of the genial gentleman whose biography appears above, was born at Berwick-on-Tweed, England, March 31, 1885, and came to this country with his parents when 6 years of age. He was carefully educated at the Catholic schools of Kalamazoo and at 14 years of age took a clerkship in the hat department of J. L. Hudson, of Detroit, with which establishment he remained until about a month ago, when he resigned to take the position of traveling representative for Moore, Smith & Co., which will be vacated by his father on July 15. In the meantime he is accompanying his father on his final calls on his old customers, so that by the time he assumes the active representation of the house he will be made acquainted with every customer, know the name and location of every hotel and acquire such other facts concerning his work as will enable him to begin business under the most flattering auspices. The elder Rogan believes that his son is the youngest hat salesman on the road, but he is equally convinced that the careful training he has given him, both in school and business, and the detailed information he will be able to impart to him during the three months' he accompanies the father on his final rounds will fit him for the work in a manner which precludes the possibility of failure.

A Houghton correspondent writes: H. C. Tabor, a Minneapolis traveling man representing D. M. Baldwin & Co., Minneapolis, flour dealers, dropped dead on the veranda of the Douglas House May 26. Heart failure the cause. The remains were shipped to Minneapolis. Tabor was about 60 years old.

A Hotel Man Wanted

with some capital, to build and conduct a first-class hotel in the thriving village of Coopersville, Mich., located on the line of the finest interurban railway in America. No better opening in the State. A paying investment for the right man. A fine site, with plenty of foundation stone, can be bought cheap if taken soon. For particulars address C. DeVos, Secretary Business Men's Association, Coopersville, Mich.

The Warwick

Strictly first class.
Rates \$2 per day. Central location.
Trade of visiting merchants and traveling men solicited.
A. B. GARDNER, Manager.

Whiskey, Morphine and Tobacco Habits Positively Cured

Full particulars and prices for the asking.
Patterson Home Sanitarium, 316 E. Bridge St.
Phone 1291 Grand Rapids, Mich.

Drugs--Chemicals

Michigan State Board of Pharmacy

Term expires
 L. E. REYNOLDS, St. Joseph - Dec. 31, 1901
 HENRY HEIM, Saginaw - Dec. 31, 1902
 WERT P. DOTY, Detroit - Dec. 31, 1903
 A. C. SCHUMACHER, Ann Arbor - Dec. 31, 1904
 JOHN D. MUTR, Grand Rapids - Dec. 31, 1905
 President, A. C. SCHUMACHER, Ann Arbor.
 Secretary, HENRY HEIM, Saginaw.
 Treasurer, W. P. DOTY, Detroit.

Examination Sessions.

Star Island, June 17 and 18.
 Sault Ste. Marie, August 28 and 29.
 Lansing, Nov. 5 and 6.

Mich. State Pharmaceutical Association.

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

Must Pursue Same Tactics as Department Stores.

It has often been a query in my mind why druggists do not sell more sundries than they do, and with this thought in view I have made many attempts to sell larger quantities of tooth-brushes than I ordinarily would in the regular course of daily business. Most of my efforts to increase their sale was by making elaborate displays of brushes in my store window and in the show-cases inside the store.

People often think when they are brushing their teeth in the morning that they must get a new tooth-brush, but the matter is speedily forgotten; when, however, they see a nice display of brushes in some drug store window, they are immediately reminded of their good resolution to get a new brush, and so step into the store and buy one.

On the other hand, a good display of tooth-brushes may make so lasting an impression upon the minds of people that although perhaps not wanting a brush at the time, they remember where they saw the display when they do want one and at once go to that store to get their want supplied, believing that where so many brushes were shown they will have access to a large stock of many varieties and good quality, and so be able to obtain a better brush than at other places where the stocks are probably smaller, the variety not so extensive, and the quality not so good.

In many of my attempts I have made very creditable displays which have created favorable comments from the people, and have resulted in the sale of many tooth-brushes. Recently, however, I reached my greatest success, and it is of this effort that I wish to tell other druggists, so that they may go and do likewise and reap the profits from their own labors.

The design of this window display was a spider's web made of heavy light-colored manila twine, two balls of which I bought from my wholesale druggist at 15 cents each. I used one and a small part of the second, so you see that the material to produce this display was not expensive.

I took a hoop from a sugar barrel, and a smaller one from a keg; the smaller hoop I placed inside the larger one, so that the two circles were about four inches apart. These I covered with white cheesecloth, although I think now that it would have looked better if the cloth had been colored pale pink or blue. Across the two circles we fastened many tooth-brushes about two inches apart with twine. This comprised the center of the spider's web. In the center of the smaller circle we suspended with invisible wire a bottle of our own tooth-powder. The central design itself—the hoop—we suspended with our manila twine in the center of the window about two feet back from

the glass. At the side opposite to which the first string was tied to hold this design up in the window, we fastened another string to hold it taut and attached it to the bottom of the window. In a similar way we fastened strings to either side of the circle and tied these to the sides of the window, so that this central design was held quite firmly in the center of the window space about two feet from the plate glass.

The radiating lines of the cobweb were made by fastening strings to the outside circle and leading these, equally distant from one another, to the window frame, and tying them there to small nails driven into the wood near the glass. On these radiating strings the circular strings to the cobweb were attached, and at each intersecting point a loop knot was made and the tooth-brush held in position by putting it in this loop and tightening the string. It is a very simple act and answers the purpose admirably.

The making of the cobweb looks like a lot of work, but in reality it was easily and quickly done. By having the centerpiece of the cobweb about two feet away from the glass, and the radiating lines leading from that to the sides of the window frame near the glass, the structure presents a concave appearance to the onlookers from the outside, and no matter on what part of the cobweb the eye of the passer-by may fall, it naturally and unconsciously follows the radiating lines to the center.

On the floor of the window we placed tooth-brushes, tooth-powders, tooth-pastes, and liquid preparations for the teeth.

We made an effort in the store to keep up an appearance similar to the display in the window by devoting a six-foot showcase next to the door to a display of tooth-brushes. Nothing but tooth-brushes were put in this case.

It contained all the many kinds of brushes that we carry in stock. It made a beautiful display and created favorable comments from customers when buying tooth-brushes.

In another show-case we displayed tooth-powders, tooth-pastes, and liquid preparations for the teeth, giving especial prominence to our own dental preparations, both by putting in a liberal supply of them and pushing them well to the front.

The results of this display far exceeded my most sanguine expectations. We sold dozens and dozens of tooth-brushes, as well as many tooth-powders, tooth-pastes, and liquid preparations. We were regretting afterwards that we had not kept a list of sales in order to know exactly just how much we did sell. But I can say that the results were exceedingly satisfactory, and that the sale kept up splendidly every day for the two weeks that we had the display in the window. It is seldom that we leave a display in the window more than one week, but this one was so good, and helped us so much in our selling of tooth-brushes, that we decided to leave it in a second week.

Now, any other druggist can adopt this idea in tooth-brush selling, and make more business for himself. In fact, he may be able to improve on it in many ways and make a greater success of it than I did.

There is an opportunity in this and other ways for druggists to increase the sale of their regular articles of stock—not only tooth-brushes, but hair-brushes, chamois skins, perfumery, etc. The department stores have taken much

of this trade from the druggist because he has been asleep. The department store advertises its wares—brings them constantly to the attention of people, and the druggist, if he expects to compete with those people, must pursue the same tactics. He must advertise and advertise and advertise. The window is an especially good place to bring your goods to the attention of people, and it ought to be kept in constant use.—J. T. Pepper in Bulletin of Pharmacy.

Chemical View of Tears.

Tears have their functional duty to accomplish, like every other fluid of the body, and the lachrymal gland is not placed behind the eye simply to fill space or to give expression to emotion.

The chemical properties of tears consist of phosphate of lime and soda, making them very salty, but never bitter. Their action on the eye is very beneficial, and here consists their prescribed duty of the body, washing thoroughly that sensitive organ, which allows no foreign fluid to do the same work. Nothing cleanses the eye like a good, salty shower bath, and medical art has followed nature's law in this respect, advocating the invigorating solution for any distressed condition of the optics. Tears do not weaken the sight, but improve it. They act as a tonic on the muscular vision, keeping the eye soft and limpid; and it will be noticed that women in whose eyes sympathetic tears gather quickly have brighter, tenderer orbs than others. When the pupils are hard and cold, the world attributes it to one's disposition, which is a mere figure of speech implying the lack of balmy tears, that are to the cornea what salve is to the skin or nourishment to the blood.

The reason some weep more easily than others and all more readily than the sterner sex has not its difference in the strength of the tear gland, but in the possession of a more delicate nerve system. The nerve fibres about the glands vibrate more easily, causing a down-pour from the watery sac. Men are not so sensitive to emotion; their sympathetic nature—that term is used in a medical sense—is less developed, and the eye gland is, therefore, protected from shocks. Consequently, a man should thank the formation of his nerve nature when he contemptuously scorns tears as a woman's practice. Between man and monkey there is this essential difference of tears. An ape can not weep, not so much because its emotional powers are undeveloped, as the fact that the lachrymal gland was omitted in his optical make-up.

Promoter Took French Leave.

In 1899, when considerable dissatisfaction was expressed in Chicago because the N. A. R. D. did not move along fast enough, a man by the name of Littlefield suggested that a co-operative stock company be organized among the retailers to buy goods at jobbers' rates and distribute them to stockholders at cost plus a slight percentage to pay office expenses and the salary of Littlefield. One hundred and seven druggists went into the scheme, buying the necessary \$75 worth of stock. Now, however, after nearly two years of activity, Mr. Littlefield departs for places unknown, taking all the available cash with him, and leaving behind him numerous claims upon the organization of which there is no record. Inasmuch, though, as a surety company is on the fellow's bond to the extent of \$10,000, the stockholders are not likely to lose anything. Mr. A. J. Benson, the President of the company, has been appointed receiver by the court, and he declares that as soon as things are fixed up the concern will resume operations.

Shallow men are generally despised, but they don't require as much watching as deep ones.

A gossip is a person who thinks too little and talks too much.

The Drug Market.

Opium—Is in light demand and steady. Primary markets indicate a decline.

Morphine—Is unchanged.

Quinine—Foreign has been advanced 2c and is now the same price as American. There has been a destructive volcano in Java and it is thought that this will be used for action for further advance.

Citric Acid—On account of competition between manufacturers has been reduced 2c per pound.

Cocoa Butter—Is very firm and advancing on account of higher prices abroad.

Alcohol—Has declined 2c per gallon.

Oil Peppermint—Is very scarce and firm.

Oil Pennyroyal—Is also in small stock and higher.

Linseed Oil—Is very firm at our quotations. Lower prices are not looked for before the new crop of season.

A pharmacist of Northport, New York, sold a woman a bottle of solution of magnesium citrate in the preparation of which he had mistakenly used acetic acid instead of the syrup of citric acid. After a week of suffering the woman died from the ingestion of some of the mixture. The pharmacist who made the mistake has left town and forgotten to return.

Many a good man's worth is not discovered until his will is read.

Talk No. 9

If you have any of the following symptoms you have Catarrh of the Stomach

Do you feel nauseated in the morning?
 Is there a sense of fullness after eating?
 Any bloating of the stomach?
 Irregular action of the heart?
 Does gas accumulate in the stomach?
 Are you annoyed by belching?
 Do you have sour stomach?
 Any heart burn?
 Do you spit up food?
 Is the appetite capricious?
 Is there soreness in and around the stomach?
 Are the bowels irregular?
 Any burning or pain in pit of stomach?
 Is the tongue coated and breath offensive?
 Is the sleep irregular and not refreshing?
 Do you feel attacks of despondency?

Go or write to

DR. C. E. RANKIN

Powers' Opera House Block
 Grand Rapids, Michigan

Graduate of University of Michigan and Illinois
 School of Electro-Therapeutics

Mail Treatment

Dr. Rankin's system of "Home Treatment" is well known and highly efficient. Send for free symptom blank.

Are You Short on Wall Paper

If so send to us for samples. A large stock on hand of good sellers. Ship orders same day received. Prices as low as you can imagine. Write us.

HEYSTEK & CANFIELD CO.
 Grand Rapids, Mich.

The Michigan Wall Paper Jobbers.

WHOLESALE DRUG PRICE CURRENT

Advanced—Quinine.
Declined—

Acidum		Conium Mac.		Scilla Co.	
Aceticum, \$	60¢ 8	Copalba	50¢ 60	Tolutan	50¢ 50
Benzolium, German.	70¢ 7	Cubebæ	1 15¢ 25	Prunus virg.	50¢ 50
Boracic	70¢ 17	Exechthitos	1 40¢ 50	Tinctures	
Carbolicum	30¢ 42	Erigeron	1 10¢ 120	Aconitum Napellis R	60¢ 60
Citricum	47¢ 50	Gaultheria	1 85¢ 190	Aconitum Napellis F	50¢ 50
Hydrochlor.	30¢ 5	Geranum, ounce	90¢ 75	Aloes and Myrrh	60¢ 60
Nitrosum	80¢ 10	Gossypii, Sem. gal.	50¢ 60	Arnica	60¢ 60
Oxalicum	12¢ 14	Hedeoma	1 50¢ 160	Asafoetida	50¢ 50
Salicylicum	52¢ 55	Juniper	1 50¢ 200	Atropine Belladonna	50¢ 50
Sulphuricum	12¢ 5	Lavendula	1 50¢ 200	Aurant Cortex	60¢ 60
Tannicum	1 10¢ 120	Limons	1 40¢ 150	Benzoin	50¢ 50
Tartaricum	38¢ 40	Mentha Piper	1 50¢ 100	Benzoin Co.	50¢ 50
Ammonia		Mentha Verid.	1 10¢ 120	Barosma	50¢ 50
Aqua, 16 deg.	40¢ 6	Morhuæ, gal.	4 00¢ 450	Cantharides	75¢ 75
Aqua, 20 deg.	60¢ 8	Myrica	4 00¢ 450	Castor	50¢ 50
Carbonas	130¢ 15	Olive	75¢ 300	Capsicum	50¢ 50
Chloridum	12¢ 14	Picea Liquida	10¢ 12	Cardamon	75¢ 75
Aniline		Picea Liquida, gal.	10¢ 35	Cardamon Co.	75¢ 75
Black	2 00¢ 2 25	Ricina	1 00¢ 106	Castor	1 00¢ 106
Brown	80¢ 1 00	Rosmarini	1 00¢ 106	Catechu	50¢ 50
Red	45¢ 50	Rose, ounce	6 00¢ 650	Cinchona	50¢ 50
Yellow	2 50¢ 3 00	Succini	90¢ 45	Cinchona Co.	50¢ 50
Baccae		Sabina	90¢ 45	Columba	50¢ 50
Cubebæ, po. 25	22¢ 24	Santal	2 75¢ 7 00	Cubebæ	50¢ 50
Juniperus	60¢ 8	Sassafras	48¢ 63	Cassia Acutifol.	50¢ 50
Xanthoxylum	1 25¢ 1 30	Sinapis, ess., ounce	1 50¢ 1 60	Cassia Acutifol Co.	50¢ 50
Balsamum		Thyme	40¢ 50	Ergot	50¢ 50
Copalba	55¢ 60	Thyme, opt.	1 60¢ 1 60	Gentian Chloridum	35¢ 35
Peru	2 15¢ 1 85	Theobromas	15¢ 20	Gentian Co.	50¢ 50
Terabin, Canada	55¢ 60	Potassium		Gulaca	50¢ 50
Tolutan	45¢ 50	Bi-Carb.	15¢ 18	Gulaca ammon.	50¢ 50
Cortex		Bichromate	13¢ 15	Hyocysamus	50¢ 50
Abies, Canadian	18¢ 18	Bromide	52¢ 57	Iodine	75¢ 75
Cassia	12¢ 12	Carb.	12¢ 15	Iodine, colorless	50¢ 50
Cinchona Flava	18¢ 18	Chlorate, po. 17@19	16¢ 18	Kino	50¢ 50
Euonymus atropurp.	30¢ 30	Cyanide	34¢ 38	Lobelia	50¢ 50
Myrica Cerifera, po.	20¢ 20	Iodide	2 30¢ 2 40	Myrrh	50¢ 50
Prunus Virgin.	12¢ 12	Potassa, Bitart. pure	28¢ 30	Nux Vomica	50¢ 50
Quillaja, gr'd.	12¢ 12	Potassa, Bitart. com.	28¢ 30	Opil.	50¢ 50
Sassafras, po. 20	15¢ 15	Potass Nitras, opt.	70¢ 10	Opil, comphorated	50¢ 50
Ulmus, po. 15, gr'd	15¢ 15	Potass Nitras	60¢ 8	Opil, deodorized	50¢ 50
Extractum		Prussiate	23¢ 26	Quassia	50¢ 50
Glycyrrhiza Glabra	24¢ 25	Sulphate po.	15¢ 18	Rhatany	50¢ 50
Glycyrrhiza, po.	28¢ 30	Radix		Rhel	50¢ 50
Hæmatox, 15 lb. box	11¢ 12	Aconitum	20¢ 25	Sanguinaria	50¢ 50
Hæmatox, 1s.	13¢ 14	Althæa	30¢ 33	Serpentaria	50¢ 50
Hæmatox, 4s.	14¢ 15	Anchusa	10¢ 12	Stromonium	50¢ 50
Hæmatox, 4s.	16¢ 17	Arum po.	10¢ 12	Tolutan	50¢ 50
Ferru		Calamus	20¢ 40	Valeriana	50¢ 50
Carbonate Precip.	15¢ 15	Gentiana, po. 15	12¢ 15	Veratrum Veride	50¢ 50
Citrate and Quina	2 25¢ 2 25	Glycyrrhiza, pv. 15	16¢ 18	Zingiber	20¢ 20
Citrate Soluble	75¢ 75	Hydrastis Canad.	75¢ 75	Miscellaneous	
Ferrocyanidum Sol.	15¢ 15	Hyellebore, Alba, po.	12¢ 15	Ether, Spts. Nit. F	30¢ 35
Solut. Chloride	15¢ 15	Inula, po.	15¢ 20	Ether, Spts. Nit. 4 F	34¢ 38
Sulphate, com'l, by	80¢ 80	Ipeca, po.	3 60¢ 3 70	Alumen	23¢ 3
Sulphate, pure	7¢ 7	Iris plox., po. 35@38	35¢ 40	Alumen, gro'd, po. 7	30¢ 4
Flora		Jalapa, pr.	25¢ 30	Annatto	40¢ 50
Arnica	15¢ 18	Maranta, 4s.	20¢ 25	Antimoni, po.	40¢ 5
Anthem.	22¢ 25	Podophyllum, po.	22¢ 25	Antimoniet Potass T	40¢ 50
Matricaria	30¢ 35	Rhel, cut	75¢ 100	Antipyrin	20¢ 25
Folia		Rhel, pv.	75¢ 125	Antifebrin	20¢ 20
Barosma	38¢ 40	Splig.	35¢ 38	Argenti Nitras, oz.	50¢ 51
Cassia Acutifol, Tin-	20¢ 25	Sanguinaria, po. 15	10¢ 12	Arsenicum	10¢ 12
Cassia, Acutifol, Al.	25¢ 30	Serpentaria	40¢ 45	Balm Gilead Buds.	38¢ 40
Salvia officinalis, 4s	12¢ 20	Senega	60¢ 65	Bismuth S. N.	1 80¢ 1 85
Uva Ursi.	80¢ 10	Smilax, officinalis H.	60¢ 65	Calcium Chlor.	10¢ 10
Gummi		Smilax, M.	10¢ 12	Calcium Chlor., 4s.	10¢ 10
Acacia, 1st picked	65¢ 65	Sellæ	10¢ 25	Cantharides, Rus. po	12¢ 12
Acacia, 2d picked	65¢ 65	Symplocarpus, Fœti-	10¢ 25	Capsici Fructus, af.	15¢ 15
Acacia, 3d picked	65¢ 65	cus, po.	10¢ 25	Capsici Fructus, po.	15¢ 15
Acacia, sifted sorts	65¢ 65	Valeriana, Eng. po. 30	15¢ 20	Capsici Fructus B, po	15¢ 15
Acacia, po.	45¢ 65	Valeriana, German.	14¢ 16	Caryophyllus, po. 15	12¢ 14
Aloe, Barb. po. 18@20	12¢ 14	Zingiber a.	25¢ 27	Carmine, No. 40	300¢ 300
Aloe, Cape, po. 15.	12¢ 14	Semen		Cera Alba	50¢ 55
Aloe, Socotri, po. 40	12¢ 14	Anisum, po. 15	12¢ 15	Cera Flava	40¢ 42
Ammoniac	55¢ 60	Apium (graveleons).	13¢ 15	Coccus	40¢ 40
Assafetida, po. 45	45¢ 50	Bird, 1s.	40¢ 6	Cassia Fructus	35¢ 35
Benzoinum	50¢ 55	Cardamom, po. 18	12¢ 13	Centraria	10¢ 10
Catechu, 1s.	60¢ 60	Cardamum	1 25¢ 1 75	Cetaceum	45¢ 45
Catechu, 4s.	60¢ 60	Cordarum	80¢ 10	Chloroform	55¢ 60
Catechu, 16	60¢ 60	Cannabis Sativa	4 1/2¢ 5	Chloroform, squibbs	1 40¢ 1 65
Campnora	60¢ 73	Cydonium	75¢ 100	Chloral Hyd Crst.	1 40¢ 1 65
Euphorbium, po. 35	40¢ 40	Chenopodium	10¢ 12	Chondrus	20¢ 25
Galbanum	1 00¢ 100	Dipterix Odorate	1 00¢ 110	Cinchonidine, F. & W	38¢ 48
Gamboge	65¢ 70	Fœniculum	10¢ 12	Cinchonidine, G. W	38¢ 48
Gualacum, po. 25	30¢ 30	Fœnugreek, po.	70¢ 9	Cocaine	6 55¢ 6 75
Kino, po. 30.75	75¢ 75	Lini	40¢ 5	Corks, list, dis. pr. et.	30¢ 35
Mastic	60¢ 60	Lini, gr'd.	4 1/2¢ 5	Creta	20¢ 25
Myrrh, po. 45	40¢ 40	Lobelia	35¢ 40	Creta, prep.	20¢ 25
Opil, po. 4.90@5.00	3 40¢ 3 50	Phalaris Canarian.	4 1/2¢ 5	Creta, rubra	20¢ 25
Shellac	25¢ 35	Rapa	4 1/2¢ 5	Crocus	25¢ 30
Shellac, bleached	40¢ 45	Sinapis Alba	90¢ 10	Cudbear	60¢ 60
Tragacanth	60¢ 90	Sinapis Nigra	11¢ 12	Cupri Sulph.	6 1/2¢ 8
Herba		Spiritus		Dextrine	70¢ 10
Absinthium, oz. pkg	25¢ 25	Frument, W. D. Co.	2 00¢ 2 50	Ether Sulph.	70¢ 92
Eupatorium, oz. pkg	25¢ 25	Frument, D. F. R.	2 00¢ 2 25	Emery, all numbers	8¢ 8
Lobelia, oz. pkg	25¢ 25	Frument	1 25¢ 1 50	Emery, po.	8¢ 8
Majorum, oz. pkg	25¢ 25	Juniperis Co. O. T.	1 65¢ 2 00	Ergota, po. 90	85¢ 90
Mentha Pip. oz. pkg	25¢ 25	Juniperis Co.	1 75¢ 3 50	Flake White	120¢ 15
Mentha Vir. oz. pkg	25¢ 25	Saacharum N. E.	1 90¢ 2 10	Galla	20¢ 23
Rue, oz. pkg	25¢ 25	Spt. Vini Gall.	1 75¢ 6 50	Gambler	80¢ 9
Tanacetum V oz. pkg	25¢ 25	Vini Oporto	1 25¢ 2 00	Gelatin, Cooper	60¢ 60
Thymus, V. oz. pkg	25¢ 25	Vini Alba	1 25¢ 2 00	Gelatin, French	35¢ 60
Magnesia		Sponges		Glassware, flint, box	75¢ 5
Calcined, Pat.	55¢ 60	Florida sheeps' wool	2 50¢ 2 75	Less than box	70¢ 70
Carbonate, Pat.	18¢ 20	carriage	2 50¢ 2 75	Glue, brown	11¢ 13
Carbonate, K. & M.	18¢ 20	Nassau sheeps' wool	2 50¢ 2 75	Glue, white	15¢ 25
'arbonate, Jennings	18¢ 20	carriage	2 50¢ 2 75	Glycerina	17 1/4¢ 25
Oleum		Velvet extra sheeps'	2 50¢ 2 75	Grana Paradisi	25¢ 25
Absinthium	6 50¢ 7 00	wool, carriage	2 50¢ 2 75	Humulus	25¢ 55
Amygdala, Dulc.	38¢ 65	Extra yellow sheeps'	2 50¢ 2 75	Hydrarg Chlor Mite	1 00¢ 1 00
Amygdala, Amare.	8 00¢ 8 25	wool, carriage	2 50¢ 2 75	Hydrarg Chlor Cor.	1 00¢ 1 00
Anisi	1 85¢ 2 00	Grass sheeps' wool,	2 50¢ 2 75	Hydrarg Ox Rub'm	1 10¢ 1 10
Aurant Cortex	2 10¢ 2 20	carriage	2 50¢ 2 75	Hydrarg Ammoniat	1 20¢ 1 20
Bergamoti	2 70¢ 2 90	Hard, for slate use	2 50¢ 2 75	Hydrarg Unguentum	50¢ 60
Cajiputi	80¢ 85	Yellow Reef, for	2 50¢ 2 75	Hydrargyrum	85¢ 85
Caryophylli	75¢ 80	slate use	2 50¢ 2 75	Ichthyobolla, Am.	65¢ 70
Cedari	80¢ 110	Syrups		Indigo	75¢ 100
Cenodari	80¢ 110	Acacia	2 50¢ 2 75	Iodine, Resubl.	3 40¢ 3 60
Cinnamon	1 30¢ 1 40	Aurant Cortex	2 50¢ 2 75	Iodoform	3 60¢ 3 85
Citronella	35¢ 40	Zingiber	2 50¢ 2 75	Lupulin	60¢ 60
Scilla Co.		Ipecac	2 50¢ 2 75	Mactis	65¢ 75
Sellæ Co.		Ferri Iod.	2 50¢ 2 75	Liquor Arsen et Hy-	25¢ 25
Tolutan		Rhel Arsen	2 50¢ 2 75	Liquor Potass Arsenit	10¢ 12
Prunus virg.		Smilax Officinalis	50¢ 60	Magnesia, Sulph.	20¢ 3
Aconitum Napellis R		Senega	50¢ 60	Magnesia, Sulph, bbl	1 1/4¢ 1 20
Aconitum Napellis F		Scilla	50¢ 60	Mannia, S. F.	50¢ 60

Stationery

Our stationery department is now complete with new fall styles of

Tablets and Box Papers

Selected from the leading manufacturers.

We also have a full line of

Blank Books, Memorandums,
Pocket Books,
Crepe Papers, Tissue Papers,
Pen-holders, Pencils,
Inks, Etc.We shall have the best line of HOLIDAY
Goods ever shown in Michigan.Hazeltine & Perkins
Drug Co.,

Grand Rapids, Mich.

GROCERY PRICE CURRENT

These quotations are carefully corrected weekly, within six hours of mailing, and are intended to be correct at time of going to press. Prices, however, are liable to change at any time, and country merchants will have their orders filled at market prices at date of purchase.

ADVANCED

Boneless Codfish
Tacks
Rock Candy Syrup

DECLINED

1/3 Domestic Sardines
Family Whitefish
Corn Syrup

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1

ALABASTINE

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

AXLE GREASE

4000.....	doz.	gross
Castor Oil.....	55	6 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

BAKING POWDER

Egg



JAXON

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

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

10 size.....	90
1/4 lb. cans 1 35	
6 oz. cans 1 90	
1/2 lb. cans 2 50	
3/4 lb. cans 3 75	
1 lb. cans 4 80	
3 lb. cans 13 00	
5 lb. cans 21 50	

BATH BRICK

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

BLUING

Aretic, 4 oz. ovals, per gross 4 00	
Aretic, 8 oz. ovals, per gross 6 00	
Aretic 16 oz. round per gross 9 00	



JAXONS CONDENSED PEARL BLUING

Small size, per doz.....	40
Large size, per doz.....	75

BROOMS

No. 1 Carpet.....	2 50
No. 2 Carpet.....	2 15
No. 3 Carpet.....	1 85
No. 4 Carpet.....	1 60
Parlor Gem.....	2 40
Common Whisk.....	85
Fancy Whisk.....	1 10
Warehouse.....	3 25

BRUSHES

Solid Back, 8 in.....	45
Solid Back, 11 in.....	95
Pointed Ends.....	85

2

Shoe

No. 8.....	1 00
No. 7.....	1 30
No. 4.....	1 70
No. 3.....	1 90

Stove

No. 3.....	75
No. 2.....	1 10
No. 1.....	1 75

BUTTER COLOR

W. R. & Co.'s, 15c size.....	1 25
W. R. & Co.'s, 25c size.....	2 00

CANDLES

Electric Light, 8s.....	12
Electric Light, 16s.....	12 1/2
Paraffine, 6s.....	10 1/2
Paraffine, 12s.....	11
Wickling.....	29

CANNED GOODS

Apples

3 lb. Standards.....	70
Gallons, standards.....	2 00

Blackberries

Standards.....	75
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Beans

Baked.....	1 00 @ 30
Red Kidney.....	75 @ 35
String.....	80
Wax.....	85

Blueberries

Standard.....	85
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Brook Trout

2 lb. cans, Spiced.....	1 90
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Clams

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

Clam Bouillon

Burnham's, 1/2 pint.....	1 92
Burnham's, pints.....	3 60
Burnham's, quarts.....	7 20

Cherries

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

Corn

Fair.....	65
Good.....	60
Fancy.....	40

French Peas

Sur Extra Fine.....	22
Extra Fine.....	19
Fine.....	15
Moyen.....	11

Gooseberries

Standard.....	90
---------------	----

Hominy

Standard.....	85
---------------	----

Lobster

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.....	85
Cove, 2 lb.....	1 55
Cove, 1 lb Oval.....	95

Peaches

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

Pears

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

Peas

Marrowfat.....	1 00
Early June.....	1 05
Early June Sifted.....	1 60

Pineapple

Grated.....	1 25 @ 75
Sliced.....	1 35 @ 55

Pumpkin

Fair.....	70
Good.....	75
Fancy.....	85

Raspberries

Standard.....	90
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Russian Caviar

1/4 lb. cans.....	3 75
1/2 lb. cans.....	7 00
1 lb. can.....	12 00

Salmon

Columbia River, tails.....	@ 1 85
Columbia River, flats.....	@ 1 95
Red Alaska.....	1 20 @ 1 40
Pink Alaska.....	1 00 @ 1 10

Shrimps

Standard.....	1 50
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Sardines

Domestic, 1/4s.....	4
Domestic, 1/2s.....	8
Domestic, Mustard.....	7
California, 1/4s.....	11 @ 14
California, 1/2s.....	17 @ 24
French, 1/4s.....	7 @ 14
French, 1/2s.....	18 @ 28

3

Strawberries

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

Succotash

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

Tomatoes

Fair.....	85
Good.....	90
Fancy.....	1 00
Gallons.....	2 40

CATSUP

Columbia, pints.....	2 00
Columbia, 1/4 pints.....	1 25

CARBON OILS

Barrels.....	@ 10 1/2
Perfection.....	@ 9 1/2
Diamond White.....	@ 8 1/2
D. S. Gasoline.....	@ 12
Deodorized Naphtha.....	@ 10 1/2
Cylindar.....	29 @ 34
Engine.....	19 @ 22
Black, winter.....	@ 10 1/2

CHEESE

Acme.....	@ 9 1/2
Amboy.....	@ 9 1/2
Carson City.....	@ 9
Elsie.....	@ 10 1/2
Emblem.....	@ 9 1/2
Gem.....	@ 9
Gold Medal.....	@ 9
Ideal.....	@ 9
Jersey.....	@ 9 1/2
Riverside.....	@ 9
Brick.....	14 @ 15
Edam.....	@ 90
Leiden.....	@ 17
Limburger.....	13 @ 14
Pineapple.....	50 @ 75
Sap Sago.....	19 @ 20

CHEWING GUM

American Flag Spruce.....	55
Beeman's Pepsin.....	60
Black Jack.....	55
Largest Gum Made.....	60
Sen Sen.....	55
Sen Sen Breath Perfume.....	1 00
Sugar Loaf.....	55
Yucatan.....	55

CHICORY

Bulk.....	5
Red.....	7
Eagle.....	4
Frank's.....	6 1/2
Schener's.....	6

CHOCOLATE

Walter Baker & Co.'s.....	
German Sweet.....	23
Premium.....	31
Breakfast Cocoa.....	46
Runkel Bros.....	
Vienna Sweet.....	21
Vanilla.....	28
Premium.....	31

CLOTHES LINES

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

COCOA

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

COCOA SHELLS

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

COFFEE

Roasted

A.T.C. HIGH GRADE COFFEES

CLOTHES LINES	
Cotton, 40 ft. per doz.....	.1 00
Cotton, 50 ft. per doz.....	1 20

6



Vanilla Lemon
2 oz. panel...1.20 2 oz. panel...75
3 oz. taper...2.00 4 oz. taper...1.50



D. C. Lemon D. C. Vanilla
2 oz. 75 2 oz. 1.24
3 oz. 1.00 3 oz. 1.60
6 oz. 2.00 4 oz. 2.00
No. 4 T. 1.52 No. 3 T. 2.08
2 oz. Assorted Flavors 75c.

Our Tropical
2 oz. full measure, Lemon... 75
4 oz. full measure, Lemon... 1.50
2 oz. full measure, Vanilla... 90
4 oz. full measure, Vanilla... 1.80

Standard
2 oz. Panel Vanilla Tonka... 70
2 oz. Panel Lemon... 60

FLY PAPER
Tanglefoot, per box... 35
Tanglefoot, per case... 3.20

FRESH MEATS
Beef
Forequarters... 7 1/2 @ 8 1/2
Hindquarters... 9 @ 7
Loins No. 3... 12 1/2 @ 16
Ribs... 11 @ 14
Rounds... 8 1/2 @ 9
Chuck... 5 1/2 @ 6 1/2
Plates... 4 @ 5

Pork
Dressed... @ 7
Loins... @ 9 1/2
Boston Butts... @ 8 1/2
Shoulders... @ 8
Leaf Lard... @ 8

Mutton
Carcase... 8 1/2 @ 9
Lamb... 9 1/2 @ 10

Veal
Carcase... 7 1/2 @ 8

GRAINS AND FLOUR
Wheat
Winter Wheat Flour
Local Brands

Patents... 4.25
Second Patent... 3.75
Straight... 3.55
Clear... 3.15
Graham... 3.25
Buckwheat... 4.40
Rye... 3.25
Subject to usual cash discount.

Flour in bbls., 25c per bbl. additional.
Ball-Barnhart-Putman's Brand
Diamond 1/2s... 3.75
Diamond 1/4s... 3.75
Diamond 1/8s... 3.75

Worden Grocer Co.'s Brand
Quaker 1/2s... 3.80
Quaker 1/4s... 3.80
Quaker 1/8s... 3.80

Spring Wheat Flour
Clark-Jewell-Well's Co.'s Brand
Pillsbury's Best 1/2s... 4.40
Pillsbury's Best 1/4s... 4.30
Pillsbury's Best 1/8s... 4.20
Pillsbury's Best 1/2s paper... 4.20
Pillsbury's Best 1/4s paper... 4.20
Pillsbury's Best 1/8s paper... 4.20

Ball-Barnhart-Putman's Brand
Duluth Imperial 1/2s... 4.40
Duluth Imperial 1/4s... 4.30
Duluth Imperial 1/8s... 4.20
Lemon & Wheeler Co.'s Brand
Wingold 1/2s... 4.40
Wingold 1/4s... 4.30
Wingold 1/8s... 4.20

Olney & Judson's Brand
Ceresota 1/2s... 4.50
Ceresota 1/4s... 4.40
Ceresota 1/8s... 4.30
Worden Grocer Co.'s Brand
Laurel 1/2s... 4.40
Laurel 1/4s... 4.30
Laurel 1/8s... 4.20
Laurel 1/2s and 1/4s paper... 4.20

Meal
Bolted... 2.00
Granulated... 2.10

Oats
Car lots... 31
Car lots, clipped... 32 1/2
Less than car lots.

Feed and Millstuffs
St. Car Feed, screened... 18.00
No. 1 Corn and Oats... 17.50
Unbolted Corn Meal... 17.00
Winter Wheat Bran... 17.00
Winter Wheat Middlings... 17.50
Screenings... 16.00

Corn
Corn, car lots... 44 1/2

Hay
No. 1 Timothy car lots... 11.50
No. 1 Timothy ton lots... 12.50

HERBS
Sage... 15
Hops... 15
Laurel Leaves... 15
Senna Leaves... 25

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

7

JELLY
5 lb. pails, per doz... 1.85
15 lb. pails... 35
30 lb. pails... 62

LICORICE
Pure... 30
Calabria... 23
Sticky... 14
Root... 10

LYE
Condensed, 2 doz... 1.20
Condensed, 4 doz... 2.25

MATCHES
PRIMA MATCH CO.
No. 200 Lookout, 144 bx... 1.25
No. 500 Select Society, 144... 4.00
No. 200 Williams Perfect, 144... 1.15
No. 2 Lily, 144 boxes... 1.15
No. 100 Park, 432 boxes... 2.85
No. 80 Poetry, 720 boxes... 4.00

Diamond Match Co.'s brands.
No. 9 sulphur... 1.65
Anchor Parlor... 1.50
No. 2 Home... 1.50
Export Parlor... 4.00
Wolverine... 1.50

MEAT EXTRACTS
Armour & Co.'s, 4 oz... 45
Liebig's, 2 oz... 75

MOLASSES
New Orleans
Fancy Open Kettle... 40
Choice... 35
Fair... 22
Good... 22

Half-barrels 2c extra
MUSTARD
Horse Radish, 1 doz... 1.75
Horse Radish, 2 doz... 3.50
Bayle's Celery, 1 doz... 1.75

OLIVES
Bulk, 1 gal. kegs... 1.25
Bulk, 3 gal. kegs... 1.10
Bulk, 5 gal. kegs... 1.00
Manzanilla, 7 oz... 80
Queen, pints... 2.35
Queen, 19 oz... 4.50
Queen, 28 oz... 7.00
Stuffed, 5 oz... 1.00
Stuffed, 8 oz... 1.45
Stuffed, 10 oz... 2.30

PAPER BAGS
Continental Paper Bag Co.
Ask your Jobber for them.

Glory Mayflower
Satchel & Pacific
Bottom Square

Red... 4 1/2
Gray... 4 1/2

PARIS GREEN
Bulk... 14
Packages, 1/2 lb., each... 18
Packages, 1 lb., each... 17
Packages, 1 lb., each... 16

PICKLES
Medium
Barrels, 1,200 count... 4.50
Half bbls, 600 count... 2.75

Small
Barrels, 2,400 count... 5.50
Half bbls, 1,200 count... 3.30

PIPES
Clay, No. 216... 1.70
Clay, T. D., full count... 65
Cob, No. 3... 85

POTASH
48 cans in case... 4.00
Babbitt's... 3.00
Penna Salt Co.'s... 3.00

PROVISIONS
Barreled Pork
Mess... @16.50
Back... @15.50
Clear back... @16.50
Short cut... @16.00
Pig... @19.00
Bean... @12.25
Family Mess... @15.50
Rump Butts Beef... @11.50

Dry Salt Meats
Bellies... 9 1/2
Briskets... 9 1/2
Extra shorts... 8 1/2

Smoked Meats
Hams, 12 lb. average... @11 1/2
Hams, 14 lb. average... @10 1/2
Hams, 16 lb. average... @10 1/2
Hams, 20 lb. average... @10 1/2
Ham dried beef... @12 1/2
Shoulders (N. Y. cut)... @7 1/2
Bacon, clear... @11 1/2
California hams... @10 1/2
Boneless hams... @11
Boiled Hams... @16
Picnic Boiled Hams... @12 1/2
Berlin Hams... @8 1/2
Mince Hams... @9

Lards-In Tierces
Compound... 6 1/2
Kettle... 9
Vegetable... 7
60 lb. Tubs, advance... 7 1/2
80 lb. Tubs, advance... 8 1/2
100 lb. Tubs, advance... 9 1/2
20 lb. Pails, advance... 1 1/2
10 lb. Pails, advance... 1 1/2
5 lb. Pails, advance... 1

8

3 lb. Pails, advance
Sausages
Bologna... 5 1/2
Liver... 6
Frankfort... 7 1/2
Pork... 7 1/2
Blood... 6 1/2
Tongue... 9
Headcheese... 6

Beef
Extra Mess... 10 75
Boneless... 11 50
Rump... 11 50

Pigs Feet
1/2 bbls., 40 lbs... 1.50
1/2 bbls., 80 lbs... 3.50

Tripe
Kits, 15 lbs... 70
1/2 bbls., 40 lbs... 1.25
1/2 bbls., 80 lbs... 2.25

Casings
Pork... 21
Beef rounds... 11 50
Beef middles... 85
Sheep... 60

Butterine
Solid, dairy... 11 @13
Rolls, dairy... 11 1/2 @13 1/2
Rolls, creamery... 14
Solid, creamery... 14

Canned Meats
Corned beef, 2 lb... 2.75
Corned beef, 14 lb... 17.50
Roast beef, 2 lb... 2.75
Potted ham, 1/2s... 50
Potted ham, 1/4s... 90
Deviled ham, 1/2s... 50
Deviled ham, 1/4s... 90
Potted tongue, 1/2s... 50
Potted tongue, 1/4s... 90

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

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

SALE RATUS
Packed 60 lbs. in box.
Church's Arm and Hammer... 3.15
Deland's... 3.00
Dwight's Cow... 3.15
Emblem... 2.10
P... 3.00
Wyandotte, 100 1/2s... 3.00

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

SALT
Buckeye
100 3 lb. bags... 3.00
50 6 lb. bags... 3.00
22 14 lb. bags... 2.75
In 5 bbl. lots 5 per cent. discount and one case 24 3 lb. boxes free.

Diamond Crystal
Table, cases, 24 3 lb. boxes... 1.40
Table, barrels, 100 3 lb. bags... 3.00
Table, barrels, 40 7 lb. bags... 2.75
Butter, barrels, 280 lb. bulk... 2.65
Butter, barrels, 20 14 lb. bags... 2.85
Butter, sacks, 28 lbs... 27
Butter, sacks, 56 lbs... 67

Common Grades
100 3 lb. sacks... 2.25
60 5 lb. sacks... 2.15
28 10 lb. sacks... 2.05
56 lb. sacks... 40
28 lb. sacks... 22

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

Ashton
56 lb. dairy in linen sacks... 60
Higgins
56 lb. dairy in linen sacks... 60

Solar Rock
56 lb. sacks... 30

Common
Granulated Fine... 95
Medium Fine... 1.00

SALT FISH
Cod
Georges cured... @ 6
Georges green... @ 6 1/2
Georges selected... @ 6
Grand Bank... @ 6
Strips or bricks... 6 1/2 @ 10 1/2
Pollock... @ 3 1/2

Halibut
Strips... 10
Chunks... 12

Trout
No. 1 100 lbs... 5.75
No. 1 40 lbs... 2.60
No. 1 10 lbs... 75
No. 1 8 lbs... 61

Herring
Holland white hoops, bbl... 11.25
Holland white hoops, bbl... 6.00
Holland white hoop, keg... 82
Holland white hoop, mech... 87
Norwegian
Round 100 lbs... 3.00
Round 40 lbs... 1.90
Scaled... 19
Bloaters... 1.60

Mackerel
Mess 100 lbs... 12.25
Mess 40 lbs... 5.20
Mess 10 lbs... 1.38
Mess 8 lbs... 1.13
No. 1 100 lbs... 10.50
No. 1 40 lbs... 4.50
No. 1 10 lbs... 1.20
No. 1 8 lbs... 1.00
No. 2 100 lbs... 8.25
No. 2 40 lbs... 3.60
No. 2 10 lbs... 98
No. 2 8 lbs... 81

9

Whitefish
No. 1 No. 2 Fam
100 lbs... 7.00 2.50
40 lbs... 3.10 1.30
10 lbs... 85 35
8 lbs... 71 35

SEEDS
Anise... 9
Canary, Smyrna... 4
Caraway... 8
Cardamon, Malabar... 60
Celery... 12
Hemp, Russian... 4 1/2
Mixed Bird... 4 1/2
Mustard, white... 9
Poppy... 10
Rape... 4 1/2
Cattle Bone... 15

SHOE BLACKING
Handy Box, large... 2.50
Handy Box, small... 1.25
Bixby's Royal Polish... 85
Miller's Crown Polish... 85

SNUFF
Scotch, in bladders... 37
Maccaboy, in jars... 35
French Rappee, in jars... 43

SOAP
B. T. Babbitt brand—
Babbitt's Best... 4.00
Beaver Soap Co. brands

GRAND PAS
WONDER SOAP

50 cakes, large size... 3.25
100 cakes, large size... 6.50
50 cakes, small size... 1.95
100 cakes, small size... 3.85
Bell & Bogart brands—
Coal Oil Johnny... 3.90
Peekin... 4.00
Detroit Soap Co. brands—
Queen Anne... 3.15
Big Bargain... 1.75
Empire... 2.15
German Family... 2.45
Dingman Soap Co. brand—
Dingman... 3.85
N. K. Fairbanks brands—
Santa Claus... 3.25
Brown... 2.40
Fairy... 4.00
Fels brand—
Napha... 4.00
Gowans & Sons brands—
Oak Leaf... 3.25
Oak Leaf, big 5... 4.00

JAXON

Single box... 3.00
5 box lots, delivered... 2.95
10 box lots, delivered... 2.90

Johnson Soap Co. brands—
Silver King... 3.60
Calumet Family... 2.70
Scotch Family... 2.50
Cuba... 2.40
50 cakes... 1.95
Ricker's Magnetic... 3.90

Lautz Bros. brands—
Big Acme... 4.00
Acme 56... 3.25
Marselles... 4.00
Master... 3.70
Proctor & Gamble brands—
Lenox... 3.00
Ivory, 6 oz... 4.00
Ivory, 10 oz... 6.75

Schultz & Co. brand—
Star... 3.00
A. B. Wierby brands—
Good Cheer... 3.80
Old Country... 3.20

Scouring
Sapallo, kitchen, 3 doz... 2.40
Sapallo, hand, 3 doz... 2.40

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

SPICES
Whole Spices
Allspice... 12
Cassia, China in mats... 12
Cassia, Batavia, in bund... 28
Cassia, Saigon, broken... 38
Cassia, Saigon, in rolls... 55
Cloves, Amboy... 17
Cloves, Zanzibar... 14
Cloves, Amboy... 14
Nutmegs, 75-80... 55
Nutmegs, 105-10... 40
Nutmegs, 115-20... 38
Pepper, Singapore, black... 18
Pepper, Singapore, white... 28
Pepper, shot... 20
Pure Ground in Bulk
Cassia, Batavia... 48
Cassia, Saigon... 48
Cloves, Zanzibar... 17
Ginger, African... 18
Ginger, Cochlin... 15
Ginger, Jamaica... 25
Mace... 65
Mustard... 18
Pepper, Singapore, black... 18
Pepper, Singapore, white... 28
Pepper, Cayenne... 20
Sage... 20

SYRUPS
Corn
Barrels... 20
Half bbls... 22
1 doz. 1 gallon cans... 3.20
1 doz. 1/2 gallon cans... 1.80
2 doz. 1/2 gallon cans... 92

10

Pure Cane
Fair... 16
Good... 20
Choice... 25

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

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

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

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

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

BEST GLOSS STARCH
CHAS. POPE GLUCOSE CO.
CHICAGO.

BEST GLOSS STARCH
CHAS. POPE GLUCOSE CO.
CHICAGO.

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CHICAGO.

BEST GLOSS STARCH
CHAS. POPE GLUCOSE CO.
CHICAGO.

11

No. 8... 4.80
No. 9... 4.70
No. 10... 4.70
No. 11... 4.65
No. 12... 4.60
No. 13... 4.60
No. 14... 4.55
No. 15... 4.55
No. 16... 4.55

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

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

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CHAS. POPE GLUCOSE CO.
CHICAGO.

12	13	14	15
<div>Lubetsky Bros. Brands. B. L. \$35 00 Gold Star 35 00 Phelps, Brace & Co.'s Brands. Royal Tigers 55@ 80 00 Royal Tigerettes 35 00 Book Filled Tigerettes 35 00 Female Tigerettes 35 00 Night Hawk, concha 35 00 Night Hawk, navel 35 00 Vicente Portuondo 35@ 70 00 Ruhe Bros. Co. 25@ 70 00 Hilson Co. 35@110 00 T. J. Dunn & Co. 35@ 70 00 McCoy & Co. 35@ 70 00 The Collins Cigar Co. 10@ 35 00 Brown Bros. 15@ 70 00 Banner Cigar Co. 35@ 90 00 Seidenberg & Co. 55@125 36 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. 35@ 70 00 C. Costello & Co. 35@ 70 00 LaGora-Fee Co. 35@ 70 00 S. L. Davis & Co. 35@185 00 Benedict & Co. 35@ 90 00 Hemmett Cigar Co. 35@ 70 00 G. J. Johnson Cigar Co. 35@ 70 00 Maurice Sanborn 55@175 00 Book & 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 Pine Cuts Onjela Daniel 58 Ujibwa 38 Forest Giant 38 Sweet Spray 35 Cadillac 57 Sweet Loma 38 Golden Top 23 Hiawatha 58 Telegram 28 Pay 34 Prairie Rose 50 Protection 38 Sweet Burley 40 Sweet Loma 38 Tiger 39 Plug Flat Iron 36 Creme de Menthe 60 Stroghold 40 Sweet Chunk 35 Solo 37 Forge 33 Red Cross 24 Palo 36 Kylow 36 Hiawatha 41 Battle Axe 37 American Eagle 54 Standard Navy 38 Polar Bear, 16 oz 35 Spear Head, 8 oz 35 Nobby Twist 49 Jolly Tar 45 Old Honesty 45 Toddy 35 J. T. 38 Piper Heidsick 64 Boot Jack 81 Jelly Cake 36 Plumb Bob 32 Smoking Hand Pressed 46 Double Cross 37 Sweet Core 30 Flat Car 37 Great Navy 37 Warpath 37 Bamboo, 8 oz 29 Bamboo, 16 oz 28 I X L, 6 lb 28 I X L, 30 lb 32 Honey Dew 37 Flagman 40 Chips 35 Klud Dried 24 Duke's Mixture 40 Duke's Cameo 40 Honey Dip Twist 39 Myrtle Navy 39 Yum Yum, 1 1/2 oz 39 Yum Yum, 1 lb. palls 37 Cream 37 Corn Cake, 2 1/2 oz 25 Corn Cake, 1 lb. 23 Plover Boy, 1 1/2 oz 37 Plover Boy, 3 1/2 oz 37 Peerless, 3 1/2 oz 34 Peerless, 1 1/2 oz 38 Indicator, 2 1/2 oz 28 Indicator, 1 lb. palls 31 Col. Choice, 2 1/2 oz 21 Col. Choice, 8 oz 21 TABLE SAUCES Lea & Perrin's, large 3 75 Lea & Perrin's, small 2 50 Halford, large 3 75 Halford, small 2 25 Salad Dressing, large 4 55 Salad Dressing, small 2 75 TWINE Cotton, 3 ply 16 Cotton, 4 ply 16 Jute, 2 ply 12 Hemp, 6 ply 12 Flax, medium 20 Wool, 1 lb. balls 7 1/2 VINEGAR Malt White Wine, 40 grain 8 Malt White Wine, 80 grain 11 Pure Cider, B. & B. brand 11 Pure Cider, Red Star 12 Pure Cider, Robinson 10 Pure Cider, Silver 11 WASHING POWDER Gold Dust, regular 4 50 Gold Dust, 5c 4 00</div> <div><div>Pearline 2 90 Scourline 3 50 WICKING No. 0, per gross 20 No. 1, per gross 25 No. 2, per gross 35 No. 3, per gross 55 WOODENWARE Baskets Bushels 95 Bushels, wide band 1 15 Market 30 Splint, large 3 30 Splint, medium 3 00 Splint, small 3 00 Willow Clothes, large 6 25 Willow Clothes, medium 5 75 Willow Clothes, small 5 25 Butter Plates No. 1 Oval, 250 in crate 45 No. 2 Oval, 250 in crate 50 No. 3 Oval, 250 in crate 55 No. 5 Oval, 250 in crate 65 Egg Crates Humpty Dumpty 2 25 No. 1, complete 30 No. 2, complete 25 Clothes Pins Round head, 5 gross box 45 Round head, cartons 62 Mop Sticks Trojan spring 90 Eclipse patent spring 85 No. 1 common 75 No. 2 patent brush holder 85 12 in. cotton mop heads 1 25 Ideal No. 7 90 Falls 3-hoop Standard 1 40 2-wire, Cable 1 60 3-wire, Cable 1 70 Cedar, all red, brass bound 1 25 Paper, Eureka 2 25 Fibre 2 40 Toothpicks Hardwood 2 50 Softwood 2 75 Banquet 1 80 Ideal 1 50 Tubs 20-Inch, Standard, No. 1 6 00 18-Inch, Standard, No. 2 5 00 16-Inch, Standard, No. 3 4 00 20-Inch, Cable, No. 1 6 50 18-Inch, Cable, No. 2 6 00 16-Inch, Cable, No. 3 5 00 No. 1 Fibre 9 45 No. 2 Fibre 7 35 No. 3 Fibre 7 20 Wash Boards Bronze Globe 2 50 Dewey 1 75 Double Acme 2 75 Single Acme 2 75 Double Peerless 3 25 Single Peerless 2 60 Northern Queen 2 50 Double Duplex 3 00 Good Luck 2 75 Universal 2 25 Wood Bowls 11 in. Butter 75 13 in. Butter 1 00 15 in. Butter 1 75 17 in. Butter 2 50 19 in. Butter 3 00 Assorted 13-15-17 1 75 Assorted 15-17-19 2 50 WRAPPING PAPER Common Straw 1 1/4 Fiber Manila, white 3 1/4 Fiber Manila, colored 4 1/4 No. 1 Manila 4 Cream Manila 2 1/4 Butcher's Manila 13 Wax Butter, short count 2 1 Wax Butter, full count 2 1 Wax Butter, rolls 15 YEAST CAKE Magic, 3 doz 1 00 Sunlight, 3 doz 1 00 Sunlight, 1 1/2 doz 50 Yeast Cream, 3 doz 1 00 Yeast Foam, 3 doz 1 00 Yeast Foam, 1 1/2 doz 50 FRESH FISH Per lb. White fish 2 8 Trout 7 Black Bass 10@ 11 Halibut 15 Cliscos or Herring 4 Bluefish 12 1/4 Live Lobster 18 Bollied Lobster 18 Cod 10 Haddock 7 No. 1 Pickerel 13 Pike 6 Perch 4 Smoked White 10 Red Snapper 11 Col River Salmon 12 Mackerel 16 HIDES AND PELTS The Cappon & Bertsch Leather Co., 100 Canal Street, quotes as follows: Hides Green No. 1 6 Green No. 2 5 Cured No. 1 7 1/2 Cured No. 2 6 1/2 Calfskins, green No. 1 9 Calfskins, green No. 2 7 1/2 Calfskins, cured No. 1 10 Calfskins, cured No. 2 8 1/2 Pelts Pelts, each 50@ 1 75 Lamb 10 Tallow No. 1 4 1/4 No. 2 3 1/4 Wool Washed, fine 15@ 16 Washed, medium 18@ 20 Unwashed, fine 11@ 12 Unwashed, medium 14@ 15</div><div><div>CANDIES Stick Candy Standard @ 7 1/4 Standard H. H. @ 7 1/4 Standard Twist @ 8 Cut Loaf @ 9 cases Jumbo, 32 lb. @ 7 1/4 Extra H. H. @ 10 1/2 Boston Cream @ 10 Beet Root @ 8 Mixed Candy Grocers @ 6 Competition @ 7 Special @ 7 1/4 Conserve @ 8 1/2 Royal @ 8 1/2 Ribbon @ 9 Broken @ 8 1/4 Cut Loaf @ 9 English Rock @ 9 Kindergarten @ 9 Bon Ton Cream @ 9 French Cream @ 10 Dandy Pan @ 10 Hand Made Cream @ 10 mixed @ 15 1/4 Crystal Cream mix @ 13 Fancy-In Bulk San Blas Goodies @ 12 Lazenges, plain @ 9 1/4 Lazenges, printed @ 10 Choc. Drops @ 11 1/4 Eclipse Chocolates @ 13 1/4 Choc. Monuments @ 14 Victoria Chocolate @ 15 Gum Drops @ 5 Moss Drops @ 9 1/4 Lemon Sours @ 10 Imperial @ 10 Ital. Cream Opera @ 12 Ital. Cream Bonbons @ 12 20 lb. palls @ 12 Molasses Chews, 15 lb. palls @ 14 Pine Apple Ice @ 12 1/4 Maroons @ 12 Golden Waffles @ 12 Fancy-In 5 lb. Boxes Lemon Sours @ 55 Peppermint Drops @ 60 Chocolates Drops @ 65 H. M. Choc. Drops @ 65 H. M. Choc. Lt. and Dk. No. 12 @ 1 00 Gum Drops @ 2 30 Licorice Drops @ 75 Lazenges, plain @ 55 Lazenges, printed @ 60 Imperial @ 60 Mottoes @ 60 Cream Bar @ 60 Molasses Bar @ 55 Hand Made Creams, 80 @ 90 Cream Butters, Pep. and Wint. @ 55 String Root @ 55 Wintergreen Berries @ 60 Caramels No. 1 wrapped, 3 lb. boxes @ 50 Pennv Goods 55@ 60 FRUITS Oranges Florida Russett @ Florida Bright @ Fancy Navels @ Extra Choices @ Late Valencia @ Seedlings @ 2 50 Medt. Sweets 3 00@ 3 50 Jamaicas @ Rodi @ Lemons Messina, 300s 3 50@ 4 00 Messina, 360s 3 25@ 3 75 California 360s 3 25@ 3 50 California 300s 3 25@ 3 50 Bananas Medium bunches 1 50@ 1 75 Large bunches @ Foreign Dried Fruits Figs California, Fancy @ Cal. pkg, 10 lb. boxes @ Extra Choice, 10 lb. boxes @ 9 1/4 Fancy, 12 lb. boxes @ 12 Pulled, 6 lb. boxes @ Naturals, in bags @ Dates Fards in 10 lb. boxes @ Fards in 60 lb. cases @ Hallowi 5 @ 5 1/2 lb. cases, nat 4 1/2 @ 5 Sairs, 60 lb. cases @ NUTS Almonds, Tarragona @ 17 Almonds, Ivica @ Almonds, California, soft shelled 16@ 18 Brazilis @ 11 Pistias @ 12 1/4 Walnuts Grenoble @ 13 1/4 Walnut, softshelled @ 13 1/4 California No. 1 @ 14 Table Nuts, fancy @ 14 Table Nuts, choice @ 13 Pecans, Med @ 10 Pecans, Extra Large @ 11 Pecans, Jumbo @ 12 Hickory Nuts per bu. Ohio, new @ Cocoanuts, full sacks @ 3 50 Chestnuts, per bu @ Peanuts Fancy, H. P. Suns 5 1/4@ Fancy, H. P., Sun, Roasted 6 1/4@ 7 Choice, H. P., Extras @ Choice, H. P., Extras Roasted @ Span. Shild No. 1 n'w 7 @ 8</div><div><div>AKRON STONEWARE Butters 1/2 gal., per doz 48 2 to 6 gal., per gal. 6 8 gal. each 52 10 gal. each 65 12 gal. each 120 15 gal. meat-tubs, each 1 20 20 gal. meat-tubs, each 2 25 30 gal. meat-tubs, each 2 70 Churns 2 to 6 gal., per gal. 6 1/2 Churn Dashers, per doz 84 Milkpans 1/2 ga. flat or rd. bot., per doz 48 1 gal. nat or rd. bot., each 6 Fine Glazed Milkpans 1/2 gal flat or rd. bot., per doz 60 1 gal flat or rd. bot., each 6 Stewpans 1/2 gal. fireproof, bail, per doz 85 1 gal. fireproof, bail, per doz 1 10 Jugs 1/2 gal. per doz 60 1/4 gal. per doz 45 1 to 5 gal., per gal. 7 1/2 Sealing Wax 5 lbs. in package, per lb. 2 LAMP BURNERS No. 0 Sun 35 No. 1 Sun 45 No. 2 Sun 65 No. 3 Sun 1 10 Tubular 50 Nutmeg 45 LAMP CHIMNEYS—Seconds Per box of 6 doz. No. 0 Sun 1 56 No. 1 Sun 1 78 No. 2 Sun 2 48 First Quality No. 0 Sun, crimp top, wrapped & lab. 2 00 No. 1 Sun, crimp top, wrapped & lab. 2 15 No. 2 Sun, crimp top, wrapped & lab. 3 15 XXX Flint No. 1 Sun, crimp top, wrapped & lab. 2 75 No. 2 Sun, crimp top, wrapped & lab. 3 75 No. 2 Sun, hinge, wrapped & lab. 4 00 Pearl Top No. 1 Sun, wrapped and labeled 4 00 No. 2 Sun, wrapped and labeled 5 00 No. 2 hinge, wrapped and labeled 5 10 No. 2 Sun, "Small Bulb," for Globe Lamps 80 La Bastie No. 1 Sun, plain bulb, per doz 1 00 No. 2 Sun, plain bulb, per doz 1 25 No. 1 Crimp, per doz 1 35 No. 2 Crimp, per doz 1 60 Rochester No. 1 Lime (65c doz) 3 50 No. 2 Lime (70c doz) 4 00 No. 2 Flint (80c doz) 4 70 Electric No. 2 Lime (70c doz) 4 00 No. 2 Flint (80c doz) 4 70 OIL CANS 1 gal. tin cans with spout, per doz 1 40 1 gal. galv. iron with spout, per doz 1 58 2 gal. galv. iron with spout, per doz 2 78 3 gal. galv. iron with spout, per doz 3 75 5 gal. galv. iron with spout, per doz 4 85 3 gal. galv. iron with faucet, per doz 4 25 5 gal. galv. iron with faucet, per doz 4 95 5 gal. Tiltng cans 7 25 5 gal. galv. from Nacefas 9 00 Pump Cans 5 gal. Rapid steady stream 8 50 5 gal. Eureka, non-overflow 10 50 3 gal. Home Rule 9 95 5 gal. Home Rule 11 28 5 gal. Pirate King 9 60 LANTERNS No. 0 Tubular, slide lift 4 85 No. 1 B Tubular 7 40 No. 15 Tubular, dash 7 50 No. 1 Tubular, glass fountain 7 50 No. 12 Tubular, slide lamp 13 50 No. 3 Street lamp, each 3 60 LANTERN GLOBES No. 0 Tub., cases 1 doz. each, box, 10c 45 No. 0 Tub., cases 2 doz. each, box, 15c 45 No. 0 Tub., bbls 5 doz. each, per bbl 2 00 No. 0 Tub., Bull's eye, cases 1 doz. each 1 25</div><div><div>20c A MONTH is all it costs for the VERY BEST GAS LIGHT equal to 10 or 12 coal oil lamps anywhere if you will get the Write at once for Agency. Brilliant Gas Lamp. Brilliant Gas Lamp Co., 42 State, Chicago ATTRACTIVE CATALOGUE "SAVE TIME AND STAMPS" PELOUZE POSTAL SCALES THE HANDSOMEST AND BEST MADE THEY TELL AT A GLANCE THE COST OF POSTAGE IN CENTS AND ALSO GIVE THE EXACT WEIGHT IN OZS. (MINIMUM 1/2 OZ. TO 500 OZ.) 2 LBS. 52.50 THEY SOON PAY FOR THEMSELVES IN STAMPS SAVED PELOUZE SCALE & Mfg. Co., CHICAGO, ILL.</div><div><div>PELOUZE HARDWARE PELOUZE H</div></div></div></div></div></div>			

The Biggest 10c Assortment in the Market.

**ORDER ONE TO COMPLETE YOUR
LINE FOR SPRING TRADE.**

**DECORATED ASSORTMENT
NO. 10.**

2 Dozen FANCY HANDLED TEAS
1/3 Dozen 1-PINT PITCHERS
1/3 Dozen COMPORTIERS
1/3 Dozen LARGE PLATTERS
1 Dozen BREAD PLATES
1 Dozen OAT MEAL BOWLS
2 Dozen DINNER PLATES
3 Dozen TEA PLATES
1 Dozen BONE DISHES
1/2 Dozen 1 1/2-PINT BOWLS
1/2 Dozen CAKE PLATES

12 Dozen
Price, including package,
\$10.80.

Handsome decoration on each piece. Hand painted, traced and edge lined in coin gold. Strictly high grade ware, thoroughly guaranteed. Every piece in this assortment can be sold for 10 cents, and all the large pieces from 15 to 25 cents each.

DEYOUNG & SCHAAFSMA,
Manufacturers' and Jobbers' Agents in
Grocery, Glassware, China and Lamps
112 MONROE ST.,
GRAND RAPIDS, MICH.

Labels for Gasoline Dealers



The Law of 1880.

Every druggist, grocer or other person who shall sell and deliver at retail any gasoline, benzine or naphtha without having the true name thereof and the words "explosive when mixed with air" plainly printed upon a label securely attached to the can, bottle or other vessel containing the same shall be punished by a fine not exceeding one hundred dollars.

We are prepared to furnish labels which enable dealers to comply with this law, on the following basis:

1 M.....	75c	
5 M.....	50c	per M
10 M.....	40c	per M
20 M.....	35c	per M
50 M.....	30c	per M

**Tradesman
Company,
Grand Rapids, Mich.**

CARE OF THE STORE.

Two Important Matters Peculiar to the Summer Season.

There are two important matters that should be considered in the proper care-taking of the store in summer. The most important of these is to keep the store free from the ravages of flies and other insects, and next in importance is the question of keeping the store cool and pleasant to visit.

Flies are a great pest, especially in a store where there is a grocery department in connection, or any other class of goods which is likely to attract swarms of these insects. Every well regulated retail establishment is undoubtedly supplied with screen doors and windows to keep out insects, but from the very fact that it is a public place of business these doors are not always kept closed, and flies are certain to be found to a more or less extent in the store after the warm weather once commences. How to reduce their ravages to the minimum is the important question. If the store is kept cool and a war of extermination is waged on the flies, the pest will be reduced to a marked extent. Flypaper placed in the show window, back of the goods displayed, where it will not be seen and where customers will not get daubed with it, should be used, and in addition, if the flies can not be kept down, the shelving should be draped with mosquito netting to prevent the goods from becoming fly specked.

During warm weather when the fly pest is being fought, the merchant should be careful, and he should also instruct his clerks to be careful, in preventing sugar, and other tempting articles, from being allowed to remain on the counter or on the floor where the flies will meet and hold a short convention while participating in the dainties left for them. Sugar that falls on the floor when being weighed out, or that trickles out from the end of the customer's package, should be swept up as quickly as possible. How many times have you been in the country or a city store and found the floor and the counter in the vicinity of the sugar bin black with flies, simply because the proper precautions had not been taken to keep the floor or counter clean, and the flies had followed their inherent instincts and congregated where they could get something to their taste.

Care should also be taken to keep the surroundings of the store free from articles which will attract insects. It is not an uncommon sight to go to the back door of a city store and find several days' accumulation of garbage surrounded with swarms of flies. While it seems to be impossible to remove garbage every day under existing conditions in this city, since the crematory was started, nevertheless the garbage should be taken to the rear of the lot or as far away as possible, where it will not attract flies to the store.

The matter of keeping the store cool in summer is also important. The store should be equipped with awnings in front, and awnings may be secured that extend to the sidewalk, keeping the store cool and dark. One or more electric fans may seem a luxury to many retailers, but if they can be purchased and there is electricity available with which to operate them, they will keep the store delightfully cool, and will attract customers. The floor should be frequently sprinkled, and the merchant should endeavor to keep on tap ice water for the use of the public. In the

country this ice water feature will be an extra inducement in attracting the farmer trade. The farmer and his wife, coming many miles over a dusty road, find their mouths and throats parched, and a cool, refreshing drink of water helps greatly in giving them temporary relief from the disagreeable features of the ride. If the merchant is conducting a general store or a department store, he may find that free soda water will prove an inducement to people to trade with him. Soda water may be given free on certain days of the week with a small purchase, 10 cents' or a quarter's worth of goods, and it should be well advertised; ice cream soda water may be given with each purchase amounting to half a dollar or over. Checks should be provided for the clerks, and when the purchase is made these can be tendered to the customer to be given in return for the soda water at the soda counter. In this way only actual purchasers of goods will be benefited by the deal. The general merchant who wishes to do something really fine for his customers during the heated term, and who desires to use this as an advertisement, might give free lemonade to those who purchased a certain nominal amount of goods from him, etc.

If the arrangement is such that one can be had, a free watering trough in front of the village or country store will also prove a trade winner. All merchants are not in a position to provide this, but if they can they should not neglect to do so. Saloon keepers do not forget the animal kingdom in seeking to secure trade from humanity, and there is no reason why the grocer or the general merchant should. If ice water, lemonade or soda water are out of the question, the progressive merchant should always keep on hand a good supply of cold water for the use of his customers. They will appreciate it, and in the majority of instances it will not cost anything but a little work to provide it.—Commercial Bulletin.

The Cash Value of Respectability.

An extensive owner of city real estate was called upon at his office one morning by a stranger, who asked him:

"Is this Mr. Philpot?"

"Yes, sir," he replied.

"You own the property at 575 Bumblethorpe avenue, I believe."

"Yes."

"I am told you are trying to sell it."

"I am."

"I should like to buy it, if your price is reasonable enough."

"May I ask who you are?"

"I am Professor Goodkind of the university. I have bought the place next to 575 on the south for a residence, and, to be frank, I don't like the kind of tenants you rent your house to. I wish to buy it and select my own neighbors."

"No, sir!" answered the owner of the property. "That puts a different aspect on the matter. I don't care to sell the place now. I shall keep it, and raise the rent on the ground that the neighborhood is improving."

Verbs Made While You Wait.

The man who carelessly manufactures verbs to suit his convenience was speaking:

"Poor fellow!" he said; "he suicided, you know."

"To escape disgrace, I suppose?" ventured a listener.

"I believe so."

"What was the matter? Had he forgeried or merely misdeameanored?"

It is not until a man reaches thirty that he begins to wrap the small bills on the outside of the roll.

Hardware Price Current

Ammunition				Mattocks	
Caps				\$17 00..dis 70—10	
G. D., full count, per m.....				40	
Hicks' Waterproof, per m.....				50	
Musket, per m.....				75	
Ely's Waterproof, per m.....				60	
Cartridges				Metals—Zinc	
No. 22 short, per m.....				2 50	
No. 22 long, per m.....				3 00	
No. 32 short, per m.....				4 95	
No. 32 long, per m.....				5 80	
Primers				Miscellaneous	
No. 2 U. M. C., boxes 250, per m.....				1 20	
No. 2 Winchester, boxes 250, per m.....				1 20	
Gun Wads				Molasses Gates	
Black edge, Nos. 11 and 12 U. M. C.....				60	
Black edge, Nos. 9 and 10, per m.....				70	
Black edge, No. 7, per m.....				80	
Loaded Shells				Pans	
New Rival—For Shotguns				Fry, Acme.....	
No.	Drs. of Powder	oz. of Shot	Size Shot	Gauge	Per 100
120	4	1 1/2	10	10	\$2 90
129	4	1 1/2	9	10	2 90
128	4	1 1/2	8	10	2 90
126	4	1 1/2	6	10	2 90
135	4 1/4	1 1/2	5	10	2 85
154	4 1/2	1 1/2	4	10	3 00
200	3	1	10	12	2 50
208	3	1	8	12	2 50
236	3 1/4	1 1/2	6	12	2 65
265	3 1/2	1 1/2	5	12	2 70
264	3 1/2	1 1/2	4	12	2 70
Discount 40 per cent.					
Paper Shells—Not Loaded				Patent Planished Iron	
No. 10, pasteboard boxes 100, per 100.....				72	
No. 12, pasteboard boxes 100, per 100.....				64	
Gunpowder				Ohio Tool Co.'s, fancy.....	
Kegs, 25 lbs., per keg.....				4 00	
1/2 kegs, 12 1/2 lbs., per 1/2 keg.....				2 25	
1/4 kegs, 6 1/4 lbs., per 1/4 keg.....				1 25	
Shot				Fine 3 advance.....	
In sacks containing 25 lbs.				Casing 10 advance.....	
Drop, all sizes smaller than B.....				1 40	
Augurs and Bits				Casing 8 advance.....	
Snell's.....				25	
Jennings genuine.....				25	
Jennings' imitation.....				25	
Axes				Casing 6 advance.....	
First Quality, S. B. Bronze.....				6 00	
First Quality, D. B. Bronze.....				9 00	
First Quality, S. B. S. Steel.....				6 50	
First Quality, D. B. Steel.....				10 50	
Barrows				Finish 10 advance.....	
Railroad.....				12 00	
Garden.....				29 00	
Bolts				Finish 8 advance.....	
Stove.....				60	
Carriage, new list.....				65	
Flow.....				50	
Buckets				Barrel 1/2 advance.....	
Well, plain.....				4 00	
Butts, Cast				Rivets	
Cast Loose Pin, figured.....				65	
Wrought Narrow.....				60	
Chain				Iron and Tinned.....	
Com.....				1/4 in. 5-16 in. % in. 1/4 in.	
BB.....				7 c. 6 c. 5 c. 4 1/2 c.	
BBB.....				8 1/2 7 1/2 6 1/2 6	
				8 3/4 7 3/4 6 3/4 6 1/4	
Crowbars				Copper Rivets and Burs.....	
Cast Steel, per lb.....				60	
Chisels				Roofing Plates	
Socket Firmer.....				14x20 IC, Charcoal, Dean.....	
Socket Framing.....				65	
Socket Corner.....				14x20 IX, Charcoal, Dean.....	
Socket Sicks.....				7 50	
Elbows				20x28 IC, Charcoal, Dean.....	
Com. 4 piece, 6 in., per doz.....				13 00	
Corrugated, per doz.....				14x20 IC, Charcoal, Allaway Grade.....	
Adjustable.....				5 50	
Expansive Bits				14x20 IX, Charcoal, Allaway Grade.....	
Clark's small, \$18; large, \$26.....				6 50	
Ives' 1, \$18; 2, \$24; 3, \$30.....				11 00	
Files—New List				20x28 IX, Charcoal, Allaway Grade.....	
New American.....				13 00	
Nicholson's.....				Ropes	
Heller's Horse Rasps.....				Sisal, 1/4 inch and larger.....	
Galvanized Iron				Manilla.....	
Nos. 16 to 20; 22 to 24; 25 and 26; 27, list 12 13 14 15 16.				12	
Discount, 65				19	
Gauges				Sand Paper	
Stanley Rule and Level Co.'s.....				List acct. 19, '86.....dis	
Glass.....				50	
Single Strength, by box.....				Sash Weights	
Double Strength, by box.....				Solid Eyes, per ton.....	
By the Light.....				25 00	
Hammers				Sheet Iron	
Faydole & Co.'s, new list.....				Nos. 10 to 14.....	
Perkes & Plumb's.....				com. smooth.....	
Mason's Solid Cast Steel.....				3 20	
Hinges				Nos. 15 to 17.....	
Gate, Clark's 1, 2, 3.....				3 30	
Hollow Ware				Nos. 18 to 21.....	
Pots.....				3 60	
Cetties.....				3 70	
Plders.....				3 80	
Horse Nails				No. 27.....	
u Sable.....				3 80	
House Furnishing Goods				All Sheets No. 18 and lighter, over 30 inches wide, not less than 2-10 extra.	
Stamped Tinware, new list.....				Shovels and Spades	
Unpainted Tinware.....				First Grade, Doz.....	
Iron				8 00	
Cast Iron.....				Second Grade, Doz.....	
Right Band.....				7 50	
Knobs—New List				Solder	
Door, mineral, jap. trimmings.....				1/4@1/2.....	
Door, porcelain, jap. trimmings.....				19	
Lanterns				The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.	
Regular o Tubular, Doz.....				Squares	
Warren, Galvanized Fount.....				Steel and Iron.....	
				70	
				Tin—Melyn Grade	
				10x14 IC, Charcoal.....	
				\$ 8 50	
				14x20 IC, Charcoal.....	
				8 50	
				20x14 IC, Charcoal.....	
				9 75	
				Each additional X on this grade, \$1.25.	
Gauges				Tin—Allaway Grade	
Stanley Rule and Level Co.'s.....				10x14 IC, Charcoal.....	
Glass.....				7 00	
Single Strength, by box.....				14x20 IC, Charcoal.....	
Double Strength, by box.....				7 00	
By the Light.....				10x14 IX, Charcoal.....	
				8 50	
				14x20 IX, Charcoal.....	
				8 50	
				Each additional X on this grade, \$1.50	
Hammers				Boiler Size Tin Plate	
Faydole & Co.'s, new list.....				14x56 IX, for No. 8 Boilers, } per pound..	
Perkes & Plumb's.....				10	
Mason's Solid Cast Steel.....				14x56 IX, for No. 9 Boilers, }	
Hinges				Traps	
Gate, Clark's 1, 2, 3.....				Steel, Game.....	
				75	
				Onelda Community, Newhouse's.....	
				40&10	
				Onelda Community, Hawley & Norton's.....	
				65	
				Mouse, choker per doz.....	
				15	
				Mouse, delusion, per doz.....	
				1 25	
Hollow Ware				Wire	
Pots.....				Bright Market.....	
Cetties.....				60	
Plders.....				Annealed Market.....	
				60	
				Coppered Market.....	
				50&10	
				Tinned Market.....	
				50&10	
				Coppered Spring Steel.....	
				40	
				Barbed Fence, Galvanized.....	
				3 25	
				Barbed Fence, Painted.....	
				2 95	
Horse Nails				Wire Goods	
u Sable.....				Bright.....	
				80	
				Screw Eyes.....	
				80	
				Hooks.....	
				80	
				Gate Hooks and Eyes.....	
				80	
House Furnishing Goods				Wrenches	
Stamped Tinware, new list.....				Baxter's Adjustable, Nickeled.....	
Unpainted Tinware.....				30	
Iron				Coe's Genuine.....	
Cast Iron.....				30	
Right Band.....				Coe's Patent Adjustable Wrench.....	
				70&10	
Knobs—New List					
Door, mineral, jap. trimmings.....					
Door, porcelain, jap. trimmings.....					
Lanterns					
Regular o Tubular, Doz.....					
Warren, Galvanized Fount.....					

The Grain Market.

The exceedingly fine weather has been favorable for crop news, but the demand for cash wheat has kept prices up. July wheat gained fully 1c per bushel, while September options eased off some. Foreign news was not of a kind to cause much bearishness. Germany, it is claimed, is short 40,000,000 bushels of wheat and 60,000,000 bushels of rye, while France is reported to have hardly an average crop and Hungary has nothing to brag of. Argentine, as stated before, has contributed less than half as much as last year to the world's supply, while India has use at home for all she has to spare. Our exports seem to keep up and more seems to be wanted. Our visible made another large decrease of 2,264,000 bushels, leaving the amount in sight at 40,000,000 bushels, so it is melting away very fast. While weather conditions are favorable, within the last few days we have heard some complaint of the fly working in the wheat—in some sections worse than in others. South of us the dry weather has done some injury to the wheat plant. In some localities it is very spotted, giving the grass a good opportunity to start and so reduce the yield, and will make the crop somewhat uneven. With the decreased acreage, Michigan will probably not yield over three-quarters of a crop. That is the way it looks now, barring accidents. Kansas, which was reported as having a bumper crop, is also uttering some complaints, and we would not wonder if their crop would hardly come up to last year's, notwithstanding the large acreage put in.

Corn seems to be in the dumps, as its support was taken away when Phillips sold 3,000,000 bushels of May corn, which closed his deal. July corn is also weak, as traders were not willing to put large short lines on the market, as the May deal cost them quite a sum of money. The longs were not anxious to make a purchase of large quantities, as the arrival of contract corn was getting large and it might be a heavy load to carry.

Oats were also weaker, without any reason, as the demand keeps up and at present the growing crop is not promising to be large.

Rye kept an even tenor. It is held firm, owing, probably, to the reported crop deficiency in Germany.

Flour trade is all that can be expected, with the present scarcity of good milling wheat. Prices will remain firm until the new crop will be fit to use and present conditions are that harvest will be about ten days later than usual.

Mill feed is still in good demand. Prices remain very firm.

Potatoes have advanced 10@15c per bushel and seem to be very scarce at present.

Beans are very scarce. October beans are about 2c a bushel higher, \$1.45 being bid.

Receipts of grain have been the smallest they have been in a long time, being only: wheat, 26 cars; corn, 13 cars; oats, 8 cars; flour, 7 cars; hay, 3 cars; straw, 1 car; potatoes, 26 cars.

Millers are paying 71c a bushel for wheat.

The Produce Market.

Apples—Ben Davis have advanced to \$1.75 per bbl. and are scarce at that.

Asparagus—Home grown commands 50c per doz.

Bananas—Prices range from \$1.25@1.75 per bunch, according to size.

Butter—Creamery is in good demand and steady at 18c. Fancy dairy in crocks fetches 14c and choice about 13c. Packing stock is in good demand at 10@11c.

Cabbage—\$1.75 for small crate; \$3 per large crate.

Cucumbers—Home grown command 60c per doz. Southern fetch 40c.

Eggs—The market is fairly steady, due to the continued cool weather. Local dealers meet with no difficulty in obtaining 12c for candled, 11c for case count and 10c for dirties and small eggs. Country merchants and local buyers are paying 1@2c per doz. more than conditions warrant their paying, due usually to local competition and to strife between the merchants and peddlers.

Green Onions—10c for Evergreens; 13@15c for Silverskins.

Green Peas—\$1.25 per bu. box.

Honey—Choice white is in large supply at 14@15c. Amber goes at 13@14c and dark buckwheat is slow sale at 10@12c.

Lemons—Californias command \$3 for 300s and 250s per box. Messinas fetch \$3.50 for choice and \$4 for fancy.

Lettuce—Hothouse stock is in good demand, commanding 10c for leaf.

Maple Sugar—10@10½c for genuine and 9c for imitation.

Maple Syrup—\$1 per gal. for fancy.

Onions—Bermudas command \$1.75 per crate. Egyptians fetch \$3.25 in 112 lb. sacks.

Oranges—Mediterranean sweets fetch \$2.75@3. Seedlings range from \$2.50@2.75.

Parsley—40c per doz.

Pieplant—60c for 50 lb. box.

Pineapples—Havana, \$1.50@1.75.

Florida, \$2 per doz.

Plants—Tomato and cabbage command 75c per box of 200. Sweet potato fetch 90c.

Potatoes—It is the unexpected which always happens. In this case the remark applies with special force to the meteoric career of the potato market during the past week. The country suddenly seems to have gone crazy over potatoes, due to the discovery that supplies at all of the principal consuming points were inadequate to meet requirements until new potatoes arrive and that the Southern crop would be about two weeks late. All kinds of prices have been paid for tubers during the past week and large profits have been made by men who were a month ago estimating what their loss would be on their holdings. The paying price at the outside buying points ranges from 40@50c and in some cases the Tradesman has heard of 60c being offered, although this is unusual.

Poultry—Conditions are the same as last week. Local dealers pay as follows for dressed: Spring turkeys, 11@12c; old, 8@9c; spring chickens, 11@12c; fowls, 10@11c; spring ducks, 11½@12c—old not wanted at any price; spring geese, 9@10c—old not wanted. For live poultry local dealers pay as follows: Chickens, 9@10c; medium and small hens, 8@9c; large hens, 7@8c; young turkeys, 9@10c; old turkeys, 7@8c; young ducks, 9½@10½c; pigeons, 50@60c per doz.; squabs, \$1@1.25 per doz.; broilers, 18@25c per lb.

Radishes—10@12c per doz. bunches. Seeds—Blue grass, \$1.25@1.50; orchard grass, \$1.40@1.60; red top, 75c @ \$1.50; timothy, \$2.10; medium clover, \$6.25@6.75; mammoth, \$6.50@7; alsyke, \$7.50@8.

Spinach—35@45c per bu.

Strawberries—Illinois and Tennessee berries range from \$2@2.25 per 24 qt. case.

Summer Squash—4c per lb.

Turnips—\$1 per bu. box.

Tomatoes—\$2.25 per 4 basket crate.

Water Cress—40c per doz.

Wax Beans—\$1.25 for ¾ bu. box; \$1.50 per bu.

A German paper tells that at Neustadt were discovered "the bones of a reindeer while digging a cellar." What the bones wanted to dig a cellar for is hardly patent.

Adversity is an egg from which experience is hatched.

UNIVERSITY ATHLETICS.

Athletics are now considered a necessary part of a collegiate education. The Greeks, who led the world in art, poetry, philosophy and intellectual development generally, paid extraordinary attention to the care of the body. They held to the doctrine that a sound body was necessary to the maintenance of a vigorous intellectuality, and they esteemed the physical beauty that resulted from a harmonious development of mental and physical faculties.

Every fifth year the young men, not only of the Attic peninsula, but of neighboring countries, were accustomed to assemble at Olympia, distinguished for temples to Jove, or Zeus, and there contest before a great multitude in athletic exercises, while recitations of poems and displays of oratory were not wanting.

Long after the city and temple of the Olympian Jove had been destroyed by wars and the ravages of time there grew up an idea that health and vigor of body were unbecoming the scholar, and that he ought to be pale, sallow and emaciated from his midnight vigils devoted to poring over musty books or elaborating and polishing his compositions. Those goddesses of the fine arts and of letters, the Nine Muses, were models of female beauty and physical vigor, and they never would have admitted into their charmed circle any lean and meager nymph, blinking and shrinking from the sunlight from burning the midnight oil, and, after centuries of disregard, the wisdom of the muses is being again recognized, so that even the girls are glorying in bodily exercise and fresh air while they are training their minds.

The Central American shipping trade is largely in German hands. If they could only keep it in their hands they would be all right, but now they are afraid that the American shipper is going to give it to them in the neck.

Only fools answer questions before they are asked.

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—WHOLE OR PART INTEREST in a general hardware, tin-smithing and plumbing stock, invoicing about \$3,500, in a good factory town in Southern Michigan. Address No. 824, care Michigan Tradesman.

FOR SALE—ONE OF THE BEST PAYING steam laundries in Michigan. Address No. 876, care Michigan Tradesman.

PARTNER WANTED—WHOLESALE and retail drug business, established 20 years, in prosperous manufacturing city of 25,000, wants active partner with \$10,000 to \$20,000 capital to enlarge business; controls good share of city trade and can get more; doing good outside trade, especially in sundries; two travelers; fine opening for the right party, who must have the best of references and be a worker, capable of managing some branch; owner can do any part. For particulars address No. 875, care Michigan Tradesman.

FOR SALE—A GOOD, CLEAN STOCK OF hardware in a hustling business town of 2,000 population. Address James Pope, Quincy, Mich.

WANTED FOR CASH—\$5,000 GENERAL stock. State lowest price. Address No. 873, care Michigan Tradesman.

FOR SALE—MY STOCK OF GOODS AND fixtures. Doing a tip-top business; good location; no old goods on hand, everything fresh, neat, clean and saleable—up-to-date in every way. Stock consists of confections, fruit, stationery, cigars, tobaccos and fishing tackle. Good reasons for selling. Will lump or invoice. M. K. Tatman, 405 Union St., Traverse City, Mich.

TO EXCHANGE—FINE FARM HOME, Southern Michigan, 100 acres, rich soil, well located, for good 50 barrel flour mill or clean stock merchandise. Address Box 343, Union City, Mich.

A SPLENDID OPPORTUNITY FOR ANY person who has a grocery or general stock of merchandise to be brought into a business that will make him large profits. Any person or firm who is interested in the sale of grocery or general store will please communicate with the Nicaragua Company, Dayton, Ohio.

FOR SALE—NATIONAL CASH REGISTER, No. 96, cash \$350. Will sell for \$200, I have no use for it. J. H. Travis, Elsie, Mich.

FOR SALE—SMALL STOCK DRY GOODS; brick store to rent; good location, Hastings, Mich. O. D. Spaulding.

FINE DRUG STOCK AND FIXTURES FOR sale. Enquire of Hazeltine & Perkins Drug Co.

FOR SALE—HOTEL AND FURNITURE—\$5,000 will take, \$2,000 down, balance on long time; \$500 of first payment will be taken in board; house now doing good business. J. E. Sebring, Bangor, Mich.

FOR SALE—A BLACKSMITH AND WAGON shop and tools in a village ten miles from Jackson, Michigan; or will sell the tools alone. A capable man can do a good business at this point. Address R. T. McNaughton, Jackson, Mich.

FOR SALE—A NICE, CLEAN GENERAL stock, inventorying about \$1,800, in good farming community. Reason for selling, other business. Address No. 860, care Michigan Tradesman.

WANTED—SECOND HAND PEANUT roaster, steam or spring power; must be in first class condition and cheap for cash. E. A. Lyon, Riverside, Mich.

FOR SALE—THE BEST STOCK OF GROCERIES, having the best trade in one of the best towns and in one of the best fruit and potato sections of Michigan; doing a prosperous business; also have a fine shipping business in fruit and potatoes; also a warehouse which I will dispose of. Object of selling, have other business elsewhere that will require all of my attention. Address No. 856, care Michigan Tradesman.

HARDWARE STOCK FOR SALE IN A thriving village in Southern Michigan. Write for particulars. Address No. 854, care Michigan Tradesman.

FOR SALE—THE GENERAL STORE OF the Squire & Sterling Mercantile Co., at Omer, Mich.; doing a nice business; with it go our good will, trade and cashing of our orders for timber and labor. Here is a chance for the right parties. Will be sold at once. For particulars address W. C. Sterling, Monroe, Mich.

FOR SALE OR EXCHANGE FOR MERCHANDISE—120 acres of land with good buildings. Address 840, care Michigan Tradesman.

FOR SALE—BEST PAYING GENERAL merchandise store in Michigan; stock inventories \$7,000. Address No. 839, care Michigan Tradesman.

FOR SALE—SECOND HAND SODA FOUNTAIN; easy terms. Charles A. Jackson, Benton Harbor, Mich.

FOR SALE—STOCK OF GENERAL MERCHANDISE and fixtures, invoicing \$3,000 to \$3,500; cash discount; best farming district in Northern Indiana; good reasons for selling. Address No. 810, care Michigan Tradesman.

I WILL SELL HALF INTEREST IN MY furniture business. The goods are all new and up-to-date; located in a town of 7,000; has been a furniture store for thirty years; only two furniture stores in the town. Address all correspondence to No. 813, care Michigan Tradesman.

FOR SALE—A GOOD CLEAN STOCK OF groceries, crockery, glassware, lamps and china, inventorying about \$3,300. Will accept \$3,000 cash if taken soon; location, the best and central in a hustling business town of 1,500 population, fifty miles from Grand Rapids; this is a bargain for some one; best of reasons for selling. Address B. care Michigan Tradesman.

THE ROMEYN PARSONS CO. PAYS CASH for stocks of merchandise, Grand Ledge, Mich.

IF GOING OUT OF BUSINESS OR IF YOU have a bankrupt stock of clothing, dry goods, or shoes, communicate with The New York Store, Traverse City, Mich.

PARTIES HAVING STOCKS OF GOODS OF any kind, farm or city property or manufacturing plants that they wish to sell or exchange correspond with the Derby & Chase Real Estate Co., Flint, Mich.

WANTED—MERCHANTS TO CORRESPOND with us who wish to sell their entire stocks for spot cash. Enterprise Purchasing Co., 153 Market St., Chicago, Ill.

FOR SALE—DRUG STOCK INVOICING \$2,000, in good corner store in the best town in Western Michigan. The best of reasons for selling. Address No. 583, care Michigan Tradesman.

MISCELLANEOUS

WANTED—AN EXPERIENCED SALESMAN for Ohio. The Computing Scale Co., Dayton, Ohio.

WANTED—POSITION IN GENERAL STORE by young married man, Swedish American; ten years' experience in groceries, shoes and clothing; country preferred; best of references. Address O. Hansen, 383 Second St., Grand Rapids, Mich.

REGISTERED PHARMACIST, MIDDLE aged, experienced and capable desires situation. References. Address "Toke," 120 E. Mirre St., Alpena, Mich.

WANTED—SITUATION BY YOUNG MAN as traveling salesman or in general mercantile store. Good references. Address Box 401, Elk Rapids, Mich.

WANTED—REGISTERED PHARMACIST at once. State salary and age. Address No. 838, care Michigan Tradesman.

MICA AXLE GREASE

has become known on account of its good qualities. Merchants handle Mica because their customers want the best axle grease they can get for their money. Mica is the best because it is made especially to reduce friction, and friction is the greatest destroyer of axles and axle boxes. It is becoming a common saying that "Only one-half as much Mica is required for satisfactory lubrication as of any other axle grease," so that Mica is not only the best axle grease on the market but the most economical as well. Ask your dealer to show you Mica in the new white and blue tin packages.

ILLUMINATING AND LUBRICATING OILS

PERFECTION OIL IS THE STANDARD
THE WORLD OVER

HIGHEST PRICE PAID FOR EMPTY CARBON AND GASOLINE BARRELS

STANDARD OIL CO.

Are you going to the Pan-American Exposition? The Michigan Central

is the short and direct route.
For particulars see M. C. Agents or
write to

O. W. Ruggles, G. P. & T. A., Chicago
J. S. Hall, D. P. A.,
Detroit

ENGRAVERS BY ALL THE LEADING PROCESSES

PORTRAITS, BUILDINGS,
MACHINERY,
STATIONERY HEADINGS,
EVERYTHING.

HALF-TONE
ZINC-ETCHING
WOOD ENGRAVING

TRADESMAN COMPANY
GRAND RAPIDS, MICHIGAN.

MERCANTILE ASSOCIATIONS

Michigan Retail Grocers' Association
President, C. E. WALKER, Bay City; Vice-President, J. H. HOPKINS, Ypsilanti; Secretary, E. A. STOWE, Grand Rapids; Treasurer, J. F. TATMAN, Clare.

Grand Rapids Retail Grocers' Association
President, FRANK J. DYK; Secretary, HOMER KLAIP; Treasurer, J. GEORGE LEHMAN

Detroit Retail Grocers' Protective Association
President, E. MARKS; Secretaries, N. L. KOENIG and F. H. COZZENS; Treasurer, C. H. FRINK.

Kalamazoo Retail Grocers' Association
President, E. L. HARRIS; Secretary, CHAS. HYMAN.

Bay Cities Retail Grocers' Association
President, C. E. WALKER; Secretary, E. C. LITTLE.

Muskegon Retail Grocers' Association
President, H. B. SMITH; Secretary, D. A. BOELKINS; Treasurer, J. W. CASKADON.

Jackson Retail Grocers' Association
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Adrian Retail Grocers' Association
President, A. C. CLARK; Secretary, E. F. CLEVELAND; Treasurer, WM. C. KOHN.

Saginaw Retail Merchants' Association
President, M. W. TANNER; Secretary, E. H. McPHERSON; Treasurer, R. A. HOMR.

Traverse City Business Men's Association
President, THOS T. BATES; Secretary, M. B. HOLLY; Treasurer, C. A. HAMMOND.

Owosso Business Men's Association
President, A. D. WHIPPLE; Secretary, G. T. CAMPBELL; Treasurer, W. E. COLLINS.

Pt. Huron Merchants' and Manufacturers' Association
President, CHAS. WELLMAN; Secretary, J. T. PERCIVAL.

Alpena Business Men's Association
President, F. W. GILCHRIST; Secretary, C. L. PARTRIDGE.

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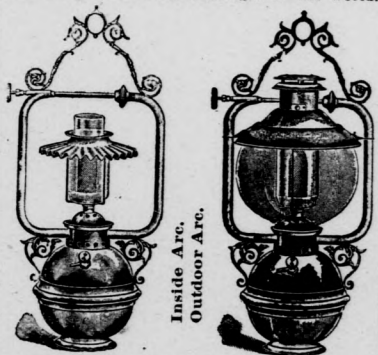
Grand Haven Retail Merchants' Association
President, F. D. VOS; Secretary, J. W. VERHOKKS.

Yale Business Men's Association
President, CHAS. ROUNDS; Secretary, FRANK PUTNEY.

Grand Rapids Retail Meat Dealers' Association
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THE NULITE

750 Candle Power ARC ILLUMINATORS
Produce the finest artificial light in the world.



Superior to electricity or gas, cheaper than kerosene oil. A 20th century revelation in the art of lighting.

They darkness into daylight turn,
And air instead of money burn.
No smoke, no odor, no noise, absolutely safe.
They are portable, hang or stand them anywhere.
We also manufacture Table Lamps, Wall Lamps, Pendants, Chandeliers, Street Lamps, etc. The best and only really successful Incandescent Vapor Gas Lamps made. They sell at sight. Good agents wanted. Write for catalogue and prices.

CHICAGO SOLAR LIGHT CO.
81 L. Fifth Ave. Chicago, Ill.

Travelers' Time Tables.

PERE MARQUETTE

Railroad and Steamship Lines.

Fast trains are operated from Grand Rapids to Chicago, Detroit, Toledo, Saginaw, Bay City, Petoskey, Ludington, Manistee, Muskegon, Traverse City, Alma, Lansing, Belding, Benton Harbor, St Joseph, and intermediate points, making close connections at Chicago with trains for the south and west, at Detroit and Toledo with trains east and southbound. Try the "Mid-Day Flyers," leaving Grand Rapids 12:05 noon, each week day, arriving at Detroit 4:05 p. m. and Chicago 5:00 p. m.

H. F. MOELLER, G. P. A.,
W. E. WOLFENDEN, D. P. A.

GRAND Rapids & Indiana Railway March 10, 1901.

Going North.
Lv G'd Rapids..... 7 45a ex Su ex Su ex Su ex Su
Ar. Cadillac..... 11 20a 5 40p 2 10a 9 00p
Ar. Traverse City..... 1 30p 7 50p 4 15a
Ar. Petoskey..... 2 50p 9 15p 5 35a
Ar. Mackinaw City..... 4 15p 10 35p 6 55a
Trains arrive from the north at 6:00 a. m., 11:30 a. m., 5:15 p. m. and 10:15 p. m.

Going South.
Lv. G'd Rapids. 7 10a 1 50p 6 50p 12 30p 11 30p
Ar. Kalamazoo. 8 50a 3 22p 8 35p 1 45p 1 00a
Ar. Ft. Wayne. 12 10p 6 50p 11 45p To Chicago
Ar. Cincinnati. 6 25p 7 15a
Trains arrive from the south at 6:45 a. m. and 9:10 a. m. daily, 2:00 p. m., 9:45 p. m. and 10:15 p. m. except Sunday.

MUSKEGON Except Sunday
Lv. Grand Rapids. 7 35am 2 05pm 5 40pm
Ar. Muskegon. 9 00am 3 20pm 7 00pm
Sunday train leave Grand Rapids at 9:15 a. m.
Sunday train leaves Grand Rapids 7:00 p. m.
Trains arrive from Muskegon at 9:30 a. m. daily, 1:30 p. m. and 5:20 p. m. except Sunday and 6:50 p. m. Sunday only.

CHICAGO TRAINS

G. R. & I and Michigan Central.

TO CHICAGO Except Sunday
Lv. G'd Rapids (Union depot) 12 30pm 11 30pm
Ar. Chicago (12th St. Station) 5 25pm 6 55am
12:30pm train runs solid to Chicago with Pullman buffet parlor car attached.
11:30pm train has through coach and Pullman sleeping car.

FROM CHICAGO Except Sunday
Lv. Chicago (12th St. Station) 1 15pm 11 30pm
Ar. G'd Rapids (Union depot) 10 15pm 6 55am
5:15pm train runs solid to Grand Rapids with Pullman buffet parlor car attached.
11:30pm train has through coach and sleeping car.

Take G. R. & I. to Chicago

50 cents to Muskegon
and Return Every Sunday

You ought to sell

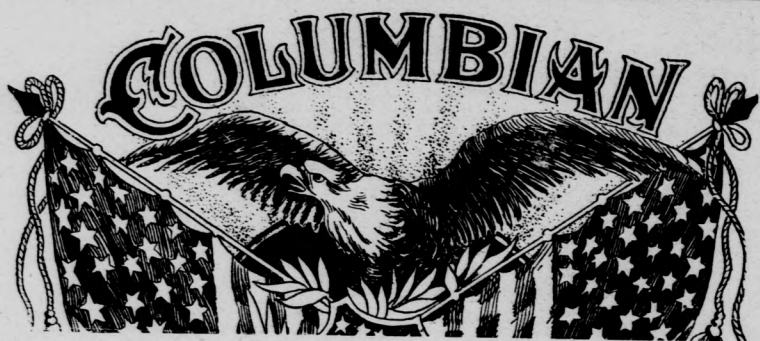
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"The flour the best cooks use"

VALLEY CITY MILLING CO.,
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**Cold Facts
Served Hot**
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**Dignified
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or
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Profitable**

**Tradesman Company
ENGRAVERS
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Michigan's Famous Cigars

Manufactured by

COLUMBIAN CIGAR COMPANY, Benton Harbor Mich.



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Grand Rapids, Michigan

**Filipino Spankers
Chinese Firecrackers**

And everything in Fireworks for the

Fourth of July

Call and inspect our line and establish-
ment when in the city.

B. W. Putnam, Prest.

R. R. Bean, Sec'y.

H. Leonard & Sons, Grand Rapids

Price list Staple Crockery, Glassware, Notions and House Fur-
nishing Goods. Send for Catalogue "The Commercial Traveler"
sent to Merchants only on request—175 pages at

MAIL ORDER PRICES

Base Balls.....	38c and \$	68	Lead Pencils, gro.....	50
Butter Plates, wire end.....	42		Lemon Squeezers, glass, doz.....	40
Baskets, bushel.....	30		Lawn Mowers, 14 in., each.....	2 15
Baskets, handled.....	30		Milk Jars, Paper Cap, gro.....	5 60
Bags, paper, see Catalogue.....			Mantles, Gasoline, doz.....	80
Brooms.....	\$2 25, \$2 00 and	1 75	Playing Cards.....	90
Burners, No. 1.....	40		Plates, Breakfast.....	71
Candy Jars, 2 quart.....	2 00		Stone Butter Jars, 1 gal, each.....	06
Clothes Baskets, 30 in.....	3 75		Stone Milk Pans, 1 gal., each.....	06
Chimneys, No. 1, box.....	1 78		Shelf Paper, gro. sheets.....	09
Dressing Combs, rubber.....	39		Silver Plated Knives and Forks, Rog- ers', doz.....	2 50
Envelopes, 250 in box.....	19		Silver Plated Teaspoons, Rogers', doz.....	92
Grocer's Pan's Book.....	05		Silver Plated Teaspoons, Coin, doz.....	35
Galvanized Iron Tubs, No. 1.....	4 95		Telescope Valves, each.....	23
Galvanized Iron Pails, 10 quart.....	1 65		Tumblers, 1/2 pint, by bbl, doz.....	19
Hammocks, "Palmer," each.....	48		Tea Cups and Saucers, doz.....	67
Hair Brushes, per doz.....	78		Tanglefoot Fly Paper, 50 sheets.....	36
Harmonicas.....	35		Thread, Clark's M. E., doz.....	50
Ink, Thomas', 3 doz. case.....	82		Thread, Merrick's, doz.....	46
Ice Cream Freezers, each.....	1 25		Thread, Crownwell's, doz.....	17
Jellies, per bbl., doz.....	19			

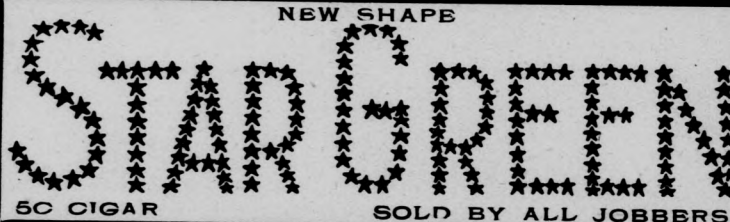


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CATCHES THE GERM AS WELL AS THE FLY.

Sanitary. Used the world over. Good profit to sellers.

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Dealers in

**HEMLOCK BARK, LUMBER,
SHINGLES, RAILROAD TIES,
POSTS, WOOD**

WANTED—50,000 cords of Hemlock Bark. Will pay highest market
price. Bark measured and paid for at loading point

WANTED—75,000 Ties on Pere Marquette Railroad. Write for prices.

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W. A. Phelps, Pres. D. C. Oakes, Vice-Pres. C. A. Phelps, Sec'y and Treas.

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TOBACCO MANUFACTURERS

INDEPENDENT FACTORY

DETROIT, MICHIGAN

OUR LEADING BRANDS. KEEP THEM IN MIND.

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UNCLE DANIEL.

OJIBWA.

FOREST GIANT.

SWEET SPRAY.

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HAND PRESSED. Flake Cut.

DOUBLE CROSS. Long Cut.

SWEET CORE. Plug Cut.

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CREME DE MENTHE.

STRONG HOLD.

FLAT IRON.

SO-LO.

The above brands are manufactured from the finest selected Leaf Tobacco that money can buy. See quotations in
price current.