

MAKING A BETTER RUBBER THAN THE BEST

Is responsible for the extraordinary growth and popularity of our line.

Another thing:

WE SELL DIRECT TO THE TRADE

and good merchants find it profitable to

BUY DIRECT FROM THE MANUFACTURER

Why not get a line that EVERYBODY doesn't have, and that is
NOT MADE BY A TRUST?

THE BEACON FALLS RUBBER SHOE CO.

207-209 MONROE ST., CHICAGO, ILL.

Be sure and get one of our new catalogues.



ASTORE DO YOU RUN ONE?

If so, and you are endeavoring to get along without using our improved Coupon Book System, you are making a most serious mistake. We were the originators of the Coupon Book plan and are the largest manufacturers of these books in the country, having special machinery for every branch of the business. Samples free. Correspondence solicited.

TRADESMAN COMPANY

GRAND RAPIDS, MICH.

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 Bldg, Cleveland.
Branch Offices:
Indianapolis Detroit
Cincinnati Fort Wayne
Grand Rapids Columbus

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.

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.

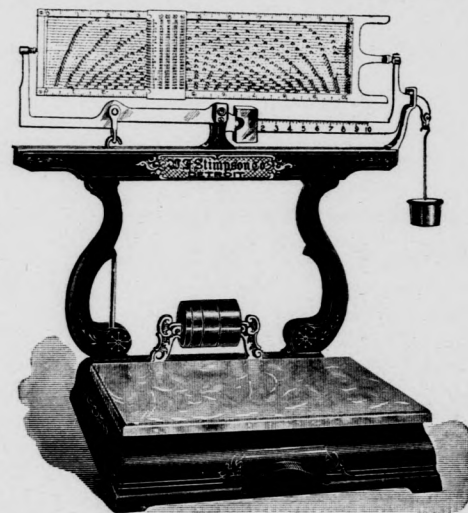
Capital and Brains

These attributes are essential to a grocer in transacting business, but to GET ALL YOUR PROFIT and economize your time it is necessary to secure a

Stimpson Computing Grocers' Scale

They are better than an extra clerk and will make you more money than most salesmen. They absolutely prevent the most minute loss and are superior to all other scales on the market. Ask for further information. It's to your advantage.

THE W. F. STIMPSON CO.
DETROIT, MICH.



SCOTTEN-DILLON COMPANY

TOBACCO MANUFACTURERS

INDEPENDENT FACTORY

DETROIT, MICHIGAN

OUR LEADING BRANDS. KEEP THEM IN MIND.

FINE CUT

UNCLE DANIEL.
OJIBWA.
FOREST GIANT.
SWEET SPRAY.

SMOKING

HAND PRESSED. Flake Cut.
DOUBLE CROSS. Long Cut.
SWEET CORE. Plug Cut.
FLAT CAR. Granulated.

PLUG

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.

MICHIGAN TRADESMAN

Volume XVIII.

GRAND RAPIDS, WEDNESDAY, JUNE 5, 1901.

Number 924

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 14 to 19, 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



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

THE MERCANTILE AGENCY

Established 1841.

R. G. DUN & CO.

Widdcomb Bld'g, Grand Rapids, Mich.

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

C. E. McCrone, Manager.

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

Tradesman Coupons

IMPORTANT FEATURES.

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OUR LATEST "EMANCIPATION" ACT.

The record of the workings and results, up to date, of the National bankruptcy law, since its enactment, contains some extremely interesting figures and gives rise to very instructive reflections.

We are told by excellent authority that under the operation of the law, within a little over two years, upward of 40,000 persons have sought relief from debts which they were unable to pay, but which were hanging over them in a way to prevent their getting a new start in life. The aggregate liabilities of these 40,000 debtors reached the stupendous total of \$700,000,000! It looks, at first glance, like a gross injustice to the creditor class to see the courts with a stroke of the pen cross out financial obligations amounting to such a huge sum, but the injustice is more apparent than real.

The applicant for relief is compelled to pay all that he can pay, so that his discharge, in nine cases out of ten, works no further injury to his creditors than his continued legal liability would cause. There may be some cases of cleverly concealed fraud and rank injustice, but upon the whole the bankruptcy law has undoubtedly been useful to the upbuilding of the business of the country. It has enabled thousands of good men to again take their place in the ranks of active business life, with the hope and encouragement afforded by the conviction that their labors could and would redound to the benefit of themselves and their families.

Nothing is more depressing than a load of debt. To feel that this indebtedness can neither be paid nor ever escaped from puts the best of men in an utterly hopeless attitude and deprives them of all incentive to "try and try again." Debt is not always—possibly not in the majority of cases—an evidence of dishonesty, or even of business recklessness or incompetency. Oftener it is the result of unavoidable misfortune under which the debtor is to be pitied rather than condemned.

The National bankruptcy act was a merciful as well as a wise act, and the surprise is that Congress was so long in putting it on the statute book, or that

now it is heard in some quarters that it ought to be repealed. In our rush and phenomenal development as a trading nation, with our rapidly growing millions of population and the consequent ups and downs of life, we shall constantly have more and more need of such a practical and humane statute.

THE NEW TWO CENT STAMP.

It has become customary for the Government to lend its aid and influence to great expositions in the United States and one of the ways is to have a series of postage stamps specially printed for use during the time of the show. The Pan-American is no exception to this rule. The stamps are on sale at every postoffice and are in general use. A critical writer in the New York Mail and Express takes exception especially to the two-cent Pan-American stamp, which he likens to a portrait of a June bug on the side of a strawberry. The simile is striking and original even if inaccurate. The stamps in this series are handsomely engraved, as, indeed all the Government work is in that department. It will be recalled that an enterprising, though unscrupulous, business man once caused advertisements to be put in all the papers, saying that for \$1 he would send a beautiful steel engraved portrait of George Washington, and to those who sent the dollar there was returned a two-cent stamp on which there was indeed a beautiful steel engraving of the father of his country.

The Mail and Express critic declares that the railroad train on the two-cent Pan-American stamp is not emblematic of anything in particular, least of all the Buffalo Exposition. It is pointed out that only one American republic is connected by rail with the United States. A railroad train belongs to every other city in the country as well as to Buffalo, and even if it is conceded that the two-cent stamp bears a reproduction of the Empire State Express, it is equally applicable to New York, Albany, Syracuse and Rochester. The postage stamp censor believes that a picture of Niagara Falls would have better served the purpose and made a more attractive picture. The designer of the much maligned two-cent stamp will doubtless find consolation in the recollection that every public servant must expect about so much criticism regarding his work and will fully realize the impossibility of pleasing everybody. It is too late now to change the stamp to please the Mail and Express man, even although his fault-finding is not without foundation. The very black railroad train on the very red little square will have to do duty for the remainder of the season, and its market value and its utility will not be interfered with or detracted from by anything anybody may say for or against it.

It transpires that a French corset firm turns out 18,000 corsets a year for men. It is astonishing that we have never heard of a French duellist having been saved by his corset steel.

GENERAL TRADE REVIEW.

There are some conservative influences in the trade situation which would be expected to affect the general conditions, but in spite of these the strength which has so long underlain the market keeps the tide moving without abatement. Perhaps the most serious hindrance has been found in the long continued cool wet weather which has tended to curtail trade in summer goods. Then the strikes of machinists all over the country necessarily bring misgiving and uneasiness. But in spite of these the trade movement is in the right direction.

The movement of stocks in Wall Street has been steadily upward ever since the panic and the increase in activity has been in proportion. The value of railway shares has nearly reached the high record made just before the panic and the prices of industrials are nearly keeping pace. Considering that the backward spring would naturally tell in transportation business, it is interesting to note that traffic is 10 per cent. above that of the corresponding time last year. Exports of gold amounting to \$15,000,000 for the present movement have no appreciable effect on the money market as dividend disbursements alone exceed this amount several times for the same period.

Although the production of pig iron probably exceeds all records, the market has lost much of its snap and there is less urgency for delivery, while Bessemer is offered at valley furnaces for \$15.75. This comparative dullness indicates that manufacturers have raw material in sight to cover the bulk of contracts on hand, and with the moderation of buying they hope to secure at better terms what will be needed later. Instead of full operation during the summer, it is possible that mills and furnaces may be able to let fires go out for a short period, although there will not be the customary general shutting down. Exceptional strength and activity are still seen in billets, sheets, bars and plates at Pittsburg.

The cut in print cloth prices was heavier than was expected, but did not produce the desired activity. Staple prints for fall have also been reduced, although business had previously been done at the lower figures. The tone of the dry goods market is far from vigorous, but large sales are expected when the sun resumes shining. In some lines of dress goods jobbers are beginning to discount the improvement. Despite many statements that Boston woolen mills are fully employed, little interest is shown in raw wool and quotations are distinctly weaker. Buyers are not taking the new clip readily, expecting easier terms later in the season.

A Wisconsin man says he will marry any woman who can cook. There is a vulgar wretch who prefers stomach to romance and carries his whole mentality beneath the waistband of his trousers, where it is safe from all assaults save a bombardment of salad and welsh rarebit.

Getting the People

America Leads the World in Advertising.

That American advertisement writers are far in advance of their cousins across the water is abundantly demonstrated by a comparison of the publicity periodicals from the different sides of the water.

The comparison is suggestive in different ways, notably in the size and businesslike appearance of the different journals. If they are monthly, they are usually magazines of considerable size, with elaborately engraved covers, often changed for each issue. If weekly, like Printer's Ink, there is more volume and business in a single issue, apparently, than in half a dozen issues of the corresponding English publications. The latter shows careful elaboration in printing, with type set covers, often printed in colors with utmost care, but with a pinched, hungry look that makes American workmen weary. The inside pages show the same mechanical hardness of design. American methods of display have influenced the English compositor enough to demoralize his work and it will be a long time before the new methods will develop into the free, strong work we have achieved here.

Perhaps the most suggestive comparison is in the line of the inspiration sought by the different publications. Occasionally, in turning the pages of an American advertising journal, one finds a curious or striking example of English work. These are seldom cited as examples to be commended—in fact, they are more frequently introduced as curiosities—but take up an English advertising magazine and the most of its suggestions come from this side of the water. Its pages are teeming with examples of American work, with occasionally a home specimen selected because it is thought more appropriate to local conditions. For everything spirited, strong or snappy they frankly draw upon us and often it leaves little to be filled from home sources. It is curious to note that they are finally coming to adopt much of our trade slang, using samples of our work in which it abounds with approbation.

The advertiser has a better chance in this country than in England. Periodical reading is much more universal among our people. We also have many more periodicals in proportion to population, giving a wider field, with sharper competition. This in recent years has developed a school of advertising which is unique and which it will take the Old World publicists a long time to emulate. Naturally, we are not so familiar with conditions in the other reading countries of Europe, but from the examples current here, there is even more conservatism there than in England. German methods are along quite similar lines, while in France they are peculiarly French, and, no doubt, in their estimation good, but it is fair to presume from the conditions among the masses in all these countries there are none who can presume to compete with England. So, I think, we may hug ourselves with the assurance that, in the advertising world, we are the people.

* * *

A bright, crisp shoe advertisement is that of Boosinger Bros., which heads the present list. The engraver has been obliged to change the spacing, so as to get it in the columns and so the proper effect of white which helps out the display is not shown here. The printer

Boosinger Bros.' Shoes

Have an individuality about them. Women's Glazed Kid, "Rugby" last, Handsome, Sensible and comfortable. If fewer of them were sold dealers would sell more rubbers, \$2.25 to \$3.50.

Men's Box Calf and Kangaroo Calf, Seamless foxed, heavy Welted Soles, weather defying, Solid and Substantial. These Shoes are constantly becoming better appreciated. \$3.00 to \$4.00.

We especially bear down on the long wear

There is in our Children's and Misses Shoes. They must and do appeal to parents who have got weary buying the short lived kinds.

Our special things are the Genuine Oregon Calf, made from the very choicest leathers, silken to the touch but tough in fibre. They are wide and roomy, not too wide, but just right—a style that will stay. You like them better every time you need Shoes because they are so true and reliable. And the price—

That's the sparkling Part of these Shoes,

\$1.00, \$1.25, \$1.50 (to \$2.00 for the large sizes). Save 25c. to 50c. You can do it. Will you?

BOOSINGER BROS.

J. A. Richardson

SPECIALS For this week!

One dozen Men Tailored Suits, new styles just in, worth from \$10 to \$12 each. SALE PRICE..... \$8.00

3 Dozen Walking Skirts, black and oxfords, worth \$3.50 to \$5.00. SALE PRICE..... \$2.25, 3.50

Our Line of SUMMER WASH GOODS

Is the largest we have ever shown. We are showing beautiful patterns in DIMITIES, ORGANDIES, PONGEE, BATISTE, LAWNS, etc., at popular prices.

SILK MAUSALINE
In black and colors, dotted and plain..... 50c per yd.

MERCERIZED SILK ZEPHYRS
Just the thing for Shirt Waists..... 30c per yd.

MERCERIZED CHAMBRA
36 inches wide, in stripes and plain colors.... 4.35c per yd.

Just a word About Carpets!

We carry the largest line in Kalamazoo county, outside of the city, and our prices are from 5 to 10 cents below them.

We want 100 cases of Eggs for Cold Storage at 12c per dozen in trade.

Beginning June 4, we close every Tuesday, Thursday and Friday at 6 p. m.

J. A. RICHARDSON,
Vicksburg, Mich.

IRON BEDS!

A large assortment always on hand. Many beautiful designs and the price is very reasonable.

WALL PAPER

We have the largest and most complete line of Wall Paper ever shown in Charlevoix county. All the latest designs. You call and see our stock before purchasing.

C. H. Whittington,

OPPOSITE LOVEDAY OPERA HOUSE

Old Trunks and Bags

Are good after they have been repaired.

We make this a special feature in our trunk department and are in a position to do the best repairing of trunks, traveling bags, etc., at very reasonable prices. Special telescopes and cases made to order.

T. TAYLOR'S

Harness and Trunk Store,
208 E. Main St.



MY ADDRESS:

Bellevue Mich.

MY BUSINESS:

Handling Groceries to benefit myself and the Public.

YOUR BUSINESS:

To benefit yourself by benefiting me. Once a customer, always a customer.

RAY E. STEVENS

We Are Fishing

FOR
YOUR
TRADE!

We sell to sell again. Therefore we sell the best of everything we handle. We have no old stock on hand for the simple reason that we sell our goods. Everything is new and that is why it is up-to-date. Don't take our word for it. Come and see.

Chas. H. Kinsey.

has done well to adhere to one style, so far as possible, in his display. Good features are the breaking up into short paragraphs and short sentences. The prices could have been made complete by adding some for children's and misses'—misses should have the possessive. The advertisement, as a whole, is exceptionally good in its readable interest, in its saying just enough and not too much.

A well-written and fairly well-composed advertisement is that of J. A. Richardson. The only criticism I would make on the writing is that there is too much for the space. This could have been helped by the printer by using more small type and so getting white space, which would have obviated the crowded look and given more contrast. It would also have been improved by not introducing so many styles of type. The price feature is good and the writing is businesslike and to the point.

C. H. Whittington writes a good furniture advertisement and it is handled well by his printer. The value of white space is especially well preserved and the type and border are well proportioned for each other. The ornament after wall paper is too heavy, and the exclamation could well have been omitted in the first line. Also a less number of type styles would have been better. I like the idea of confining the subjects to so few articles. It would not have been a bad idea to introduce two or three prices for each. The word "you" could well have been omitted in the last sentence.

There are several points in which I think T. Taylor's advertisement could be improved, although the general idea is a good one. I am not prepared to endorse the confining the display to the first lines and signature, as it gives the impression to the casual eye that the business is dealing in old trunks and bags. The display in a moderate size type of the word "repaired" would have corrected this defect. The "s" and sign of the possessive should have been omitted from the signature.

Ray E. Stevens makes an amusing, punny announcement, rather strikingly introduced by the animated figure of an orator. The printer subordinates his work well to the sentiment. I should have omitted the points in the display lines. The advertisement is not a bad one for one insertion, but should not be continued.

The advertisement of Chas. H. Kinsey has received the utmost care from the printer and the display is good. The writing is rather labored and the reader is not sure just what he is driving at in the main paragraph. It would be an improvement to add the address.

None Left to Tell the Tale.

"Our milk," urged the agent, "is sterilized."

The housewife laughed scornfully.

"There is a lot of foolishness about sterilization and all sorts of health precautions these days," she said. "I don't take any stock in it myself. Our ancestors didn't resort to any such methods."

"True," admitted the agent; "and look at the result. They are all dead."

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

CARD PRICES.

Element of Weakness in Attempting to Maintain Profits.

One day last week I read the address of one of the officers of the National Retail Grocers' Association, which purported to lay down the aims and objects of the organization.

As near as I could gather, the main end and aim of the National Association—the principle which is its pet—is the establishment of card prices.

If this is the case, the National Association is gunning around after a will-o'-the-wisp, and don't you forget it. I am surprised that there are not enough practical men in the organization to tell the officers so.

Card prices—probably a whole lot of grocers don't even know what they are. The scheme of card prices sounds all right; it is real alluring. The idea is this: Take a little town where there are thirteen grocers. Sugar, we'll say, is cut to death. The theory of card prices is that all the thirteen grocers of the town shall get together and agree on some price to sell sugar for that will leave a profit. This is the card price, and every one of the thirteen grocers is supposed to sell at it.

Undoubtedly there are places where card prices have worked; personally, I never knew of any. The scheme's weak point is that it prevents one grocer from taking competitive advantage of another, and lots and lots of grocers only know one form of competition, and that is cut prices. Card prices rob grocers of this class from their only way of stirring up competition, and without stirring it up they can't live in competition with wiser grocers who do know other forms.

In a small town card prices can usually be made to go—for a time. In a large city, like Philadelphia, or New York, or Chicago, they can't be made to go at all, not even for a minute. The thing was tried in Philadelphia about ten years ago; I know what I'm talking about. The Retail Grocers' Association tried it on sugar. They got a lot of grocers to go in the scheme, but they couldn't begin to get all the grocers in Philadelphia in, so they tried it with the number they could get. Why, the card prices literally didn't last an hour, and they wouldn't have lasted an hour even if every grocer in Philadelphia had gone in, which is impossible.

A salesman friend of mine told me of an experience he had with card prices a year or so ago. He is a student of trade conditions, this salesman is, and he has no belief in card prices, because he believes, as I do, that their use is confined to very small towns, and isn't permanent even in them.

A year or two ago the grocers of a small town where this salesman, and another salesman who did believe in card prices, went once a month, established card prices on sugar and one or two other things. There were seventeen grocers in the town, I believe, and they all joined.

Well, these two salesmen, it seems, had quite a warm argument as to whether the plan was going to succeed, and they made a wager on it. My friend bet that the plan would not succeed, and the other fellow bet it would.

After that they made another bet—my friend bet that he personally could break up the card-price plan.

Well, to make a long story short, he did break it, and very quickly and effectually, simply by taking shrewd advantage of the inborn suspicion which

every retailer seems to hold toward his neighbor. When these salesmen went to that town, they stopped at a private boarding house, not a hotel. The schemer against the card prices prevailed on his landlady to go to her regular grocer's and buy some sugar, making a great kick when charged the card price, and insinuating that she had that very morning been offered sugar for less by a rival grocer, without mentioning the latter's name. She did this at two places, and in both the grocer vowed "he knowed who the scalawag was that was a-doin' it," and swore he "wasn't goin' to be outdone by nobody!" He'd sell as cheap, he said, as anybody, and if the rest of 'em was going to break the price, he'd do it, too!

The scheme worked in both cases. Both grocers, having in their minds some special grocer as the object of suspicion, at once cut prices, and by that night the card price on sugar was a dream of the beautiful past.

Now, bear in mind that I am not justifying this trick. It was a nasty, inexcusable thing to disturb those seventeen little grocers in the possession of their profits; but the illustration is a good one to show the reason why card prices are always bound to more or less fail. They are based on mutual confidence between competitors, and in very many towns and cities there is no such mutual confidence.

No, sir; the National Association had better get off the card-price track and get on to something practical.—Stroller in Grocery World.

Timely Hints on the Handling of Hides.

Tie your hides so they will not arrive loose.

Always use new rope $\frac{1}{4}$ or $\frac{3}{8}$ inch, cut eight feet long, ravel in three.

Never use binding twine or hemp cord. It will break.

Always tie the tag on so you know it will not come off.

Always write your name and address with ink. Pencil writing will rub out.

Always put a tag on every hide you ship.

Always send the consignor a bill of lading when you ship.

Always see that the horns and tail bones are cut out.

Always make liberal allowance for mud and meat.

Always persuade the party who sells you horse hides to never cut off the tail or head. They are part of the hide and should be left on.

Always make it a point to ship your stuff as early in the week as possible. If it reaches the consignor by Saturday, you will get his quotations for that week.

If your hides are well cured, clean off all salt and surplus matter, and expect them to shrink 4 pounds to each 100 pounds.

If you ship hides with any amount of salt in them, do not expect to receive pay for the salt.

If you buy a green hide and it weighs 50 pounds before salting, do not expect it to weigh over 40 pounds when it is salt cured. Hides will shrink 20 per cent. in salt curing, but they are worth more per pound than green.

Everybody Happy.

A gentleman who had been intrenched behind a newspaper in a crowded car happened to look out of the tail of his eye and see a lady standing whom he knew.

He arose and was about to offer the lady his seat when a colored man, who thought he was vacating his seat, slipped into it.

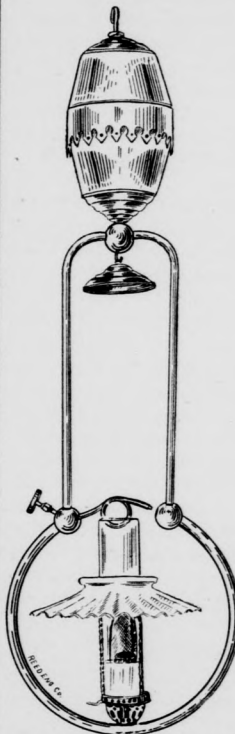
"Look here," said the riser, "I was going to give that seat to this lady."

The colored man instantly arose with a profound bow.

"Suttinly, sah," he said, "I'm something of a lady's man myself, sah."

And the lady was bowed into her seat amid smiles all around.

Gas Lamp



Our generation is what pleases all our patrons. Quick, perfect and always reliable. Fount runs forty hours, gives by actual test 100 candle illumination. Write for our new catalogue.

Pentone Gas Lamp Co.,
240 S. Front Street,
Grand Rapids, Mich.

Thos. E. Wykes

Grand Rapids, Mich.

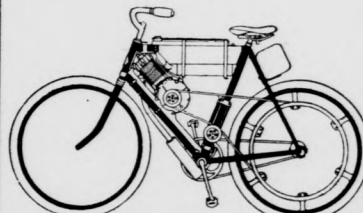
Lime, Hair, Fire Brick, Sewer Pipe, Stucco, Brick, Lath, Cement, Wood, Coal, Drain Tile, Flour, Feed, Grain, Hay, Straw. Distributors of Sleepy Eye Flour. Write for prices.

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.

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

THE IMPROVED

Welsbach

HYDRO-CARBON LAMPS

COPYRIGHT 1900.



No Odor. No Dirt.
No Smoke. No Wicks.

GUARANTEED

TO BE

5 TIMES

CHEAPER THAN KEROSENE

AND TO GIVE

3 TIMES MORE LIGHT

Made in six different designs, suitable for home, store, hall and church.

OUR GUARANTEE MEANS SATISFACTION OR MONEY REFUNDED

Write for illustrated catalogue and special prices to

A. T. KNOWLSON, 233-235 Griswold St., Detroit

Conducting Michigan supply depot for Welsbach Company.

Trusts

We are not in the Trusts. Can save you a little money. Our goods we guarantee to equal any on the market. Mail us an order for our Celebrated

Standard Crackers or Blue Ribbon Squares

Mail orders receive prompt attention.

E. J. KRUCÉ & CO. DETROIT, MICHIGAN

Around the State

Movements of Merchants.

Manistee—J. W. Moreland has opened a confectionery store.

Shepherd—Robt. M. Harry, furniture dealer, has removed to Mesick.

Grawn—Gannett & Pennington have opened a drug store at this place.

Coldwater—B. H. Moore & Son have sold their boot and shoe stock to A. E. Morrison.

Otsego—Winter L. Woodgate, of Otsego, has opened a feed store at 909 Portage street.

South Lake Linden—Dr. A. F. Fischer is now located in his new drug store at this place.

Byron—Nissly & Co. is the style of the new grocery firm organized to succeed Nissly & Lutz.

Union City—Local capitalists have subscribed \$4,500 and a new creamery will be constructed here.

Pontiac—C. E. Bird has purchased the interest of his partner, W. A. Peck, in the grocery firm of Bird & Peck.

Fenton—S. L. Viel has engaged in the grocery and crockery business, purchasing his stock of Chas. J. McCracken.

Delhi Mills—E. E. Whitney, for several years engaged in the mercantile business at Highland, has opened a general store at this place.

Beaverton—Wm. H. Herenden and Henry Croll, Jr., will succeed to the business of the Beaverton Hardware Co. June 15. The style remains the same.

Muskegon—The plumbing establishments of Geo. McCullom & Co. and Sylvester A. Quinn have merged their business into one concern under the style of the Quinn Plumbing & Heating Co.

South Haven—The Seikirk & Spencer Harness Co. has been dissolved. H. B. Spencer will continue the business in his own name. M. V. Seikirk will assist Mr. Spencer in the management of the harness department.

Menominee—Smith, Thorndyke & Brown, wholesale grocers, have closed a deal for the purchase of valuable dockage facilities on Wells street, Marinette, Wis. The purchase was made of the N. Ludington Co. The company will erect a large building for their wholesale house.

Flint—Mrs. Marietta Mansfield, a milliner of this city, made an assignment April 16, 1900. The assignee has filed his report and an order of distribution has been made, by which it appears that there remains \$12.17 to be disbursed, which will pay each creditor 1½ cents on the dollar.

Petoskey—L. B. Cole has purchased the clothing and furnishing goods stock of J. D. Nichols and has taken possession of the stock, lease and fixtures. Mr. Cole will place his brother, Herschel Cole, in charge of the business for the present and will give same as much attention as possible outside of his official hours as city treasurer.

Stanton—O. D. VanDeboget, for several years past in charge of the grain buying business of Hale & Son, of Lyons, will build a new grain elevator for himself on the site of the old Stanton Roller Mills, which were destroyed by fire several years ago. The main building of the new elevator will be 24 x 40 feet and of the usual height for storing grain of all kinds. In addition there will be a warehouse about 100 feet in length.

Rockford—Dockeray & Co. have purchased the A. G. Wellbrook bankrupt stock. Besides dealing in groceries and glassware, they expect to handle all kinds of domestic berries and fruits. The firm is composed of W. P. Dockeray, who has been with E. E. Hewitt for the past twelve years, and D. F. Beverly, who was associated with Grand Rapids firms for seven years and for nearly seven years past has been employed in the dry goods store of C. F. Sears.

Detroit—In August, 1898, William and Nicholas E. Stephens were engaged in the produce business at Milford and about that time they took in as partners Charles J. and Francis G. Ferrin and F. M. Sheffield, who conducted a like business in Detroit. By an agreement the latter were to furnish the money and the former the experience, and the business was to be conducted at Milford. The Stephens now claim that their partners have not fulfilled their agreement, and they have commenced suit for an accounting. A writ of injunction restraining the defendants from interfering with the business and from seizing any of the property until an accounting is made was granted June 4 by Judge Rohnert.

Manufacturing Matters.

Kalamazoo—The National Vaporizer Co. has been organized with a capital stock of \$12,500.

Vanderbilt—Hixson & Olds have added a broom handle factory to their stove mill plant.

Detroit—The Harris Novelty Manufacturing Co. has been organized with a capital stock of \$10,000.

Pontiac—The Reason Automatic Air Pump Co. has filed articles of incorporation. The capital stock is \$12,000.

Big Rapids—The Big Rapids Real Estate Exchange has sold the cheese factory plant to S. G. Mills, the consideration being \$500.

Saginaw—The style of the Barrows Music Co., manufacturers of guitars and mandolins, has been changed to the Waldo Manufacturing Co.

Mackinaw City—The Northern Michigan Turning Works is the style of a new concern at this place, organized with a capital stock of \$30,000.

Battle Creek—The Self-Threading Needle Co., Ltd., has filed articles of copartnership with the Register of Deeds. The capital is \$50,000.

Sebawaing—Work will be commenced on the sugar factory here in August. The industry is expected to increase the population of the town fully one-third.

Trufant—The Trufant cheese factory has begun operations under the direction of Fred Steele. Frank Miller, of Hopkins Station, has been engaged as maker.

Bay City—C. N. Smith, of Minneapolis, who represents a Pittsburg company, has secured contracts with a sufficient number of sugar factories in Michigan to insure the success of the proposed chemical plant in this city. The new concern will use the refuse molasses and make therefrom alcohol for commercial purposes, and potash, to be used in the manufacture of plate glass. The factory will be 346 feet long and 112 feet wide. The desire is to get it started as soon as one of three sites may be selected, so that the plant will be ready for operation the coming fall. The factory will be located near the Michigan and Bay City sugar factories, from which it will take the molasses in pipe lines. The molasses from other factories in the State will be brought here in tank cars.

List of Creditors in the Ernst Failure.*

L. M. Hartwick, assignee of P. F. Ernst, the Ferry general dealer, furnishes the Tradesman the following list of creditors and the amount owing each:

*E. L. Yeomans, Larich, N. Y.	\$800.00
Cohen & Co., Buffalo, N. Y.	86.25
M. Wile & Co., Buffalo, N. Y.	483.63
Buffalo Glove & Whip Mfg. Co., Buffalo, N. Y.	37.00
Mason Campbell Co., Johnston, N. Y.	43.40
Lambertville Rubber Co., Lambertville, N. Y.	115.00
Moore & Beirs, Rochester, N. Y.	48.00
Ryan Bros., Detroit	45.50
Burnham, Stoepel & Co., Detroit	836.46
Scotten Tobacco Co., Detroit	24.47
Edson, Moore & Co., Detroit	54.32
Standard Oil Co., Detroit	7.50
Meir & Schuknecht, Detroit	10.35
*Elong G. Reynolds, Hillsdale	300.00
Churchill & Webber, Shelby	225.00
Shelby Milling Co., Shelby	26.50
A. R. McKinnon, Shelby	32.50
Sheboygan Knitting Co., Sheboygan, Wis.	100.00
Mishawaka Woolen Mfg. Co., Mishawaka, Ind.	182.15
Lemon & Wheeler Company, Grand Rapids	29.40
Geo. H. Reeder & Co., Grand Rapids	158.19
Ball-Barnhart-Putman Co., Grand Rapids	60.39
Ideal Clothing Co., Grand Rapids	46.00
Worden Grocer Co., Grand Rapids	126.00
Sears Bakery, Grand Rapids	8.41
Waldron Shoe Co., Saginaw	108.30
Voigt, Herpolsheimer & Co., Grand Rapids	58.77
Scofield, Shurmer & Teagle, Grand Rapids	23.32
Valley City Milling Co., Grand Rapids	19.85
Tradesman Company, Grand Rapids	26.88
Herold-Bertsch Shoe Co., Grand Rapids	43.50
Deering Harvester Co., Grand Rapids	144.00
L. A. Shakman, Milwaukee	393.01
Mayer Shoe Co., Milwaukee	60.00
Armour & Co., Chicago	48.06
Rosenfield Clothing Co., Milwaukee	100.00
Draper, Maynard & Co., Plymouth, N. H.	57.00
Andrew Decker, Ferry, Mich.	50.00
Letta Ernst, Ferry, Mich.	114.00
Joseph Blades, Cobmoosa, Mich.	10.00
Reed, Murdock & Co., Chicago	24.05
W. F. McLaughlin & Co., Chicago	10.71
Guthmann, Carpenter & Telling, Chicago	90.00
H. C. Fisher, Chicago	137.50
Walsh, Boyle & Co., Chicago	132.89
W. J. Quan & Co., Chicago	38.60
Whitney, Christenson & Bullock, Chicago	680.50
Geo. Hume & Co., Muskegon	509.98
Tower Hardware Co., Muskegon	15.30
Three Rivers Robe Tannery Co., Three Rivers	22.50
Ainsworth, Wickenheiser & Co., Toledo	261.00
Northrop, Robinson & Carrier, Lansing	7.80
C. W. Slayton, Hart	8.00
L. Perrigo Co., Allegan	17.75
Michael Kolb & Son, Rochester	178.00
* Real estate mortgages.	
The appraised value of the assets is	

\$6,574.90, divided among the following items:

Grocery department	\$ 500.97
Dry goods department	997.54
Shoe department	901.20
Clothing department	2,044.86
Fishing tackle	7.91
Fixtures	584.95
Miscellaneous, personal	213.00
Equities in real estate	712.00
Accounts	404.50
Addition as per bills	40.52
Clothing stock at Copemish	167.45

The Boys Behind the Counter.

Holland—L. S. Sprietsma has taken a position with John Nies, the hardware dealer.

Owosso—H. A. Wickham has resigned his position with W. A. Richardson, grocer. Charles Rindge succeeds him.

Muskegon—Emil O. Ellifson has taken a position as clerk in Jas. F. Balbirnie & Co.'s furniture store. Mr. Ellifson was formerly for twenty-three years in the employ of Hetz & Co., the Truesdell Furniture Co. and C. B. Mann & Co., and later with N. G. Vanderlinde in their furniture business.

Dowagiac—Charles Martin, who for the past few months has been meat cutter at the G. W. Moore market, has gone on the road for the Armour Packing Company, of Chicago. Mr. Everhart, of this city, has succeeded him.

Married a Wooden Leg Unawares.

From the Chicago Inter-Ocean.

The fact that Leonard Appelman has a wooden leg has caused his wife to classify him as a gay deceiver, and also to ask the Superior Court to grant her a divorce.

Two years ago Mrs. Appelman, then Miss Augusta Wolff, was well known in Kenosha, where Appelman lived. Appelman courted her, and when he finally proposed she says she told him he would first have to explain to her why he limped. Upon his declaring that he was simply suffering from a sprained ankle she accepted him.

The pair were married in Chicago in May, 1899, and then Mrs. Appelman discovered that her husband had a wooden leg. In her divorce bill Mrs. Appelman says that when she reproved her husband for his deception he became enraged and left her. The pair lived together only two days.

Puncture Cement.

A recent patented preparation for the automatic repairing of punctures in bicycle tires consists of glycerin holding gelatinous silica or aluminum hydrate in suspension. Three volumes of glycerin are mixed with one volume of liquid water glass, and an acid is stirred in. The resulting jelly is diluted with three additional volumes of glycerin, and from 4 to 6 ozs. of this fluid are placed in each tire. In case of puncture, the internal pressure of the air forces the fluid into the hole, which it closes.

An Accommodating Farmer.

Fair Painter—I hope you don't mind my sketching in your field?

Farmer—Lord, no, missie! You keep the birds off the peas better'n a' ordinary scarecrow.

Grand Rapids Supply Company

Jobbers of

ENDLESS CANVAS THRESHER BELTS

Suction Hose, Tank Pumps,

INJECTORS, ENGINE TRIMMING, ETC.

20 Pearl Street

Grand Rapids, Michigan

M. O. BAKER & CO.

TOLEDO, OHIO

Want to buy Potatoes---Carlots.

Grand Rapids Gossip

The Produce Market.

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—South Carolina fetches \$2.50 per crate and Mississippi commands \$3.50. Local dealers make up half crates of the latter.

Cucumbers—Home grown command 50c per doz. Southern fetch 35c.

Eggs—Dealers pay 10c, case count, on track and 11½c for candled stock, loss off. Stock continues to go into the coolers at a rapid pace at Chicago. It is estimated that outside of Armour's holdings there are to-day 550,000 cases in Chicago coolers. Armour has 50,000 and some think nearer 75,000. This would make the total holdings in Chicago above 600,000 cases. Reports from all over the country show that the coolers are full of eggs and the pack will exceed the 4,000,000 case mark. This shows a wonderfully increased production of eggs.

Green Onions—10c for Evergreens; 12½c for Silverskins.

Green Peas—Have advanced to \$1.75 per bu.

Honey—White stock is in light supply at 14c. Amber is slow sale at 13c and dark is in moderate demand at 11@12c.

Lemons—Californias command \$3 for 300s and 250s per box. Messinas fetch \$3.75 for choice and \$4.25 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 \$3. Seedlings range from \$2.75@3.

Parsley—40c per doz.

Pie Plant—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—Sales locally are made on the basis of 60c per bu. The market is feverish and unsettled. Some think dollar potatoes will be seen before the demand for old is over. A number of the dealers foresaw the present condition and went into the country and bought all the stock they could. Much of this cost them not more than 23c, and when sales are made in Chicago at 70@72c there is a profit of from \$250 to \$350 a car. One dealer had 50 cars that cost him 23c, and he has sold 35 not below 65c and some at 70c, and thinks he will get 85c to 95c for the other fifteen. One reason old potatoes are so high and scarce is that the new crop all through the South is late, and there is less acreage. The yield in the South is not nearly what was expected. Word reaches here from the Kaw Valley, in Kansas, that about 8,000 acres will be planted in potatoes. This is not an average crop and the potatoes will not move before June 25 and perhaps not until July 1. The bugs are very bad in that section, and also in the American Bottoms around St. Louis.

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—8@10c 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@40c per bu.

Strawberries—Fancy Gandy stock from Illinois fetches \$2.50 per case. Illinois Crescents fetch \$2.25. Benton Harbor berries have begun to arrive, commanding \$1.50@1.65 per 16 qt. case. The season thus far has been a disappointment, and unless Indiana and Michigan show up in better condition the market will remain high all the season.

Summer Squash—4c per lb.

Tomatoes—\$2.25 per 4 basket crate.

Water Cress—40c per doz.

Wax Beans—Have advanced to \$2.25 per bu.

Hides, Pelts, Tallow and Wool.

The hide trade remains quiet, with large sales that practically clean up the old stock being offered. The fresh take-off brings more money. It is a healthy trade all around and gives a margin to those interested.

Pelts are slow and sluggish on a low value. All trade for the past year has been of no profit to either buyer or seller, and now at present prices being offered there is a tone of uncertainty as to the outcome in the near future. Stock accumulates slowly.

Tallow is draggy, with fair offerings and no vim to trade. Prices hold their own for prim stock, while soapers' stock is ample for all demands.

Wool is being marketed slowly. Prices do not tempt growers to leave their planting to bring it in, and many store it away for future developments. Buyers are not anxious, as they have no idea what it will sell for. Values are low, but it may not be cheap. All nations have wool for sale and at almost any price offered. The price at South American seaports is said to be 5 cents per pound. Freight by vessel are low and they land on our side at a cost of 20 cents per pound, for a skirted, light shrinkage wool. This breaks our market on the coarser wools. The outlook is not bright.

Wm. T. Hess.

Arthur A. Scott, Treasurer of the Clark-Jewell-Wells Co., will be married next Monday evening to Miss Bessie J. Snow, of Muskegon. The ceremony will occur at St. Paul's Episcopal church at 6 o'clock, Rev. Forsey officiating. After a wedding dinner at the home of the bride's mother, Mrs. James Snow, Mr. and Mrs. Scott will depart for the East on a wedding trip extending over a space of three weeks and including visits to the Pan-American Exposition and New York City. Mr. Scott entered the employ of the Clark-Jewell-Wells Co. twelve years ago and has won his official position with the corporation and the esteem of his associates by the exercise of tact and judgment and—what is equally important—hard work. The Tradesman joins in extending congratulations.

As predicted by the Tradesman of last week and the week before, the proposed furniture combine has resulted in a fiasco, humiliating alike to Mr. Flint, Mr. Marston and the furniture manufacturers who were inclined to listen to the siren voice of the promoter. Several reasons are advanced for the collapse of the negotiations, but the primary cause was the inability of Mr. Flint to raise enough money to meet the requirements of the local manufacturers, as agreed to by him and his assistants during all the stages of the proceedings up to the final wind up.

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

The Grocery Market.

Sugars—The raw sugar market is practically unchanged, 96 deg. test centrifugals being still quoted at 4 9-32c. Refiners were practically out of the market, owing to the accumulation of stocks, and importers did not press sales. A little excitement was occasioned during the week by the action of Arbuckle Bros. in cutting the price of all grades 15 points. The other refiners, with the exception of McCahan, refused to meet this cut, with the consequence that Arbuckle soon sold a large block of sugar and on Monday advanced his price 10 points again. This price has been met by Howell, but the other refiners have not as yet reduced their prices to this basis.

Canned Goods—The general market is quiet, unusually so for this time of the year. The feeling is, however, that after the packing season is well on there will be an active buying of all lines. It can now be said that the packing season of 1901 has fairly started and, if it were not for the heavy rains, most of the canning factories in and around Baltimore would be running full time. As it is, the inclemency of the weather has retarded the picking of peas and strawberries, thus delaying the arrival of the raw material to a considerable extent. The tomato market is not quite so active as it was during the early part of last month, but, judging from the numerous enquiries from all sections, there is no doubt but that there will be an active demand during the summer. Some packers who had a large stock of tomatoes on hand and were a little crowded for room have allowed some concessions in price in order to move the goods promptly and this has given the impression that the market is weaker, but such is not the fact. Those packers who do not have to move their goods feel confident that the long-looked-for advance will yet take place, but when is a question they are unable to answer. There is practically nothing to say about corn. The demand for this article is very light. Prices, however, are unchanged. The pea crop has been getting along very nicely, but advices just received state that the pea louse has put in an appearance in Delaware and Maryland to such an alarming extent that some packers are withdrawing prices given earlier in the season, believing their packing must be sadly curtailed. It is to be anticipated that the pest coming so early in the South will be more than likely to show up among the New York State packers later. We do not believe that under any circumstances we will have any lower prices and, should the louse prove as destructive as now feared, we shall have much higher prices. Further developments are awaited with much interest. There is an increased demand for gallon apples at previous prices. The active pineapple season has commenced and a number of packers are now working on this article. The fruit is coming in quite freely now and is of very good quality. There are all sorts of rumors in circulation relative to the growing peach crop. Some claim that on account of the recent heavy rains and the "June drop," the crop will be a very small one. We believe, however, that there will be enough to go around and, perhaps, a few over. Spot peaches are selling slowly, with all kinds of prices for all kinds of qualities. Salmon shows very little change. The market for Alaska fish seems to exhibit rather a better tone, but there is only a

small demand. The run of fish on the Columbia River is reported as showing no improvement. One of the largest packers telegraphs that his pack to date has been only a fourth of the pack to the corresponding date of 1900. There is a good demand for sardines at previous prices.

Dried Fruits—There is no change of any kind in the spot market for dried fruits, and trade continues dull and absolutely without feature. Orders coming to hand are for small lots in practically every case. Prunes are quiet and steady and selling in a small way. Raisins of all kinds are dull. Stocks are light, but demand is also light and sales are very few. Apricots are the only fruit to show any particular life at the moment. They are well cleaned up and, as the crop will be a very short one, they are naturally firm and in more or less demand. Peaches are firm and in good demand. Stocks are well cleaned up. Currants are held very firm and are selling more freely than a week ago. Any buying of large lots would undoubtedly lead to an advance in price. Quotations were not advanced during the week, but holders' ideas are firmer, stocks in Greece being understood to be practically exhausted and reports coming from the Greek government sources that peronosporos is again putting in an appearance in the Patras district. There is some business in dates at unchanged quotations. Figs are very quiet. There is some demand for evaporated apples, but the orders are for small lots for immediate use.

Rice—There is a good demand for rice at full prices. With the statistical position strong and with the small supply in first hands and rapidly decreasing stocks throughout the country, indications point to a full maintenance of prices for some time to come.

Tea—During the past week the improved trade, noted the previous week, was lost and a comparatively small business was transacted. Green teas continue scarce on the spot and are firmly held. Black teas, on the other hand, have shown no improvement and values are somewhat irregular for the lower descriptions.

Molasses—The demand for molasses is slow and trade conditions in general are more or less depressed by the unfavorable weather. Dealers, however, make no concession in price, asking full prices for all grades. The market remains in a healthy condition, with the statistical position favoring sellers.

Nuts—Sicily filberts have advanced about ½c, caused by cables from Sicily reporting damage to the growing crop. The demand is good for this time of the year. Walnuts and almonds are also firm and in good demand. Walnuts are getting very scarce. Coast advices say, "Reports to hand indicate a heavy shortage in the almond crop. Estimates place it from one-third to one-half of last season's crop. Walnuts promise a fine crop, somewhat larger than last year. It is too early to speak as to either quantity or quality with any degree of certainty, as weather conditions between now and harvest time must control the output." There is a good request for peanuts at full prices.

None Which Equal the Tradesman.

Springfield, Ohio, May 31—Kindly accept a word of congratulation upon the high grade of your editorial work. It has been my privilege to read a large number of trade papers, but I have found none which equal yours in the character of the matter presented to your readers. E. G. Routzahn, Sec'y National League of Improvement Associations.

Hardware

The Busiest Month For the Hardware Dealer.

What is there to do but keep on gathering the results of your spring preparation? It is the semi-midmonth of the year, with all the getting ready of the months in front of it, and the so-called dull months to follow it. Then June should be the summing up of all the half year's work—the bringing in at the end of it the welcome knowledge of money made or the disappointing fact of long weeks of work for naught.

June for results is one of the best months of the year. It is the season of haymaking and of harvest, the time of year in which perhaps more matters of moment are brought together and consummated than at any other.

It is the time for house building, for barn finishing, for sales of hay riggings, mowers and reapers, steel hay rakes and tedders, for the all important distribution of the tons and tons of binder twine, for cultivator trade, for all that goes to make the farmer and the citizen prosperous, and through them the hardware merchant. Then almost as soon as sales are made settlements of some sort should follow—the sooner the better. For all this class of goods it would seem a capital plan to have at hand ready a short form of due bill or acceptance, closing every account of moment when made or when full accounts are decided on, with definite time of final settlement named, thus avoiding the loss of time and expense in getting at the same results in the weeks and months to come.

June for planning is not just the best month, because there is so much else to occupy it, but for many of us there must be borne in mind the old-time hoodoo of dull July and August to come. It is the writer's belief that with properly selected stocks, with the right preparation and looking forward to it, there is no excuse for an actually dull month during the entire year. Those of us who are content to go along in the old ruts will, of course, have them. There are instances where location and circumstance may account for them, but the fault is more often our own than that of any combination of place or circumstance. If time can be found at all it is well to make use of it in the effort at finding—if for the first time, then in a small way—stocks that will occupy us during July and August and into September. Other merchants do it; it has been demonstrated that every month can be a busy one; it is worth the trying.

In the height of the busy and prosperous months of the year we are all prone to neglect our advertising. It is miserable, losing neglect, but occurs all along the line, unless your store be large enough to have it in the hands of one man whose entire time is largely given to it.

At the season of the year when people are all buying they watch more closely than at any other time. They want to know where to buy the goods without hunting for them. They largely get the prices from the fireside and the prices should always be given. There has never yet been found a medium to satisfy the general public equaling the daily paper. The public is only satisfied with plain facts and plain prices well placed in a first-class daily.

The end of the month should find everything in readiness for extra work at collections. * There are times in the

year when people expect to pay, that's a good time to ask for money, and next to the first day of the year in importance is the middle or first of July, and of course the work of getting ready must be June work. Perhaps you have all noticed the fact in making collections, particularly those called seasonable, that the merchant who is able to get his bills and statements out on the first day of the month receives by far the best results as to payments. There is a reason for it. Your customers' funds will often reach just so far, and as occasion offers note the difference where your statements reach the customer on the 1st and again where they have gone in on the 5th or 6th. First bills to reach him are always the ones paid, while later ones often go over. It is an important and sometimes a hard matter to impress this fact on a book-keeper, but it is a fact nevertheless.

Until of late years very few hardwaremen ever gave themselves the time or considered the benefits of a vacation. No machine can go on forever without resting, overhauling and oiling. No machine but will last longer and do better work for the resting and reconstruction. If there is a class of men on earth who need vacation it is the hardware merchant, with his never-ending worry over detail, discounts, payments, purchases, etc. It is gratifying to note that some of us are coming to our senses and giving ourselves each year a few weeks of the oil of recreation. We will last the longer and be the better for it. Our work is too arduous to do without it, and the months of June and July should see our work done as nearly as possible, with some sort of real vacation in view later on.

The valued country trade—the large buyers for the summer months—are as a rule not quickly or always reached through the daily papers, and it is here the value of the stenographer for personal letters comes in. The farming community as no other thoroughly appreciate a personal plea for their custom, and any slack time of the typewriter can not be used to better advantage than in this way. The letters should go in 2 cent or regular postage cover, not under any circumstances as a circular, and should be as personal as it is possible to make them.

In the absence of a stenographer nearly every good printing office is now outfitted with the new process of typewriter printing, showing the copy effect, and in reality answering every purpose at very small cost.

A month for farmers and their cultivation is the month of June, and there is not another like it in the calendar. Particular attention should be given them on every hand. Show windows should be gotten ready for them and attention called to them through the weekly or country newspaper. They are the most appreciative class in the world, because, as a rule, so, little attention is given them.

Again, when you have made the farmer your friend he can do you untold service among his neighbors, and is more than likely to do it on all occasions, and all out of good feeling for you or your firm. The best investment, the best advertising among country trade, is a half dozen or so sterling friends who are always at hand to say a good word for you.

A satisfactory month in every sense of the word is June, both in the looking backward and over the work gone through with, and in the looking for-

NO MORE DUST

To ruin your stock.

NO MORE MICROBES

To inhale at every breath while sweeping.

NO MORE WET SAWDUST

To leave unsightly blotches on your floor.

ROB

Your daily sweeping of its unpleasant features by the use of a

WIENS'

Sanitary and Dustless Floor Brush



CHEAPEST—BECAUSE BEST

Manufactured by
WIENS BRUSH CO.

122-124 Sycamore St., Milwaukee, Wis.

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.

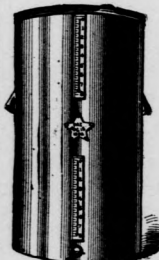
BROWN & SEHLER.

Grand Rapids,
Michigan.

Your stock is not complete without you have the

Star Cream Separators

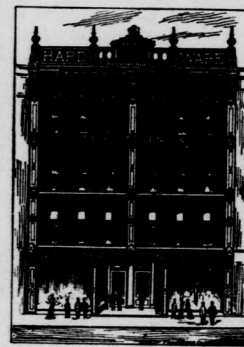
Best advertisement you can use. Each one sold makes you a friend. Great labor saver. Complete separation of cream from milk. Write to-day for prices and territory.



Patented
August 15, 1899

Lawrence Manufacturing Co.

TOLEDO, OHIO



Sporting Goods, Ammunition, Stoves,
Window Glass, Bar Iron, Shelf Hardware, etc., etc.

Foster, Stevens & Co.,

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

10 & 12 Monroe St.

Grand Rapids, Mich.

RELOUZE SCALE & MFG CO.

Scales

PRINTING FOR HARDWARE DEALERS

Tradesman Company
Grand Rapids.

HOUSEHOLD
COUNTER
MARKET
CANDY
POSTAL
SCALES
OPEN, BALANCE, ETC.

ward and planning for the other half of the year, which begins with the ending of the month. As it is the month of roses socially so should it be with the merchant in his business, if for no other reason than that it is the busiest one in the whole year, and busy men make happy men.—Iron Age.

The Difficulties in Sale of Builders' Hardware.

1. One of the evils, from the manufacturers' point of view, seemingly is that a great many in the trade call for them to furnish men to show the line, taking off the schedule from the plan, doing all the necessary detail work to secure the contract, and even taking the contract themselves. Now perhaps this can not be stopped, as the manufacturers put a large amount of money into special patterns, and can not afford to jeopardize their interest by leaving it to incomplete samples and possible misrepresentation. These manufacturers state that this work is actually being forced upon them by the trade.

Granting this, there are a good many in the trade that have competent men to handle this class of business and who have samples and other necessary means of securing this class of business, but they are not protected by having any better price than the dealer who asks the manufacturer to do all this work for him. Now our idea is that if the manufacturer does this work he should be paid for it, or at least partially so, and if the dealer does it he should have his pay.

2. We also think the manufacturers are altogether too jealous of each other regarding patterns. They get out too many new styles, as no sooner does one manufacturer get out a pattern, which he may have a large order for, than the rest all follow suit, whether they may have a demand for it or not. This results in their trying to get returns by forcing these upon the market, resulting in competition, which is not profitable. The multiplicity of patterns, added to the variety of finishes, so disturbs the factory that it can not possibly keep in stock any of the essentials, so that serious delay is brought about, to the dissatisfaction or loss many times of most of the profit and good feeling.

3. Another evil which should be corrected, in our opinion, is the manufacturers taking contracts, covering everything to be used in the completion of the building, at a lump price. This is more often unprofitable than profitable, and is the cause for dispute and ill feeling.

In our opinion, some of these evils might be corrected by these suggestions:

1. That the manufacturers allow the dealer a discount of 10 per cent. beyond the regular price where he secures the business, the manufacturers keeping this extra 10 per cent. where they furnish men to secure it.

2. Let each manufacturer get out only such styles as he has a legitimate use and demand for, and attend more strictly to getting his business into such shape that he can fill orders with reasonable promptness.

3. Estimates should be made by schedule, covering quantities and description, unless architects furnish plans and specifications, properly signed by both parties, so that all extras can be accurately adjusted.

4. Other things can profitably engage the attention of the association of manufacturers, one of which is a uniform system of classifying finishes. The

manufacturers apparently think that they must make their system so complex that only they can understand it. This is foolish and unnecessary and acts as a positive hindrance to any one contemplating using a different line of goods than what they have been accustomed to. An example is a dull brass finish, Yale, A. Y. 22; R. & E., No. 9; Corbin, No. 20; Sargent, O. B.; Reading, No. 37, and Lockwood, No. 13. It is often necessary to match hardware of other makers with outside things, and the present system is confusing and annoying. Anything tending to diminish detail will prove of benefit to both manufacturer and dealer.—Merchant in Iron Age.

Changes Wrought by the Electric Trolley Lines.

As one rides through the highways and byways of the country to-day, snugly seated in an electric car, the question comes into mind: What changes are these lines about to make in the old ways of doing business?

The electric lines are spreading out from every business center like a cobweb, and it is predicted, and with good reason, that they will form a network over the country, bringing the smallest places into close touch with the larger cities.

The moment a line is operated it is adopted by the public as a new means of pleasure, outdoing for the time all other forms of recreation. But it soon becomes the necessary mode of travel both for business and pleasure.

When such a line is in competition with a steam road it draws trade, because wherever a person wants to get on or off, there is an imaginary station, and the cars stop for his convenience.

They accommodate the person who is a few seconds behind time, not pulling out or going on because one is a few feet away from the crossing at the exact moment the car is scheduled to pass that point.

What these lines will accomplish by way of giving country people easy and cheap access to the city, and city people the opportunity to find cheaper homes in the country and yet work in the city, it is impossible to guess. That great changes will grow out of this quick means of communication is a foregone conclusion, and in some sections the evolution is now going on.

But what will be the change to the business man?

The first change that is noticed by traveling men is that retailers living in towns on electric lines are buying in smaller quantities than heretofore, and carrying lighter stocks of all such goods as they buy from the jobber. If the jobber is not more than an hour's ride away, the retailer can promise a customer any article that he may be out of within a very short time. He can ride to the city and return laden in a small part of the day.

What will these lines do for the retailer's customer?

They are fully as convenient for him, if he wishes to reach the larger dealers in the city, as they are for the dealer. That he will avail himself of this goes without saying, but to what extent time alone can tell.

We are told of the experience of a dealer in a town of 4,500 people, situated thirty miles from a city of 100,000 inhabitants. An electric road ran from the larger to the smaller place, but all the retailers of the smaller town united to prevent its entrance, and it was com-

pelled to stop at the edge of the town. After the road was running a year the opposition to its use of the streets was withdrawn, and the almost universal opinion was that it brought as many people to that place from the country as it took to the city where was its headquarters. And when the road extended its line ten or fifteen miles further, into a territory tributary to the smaller town, it was then recognized as a great blessing by the men who had once opposed it so firmly.

These roads are also revolutionizing the traveling salesman's work. He no longer as to spend half a day or more in a village where his business can be done in an hour or two. When he is ready to depart the electric car is not far away, and he can make as many towns in one day now as he formerly made in two or three days.

The electric lines are putting the country dealer into close touch with city methods, and enable him to carry a smaller stock with greater variety, and will necessarily permit him to care better for his trade. They compel him to take a step forward and upward.

Those who will profit most by the evolution in our new ways of doing business are the men who will promptly accept the new order of things, and remodel their methods so that they shall be at the front.

It is only in fables that the tortoise beats the hare.

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. 926

ALABASTINE

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

Plasticon

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

N. P. Brand of Stucco

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

Bug Finish

The effective Potato Bug Exterminator.

Land Plaster

Finely ground and of superior quality.

For lowest prices address

Alabastine Company,
Plaster Sales Department
Grand Rapids, Mich.

CONTRACTING ROOFERS

Established 1868.

State Agents

Asphalt Paints
Coal Tar, Tarred Felt,
Roofing Pitch,
Galvanized Iron Cornice,
2 and 3 ply and Torpedo Gravel
Ready Roofing, Sky Lights,
Eave Troughing,
Sheet Metal Workers



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

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

USE THE CELEBRATED

Sweet Loma

FINE CUT TOBACCO.

NEW SCOTTEN TOBACCO CO. (Against the Trust.)

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

Four Kinds of Coupon Books

are manufactured by us and all sold on the same basis, irrespective of size, shape or denomination. Free samples on application.

TRADESMAN COMPANY, Grand Rapids, Mich.



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, - - JUNE 5, 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 29, 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 first day of June, 1901.

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

MODERN METHODS.

It is a lamentable fact that the young people of the present generation are sadly deficient in spelling, in the use of Shaksperian English and in composition. Despite the fact that they are not equal to former generations in good, substantial substrata for an education, it is, nevertheless, the case that nervous disorders are on the increase. Edward Bok, in the Ladies' Home Journal, having studied upon the statistics, gives the percentage of children who, by the age of 14, are yearly taken from school on account of nervous prostration. The Tradesman has not his words at this writing, but the percentage is sufficiently large to create terror and dismay in the minds of careful parents. What is the cause of this sad showing? It seems that there are two causes—one, the overlong confinement in the schoolroom, combined with the night study; another, the too many books to be studied in a given session. Even in the third grades there are prescribed, usually, as many as seven studies: Writing, reading, arithmetic, geography, spelling, language, physiology. Four studies are quite sufficient for much more advanced grades. Better teach a child four books thoroughly than give him a confused idea of six or more. An up-to-date method which may be considered a "delusion and a snare" is the written examination for small children. It confuses them, injures the hand-writing, frightens them and thus predisposes to nervousness and all its attendant ills. If the teacher has heard the recitations of any one child all the session, he or she knows perfectly whether that child is competent to go into another grade. Hence the examination papers are unnecessary and, in many instances, not a true test. The trainer of horses knows thoroughly of what a horse is capable. Surely the trainer of children should have as much tact and judgment, and

should, therefore, know when a child is deserving of promotion. Instances are too common where a child brings home the most flattering report cards during the session and then fails to get an average on his examination. What is one to think other than that the written examination is no true test?

While the public school teachers, in the main, do most conscientious work, it is, nevertheless, true that the profession of teacher would be more ably filled were it not, in the case of young men, often a stepping stone to the law, and, in the case of young women, to marriage. Were there more teachers who taught for the love of it, our children would be handled with more tact, more judgment and more love.

The gravest cause, however, of inefficient results lies in the selection of books. There are publishing houses which turn out arithmetics, geographies, spellers and readers all under one name. Who makes these books? Many of them are, doubtless, compiled by very inexperienced teachers, and yet they have superseded our old-time books of undoubted authority. The growing tendency for "up-to-date" methods, if not checked, will become the downfall of the sane, old-time standards of scholarship.

This up-to-date-ness has crept even into the world of music, and a teacher who has not been off, within the past few months, to learn the fancy frills can have no following whatever. Such a pity, is it not, that the world's greatest composers—Mendelssohn, Beethoven, Bach, Wagner—are not living to learn the modern methods in up-to-date music?

"Hasten slowly" is a Latin proverb. In our desire to see an advance movement all along educational lines, let us not be over-hasty to reject the wisdom of the ages. Have we ever attained, in all the ages since he lived, any excellency in oratory greater than the eloquence of Demosthenes? Have not Homer and Virgil stood, ever since their day, as standards in the art of versemaking? Who has ever overreached Michael Angelo in painting?

Let us be sober; and let us combine with new methods which have proved effective some of the old books which have stood the test of generations. Let us hasten the day when, however much we may learn to read by sight, spelling shall be taught by sound; when good grammar shall be taught instead of a travesty upon the name.

Seattle has secured ownership of a tract of 100 acres, with a view to conducting a municipal cemetery, in imitation of a project successfully carried out in Cleveland. There a level, finely situated tract of land has been acquired by the municipality, and burial plots are sold without regard to location at the uniform price of 75 cents per square foot. This price includes the actual maintenance of the plot at the expense of the city in perpetuity. The maintenance includes grass seed, sowing, mowing and a general caretaking. Flowers and shrubs, when required, are, of course, charged additionally. The purpose is to defeat speculation in land for burial places, and to insure perpetual care of the graves. In Cleveland the enterprise is self-supporting, although the charges are very low.

Paris still preserves the mediaeval custom of having an annual ham market at the end of March. More than 2,000 dealers take part in the exhibition.

KING ALFRED.

The present year is the millennial anniversary of the death of King Alfred, to whom, even more than to his grandfather, Egbert, may be attributed the establishment of the nationality of the English people. In his time the Saxons in England were universally called "the English." The kingdom of Mercia was incorporated in his state and was governed by his brother-in-law; and, although the Danes in East Anglia and Northumberland were for some time immediately ruled by their own princes, they all acknowledged the supremacy of his authority. But from whatever point of view it may be considered, Alfred's place in history is at the head of the long list of English kings. No calumny clouds his record; the most searching criticism finds no fault in his character, no defect in his public policy. "The merit of this prince," says Hume, "both in private and in public life, may with advantage be set in opposition to that of any monarch, or citizen, which the annals of any age, or any nation, can present to us. He seems, indeed, to be the model of that perfect character which, under the denomination of a sage or wise man, philosophers have been fond of delineating, rather as a fiction of their imagination than in hopes of ever seeing it really existing, so happily were all his virtues tempered together, so justly were they blended and so powerfully did each prevent the other from exceeding its proper boundaries. * * * Fortune alone, by throwing him into that barbarous age, deprived him of historians worthy to transmit his fame to posterity; and we wish to see him delineated in more lively colors, and with more particular strokes, that we may at least perceive some of those small specks and blemishes from which, as a man, it is impossible he could be entirely exempted."

Alfred was a democratic King. In his will he gave expression to the memorable sentiment that the English should forever remain as free as their own thoughts. But he looked to education as the best means of elevating and advancing his whole people, the nobility as well as the commonalty. He founded, or, at least, repaired, the University of Oxford, invited to his realm the most celebrated scholars of Europe, established schools in every quarter, and enjoined by law "all freeholders possessed of two hides of land (a hide contained land sufficient to employ one plow) to send their children to school for their instruction." He was, moreover, so far in advance of his own age as to set up an educational standard in the civil service of his kingdom, giving preference in church and state "to such only as had made some proficiency in knowledge." Indeed, the crowning distinction of his reign consists in his recognition of the importance of culture as a source of national greatness. Born amid the conflict of arms, fighting in person fifty-six battles by land and sea, he had somehow learned the essential superiority of moral and intellectual qualities. The conclusion, now, may seem obvious enough; but Alfred lived in a time when mere physical force, supplemented by skill in the use of arms, was almost invariably triumphant. A thousand years ago there was little learning and less love for learning. A certain divination was then necessary to appreciate the full force of the maxim, "Knowledge is power." King Alfred could have had but the faintest conception of

the bearing of practical science upon the social and industrial organization of the world. There was in his time scarcely any knowledge that would now be recognized as scientific. But there was a kind of knowledge which was very clearly available as a means of culture. He was not content with man in the rough; but he saw in the crude human being the possibility of a higher and nobler development. His own earliest textbook was the Bible and his supreme ideal of manhood was character. "Sensible," remarks Hume, "that the people, at all times, especially when their understandings are obstructed by ignorance and bad education, are not much susceptible of speculative instruction, Alfred endeavored to convey his morality by apoloques, parables, stories, apothegms, couched in poetry; and besides propagating among his subjects former compositions of that kind which he found in the Saxon tongue, he exercised his genius in inventing works of a like nature, as well as in translating from the Greek the elegant fables of Aesop. He also gave Saxon translations of Orosius' and Bede's histories; and of Boethius concerning the consolation of philosophy. And he deemed it no wise derogatory from his other great characters of sovereign, legislator, warrior and politician thus to lead the way for his people in the pursuits of literature."

The unique fact in the history of Alfred is that he was a literary King. It would be well nigh impossible to overestimate the value of his service in that character. Prof. Bradner Matthews, in a just published essay, declares that, after all that he did through others, "what most told on English culture was done not by them, but by the King himself." Green asserts that, "simple as was his aim, Alfred created English literature"—"the English literature," adds Matthews, "which is still alive and sturdy after a thousand years, and which is to-day flourishing not only in Great Britain, where Alfred founded it, but here in the United States, in a larger land, the existence of which the good King had no reason even to surmise." Language is the instrument of thought; but it is the cultivation of literature that imparts to that instrument at once its strength and its delicacy. Moreover, it is literature that preserves and transmits the highest distinction of nationality—its traditions and its ideals. The sap of many stocks flows in the veins of the English race; the confluence of many tributary languages swells the broad, deep river of English speech, and all these sources of power and inspiration find expression in the wealth of English literature. The world of mind has no more valuable possession. How incalculable, then, the service of the King who laid the foundations of that literature and taught his people to love letters!

The Central Lake Torch refers to the Tradesman as "the leading trade paper of the country." The editor of the Torch is a gentleman of discriminating judgment and, having been a regular subscriber to the Tradesman for the past eighteen years, his opinion is entitled to consideration.

The Connecticut Board of Health argues that every town should have a hospital where contagious disease patients can be isolated and receive proper attention.

An apt quotation is sometimes better than an original remark.

EXPERIENCE NOT NECESSARY.

The coming of warm weather is no surer than the advertisement announcing that the business advertised opens an avenue to success in a calling that makes experience unnecessary. The enterpriser may be engaged in at home or upon the road if the party interested prefers to travel. Gentlemen and ladies are wanted at a salary of \$20 a week and commission, with expenses paid. The position may be considered permanent and parties looking upon the proposal with favor are urged to call early and secure the opportunity now offered to better their condition without any special training.

There is among all classes and conditions of men, especially in the United States, the idea that the American can adapt himself at once to any requirement if he so wills. There is something in the atmosphere and in the pedigree and in the bringing up that enables him to turn his hand to anything. So long as it was desirable the farm boy left his plow and went to preaching as Israel Putnam turned from the half-plowed field and became a distinguished general of the American Revolution. During that same period, in too many instances, the man behind an M. D. was an untrained boy without knowledge or experience and the lawyer—it was often the ground of boasting—never saw the inside of a college and precious little of a law office. The hired man could pick stones or build a wagon, shoe a horse or teach the winter school, as necessity demanded; at all events, experience in every case was unnecessary and the men, led by inspiration or by impulse, made a success of it.

Without knowing or acknowledging their ancestry, it is the children of such parentage that are answering these advertisements to-day. Usually from the common walks of life, with some little inherited energy and less evidence about them of any contact with the common school, they come boldly to the front, ready for anything, and are more or less nonplussed to find the nature of the work to be what anybody can do if he cares to undertake it. "It's as common as diggin', and I c'n do that at home in my own garden." They want to know where the \$20 a week comes in and whether the permanency begins when they go to work. Then, to their dismay, they find that, while the work can be undertaken without experience, the \$20 a week is the result of their own active exertions at a certain per cent. and the permanent position is given only after experience has shown whether they are worth that to their employers. The interview not unusually ends with the denunciation of the whole business as a cheat and the office often is left in anger. They have found what their common sense should have told them was the fact in the case, that experience is the only item in the business world that can be the sound basis of any financial transaction.

There can be no field of effort without this standard of discrimination. The commonest labor has its grades of excellence and the man that has "learned how" easily doubles in wages the man who has never "learned how." The Tradesman's "Men of Mark" and "Successful Traveling men" are instances of this principle. They all began on the ground floor. They all worked their way up and the rounds in the ladder that have lifted them above their fellows are so many proofs of that acquired ex-

perience which the lying advertisement asserts is unnecessary. Professional life proclaims the same fact and the fat income or the lean one is merely a question of differences settled wholly by experience or the lack of it.

The world—especially the American world—is fast getting over its willingness to accept what the man—no matter what his calling—has to offer. It has no longer any use for the "Jack of all trades" with the quality of workmanship he usually furnishes. Not only his best but the best anywhere is the only workmanship accepted and this makes experience a prime necessity. "All common good has common price, exceeding good, exceeding," and where the "exceeding good" alone is called for, as it is to-day, the sooner experience awakens to the fact the sooner shall we get over the idea that anything done will do and that anything worth the doing can be well done without experience.

CLERGYMEN IN SICK ROOMS.

Discussion has been going on in the newspapers, started by Rev. Dr. Harcourt, a Methodist minister of Baltimore, as to whether ministers can safely be permitted in sick rooms. He made it the subject of a sermon preached in Reading, Pa., declaring that the presence of a clergyman "tiptoeing around the sick bed" is of itself a grave cause for alarm, adding, "such a dose of ministerial ministrations is enough to make a well man sick." He went at the practice without gloves, arguing that physicians and nurses should keep pastors far away from their patients. A Pennsylvania editor adds his tribute, saying: "I firmly believe that many are hastened to the grave by the ministerial habit of invading the bedroom of the sick with intensified manifestations of solemnity."

The wisdom of the suggestion depends entirely upon the minister in the case. It is indeed true that there are some preachers whose presence in the sick room would be calculated to turn an ordinary cold into a serious attack of pneumonia. There are some whose sepulchral voice and manner might well be accepted as indicative of frightful possibilities. But when you come to think of it, all the suggestions which apply to pastors in this case apply equally well to all other kinds of people, plain sinners as well as ecclesiastical dignitaries. There are some clergymen whose presence in a sick room is like a ray of sunshine, bringing joy and happiness and hope, and there are others about whom the most doleful pictures are true to life. Individual circumstances must govern individual cases. There is a lot of harm as well as a lot of good done by miscellaneous visits to the sick. Those who go in with a long face and a hushed voice and maintain that demeanor, are depressing. Those who go in with pleasant word and cheerful manner, speaking encouragingly and hopefully, make visits that are beneficial. The time for ministers to ply their professional vocation with the people is when the latter are in good health, and it is certainly true that suggestions about the lake of fire and brimstone and the proximity of the next world are out of place in the presence of those whose ailments may by any possible chance result in carrying them over the river. But it is well enough always to remember that clergymen are not the only offenders in this respect.

THE WORLD'S GREATEST CITY.

Those who predicted that the city of London, the world's greatest city, would show a relatively small growth for the past decade may well be surprised at the showing made by the official figures. Some people insist upon including in the city of London only that portion which is embraced in the inner circle, instead of the entire area, known as the Metropolitan Police District. It might as well be claimed that Brooklyn, the Bronx and other suburbs of New York are not a part of that city. The official census returns show that London has a population of 6,578,794 souls. Of this immense number, the inner circle, or older London, has 4,536,034 people, and the outer ring, or the newer portions of the city, has 2,042,750.

As in all great cities, the main increase has been in the outer ring or suburbs, although the older city has also continued to grow. The older portions of all great cities grow but slowly, owing to the fact that the area has long since been congested, and the surplus population gravitates towards the less thickly settled suburbs. Thus, while the old city limits of London have increased but a fraction less than 8 per cent., the outer circle or suburbs have increased 43.6 per cent. during the decade.

Great as is our own metropolis of New York, it has barely more than half the population of London. It is doubtful if any city of ancient times approached to anything like the present population of London; in fact, few of the ancient nations had as great a population as this single city. It is true that there are more or less mythical records of immense populations in some ancient cities, but there is no reason to believe that any one of them ever had anything near like the population of modern London.

Comparing it with modern states, it is seen to be more populous than Belgium or Morocco or Bavaria or Portugal or European Turkey or the associated kingdoms of Norway and Sweden or Australia or Canada or any political division of the Western Hemisphere save the United States, Mexico and Brazil.

The preservation of order and the protection of property in this immense city require a force of 16,000 policemen, an army in itself. The fire department seems proportionally small, with 1,000 firemen. The increase in the population of the city of London is at a faster rate than for the rest of England, showing that in that country, as well as in the United States, the drift of population is towards the great cities, their gain being largely at the expense of the rural districts.

Some of our New York contemporaries who were boasting that our American metropolis would outstrip the world's metropolis in another decade or so will have to revise their predictions. They fixed their calculations on a false basis, comparing Greater New York, not with Greater London, as they should have done, but with old or inner London, an entirely false and unfair comparison.

INEBRIETY AND HEREDITY.

According to the conclusions of a committee of the London Medical Society, which devoted eighteen months to investigation of the subject, the theory that the tendency to inebriety is hereditary is a fallacious one. Nine of the fourteen members of the committee declare there is no such tendency. They assert that "no instance of the heredi-

tary transmission of an acquired characteristic has ever been demonstrated either in the animal or the vegetable kingdom." They admit that drunken parents may have degenerate children who are weak in mind and body, but deny that specialized tendencies are handed down from one generation to another.

These conclusions are at variance with a belief that has been generally entertained for more than a century. Temperance advocates have employed it as one of their strongest arguments. They have demanded that it be taught in the schools. They have urged the responsibility of parents for the tastes of their children. If the report of this committee is "the last word" of science on the subject it will work a revolution in popular opinion. It will relieve the ancestors of drunkards of the imputation under which they have rested and will compel drunkards themselves to bear the entire responsibility for their condition. There can be no more sympathy for those who pose as victims of inherited tendencies.

It is likely, however, that the findings of the London investigators will be contradicted and controverted. If the children of drunken parents are admitted to be weak in mind and body, in a word, degenerate, are they not more apt to become inebriates than the children of sober parents who are sound in mind and body and normal in their make-up? It is rather a fine distinction that the London scientists have made when they say that specialized tendencies are not hereditary. They leave everything to environment. If a young man has a tendency to excess in any direction he will not be long in finding the environment favorable for its full development.

Nothing that the scientists may say will quite convince thinking people that there is no influence in heredity. Men and women do rise above such influence, but they are generally painfully aware that it is a heavy handicap. Fathers and mothers will not right away abandon the belief that no responsibility rests upon them in regard to the happiness of their offspring.

The South has shared to a large extent in the revival of prosperity in this country. Its manufacturing interests have increased to a wonderful degree during the past five years. Nothing, perhaps, better illustrates the industrial development of the South than the increase in its banking facilities. In twelve Southern States since March, 1900, there have been 133 new banks established, representing a capital of \$7,248,000, and \$1,834,900 deposited in United States bonds to secure their circulation. As a consequence of the changes that have been in progress in its industrial conditions the South is more in accord with the North, for its interests are now seen to be in the same direction.

The Roman soldiers, who carried a weight of armor that would crush the average farm hand, lived on coarse brown bread and sour wine. They were temperate in diet and regular and constant in exercise. The Spanish peasant works every day and dances half the night, yet eats only his black bread, onion and watermelon. The Smyrna porter eats only a little fruit and sour apples, yet he walks off with his load of 100 pounds. The coolie, fed on rice, is more active and can endure more than the negro fed on fat meat.

Clothing

Necessity of Knowing One's Customers Thoroughly.

Not long ago we—there were two of us, although one did the observing—were in a restaurant, and while waiting for our lunch to be served, we watched the way in which different people gave their orders. One old man came in, dropped into his seat and gave an order to which the waiter hardly listened, so evidently familiar was he with it. A party of gentlemen and ladies, after inspecting the bill, ordered a variety of fancy dishes at fancy prices. Evidently they were after novelty and willing to pay for it. A neatly dressed clerk, after glancing sideways at the cost of the various dishes, ordered a substantial lunch. Finally, a person on the ragged edge of gentility, read every item carefully, paying special attention to the prices, and at last ordered the plainest and most inexpensive dishes, making a very shabby and cheap meal.

These people are fair types of the different classes of trade with which the merchant has to reckon. There are the old people who are conservative in their tastes, who can be depended upon to order next year just what they order this year. Their trade is as staple and as reliable as black silk neckwear. Then there are the people who are after fancy articles and ready to pay for them. Then there is the large body of people who consider price, although they order substantially. And last of all, there are the people who consider nothing but the cost and buy only the cheapest and the plainest things in the market.

A merchant should analyze his trade and classify it according to its likeness to these different classes of diners in the cafe. He should go over his sales slips and find out just which of these classes he is catering to with profit, which class he should consider the most in conducting his business. If he wishes to develop his business he can do nothing intelligently unless he knows the character of his trade, and also from which class he makes the greatest profit. He should determine exactly which class he is catering to at a loss, and exactly which class he must depend on to make up his losses on the other trade. He can not buy intelligently unless he knows these facts. He can not know what style of window dressing to employ unless he knows them. He can not advertise in the papers at the greatest advantage unless he knows them. In short, unless he has an intimate and thorough acquaintance with his customers in this way, he is totally unable to direct the management of his store properly.

In a race a man must know how to handle his boat and the better he knows the peculiarities of his own craft the greater is his chance of winning. The skipper of a yacht who knows to a pound exactly how much ballast his boat can dispense with and still be safe in a rough sea, who knows exactly how much sail she can carry without her masts going by the board, who knows just what is her weakest point and when and how he must guard against danger in that quarter, he is the winner in a close race. His opponent who is foolhardy or who fears to take a chance because he is not sure of his boat, he is the man who is left behind whenever it comes to a test of endurance or skill. Now, business is a test of knowledge as

much as a test of skill. The best powers of calculation are worthless unless guided by a knowledge of fact, and many a keen merchant has gone to the wall because he did not know the facts about his business and the people with whom he did business.

Commercial success, like success in a yacht race, is often determined by ability to take a last bold chance. If a man knows his business thoroughly, knows just how far he can trust the craft he is sailing, he can take chances that his more ignorant competitor is afraid to take, or that, if taken, will result in his shipwreck. The ability to put forth that last burst of energy will be the determining thing in the contest, the fruits of a whole lifetime of labor will depend upon it. No man who is not master of his business will dare to take the risk, and no man is master of his business unless he understands his customers and their methods of buying as thoroughly as it is possible for him to understand them.

This ability to classify one's customers has an important bearing upon the question of extending credit. The importance of a wise extension of credit in determining business success does not need emphasis. But no man can extend credit intelligently or with safety unless he knows what relation and character the credit end of his business bears to the rest of it. An analysis of credit accounts with reference to a classification of trade, as suggested at the beginning of this article, would be a revelation to many merchants. They would discover that they are carrying credit customers whom they are selling without benefit to themselves. And they could get an insight into their business that would make them much more careful in the way they make charges.

The close relation between buying and the tastes and importance of customers is apparent. No man can buy to the best advantage unless he has in his mind's eye when he buys a picture of the people for whom he is buying. The ability to shape a business, to alter the character of the trade of a store, or to put a business on a better basis, depends upon a discriminating study of customers as customers.

A merchant's stock in trade is the capital invested in his business, the time invested and his skill in catering to his customers. He may work well and diligently in the management of the first two, but unless he knows his customers thoroughly he will be very likely to wake up some fine morning and discover that his effort and toil have been for naught.—Apparel Gazette.

Chas. A. Coye

Manufacturer and Jobber of

Awnings, Tents,
Flags, Horse and
Wagon Covers,
Lawn Swings,
Iron Hammock
Chairs,
Seat Shades and
Wagon Umbrellas



Twines of all Kinds
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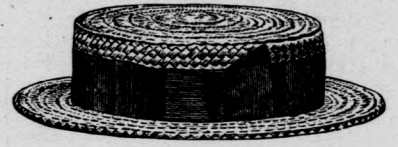
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Prices Right

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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.

Below is a copy of a letter recently sent out
by the firm of M. Wile & Co., Buffalo, N.
Y., to the Clothing Trade. Should you
not have received one, a special invita-
tion is extended to you:

BUFFALO, N. Y., May 1, 1901.

GENTLEMEN—Having received a great many requests from our friends and customers to procure suitable accommodations for them during their stay in Buffalo, while attending the Pan-American Exposition, we deem it advisable to inform you that the number of strangers coming to Buffalo during the Exposition will be so large that it will be almost impossible to secure proper quarters later on.

In order to see you properly cared for, we would suggest, if you contemplate coming to Buffalo during the Exposition, that you write to us immediately so we will be in a position to secure suitable quarters for you.

We would ask you to kindly give dates as nearly correct as possible. At the same time we would add that for the convenience of our friends we have arranged a department where all mail can be addressed in our care.

Awaiting an early reply, and assuring you that we will do all in our power to make your visit a pleasant one, we remain,

Very truly yours,

M. Wile & Co.
MAKERS OF FINE CLOTHING

Dry Goods

Weekly Market Review of the Principal Staples.

Staple Cottons—Fine brown sheetings are unchanged in their quiet conditions. Ducks and brown osnaburgs are quiet. Bleached cottons are showing a little more life, and jobbers are trading in them with a little more freedom. The manufacturing trades are also taking more goods. Wide sheetings are inactive, and prices show no change whatever. Denims show a tendency to strengthen, and certain lines have been advanced a quarter of a cent. Other coarse colored cottons show no change.

Prints and Gingham—Staples for fall are showing some business, for sellers up to the present writing have declined to name prices, and orders are being placed subject to whatever price the market may open at. This condition restricts the freedom of the buying, yet proves that buyers want the goods. Percales and printed flannel effects have been irregular in all departments. Domets and gingham have been steady in price, and have secured a fair amount of business. Fine gingham are steady, and are getting somewhat under order for next spring.

Dress Goods—The developments in the initial market as regards the regular lines of dress goods have been practically nil. The jobber, cutter-up and the big retail establishments have generally placed all their initial orders and, consequently, the market is in a waiting position, pending the development of the season of the jobber and cutter-up. While the jobber has taken some heavy-weight orders, enough has not been accomplished as yet to throw any particular light on the possibilities of the season and the temper of retailers as regards the various fabrics. More attention appears to have been paid by the jobber to the cleaning out of spring goods than to the selling of heavy-weights. The tone of the initial market is not altogether satisfactory, for while a good volume of business has been done in certain directions, and several mills are in a well-fortified position as regards orders, the demand has been confined within narrow limits, and to a good many manufacturers the results achieved have been considerably short of their hopes and expectations. The possibilities as regards duplicate business are more or less doubtful.

Skirting Fabrics—Piece dye fabrics have apparently attracted more business than anything else. Mixtures in cotton warp and all wool materials have also attracted fair attention. There has been no development favoring the fancy back. The cloaking market is in a very quiet condition. The cloakmaker has not shown any great confidence in any fabric, aside from light kerseys. He is now beset with doubts as regards cut and length of garments for fall. The general opinion is that long garments will be the most popular, but whether they should be loose fitting like the automobile or tight fitting or betwixt and between is a question which puzzles the cloakmaker, and causes him to go slow in preparing his fall lines. Judging by the sales of lightweight pedestrian skirts that have been made of late, the continued popularity of the short, rainy-day skirt is assured for the present at least, and it should extend in a full measure into the fall season, and bring joy to the manufacturer of skirting fabrics.

Underwear—There have been two or three new lines of men's ribbed goods placed on the market at what are considered rather low prices, although the makers of standard goods claim that they in no way affect their prices. Ladies' ribbed vests show some irregularity, but reduced prices do not seem to have the effect of moving them any faster. Both jobbers' and retailers' stocks are in fair condition, so that the necessity of duplicating has not yet occurred. Other summer goods, particularly balbriggans, are in practically the same condition, and there must be a period of quietude before any more active buying develops.

Hosiery—The hosiery business is in a very dull condition at the present time, and very little trading is reported for the past week. The cotton hosiery end is practically complete now, although manufacturers would be glad to see some business in sight. Some price cutting is being indulged in in order to move blocks of stock that are on hand, although this has had apparently little effect so far. It will need a decidedly more general movement in the retail and jobbing trades to affect the primary market.

Carpets—The general market has not fully developed on carpets. It is true that moderate orders have already been received for fall delivery, but many of the manufacturers have hardly had time to see their customers, especially those representing ingrain manufacturers, and until they are able to know more about the demand, it is a little early to state exactly what the general price list will be for the coming season. At a meeting of ingrain manufacturers of Philadelphia, held recently, it was decided to continue the same rate of wages for the coming year, and the weavers are apparently satisfied to continue at the old rate.

Rival to Silken Fans.

A man without sense of romance has invented and patented a mechanical hand fan and sets it up as a rival of the toy gauze and lace which has been a feminine weapon through untold ages. His fan buzzes and is not beautiful, but it provides a steady draft of cool air.

In appearance it is a cross between an egg beater and a glove stretcher. It is made of wood and brass, and he asserts that in expert hands it can be made to reach a speed of 8,000 revolutions a minute and will throw a current of air as far as an electric fan of the same size.

It works by compressing in the hand two wooden handles of a glove stretcher-like arrangement. A ratchet and two small cogwheels at the end of the arms transmit this force to the blades of the fan, which are miniature electric fan blades. Both of these are detachable so that the fan may be easily carried when not in use.

The inventor says that he has disposed of 4,000 of his hand fans in a few months. He isn't sanguine of its general adoption by the gentler sex, but he thinks that lots of men would use it in hot weather. Sentiment ought not to play any part in comfort seeking, he says, but he has to admit that it generally does.

Deadened the Noise of Safe Robbing With Flour.

Campbell Bros.' bank at Collison, Ill., was recently robbed in the night. From a store in the rear of the bank the robbers secured seventy sacks of flour, which they stacked around the safe to deaden the noise of the explosion. The safe was blow to pieces and the flour scattered all over the bank and store. The burglars secured \$1,600 in cash, a loss against which Mr. Campbell is fully insured. This is the third successful safe cracking recently in the county.

Reductions

There is a reduction in some of the lines of Prints and Wash Goods. Be sure and get our prices before buying.

P. STEKETEE & SONS

WHOLESALE DRY GOODS

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.

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.

Shoes and Rubbers

Selling Shoes in Clothing Stores.

"Selling shoes in a clothing store is a very different proposition from running a shoe department in a dry goods store," said the manager of a successful department in New York, recently. "The buyer in a dry goods house has any number of wires to pull. If he has run his resources dry on women's shoes, he can have a lot of boys', or misses', or children's, or infants' shoes. There are various novelties and knick-knacks that he can run in and various ways in which he can advertise his department and bring customers to it.

"This is not so with us. In these men's clothing stores we have only one subject, and one only upon which we can treat, and that is men's shoes. Furthermore, it is difficult for us to attract customers and also to hold our customers.

"Take the matter of attracting customers. It is not an easy thing to get a man into the way of coming into a clothing store to buy his shoes, and to buy his shoes only. Generally he is acquainted with the shoe department through his association with other departments, either the clothing or the furnishing. Of course, we can show a few shoes at intervals in the furnishing department, which is a very good plan, but it takes a tremendous amount of resource, originality and perseverance to get an increasing number of customers into the department.

"Furthermore, we are handicapped by the competition of the manufacturer's single-price stores. It is no easy matter to so plan our business as to give our customers an advantage over what these stores offer, for their system is excellent and our methods naturally have to be of the very best.

"Then comes the problem of holding on to our customers. Here is a busy business man in some distant part of the city; he notices that his shoes are broken or getting shabby. He says to himself, 'I must go to Blank's and get a new pair.' But on consideration he finds he is two miles from Blank's. 'Oh, well,' he says to himself, 'I will just run into Brown's on the next corner and get a pair there this time, for I have not time to go to Blank's.' Every shoe buyer in a clothing house will tell you that it is very hard to hold his trade. He must be constantly making new friends and customers or he will go down.

"Then comes the question of keeping up with the other departments. It will never do to run behind or make unsatisfactory progress. Every manager wants to make a good showing for his department. Furthermore, he is obliged to if he would maintain his standard with his employers and with the trade. He must constantly be devising new plans to increase his business. First of all he must be a thorough and practical shoe man. He must be neat; not merely a clerk who 'shovels them out,' but he must know shoes and leather thoroughly. He must be able to go East, select his stock, and give proper and explicit directions regarding the cut of his shoes. He must put some snap into them. It will never do for him to take everything as it comes.

"I sent back some shoes the other day, the leather of which was cut away up into the neck of the skins. We have to watch our stock carefully.

"This is all the more necessary be-

cause, far more than in a dry goods store, a misfit or a blunder in serving a customer may react on the whole store. I never want a member of the firm to come to me and say, 'Here is a man whose trade is worth \$50 or \$100 a year to us, and he has left us; he says we stuck him on the last pair of shoes he bought and he is done with the whole place!' Consequently, we have to be extra careful with the shoes we buy and the fitting of them. It is not so easy making new customers that we can afford to displease any of our old ones."

The above statement is not a wail of woe from an unsuccessful man, but it is a statement of facts from one of the leaders in his line of business, who is keeping in front of the procession, and he runs a progressive department which makes large sales. There is no doubt but that he and his fellow buyers of shoes in clothing houses have no easy road to travel.—Shoe Retailer.

High-Legged Boots.

A leg shoe, or, as it is usually known, a boot, for women's wear has a certain outline which does not vary much the country over. Patternmakers work more closely to each others' ideas than formerly.

As soon as an outline is determined for a certain last, the subdivision of the upper into quarters, foxings, vamp, facings, fly or fancy curves and designs is a matter of eye judgment, unless copying another. The height of the leg on a woman's 4-C will average very near six inches from the rand to the top at the back seam, excepting those made in Cincinnati, which city is well known as the high-leg town. The same style shoe, if made in a Cincinnati factory, is liable to measure at back of leg seven inches and still be sold as regular.

Whether to Buy or Wait.

At the present low prices for all kinds of rubber footwear, it would not seem to be a risk for any dealer to place reasonably large orders for the coming season. As near as can be determined retail shoe dealers have sized up the situation practically as above outlined. Speculative dealers have ordered more rubbers, perhaps, than they are likely to require for next winter. It can not in any event, should they lose, result in much of a loss, while there is more than a chance that the investors can make a few dollars. It does not seem probable that the present prices will be in vogue by the commencement of another season. The producers claim that there is no money in the business under the existing conditions.

Patent Calf and Enamel.

A great many of the leading retailers have received lately large consignments of patent calf and enamel goods, although receipts of enamels are not as large as for the corresponding period of last year, when they had been almost exclusively worn. Patent kids also figured in the market and dealers are well stocked in these goods. Kids continue in strong demand, although it is not now so great as it had been a few weeks back. Patent-calf oxfords, made over a modified form of last, with the regulation 1 3/4-inch military heel, medium extension edge, are exceptionally good sellers, and are in stronger demand than heretofore. The same style shoe in enamel also found a lucrative market.

Shoestring Shopping Bag.

The latest thing turned out by the women who still think it is fun to do fancy work is the shoestring shopping bag. It is made of five or six dozen brown shoestrings woven together in such a way that the metal ends hang together and form a fringe.

Song of the West.

The farmer gaily ploughs his land
And lifts his song anew:
"We'll raise a first class harvest and
We'll raise the mortgage, too."

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..... } **\$6.00**
Same in Boys', above knee.....

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

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.

Is There a Lack of Good Shoe Men?

While conversing with the superintendent of a large department store not long ago, he remarked that it was impossible to find men capable of filling executive positions in their shoe department. He advanced the argument that at the present time men who were capable of taking hold of these departments were well suited and were unwilling to surrender their present positions, even with the inducement of a liberal increase in salary. With all due respect to the worthy gentleman, we must take exception to his view on this subject. The fault at the present time with large dealers is that they are unwilling to give the younger element a chance. In the great cities of New York, Boston, Philadelphia and Chicago, the position of buyer in the leading stores is being continually parcelled out among the same set of men. A man's failure in one store does not count, if, in the past, he has been a success in another. The old men alone receive opportunities of proving their worth.

Once in a while you will find one of the old school who has taken a second lease of life, adopting improved methods, and by diligently watching the efforts of the younger school he places himself abreast of the times. But on the average they will not compare favorably with a few of the younger element who have had an opportunity of proving their efficiency.

We are not without first-class shoe men. There are numbers of them in any of the large cities, ambitious, hustling fellows, ever anxious to avail themselves of any opportunity. They are the sinews and backbone which support the lacking energies of the old men, who might be compared to London bar-risters. They are hired not for their ability, but for their respectability.

In one of the large city department stores some time ago they were confronted with this very problem. A mistake had been made and the owner of the store, desirous of having it rectified, sent for the buyer of the department. He was unable to answer any of the technical questions concerning the business with any degree of assurance. The result was that he broke down and admitted that he was unable through lack of knowledge to furnish the information the head of the house desired. After looking into the matter thoroughly, this dealer found that the head of stock had been doing the buying, managing the floor, taking care of all the details, and in every way assuming the position of buyer with the exception of drawing the salary. This knowledge so incensed the merchant that both the buyer and head of stock were discharged. Left to their own resources, the head of stock secured a position second to none in the country, while the last heard of the buyer was that he was eking out a miserable existence as a floorwalker in one of the smaller stores.

Offhand, it would be a simple matter to go into any of the large cities and find from ten to fifteen young men who could not only conduct the business of our large department and retail stores as successfully as they are being conducted at present, but would make a substantial increase. Compare the younger element in the market with the old-timers. The young men are doing the business and the old-timers are simply falling in line and watching their every move and taking pattern from

them continually, and yet our merchants complain that they are unable to do justice to their departments from lack of timber.—Shoe Retailer.

Use of Cocaine Has Become Alarmingly Common.

From the New York Herald.

In a lecture before the New York School of Clinical Medicine at 328 West Forty-second street recently Dr. Thomas D. Crothers, of Hartford, Ct., characterized cocaineism as one of the three great scourges of the world, alcoholism and morphinism being the other two.

Custom-house reports, the lecturer said, show an enormous increase recently in the importation of this drug and not more than the one-sixtieth part of what is now sold is used for legitimate purposes. The vice of cocaineism is spreading alarmingly among the poor as well as the rich, as the drug is becoming cheaper all the time. A one-ounce package, which less than five years ago cost about \$6, can now be purchased for 75 cents.

One result of this cheapening is that the cocaine habit is becoming common among tramps and paupers as well as business and professional men. It is no longer an aristocratic vice, if it ever was. In New Orleans and other parts of the South and West the drug is freely bought in 5-cent packages.

Dr. Crothers regards the use of the drug, even as a local anaesthetic for surgical purposes, as exceedingly dangerous, especially in cases where the subsequent reaction is characterized by headache, lassitude and depression. Yet its use in surgery is becoming very common. The lecturer also deprecated the fact that many popular proprietary remedies contain cocaine in large quantities. It is almost a specific for catarrhal troubles, and through using it as a remedial agent unconsciously, many persons, charmed with its speedy and delightful results, become addicted to it habitually, and finally become slaves to its use.

The first effects in small doses are to create a feeling of elation, of greatly increased mental and physical superiority and of freedom from care and anxiety. The morphinist finds in it a substitute to relieve the sense of depression following the use of that narcotic. The hard drinker is charmed with its effects, as his depression yields to a sense of elation and abnormal exaltation. But in the use of cocaine there follows a sure reaction. In a short time there are developed characteristic symptoms of the habitual cocaineist. If he be a lawyer, a writer or a clergyman he shows marvelous fluency and prolixity of speech. He has a rare fecundity of words, but they betray a tendency towards circumlocution and irrelevancy. In letter writing he betrays his secret vice by his diffuseness without directness.

"There are novels, which are highly popular to-day," said the lecturer, "which show almost conclusive evidence of having been written under the influence of cocaine, and several poems characterized by marvelous rhythm and smoothness have had their inspiration in this drug."

"Habitual use of it impairs the judgment and results in the gradiose ideas often associated with parietic diseases. One's sense of right and wrong becomes impaired. A man formerly open and frank becomes secretive, selfish and dishonest. A Wall Street authority told me that he knew of three of the most reckless operators of recent years whose losses of fortunes were directly due to impairment of their judgment through the use of cocaine."

"After the abnormal sense of elation and power come delusions. The victim fears sudden attack. He sits up at night watching for burglars. He is fearful of accident and abnormally suspicious of imaginary persecutors. Most victims in this stage carry revolvers."

"One of them once came to me in this condition. He was a physician, who had lost his wife and family in the Johnstown flood and had taken to cocaine to soothe him in his great affliction. He had two revolvers when he

told me of his secret. He was rational enough in most matters, but thought he had hidden enemies. I finally persuaded him to surrender his firearms, and the first night he compromised on a stout baseball bat under his pillow. He finally conquered the appetite, but it required years of hard struggling."

Dr. Crothers narrated many similar instances, especially among brain workers. He recommended as the best curative methods complete abstinence from the drug, combined with Turkish and electric baths, mineral waters and tonics, judicious restraint, careful and abstemious diet and a long rest. He knows of no specific for the cure of the habit.

If you look at all the records you will discover that most men who die young were hustlers.

If you want to buy
SHOES direct from
an exclusive man-
ufacturer - - -

Write for Particulars to

C. M. Henderson & Co.

"Western Shoe
Builders"

Chicago, Illinois

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 or 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.

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.



The Best Value of the Season

Our "I Will" Line of

Women's Genuine Goodyear Welts at \$1.75

Brazilian Kid or Milwaukee Velour Calf stock.
Genuine Goodyear Welt or Turned Soles.
Boston or British Toe Lasts, C to EE.

Edwards=Stanwood Shoe Co.

Monroe and Franklin Sts., CHICAGO, ILL.

Village Improvement

How to Proceed in Organizing an Improvement Association.

The National League of Improvement Associations stands for the promotion of beauty and cleanly living in all parts of our land. It is ready to aid in the promotion of good roads and forestry laws, and in the preservation of natural beauty and historic landmarks from destruction by vandals. It will work to save from pollution our streams and to aid in bringing to the attention of tourists a wider knowledge of the great beauty of our rivers, streams, brooks and springs. It will endeavor to create a public sentiment in favor of public recreation grounds, such as the system of parks in Essex county, New Jersey. It will seek to promote the establishment of traveling libraries and art galleries, and to bring to the public mind a higher knowledge of the moral and educational value of municipal beauty and healthful living, and to bring into the humblest home in our broad land the joy of blooming flowers. "How," you ask, "may all these good things be brought to pass, and how may a public sentiment in their favor be created?"

We answer by the formation of an improvement association in every city, town and village in America, the local body to work not alone for its own town's improvement, but by the aid and the influence of its numbers to help the National League of Improvement Associations to become a power for good that will make of America such a garden spot as the world has never yet seen or dreamed of.

To get people interested enough to form an association you must first arouse local sentiment. Talk to your friends, loan them copies of the Michigan Tradesman containing the contributions of R. M. Streeter and myself. This will tell what has been done in other towns. Invite the people of your neighborhood, regardless of social condition, to your home some evening to talk over the work. If your town is large enough to support a newspaper, invite the editor and his force to the meeting. To a man they will aid and support you.

If there is one family in your neighborhood that is particularly obnoxious by reason of its untidy premises, by all means invite all its members, and treat them with all the courtesy and tact you possess. You may find to your amazement that this family will take a heartier interest and do more work than many whom you rightfully expected would aid you. If you are successful in winning such people to your side you have accomplished at the start one of the objects of improvement association work. It is a singular fact, but one often proven in our work, that a tactful woman who will show a little human interest in such families, and will share flower seeds and cuttings of plants with them, will do more to develop in them a spirit of right living than many generations of slum workers who proffer an impertinent patronage. There is an instinct in the human heart that resents the feeling that any one is better than we. This is a divine instinct, to be encouraged rather than repressed; for when self-respect is dead beyond repair, hope is dead.

I dwell particularly upon the importance of winning the members of such families to your side, because without their co-operation your work will fall short of its full usefulness. Their

premises will be a continual eyesore and they can do much to hamper you. Their children may destroy your shrubs and flowers and trample a path across your lawns. I have learned to know that envy more than maliciousness is at the bottom of nearly all this cutting of shade trees and pulling up of flowers. If their own innate love of beauty is gratified and their civic pride aroused, vandalism of this sort will be almost unknown. If you can not get the parents to come, get the children, one after the other. If they will not come to you, go to them and give them flower seeds and show them how to care for them. You will win them in time.

Above all, do not be discouraged if in point of numbers your first meeting should be a failure. The secretary of an association in Texas wrote me that twenty-six times she set a date for a meeting to organize an association before she got people enough together to elect the proper number of officers. But, once organized, and the objects and plans set forth in the local newspaper, there was no lack of members, nor of means to carry on the work. This association, largely composed of women, in a town of twenty-five hundred inhabitants, has aroused public sentiment in such a way that the go-as-you-please manner of putting down sidewalks of whatever material and width the owner pleased has been stopped, and sidewalks of a uniform width and material are used. The cemetery has been put in order. Flowers blossom now in almost every window and yard in town. That school yards were planted in flowers and shrubs, and the secretary writes me that the children of association members, with the peculiarly frank manners of childhood, remind the children of non-association members that their backyards and alleys need attention.

When it comes the turn of these children to govern their town, this preliminary training in civics will put them beyond the reach of the politician seeking the job of removing the city waste at a cost higher than the pile of rubbish to be removed. These boys will know from experience what the exact cost should be.

Let us suppose, however, that one dozen people have answered your call—enough to start with are there. Try to have both sexes represented, but if only women are present ask one who has proved the most active and fearless in public work to act as chairman. Then appoint or elect a secretary pro tem, who will proceed to keep a record of the meeting. The chairman may state the object of the meeting or may invite some one who has heard and read much about the march of civic improvement to do so. An open discussion may follow on the desirability of forming an association in your town, and if it is agreed to be feasible, then proceed to the election of the regular officers.

Be exceedingly cautious in the selection of your officers for this first year. It will depend upon them whether the association fulfills the purposes for which it was organized, or adds another to the long list of societies that simply meet to pass resolutions condemning public officials for remissness, for which you are quite as responsible as they. Do not choose those wily old taxpayers who cheerfully join every public organization in town in order to control it and keep their taxes down, and after killing all efforts at reform proceed with the usual routine of having the tax levy adjusted to suit themselves. Nor should

you choose women who have run all church and social organizations until there is a feeling of rebellion against their further rule. Rather choose the most successful, go-ahead young business men and popular, progressive women for your officers—people who make successes of their undertakings. Above all, do not in your public meetings abuse your city officials. Rather work in harmony with them. You will find it the wiser plan. If interest enough has been aroused to call a meeting in some public building there will be plenty of people present who are able to conduct the meeting and its election in an orderly manner.

At this point the best aid I can give you is to reprint in full the constitutions and by-laws of the Town Improvement Associations of Montclair, New Jersey, and Wichita, Kansas. The latter is the most simple and easily understood of any I have seen, and is very suitable for small associations, while that of Montclair is the constitution of a large and successful society. These constitutions I will ask the Tradesman to publish in the near future.

These constitutions are, of course, to be modified to suit your especial association. The dues also will be whatever the majority decide upon. Twenty-five cents is the lowest annual due of which I know. Fifty cents to one dollar is the average. Children under fourteen are admitted for a small fee. Twenty-five cents or the planting of a tree is considered sufficient. By all means get all the children interested if you can. Eleven hundred children in Montclair are pledged to "work together in making Montclair a happier place in which to live by doing everything we can to make the town more healthful and beautiful." This army of children is an auxiliary of the Montclair association and they wear a pretty badge of membership.

Jessie M. Good.

The Drummer in History and in Everyday Life.

In the beginning God made the heaven and the earth and all that is contained therein. Then after resting many days He created the drummer. Then He rested again.

The drummer was not always as you see him to-day. Once he was very small potatoes and few in a hill—not much larger than a book agent or a clock peddler—but that was in the pioneer days of the profession. It is different now.

The career of the drummer has been swift and strong and startling. He has covered more ground and conquered more fields than all other pioneers in all other fields combined.

Formerly Mahomet was forced to go to the mountain, but now it is the mountain that does the going. The drummer did this. It was the big manufacturers and wholesalers that first discovered his utility; at first they sent him out slowly and in small quantities. He was looked at as the advance agent of an innovation, and innovations are generally regarded with distrust. So was the drummer and peradventurer not wholly without reason in that day. But the retailer discovered presently that the drummer was a very handy man to have about the premises and began to cultivate him. Thus encouraged, he began rapidly to increase and multiply. Competition became keener with the increase, and so did the drummer. Then came the time when every concern that had anything to sell was represented in

the trade by the drummer until he came to be recognized as a permanent and valuable institution of an eminently respectable character. To-day there are some hundreds of thousands of them in the United States, and through him trade has been revolutionized. That same keen competition has resulted in bringing to the rank of the drummer some of the shrewdest intellects known to the commercial world. In many instances members of firms are on the road in the interest of their own house and frequently for others.

The drummer is a power in many fields. His name is legion and he is always on the spot. He is organized into protective associations, such as the Travelers' Protective Association, and has thousands of members, and various other societies. He may, when so minded, wield a ballot power that will decide who shall be the rulers of the land, and it is likely that he did this in the last presidential election, for he is strong enough to carry the doubtful states.

He goes everywhere; he meets everybody; he talks to everybody, and by the force of his eloquence, the power of his magnetism and the potency of his stick-to-it-iveness makes and unmakes politicians, policies and powers. He is proof against lightning, cyclones go around him when he is in their path and earthquakes tremble if he is about.

He is armed and equipped for every emergency. For the cold weather he has snow shoes and sleighs in abundance. For high water he has boats of every kind, and he makes his way over obstacles that baffle all others. It is his business to reach his customers ahead of all others, and he does this by hook or crook; in fact, he is a wonder, a marvel, a revelation of the Nineteenth Century.

Keenwitted he is and philosophical, with a judicial mind that believes in fair play. He is an ideal of reciprocity and helps those who help him. If he is pleased with his hotel, its business is made, but God help the person who offends him by ill treatment.

He is clever and jolly, with a good humor that is infectious, shrewd and affable, quick, bright, intelligent, generous, always ready for a good story, a square meal or a flirtation, and will do a good turn by his fellow-man sooner than another. You can tie to him, for he is sincere. He will divide his last dollar with a friend or a stranger if in need. If he is silent you can bet your last dime he is studying where he can sell a bill of goods. He is nearly always worth listening to, for he has opportunities for accumulating stores of useful information that never comes your way, and this he dispenses with a liberal hand. He is up to date and familiar with the latest styles. In short, the drummer is a man of many accomplishments and many inventions. The earth is his heritage and his home is on whatever part of God's footstool he happens to be, and none disputes his claim. But if, happily, he have a home with wife and little ones, who is so happy as he to return to them; who so tender and affectionate, and who so welcome? And it is about such a hearth, humble although it may be at times, that the tender pure love finds its sweetest expression.

God bless the drummers!

Jake Haas.

The man with the handsome silk handkerchief is the one who is most afraid of a sore throat.

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Eggs

Different Methods of Preserving and Shipping Eggs.

The shells of new-laid eggs should be wiped clean, if necessary, and the eggs graded as regards size. In some markets brown eggs are preferred to white. It is stated that in the Boston market brown-shelled eggs, such as are laid by Partridge Cochins, Dark Brahmas, Barred Plymouth Rocks, etc., sell at 2@5 cents per dozen more than white-shelled eggs, such as are laid by Brown Leghorns, Buff Leghorns, and White and Black Minorcas. In the New York market, on the other hand, white-shelled eggs bring the higher price. The color of the shell has no relation to the food value.

Eggs which are to be shipped, whether with or without a special attempt at preservation, should be perfectly fresh, and should never be packed in any material which has a disagreeable odor. Musty straw or bran will injure the flavor and keeping qualities of eggs packed in it. When shipped, eggs should not be placed near anything which has a disagreeable or strong odor. Keeping eggs near a cargo of apples during transportation has been known to injure their flavor and also their market value. Micro-organisms may enter the egg through the minute pores in the shell and set up fermentation which ruins the egg. In other words, it becomes rotten. The normal egg shell has a natural surface coating of mucilaginous matter, which hinders the entrance of these harmful organisms for a considerable time. If this coating is removed or softened by washing or otherwise, the keeping quality of the egg is much diminished. If the process of hatching has begun the flavor of the egg is also injured.

There are many ways of testing the freshness of eggs which are more or less satisfactory. "Candling," as it is called, is one of the methods most commonly followed. The eggs are held up in a suitable device against a light. The fresh egg appears unclouded and almost translucent; if incubation has begun, a dark spot is visible, which increases in size according to the length of time incubation has continued. A rotten egg appears dark colored. Egg dealers become very expert in judging eggs by testing them by this and other methods.

The age of eggs may be approximately judged by taking advantage of the fact that as they grow old their density decreases through evaporation of moisture. According to Siebel a new-laid egg placed in a vessel of brine made in the proportion of 2 ounces of salt to 1 pint of water will at once sink to the bottom. An egg one day old will sink below the surface, but not to the bottom, while one three days old will swim just immersed in the liquid. If more than three days old, the egg will float on the surface, the amount of shell exposed increasing with age; and if two weeks old, only a little of the shell will dip in the liquid.

The New York State Experiment Station studied the changes in the specific gravity of the eggs on keeping and found that on an average fresh eggs had a specific gravity of 1.090; after they were ten days old, of 1.072; after twenty days, of 1.053, and after thirty days, of 1.035. The test was not continued further. The changes in specific gravity correspond to the changes in water

content. When eggs are kept they continually lose water by evaporation through the pores in the shell. After ten days the average loss was found to be 1.60 per cent. of the total water present in the egg when perfectly fresh; after twenty days, 3.16 per cent., and after thirty days, 5 per cent. The average temperature of the room where the eggs were kept was 63.8 deg. Fahrenheit. The evaporation was found to increase somewhat with increased temperature. None of the eggs used in the thirty-day test spoiled.

Fresh eggs are preserved in a number of ways, which may, for convenience, be grouped under two general classes: (1) Use of low temperature, i. e., cold storage; and (2) excluding the air by coating, covering or immersing the eggs, some material or solution being used which may or may not be a germicide. The two methods are often combined. The first method owes its value to the fact that micro-organisms, like larger forms of plant life, will not grow below certain temperature, the necessary degree of cold varying with the species. So far as experiment shows, it is impossible to kill these minute plants, popularly called "bacteria" or "germs," by any degree of cold; and so, very low temperature is unnecessary for preserving eggs, even if it were not desirable for other reasons, such as injury by freezing and increased cost. According to a recent report of the Canadian commission of agriculture and dairying:

When fresh-laid eggs are put into cold storage with a sweet, pure atmosphere at a temperature of 34 deg. Fahrenheit, very little, if any, change takes place in their quality. The egg cases should be fairly close to prevent circulation of air through them, which would cause evaporation of the egg contents.

Eggs should be carried on the cars and on the steamships at a temperature of 42 to 38 deg. When cases containing eggs are removed from the cold storage chamber, they should not be opened at once in an atmosphere where the temperature is warm. They should be left for two days unopened, so that the eggs may become gradually warmed to the temperature of the air in the room where they have been deposited, otherwise a condensation of moisture from the atmosphere will appear on the shell and give it the appearance of sweating. This so-called "sweating" is not an exudation through the shell of the egg and can be entirely prevented in the manner indicated.

It is stated by Siebel that in practice in this country 32 to 33 deg. Fahrenheit is regarded as the best temperature for storing eggs, although some American packers prefer 31 to 34 deg., while English writers recommend a temperature of 40 to 45 deg. as being equally satisfactory. The amount of moisture in the air in the cold storage chamber has, without doubt, an important bearing on this point. Eggs are generally placed in cold storage in April and the early part of May. If placed in storage later than this time they do not keep well. They are seldom kept in storage longer than a year. Eggs which have been stored at a temperature of 30 deg. must be used soon after removal from storage, while those stored at 35 to 40 deg. will keep for a considerable time after removal from storage, and are said to have the flavor of fresh eggs. The author cited states that eggs for market, especially those designed for cold storage, should not be washed. Stored eggs should be turned at least twice a week, to prevent the yolk from adhering to the shell.

Eggs are sometimes removed from

the shells and stored in bulk, usually on a commercial scale, in cans containing about fifty pounds each. The temperature recommended is about 30 deg. Fahrenheit, or a little below freezing, and it is said they will keep any desired length of time. They must be used soon after they have been removed from storage and have been thawed.

The substances suggested and the methods tried for excluding air conveying micro-organisms to the egg and for killing those already present are very numerous. An old domestic method is to pack the eggs in oats or bran. Another, which has always had many advocates, consists in covering the eggs with limewater, which may or may not contain salt. The results obtained by such methods are not by any means uniform. Sometimes the eggs remain fresh and of good flavor, and at other times they spoil. Recently, in Germany, twenty methods of preserving eggs were tested. The eggs were kept for eight months with the following result: Those preserved in salt water, i. e., brine, were all bad, not rotten, but unpalatable, the salt having penetrated the

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eggs. Of the eggs preserved by wrapping in paper 80 per cent. were bad; the same proportion of those preserved in a solution of salicylic acid and glycerin were unfit for use. Seventy per cent. of the eggs rubbed with salt were bad, and the same proportion of those preserved by packing in bran or covered with paraffin or varnished with a solution of glycerin and salicylic acid. Of the eggs sterilized by placing in boiling water for twelve to fifteen seconds, 50 per cent. were bad. One-half of those treated with a solution of alum or put in a solution of salicylic acid were also bad. Forty per cent. of the eggs varnished with water glass, collodion or shellac were spoiled. Twenty per cent. of the eggs packed in peat dust were unfit for use, the same percentage of those preserved in wood ashes or treated with a solution of boric acid and water glass or with a solution of permanganate of potash were also bad. Some of the eggs were varnished with vaseline; these were all good, as were those preserved in limewater or in a solution of water glass. Of the last three methods, preservation in a solution of water glass is especially recommended, since varnishing the eggs with vaseline is time consuming, and treatment with limewater sometimes communicates to the eggs a disagreeable odor and taste.

Many of these methods have been tested at the agricultural experiment stations in this and other countries. The Canada Station found that infertile eggs kept much better than fertile eggs when packed in bran. In view of the fact that preservation in brine has been said to injure the eggs by giving them an unpleasant, salty taste, experiments were recently made at Berlin University to learn the proportion of salt which entered the eggs when placed in brine of varying strength. It was found by the investigator that with a saturated or half-saturated solution the salt entered the eggs at first very quickly and later much more slowly. After remaining four days in the saturated solution, an egg contained as much salt as one which remained four to six weeks in a 1 to 3 per cent. solution. If kept in the saturated solution four weeks, 1.1 per cent. salt was found in the yolk and 1.5 per cent. in the white of the eggs. None of the eggs tested were spoiled. When a 1 to 5 per cent. solution was used, the eggs kept well for four weeks and did not have a salty flavor. These instances are sufficient to show that any given method will give different results in different hands, and this is not surprising, since the eggs used are not always uniformly fresh, nor is it at all certain that other experimental conditions are uniform.

In the last two or three years the method of preserving eggs with a solution of water glass has been often tested both in a practical way and in laboratories. The North Dakota Experiment Station has been especially interested in the problem. In these experiments a 10 per cent. solution of water glass preserved eggs so effectively that "at the end of 3½ months eggs that were preserved the first part of August still appeared to be perfectly fresh. In most packed eggs, after a little time, the yolk settles to one side, and the egg is then inferior in quality. In eggs preserved for 3½ months in water glass, the yolk retained its normal position in the egg, and in taste they were not to be distinguished from fresh store eggs. Again, most packed eggs will not beat up well for cakemaking or frosting,

while eggs from a water glass solution seemed quite equal to the average fresh eggs of the market."

Water glass or soluble glass is the popular name for potassium silicate or for sodium silicate, the commercial article often being a mixture of the two. The commercial water glass is used for preserving eggs, as it is much cheaper than the chemically pure article which is required for many scientific purposes. Water glass is commonly sold in two forms, a sirup-thick liquid, of about the consistency of molasses, and a powder. The thick syrup, the form perhaps most usually seen, is sometimes sold wholesale as low as 1¼ cents per pound in carboy lots. The retail price varies, although 10 cents per pound, according to the North Dakota Experiment Station, seems to be the price commonly asked. According to the results obtained at this station a solution of the desired strength for preserving eggs may be made by dissolving one part of the syrup-thick water glass in ten parts, by measure, of water. If the water glass powder is used less is required for a given quantity of water. Much of the water glass offered for sale is very alkaline. Such material should not be used, as the eggs preserved in it will not keep well. Only pure water should be used in making the solution, and it is best to boil it and cool it before mixing with the water glass. The solution should be carefully poured over the eggs, packed in a suitable vessel, which must be clean and sweet, and if wooden kegs or barrels are used they should be thoroughly scalded before packing the eggs in them. The packed eggs should be stored in a cool place. If they are placed where it is too warm silicate deposits on the shell and the eggs do not keep well. The North Dakota Experiment Station found it best not to wash the eggs before packing, as this removes the natural mucilaginous coating on the outside of the shell. The Station states that one gallon of the solution is entirely sufficient for fifty dozen eggs if they are properly packed.

It is, perhaps, too much to expect that eggs packed in any way will be just as satisfactory for table use as the fresh article. The opinion seems to be, however, that those preserved with water glass are superior to most of those preserved otherwise. The shells of eggs preserved in water glass are apt to crack in boiling. It is stated that this may be prevented by puncturing the blunt end of the egg with a pin before putting it into the water.

In the East Indian Archipelago salted ducks' eggs are an article of diet. The new-laid eggs are packed for two or three weeks in a mixture of clay, brick dust and salt. They are eaten hard-boiled. It is said that in this region and in India turtle eggs are also preserved in salt. These products, while unusual, do not necessarily suggest an unpleasant article of diet. The same can hardly be said of a Chinese product which has often been described. Ducks' eggs are buried in the ground for ten or twelve months and undergo a peculiar fermentation. The hydrogen sulphid formed breaks the shell and escapes, while the egg becomes hard in texture. It is said that the final product does not possess a disagreeable odor or taste. Eggs treated in this or some similar way are on sale in the Chinese quarter of San Francisco, and very likely in other American cities. A sample recently examined had the appearance of an egg covered with dark-colored clay or mud.

C. F. Langworthy.

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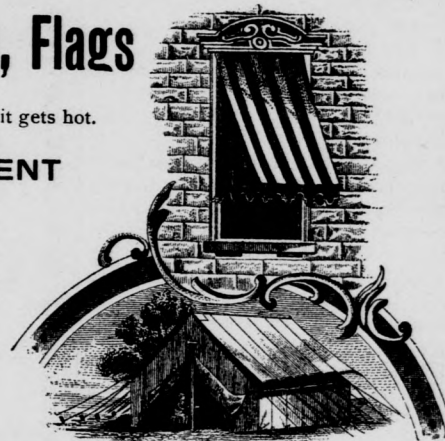
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Butter and Eggs

Humorous Side of the Process Butter Question.

Upon close investigation of the renovated butter subject it will be found that it is a very serious matter, and in using the word serious we do not attach to it the ignorant general acceptance of the word as portending evil, but its true meaning—serious, weighty, important, as associated with its great weight and importance as an article promising great benefit to the world, instead of evils or injuries.

As we have stated before, the renovation of butter is in its infancy, and we are sure that it will continue as a living issue long after the present generation of butter men have passed away and the coming generation will point to it with pride as one of the boons bequeathed to them by their practical and scientific fathers of this generation. We have told our readers how this gifted youth came into being as a bastard, or, as the rich and the nobility term it in polite language—an accident of love—so let us follow his advancing career and judge him by that, if he is not worthy to be considered, admitted and entertained by the highest butter clubs of this land, especially as he is now admitted into the best "Lonnon" and "Hinglish" butter clubs, and you know he went over to "Lonnon" with his trousers turned up at the bottom to show that he had sense enough to "keep out of the water," and so got into good society and the butter clubs. The renovated bastard had a hard time in America, where he was born, and had to keep company with the lowest order of butterdom and was only admitted into such clubs as the following named, the "Ship-slush Club," "La Circle Rance" and the "Association of Glucose and Water."

At that early time young Renovated was called by the name of "Process," and the attention of the Governor and Legislature of New York was called to his name and immediately they held a secret council in the interest of some unknown "known" other interest, which of course did not put up any boodle, and they decided quickly that the name "Process" was an infringement upon their rights, as a "process" in their State can only be an issue of their body and their descendants, and this youth must be a bastard, so they changed his name to "Renovated," a good new name, and stuck it on his back and turned him loose for the inspection of the world, and when the people saw it they stopped him, saying, "Hello, young man, come into our club. You have been decorated with the badge of honor of New York State; now, don't deny it, young man—there it is on your coat, 'Renovated,' and when New York stamps you as being made better than new that is good enough for us, so come right in and we will put your name down for membership in the 'Top Score Butter Club.'"

Now it turns out, as it always does with lucky and handsome bastards, that "Renovated" was no bastard at all, and he has found his daddy. In fact, it is insinuated that he has always had

more than one daddy, but they thought it best to keep dark, as there was some doubt about him, and his parentage has been a matter a little mixed as to its real identity.

Now we are going to tell you a great secret about young "Renovated" if you will promise not to say a word about it. You promise? Well, all right, here it is: We have heard it intimated—just suggested, you know—that "Renovated" has been introduced lately into some of the highest toned creamery clubs of the West, and he is so refined and cultivated that he mixes cordially with the best and most attractive material of the clubs and it is considered an honor to the cream-de-la-cream of the butter clubs to entertain him in their midst under the regulations of social equality. I can not vouch for this report, but you know that "Ren" is an intimate friend of mine and he is very ambitious and I would not be surprised to see him cut the acquaintance of some of those Western club men and stop mixing with them, and go it on his own merits, for as I said before he is an ambitious and rising fellow. So go it, "Ren," and don't disappoint us, and we intend to stand by you, but if you get to practicing your youthful tricks again and get to visiting the "Grease Club," the "Rancid Butter Club" and the "Water and Glucose Club" again just look out, for I promise you now, and don't forget it, "Ren," I will be bound to squeal on you, so be a good and respectable fellow, "Ren."—Produce Commission Merchant.

When a man finds his clothes are too loose, he should either change tailor or boarding house.

Established 1876

Charles Richardson

Commission Merchant

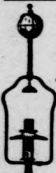
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Carlots a Specialty

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Any responsible Commercial Agency, or make enquiry at your nearest bankers.

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The Imperial Gas Lamp

Is an absolutely safe lamp. It burns without odor or smoke. Common stove gasoline is used. It is an economical light. Attractive prices are offered. Write at once for Agency.

The Imperial Gas Lamp Co.
132 and 134 Lake St. E., Chicago

Write us for prices for

Butter and Eggs

We pay prompt cash. Our guarantee is worth something. We have been in business in Detroit for over forty years.

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DETROIT, MICH.

J. W. Keys

General Produce and Commission Merchant,

Detroit, Mich.

I want your consignments of

Butter, Eggs, Poultry.

Correspondence solicited. Please investigate. Send for weekly quotations.

References: City Savings Bank,
Commercial Agencies.

STRAWBERRIES

Pineapples, New Garden Truck and fancy long-keeping Messina Lemons at the most favorable prices.
EGGS WANTED.

THE VINKEMULDER COMPANY,

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GRAND RAPIDS, MICH.

We are making a specialty at present on fancy

Messina Lemons

Stock is fine, in sound condition and good keepers. Price very low. Write or wire for quotations.

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Successor to C. N. Rapp & Co.

9 North Ionia Street, Grand Rapids, Mich.

You can pay more but
can not find better

SEEDS

The best and only the
best are sold by us

Our stocks are still complete. All orders filled promptly and properly. We carry the largest stocks and best grades of seeds for the garden, farm and flower garden.

ALFRED J. BROWN SEED CO.

Seed Growers and Merchants

Grand Rapids, Michigan

ALL GROCERS

Who desire to give their customers the best vinegar on the market will give them RED STAR BRAND Cider Vinegar. These goods stand for PURITY and are the best on the market. We give a Guarantee Bond to every customer. Your order solicited.

THE LEROUX CIDER & VINEGAR CO.,

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100,000 Pounds of Butter Wanted

for which I will pay the highest market price. I am also in the market for eggs and poultry. Write for quotations or telephone either Bell or New State phone at warehouse or residence.

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Tradesman Company

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We solicit your shipments
of Fresh Eggs and Dairy
Butter.

Reference, Home Savings Bank, Detroit.

F. J. SCHAFER & CO.
FRUIT AND PRODUCE COMMISSION
DETROIT MICH.

THE LEADING PRODUCE HOUSE ON THE EASTERN MARKET.

We make a specialty of
poultry and dressed calves.
Write for our weekly price
list.

The New York Market

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

New York, June 1—May went out as the wettest month of May on record here, over seven inches of rain having fallen. It knocked business of all sorts into a dilapidated condition, and more than one dealer will be on the verge of bankruptcy. The grocery trade, of course, has not suffered as has the dry goods, but the general condition is not especially active, and travelers from New England report that over that entire area there is a decided lack of animation.

Coffee is offered with more freedom than was the case last week and, with lower cables from Europe, the general tone is weak. Arrivals at primary points continue large for the time of year and, altogether, the coffee outlook is for a continuation of low figures. At the close not over 6.31 can be named for Rio No. 7 and the volume of trade is light. In store and afloat the amount aggregates 1,224,961 bags. In mild grades the volume of business is fairly satisfactory, all things considered. The best grades of Cucuta are worth 8½¢ and some fair sales have been made. Little has been done in East Indias and quotations are practically the same.

Sugar is firm and, with better weather, will enter upon a most active spring campaign. Prices remain without change. Raw sugars are in good supply and refiners do not seem to care an iota whether they purchase or not. Sellers are equally firm and, if their figure can not be obtained, they store the goods.

The volume of business in rice is about of an average character and there is no special activity anywhere, nor, in fact, is any to be looked for at this time of year. Quotations are almost identical with those prevailing for the past month, prime to choice Southern ranging at 5@5½¢.

At the auction sale some lines of teas showed an advance, but on the Street recent prices prevail. Demand is light and orders coming in are for small lots.

In spices it is the same old story—"nothing doing." Jobbers are selling a little to be sure, but numerous calls fail to elicit any information that would indicate real activity. Prices are about steady, and this is the best that can be said. Singapore pepper, 13@13½¢ in an invoice way.

What is the matter with canned goods? They seem to be in a fair way of being relegated to the rear, as have been many other food products. There are so many food products, so many delicatessen stores, and fresh fruit is obtainable so many months in the year that the canner seems in a fair way of becoming forgotten. At any rate the year so far is much behind the usual record and, altogether, the outlook is not especially encouraging for futures. Prices of spot goods are pretty well sustained and this is encouraging for the present. Sales are not large and yet something is being done, of course. Reports from Baltimore have not said anything about the destructive pea louse and it may be that the wet weather has kept this "critter" in abeyance. Tomatoes are without change in quotations, No. 3 New Jersey spot goods being worth 70¢ here.

Lemons and oranges have both been quiet, but values are well sustained and, with better weather, the market will resume its old-time businesslike aspect.

Bananas are selling about as usual, with no change in quotations.

The dried fruit market is firmer and every day seems to add strength. Currents have been called for from quite a good many points, but there is room for improvement.

Butter is quiet and the weather has been unfavorable for a large volume of business. Prices are well held, however, and 10¢ is still about the prevailing figure for best Western creamery; seconds to firsts, 16½@18¢; imitation creamery, 14@16½¢; Western factory, 13½¢ for best grades; rolls, 11@13¢.

The cheese market remains in about the same condition as previously reported. Arrivals are rather freer and the quality is improving right along. Exporters are doing nothing as yet.

Arrivals of eggs are not so large and, with a good demand for the time of year, the market is in pretty good shape. Best Michigan stock, regular packings, 14¢; storage goods, 13@13½¢.

Beans are quiet. Marrows, \$2.50@2.52½; choice medium, \$2.10@2.12½; choice pea, \$2@2.02½.

Bad Season For Strawberries in Gotham.

From the New York Sun.

Rain and cold have played hob with the strawberry crop this season, and this week, when the market for the fruit should be at its best, growers and dealers are bemoaning the fact that not in years has there been so unprofitable a crop. The strawberry season is not only late this year, but the supply is short and the season will be brief.

Jersey berries should be in the market now, but none to speak of have appeared. Most of the fruit now on sale has come from Delaware and Maryland. Florida and far Southern berries, which have been small and none too sweet this year, were exhausted some time ago, and there is practically only the New York, New Jersey and New England crops to look to and the growers report that unless there are many long sunny days immediately in store the supply will be very disappointing. It is not a good year for strawberry growers.

Raising strawberries for distant markets has become so extensive an industry that thousands of folks, rich and poor, from Miami, Fla., as far north as Vermont depend on it for a living. Besides the many growers and the field hands they permanently employ, there are thousands of families in addition who when the berries are ripe turn out, men, women and children together, to pick them and make a profitable harvest.

It is a bit of a gamble for the grower. If strawberries are very abundant it doesn't pay to pick, crate and ship them far; local markets become glutted and then often the fruit is left to rot in the fields. In bad years the cost of picking goes up and consumers don't care to pay big prices for unripe and inferior fruit, so then the grower is squeezed between the upper and the nether millstones. But he manages to make a good thing out of strawberry growing for all that. In fact in many localities strawberries usually prove to be the most profitable crops raised.

Before reckoning the profits of his farm the strawberry grower has four important items of expense to consider arising out of the handling of the crop: First there is the cost of picking, then boxing and crating, express and delivery charges and finally the wholesale salesman's commission. When these have been taken off his receipts he can count the cost of growing and estimate the profits from his crop.

The cost of picking is the principal item and where strawberries are grown extensively it is a problem to secure pickers, for the fruit ripens rapidly and the season is short. That is the chance of the year for the boys and girls in the neighboring cities. Whole families travel miles from home and live for a few weeks in barns and tents provided by the growers, working early and late to make a harvest while the opportunity lasts. The average price for pick-

ing early strawberries is two cents a quart, but as the season advances and the pickers can fill the boxes more quickly the price goes down to a cent and a half and often to a cent a quart.

But the country grower is practically at the mercy of the pickers. His crops can't wait and the demand for field labor is great. He is always fearful of a strike, for to see his pickers march in a body to a competitor's fields would often mean ruin.

The pickers are paid by tickets, which are usually redeemed at the end of the week. Frequently as much as \$1,000 is then paid out to the pickers in a single field. An overseer superintends their work, rejecting berries that are dirty or under or over-ripe, and seeing that the pickers do not handle the berries, but pick them by pinching off the stem. As fast as the boxes are filled they are packed in crates, holding twenty-four boxes, nailed down, and late in the afternoon the crates are hustled by wagon to the nearest freight depot to be sent away in refrigerator express cars in time for the next morning's market.

Boxing and crating the fruit after it is picked costs the grower about one cent a quart, and he must have a full supply of boxes and crates ready by the time the picking begins or he will have to pay much more for them. Next in importance in his expense bill are the express charges. In the larger strawberry growing districts these are usually fixed in advance by agreement between the railway companies and the fruit growers' associations.

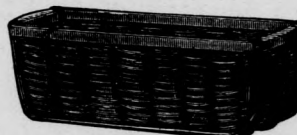
Finally, the grower has to pay the market salesman's commission which is usually 10 per cent. of the selling price. Picking, crating, express charges and commissions will usually bring his handling expenses up to five cents a quart; consequently when strawberries retail in the cities at ten cents a quart or less there is little profit left for the grower.

It is the growers of the very early berries who, despite long-distance freight charges, make the most money. The strawberry season in New York practically stretches from the end of January to late in July for those who can afford to pay well, but the rush time lasts only for a very few weeks.

It is on now and the markets on the lower West Side are the scenes of wild stampedes in the early morning, when the wholesale merchants are hustling to supply customers in distant parts of the town or the suburbs, reached by early trains and steamboats.

If it is true that the clothes make the man, some men ought to change their clothes.

Balloo Baskets Are Best



Is conceded. Uncle Sam knows it and uses them by the thousand.

We make all kinds.

Market Baskets, Bushel Baskets, Bamboo Delivery Baskets, Splint Delivery Baskets, Clothes Baskets, Potato Baskets, Coal Baskets, Lunch Baskets, Display Baskets, Waste Baskets, Meat Baskets, Laundry Baskets, Baker Baskets, Truck Baskets.

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GOLD MEDAL, PARIS, 1900

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COCOS AND CHOCOLATES



TRADE-MARK.

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

Under the decisions of the U. S. Courts no other chocolate or cocoa is entitled to be labelled or sold as "Baker's Chocolate" or "Baker's Cocoa."

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

In writing your order specify Walter Baker & Co.'s goods. If other goods are substituted please let us know.

WALTER BAKER & CO. Limited,
DORCHESTER, MASS.

Established 1780.

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

Delivery Wagons
Chocolate Coolers
Ice Cream and
Store Refrigerators

Write for prices.

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Are you not in need of

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We make them.

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L. O. SNEDECOR Egg Receiver

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REFERENCE—NEW YORK NATIONAL EXCHANGE BANK, NEW YORK

Start in with us now.

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

All sales case count.

Woman's World

Educated Woman the Preferred Risk in Matrimony.

A Chicago professor, in lecturing to his class the other day, is reported to have warned his students against falling in love with ladies of literary tendencies and to have wound up his fervent admonitions by saying, "Heaven help the man who marries a college-bred woman!" Whether the professor spoke from theory or experience is not stated. He may suffer from dyspepsia as the result of marrying a wife who is long on the classics but short on cookery or he may merely be one of those benighted and prejudiced individuals whose imaginations conjure up bogys whenever you mention woman and education in the same day.

In any event the subject is one of great interest to everyone. Many of us have daughters for whom we are making sacrifices to educate, under the belief that we are thereby adding to the sweetness and light of life. If, instead of this, we are disqualifying the girl as a matrimonial partner and laying up misery for the man who marries her, we want to know it in time to snatch her away from school and prevent the catastrophe. No one can deny that there is altogether too much domestic discord in the world, but it is a brand new idea that it is the result of the wife having too much sense. Most of us had thought that it was the lack of sense and not the preponderance of it that led silly women into ways that end in the divorce court.

Nothing has died a harder or more lingering death than the old theory that ignorance is bliss, so far as women are concerned. We feel that it is our duty to prepare a boy for the battle of existence by arming him with knowledge of all the temptations of life. We think the best way to safeguard a girl's innocence is by keeping her in absolute ignorance of the dangers she is to meet. We teach our boys how to earn money and protect their property, but our idea of kindness to a woman is to keep her in such ignorance of all the practical affairs of life that she is the victim of anybody unscrupulous enough to take advantage of her lack of knowledge of business. It is woman's ignorance that spells continual disaster for herself and other people, but we continue to hold to the cherished belief that it is for her happiness and good not to know things. Yet it was woman who earliest craved knowledge, and risked all to gain it. It was Eve and not Adam who took the first bite of the apple.

So far as a college education for girls is concerned, it seems to me that it admits of precisely the same arguments, pro and con, that the question of a college education for boys does. If I had a son I should be guided in the matter entirely by the boy's talents, and what he proposed to make of himself. If he was naturally studious and desired to be a doctor or a preacher or a lawyer or follow a profession, I should certainly send him to the very best university I could afford. If he was going to be a business man, just as soon as he was through the high school I should put him in a store or office where in the next four or five precious years he would be grounded in commercial knowledge, instead of football, and learn the vital details of business instead of a college yell. The college-bred man who begins business life at 25 does not overtake the

boy who began it at 15 once in a million times in the commercial race for dollars and success.

If I had a daughter I should let her looks decide the college question for her. If she was ugly and unattractive I would move heaven and earth to give her something to offset her lack of beauty, and at least provide her with a way of making a living for herself. If she was a dimpled darling, with rose-leaf skin and melting blue eyes, I would know that matrimony and not higher mathematics was her predestined career.

In considering this question, it is well to bear in mind that to be highly educated—and for the dreadful fact to be known—is about the heaviest handicap a girl can have if she wants to marry. There are several reasons for this. One is that in this country our young men are seldom highly educated. They go to work and not to school, and that produces a curious condition of affairs that the college-bred woman has to face. The man who can support her can not entertain her, and the man who can entertain her can not support her. Nor does the average business man de-

sire to marry the college-bred girl. He wants a jolly girl, whose tastes are in the same key as his own, whose grammar does not put his own to reproach and who prefers "Floradora" and the "Runaway Girl" to "Tannhauser" and symphony concerts.

Nor is the college-bred girl a red-hot favorite as a wife with the college-bred man. Half the extremely clever men you know are married to women who have hardly enough sense to come in out of the rain, and so generally is this the case that it is almost an axiom that the more intellectual the man, the sillier the wife he picks out. There are exceptions to all rules, but if mothers and fathers are bent on keeping their daughters hanging on the parent stem they can come pretty near guaranteeing the result by having the girls take a college course. The reputation for being learned is still a reproach a woman has to live down, and so far as blighting her matrimonial prospects is concerned, it is worse than a scandal.

There is also another, and a pathetic phase, to the question of a college education for girls. If the college-bred

woman marries a man who has spent all his life in business and who has not had the opportunity for the wide culture she has, she must always be to a large extent lonely. She has thoughts he can not follow, her mind browses in pastures he can not enter, life means things to her it can never mean to him. No matter how good and kind he is, or how fond she is of him, there is always just that lack. She goes through life intellectually starved, and she knows that it would be better and happier for them both if they were on the same plane.

Do not think, though, that I am opposed to college education for women. Far from it. It may be a good thing for a pretty girl. For an ugly one it is an absolute necessity. It undoubtedly lessens a girl's chances of getting married, but if she does find a man with sense and courage enough to escort her to the altar, I am convinced that she is better fitted to make him a good wife than the girl whose mind and character have not been disciplined by thought and study. If I were a girl—and heaven had blessed me with a passable nose and a good complexion and a knowledge

The President of the United States of America,

To

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

GREETING:

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

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

ENOCH MORGAN'S SONS COMPANY,

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

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

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

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

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

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

[SEAL]

ROWLAND COX,
Complainant's Solicitor.

[SIGNED]

S. D. OLIPHANT,
Clerk

of how to dance the two-step—I should not go to college, because I would prefer a husband to a diploma, but if I were a man I should choose the college-bred woman for a wife every time. That sounds contradictory, but it is the two points of view of the question.

Other things being equal, I should take the chances on the educated woman being a better housekeeper and manager. If the lack of knowledge of books predicated a knowledge of domestic affairs there would be some reason to make a mad rush for adde-pated girls who have never read anything but the Duchess, and who think Marie Corelli just too sweet, but it does not. Some of the worst housekeepers I have ever known were women who were just as ignorant of cooking as they were of Sanskrit, and could no more add up the butcher's bill than they could do a problem in geometry. It is ignorance in every line that is at the bottom of failure. The woman who understands chemistry is not going to accept the luck theory about bread-turning out light or heavy. The woman who has mastered the science of mathematics is going to know enough to grapple with the household expense account, and after she has studied the germ theory she is not going to let her family be poisoned by defective drainage and bad water.

Another great advantage of the educated woman as a wife is that she would be apt to be reasonable. To me the only absolutely hopeless people are those who are so narrow and so prejudiced they can never see any other side of a question but their own. This is the peculiar province of ignorance. That sort of a woman's town, although it is only Squeedunk Corners, is the biggest place on earth. Her religion is the only true faith. Her political party is the only one that can save the country. Her ways are the only proper ways, and to try to change her is like beating yourself up against a stone wall. The only way to keep believing Squeedunk the metropolis of the world is never to leave it. The educated woman has broken down the barriers that shut her up in Squeedunk and has found how big and wide and beautiful this great world is, and all her views are as liberal and broad as the horizon her eye scans.

In marrying a highly educated woman, I should also feel that I had thrown out an anchor to the windward, and had come as near as a man may to taking out an accident policy against those evil days of matrimony that are sure to come when the pink flush of youth and beauty is dead on a woman's cheek, and the gold in her hair has turned to ashes. Too many women then degenerate into shabby and slovenly housewives, with no care for their persons, no resource but gossip with their neighbors, no interest in life but gadding about the shops hunting bargains and quarreling with their servants. The educated woman who keeps in touch with the thought of the day can never really grow old and can never be less interesting. If it was the beauty of her mind and soul that charmed a man in the first place, he may count on all succeeding years but adding to the riches and delights of her companionship.

In spite of the professor's warning, the educated woman is the preferred risk in matrimony, and she is to be commended to the young man about to invest in a wife.

Dorothy Dix.

Clothes For Our Thoughts.

One of the problems which every mother who aspires to do her duty by her children must face is the matter of providing them with a suitable vocabulary. We do not give the subject the importance it demands, but it is eternally true that now, as well as in the scriptural days, we may say of a man or a woman, "Thy speech betrayeth thee." By their language we judge strangers.

If they choose their words with an intuitive appropriateness and a nice discrimination, and have a wide use of flexible English, we set them down at once as cultured and refined. If they halt and stumble and are poverty stricken in expression, so that they use the same word over and over again, we come to the conclusion that they are ignorant. If they use coarse and vulgar expressions, we know that they are holding up a mirror in which we see the reflection of their sordid soul. Many a one of us who have been admiring a finely garbed person, whom we supposed to be a lady or a gentleman received the intimation of our mistake when they first spoke. The eye could be deceived, the ear could not. We recognized the jackdaw's voice even although he had borrowed the plumage of the nightingale.

In the acquiring of a vocabulary we need both quantity and quality. It is astonishing how few words the average person possesses, and still more amazing that any of us should be content to be continually hard up for the proper words in which to convey our thoughts to others. No man would undertake to be a carpenter with only one saw and a hammer. No merchant would try to run a store with half a dozen pieces of goods. He wants variety. He must have the proper tools with which to do his work, yet he will make one or two words pack-horses on which he saddles all sorts of meanings they were never intended to convey.

Women are just as great offenders, and make up in frequency of repetition what they lack in variety. It is a common thing to hear one say that Niagara is "perfectly grand," and she had a "perfectly grand time" at the ball, and the pie at dinner was "just grand," and her new dress fits just "something grand," and really what she thinks grand means is a grand mystery to the listener. Longfellow once advised Mary Anderson to memorize a verse of poetry every day in order to add beautiful words to her vocabulary, and the suggestion could be carried out with profit by every young woman in the land.

Perhaps the greatest drawback to the use of beauty and elegance of language is the use of slang. It is the insidious temptation by which we are beset on every side. It creeps on us unawares, and most of us not only wage a losing warfare on it in our own speech, but in that of our children. The writer of this, a few days ago, was privileged to meet a most charming and elegant gentlewoman, whose own English was so pure it was a delight to the ear, and who had successfully combatted the slang habit in her children. Asked how she had done it, she replied that she had always taught her children to regard their language as the clothes of their thoughts.

"Do we expect a sweet, refined person to be clad in coarse, filthy raiment?" she said she would ask them. Certainly not. We naturally expect a real lady to choose pure, clean, dainty

attire. Delicate, fine fabrics are the choice of cultured minds. Then the daintiest, choicest words in all the vocabulary should naturally be chosen to clothe the thoughts of a pure, God-given soul. Is it not beneath the taste, the principle, the judgment, the desire of a refined lady or gentleman to clothe their thoughts in the same garb that would be chosen by vulgar street ruffians or uneducated people?

"Choose ye this day whom ye will follow, the God of purity, wisdom, refinement, or the heathen gods of coarseness and vulgarity and ignorance."

Cora Stowell.

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.

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Importer and Jobber of Polished Plate, Window and Ornamental

Glass

Paint, Oil, White Lead, Varnishes and Brushes

GRAND RAPIDS, MICH.

W. FRENCH,

Resident Manager.



You will see this seal on the ends of each package of biscuit and wafers that is fully protected against dampness, dust and disease. It is the sign of the In-er-seal Patent Package.

NATIONAL BISCUIT COMPANY

Window Dressing

Putting One Price Only on the Article Displayed.

A very successful merchant, whose modern, up-to-date methods have revolutionized the business methods of other merchants in his town, said recently: "I never make comparisons, either in my advertisements or on my window cards. I put one price (the selling price) on the article and depend upon the intelligence of my customers to discover that the values I offer are the best offered in town. People have been fooled so often by comparisons of values, and the comparisons have so little meaning, that such methods have become too cheap for a really modern house." There is a suggestion in this for the card writer. Drawing a red line through a price on a card and placing a new price beneath it attracts little attention unless the house has a reputation for doing exactly what it says, and even then the confidence felt by people in the statements of the house makes any such style of window card unnecessary. This style of window card has become characteristic of cheap houses and cheap methods, and it is well for the high-class house to avoid it. If it is desired to introduce a comparison of values, put plain price tickets on every article in the window and a single large card in the window which says something like this:

"Yesterday these cost you—; to-day they cost you—. Why the reduction? Our clerks will tell you." Or another: "These cost—. You can examine, compare with offerings elsewhere and draw upon your own conclusions."

Such cards appeal to the intelligence of sensible people and are far more convincing than elaborate statements of the kind that fakirs find necessary. The card with the red line drawn through the old figures should be retired as a chestnut when it has become customary in a town. It is as useless as a fly-specked card announcing that a certain line of goods has just been opened up. The card tells one story and the fly-specks tell another, and between the two a reputation for veracity is hard to maintain.

A wise man, in erecting a store building, is always careful to get the opinions and ideas of experts on the different parts of it, so that it may be erected in the manner best suited to the needs and conveniences of those occupying it. Nevertheless, many merchants, in designing a store, never think of getting the ideas of their trimmers on the construction of the windows. This is a serious mistake if the trimmer is a man of intelligence and experience. His opinion on the desirable and proper construction of the windows should be asked and should be submitted to the architects of the building. Much future trouble and expense will be saved if this is done.

* * *

It may seem to some of our readers that many of our explanations and suggestions partake rather of the elements of the art of window trimming than of the more advanced branches, and that we might spare them some of the suggestions that are so obvious and familiar to the trimmer of experience. It must be borne in mind, however, that we are aiming to help the beginner or the inexperienced trimmer rather than the man of long experience. The experienced trimmer has his own ways of do-

ing his work and he is familiar with many methods too intricate and elaborate for the ordinary clerk in the small town who has not the appliances or the occasion to put in elaborate effects, and therefore we try to suggest effects that will be easy of execution and that will commend themselves by their simplicity and their ready adaptability to many purposes. The chief value of window designs and helps are their suggestiveness, and undoubtedly many of our readers, by reading these suggestions, are reminded of many things that they can do that otherwise would not have occurred to them. That is what we desire—to stimulate the minds of our readers rather than to give them tasks to copy.—Apparel Gazette.

Sell the Goods You Display.

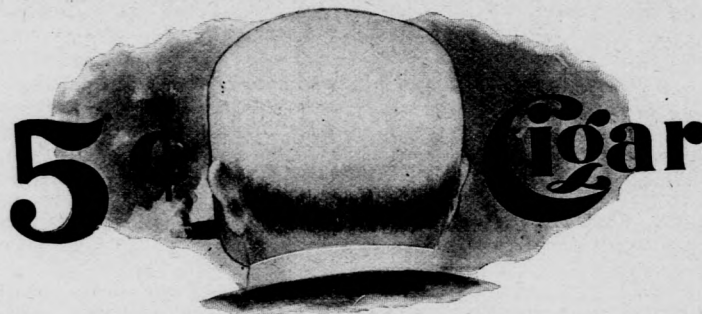
While no reputable merchant will be guilty of displaying one class of goods with a price mark attached, and selling another grade of goods to customers when they make their purchase, there are some merchants who occasionally resort to this practice, and it is one which can not be condemned too severely. It means a loss of trade and prestige that advertising and other methods of building up a retail business can not overcome. It is on a par with the plan adopted by some department store managers of advertising goods they have not, to attract a crowd to the store, and then telling those who call that they have just sold the last of the advertised article. It belongs to that department of business management which for want of a better name can be classed as "faking" the public.

Recently one of the large department stores in Minneapolis advertised collars at 1 cent each. This advertisement was inserted in the daily papers, and one large window was given over to the display of a nice line of collars marked "1 cent each for this day only." Upon going to the collar counter, however, the customer was shown a pile of soiled remnants, evidently the left over stock of some laundry. These collars were badly frayed in many cases, and those that were not frayed were stamped in indelible ink with the name of the person who had left them at the laundry and had neglected to call for them. They should never have been offered for sale in any reputable store, but the department store manager had the "gall" to advertise them and had attracted crowds by the window display and otherwise. There was not a new collar in the lot. This "scheme" probably injured the department store to a greater extent than it did anyone else, for those who were so foolish as to call at the counter were disgusted, and left the store without making purchases in any line.

Sometimes one of these "smart" retailers who does not run a department store comes to the conclusion he can defraud the public in the same way. He places a good line of goods in the window and marks a price on them. The consumer comes in and asks if the goods are all right, and is told they are. While the consumer is busily engaged in conversation or otherwise an entirely different brand of goods is wrapped up and given to him. The indignation of the customer upon his return home is at a white heat, and involuntarily he vows he will never purchase another thing at that store. This is the way it works in nine cases out of ten, and it proves a positive detriment to the retailer. If you can not advertise genuine bargains in your window displays, Mr. Retailer, do not attempt any of this fraudulent advertising, no matter if you are inclined to be dishonest in other things. It will be a boomerang that will reduce your custom and cause you more loss in the end than it will the gullible person who is taken in by your lack of honest business methods.—Commercial Bulletin.

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

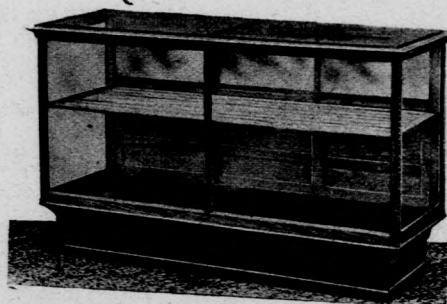
5c Cigar

Trade Supplied By:

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

Grand Rapids Fixtures Co.

A
new
elegant
design
in
a
combination
Cigar
Case



Shipped
knocked
down.
Takes
first
class
freight
rate.

No. 64 Cigar Case. Also made with Metal Legs.

Our New Catalogue shows ten other styles of Cigar Cases at prices to suit any pocketbook.

Corner Bartlett and South Ionia Streets, Grand Rapids, Mich.

A CHILD'S SACRIFICE.

Its Reward By a Kind Hearted Store-keeper.
Written for the Tradesman.

A bitter wind blew across the level prairie with a steady onward sweep, while the tall, dead blue-joint grass bent submissively before it. The barren corn fields, shorn of their meager crops, rustled and wriggled in its grasp. Great tumbleweeds loosened their hold upon Mother Earth and with undignified haste bowled before it as if in a vain attempt to escape the chilly breath. Cattle grazing in the open stood with heads lowered and tails to the wind. The great level expanse had assumed the dead brown of winter. Look in whatever direction one might, the eye met only the dreary earth, with here and there a house and its attendant windmill. Further vision saw only the rim of the distant horizon, while neither tree nor hill relieved the monotony of the prospect. The houses were poor affairs and bespoke the condition of their owners. Poverty was evident upon every hand.

Along a road stretching with straight directness before her, a child, with a basket of eggs on her arm, was patiently struggling against the wind. She was having a sorry time of it, for the wind whisked her short and scanty skirts and every few steps she had to turn and stand with her back to it to rest and catch her breath. Her thoughts were evidently pleasant, despite the fierce and biting wind, for a bright smile lighted up her little face.

The road which lay before her ended a mile or more away in a little group of low frame houses. This settlement was known as the town of Goram.

The proprietor of Goram's one mercantile emporium sat at his desk near the window looking out. His eyes absently followed the speeding tumbleweeds which, being no respecters of locality, coursed gaily down the village street. The store was empty of customers, not even the usual loafers having ventured to face the piercing wind. His clerk, a tall, rawboned young fellow, whose loud plaid summer suit and sky blue necktie seemed grievously out of season, was busily engaged in making the grocery shelves look full by moving the canned goods to the front edges. He whistled discordantly as he worked, until his employer turned impatiently in his direction and commanded him to stop. Not being allowed to whistle, the clerk worked off his superfluous wind by talking:

"I reckon we ain't a-goin' to have snow for Christmas?" he began, making an interrogative of his statement.

His employer, not fully recovered from the aggravating whistle and no doubt feeling blue from the lack of business, replied sharply:

"How in blazes should I know, you jackass! Between your infernal whistle and your everlasting jaw you are enough to drive a man wild!"

Seeing that his employer was thoroughly out of patience, the lanky clerk made no retort, but proceeded industriously to complete his task, until he was interrupted by the entrance of a little girl. The storekeeper, telling him to go on with his work, went forward to attend to the wants of the child. Taking the basket from her arm he placed it upon the counter, exclaiming:

"Why, Maggie, have you walked all the way to town in this piercing wind? You poor child! You must be almost

frozen. Come back to the stove and get warm."

The child, who was not more than 12 years of age, was not only numb with the cold, but almost exhausted from her long walk against the wind, and the kindly tone in the storekeeper's voice brought the tears to her eyes. Seeing this he took her by the hand and gently led her to a chair near the stove, where a great fire was roaring. Leaving her in its cheerful radiation he directed his clerk to hitch a horse to the light wagon and be ready to take the child home. He then took her basket and counted out the four dozen eggs which it contained.

The sturdy little damsel who could undertake a two mile walk on such a day was not one to be easily overcome and the grateful warmth of the blazing fire soon brought her back to her natural self, and she asked the storekeeper, in a most businesslike way, how much he was paying for fresh eggs.

"Twelve and a half cents to-day, Maggie," he replied. "The cold weather has stopped the hens from laying and eggs are not so plentiful."

"I'm so glad," the girl replied, "as I did want fifty cents, an' the four dozen will just make that. Mother said I could buy some Christmas things with the money I got for the eggs. She said I was to buy three presents—one for each of my little brothers an' one for m'self. I'm not going to do that, though," she continued; "it wouldn't be much fun to buy my own present, so I'm goin' to spend it all on Will and Theo. I heard them a-talkin' about Santa Claus the other day an' tellin' each other what they wanted him to bring them. Will, he's the youngest, you know, he said that a mouth-harp, with nickel sides on it, like he'd seen in your store, was just what he hoped he'd get, an' Theo said what he wanted was a knife. Do you think the fifty cents will buy all that?"

The storekeeper smiled at the little maid's interpretation of "all that," while the note of anxiety which it conveyed went straight to his heart. The beautiful spirit of self-sacrifice which the child innocently showed carried him back to the time when he was a boy and his own sister had made sacrifices for him. He remembered how poorly he had oftentimes repaid her and he wondered if the brothers of this poor little country girl would realize the nobility of her act. The love which prompted her to face the raging wind so that her brothers might not be disappointed on the following morning appealed to him strongly. The child left her seat by the stove and from the tray of 25 cents goods in the show case selected a knife and a mouth-harp after much careful deliberation. With a pleased and happy face she received the package containing her purchases and tucked it carefully into the pocket of her coarse plaid frock. She then spent some time in looking over the cheap trinkets in the show cases, which to her uncultured fancy were veritable treasure houses.

The storekeeper took this opportunity to put a child's set of pretty china dishes into the basket in which the eggs had been brought. The clerk now appeared with the wagon and in his charge the little girl and her basket were placed, the clerk being instructed to deliver the basket into the child's mother's hands.

When the glad Christmas Day dawned upon that lonely, wind-swept Nebraska farm it saw three very happy children. The costliest treasures would not have been more precious to them than the simple trifles which they received. The little girl's delight over her dishes was a thing that was good to see. I think, too, that a certain storekeeper, simple although his good deed had been, awoke that morning with a lighter heart than he had had for many a day.

Mac Allan.

IF

YOU ORDER a case and it is unsatisfactory in ANY RESPECT it is ours. You take absolutely no chances (neither do we, as it never comes back). It is a pleasure, too, to sell it because it makes you money. It's pleasant to drink it because it is good.

Olney & Judson Grocer Co.

Roasters

BOSTON BREAKFAST BLENDED COFFEE

Grand Rapids, Michigan

=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



NOW

is the time to order fireworks and candy for the

Fourth of July

We have peace and prosperity and everybody is going to celebrate.

The Putnam Candy Co.

Grand Rapids, Michigan

Clerks' Corner.

Men's Best-Laid Plans Oft Fail to Materialize.

Written for the Tradesman.

It is hard to tell who thought of it first. Ringely was known to be long-headed and "sot" as a mule when his mind was made up, but even a mind-reader couldn't tell what he was thinking about. The only outward sign he ever made was some months before when John Brackett did an unusual bit of smartness that tickled the old man mightily, but to all intents and purposes that was the last of it. From time to time he had spells of gazing intently at his clerk, but that was a way of his with everybody and on that account it didn't amount to anything.

So far as John himself was concerned, a look or a word never betrayed him and the two went on with their work day after day with the same thought in their minds and wondering what the other would say about it. He had been clerking for Ringely almost three years and each knew pretty well the ins and the outs of the other. At first the grocer was inclined to consider the boy as one of many—to receive orders and execute them—but after awhile he found more in the fellow than he supposed was there. About the same time John began to believe that he didn't want to work for a better man and when once that state of things exists in two men's minds in regard to each other they can not help showing it, and, what is better, they do not want to help it. So John got used to having Ringely give him occasionally an extra fine cigar and the storekeeper every once in a while was pleasantly surprised with a kind remembrance from his appreciative clerk. This led to a still closer intimacy and after the new buggy was bought it was no unusual sight to see employer and clerk on a Sunday afternoon riding about the country and having as good a time—better they both thought—as it the one had been a good many years younger or the other just as many years older.

It was on one of these buggy rides that soul seemed to trust to soul a suggestion of what it was thinking about. The day had been an unusually fine one for an unusually fine October. There had been a plentiful supply of rain the preceding summer and when the work for the year in the plant world was done the leaves took advantage of it and gave to the autumn landscape a glory not often seen. The road down the valley to Mill River was a favorite one with Ringely and that Sunday afternoon the horse of his own accord turned into it as the pleasure-seekers left the village. A short stretch of woods lay between the edge of the town and the hill top and when they emerged from the trees there lay the valley spread out like a panorama before them. It was the ordinary New England landscape and therefore beautiful.

"Always and always, night and morn,
Woods upon woods, with fields of corn
Lying between them."

and the river winding away—not hurriedly—to the south.

John was driving, and he, knowing how Ringely liked the view, stopped the horse to let the storekeeper admire it. There was a long silence and then Ringely broke it by saying, as he knocked the ashes from his cigar: "There's nothing finer. Helen and I are never weary of looking at it and when she is at home hardly a day, and never

a week, passes that we do not come and admire it. I wish she were here now. She remembers it, though, and in her last letter she told me to come without fail to look at it and tell her if it is finer than it was a certain day that both of us like to remember. I shall be glad when her course is finished—I want her at home with us. College is all right, but it will be better when it's over with and the girl is at home where she belongs."

"That's what I say!"

"Well, two years are over and the other two will soon follow them and then my wife and I will begin to live once more. Then we'll see."

The reins tightened and the carriage followed the windings of the river under a canopy of autumn colored leaves and the young man kept thinking and whistling. "Then we'll see!" Ringely smoked and looked aslant at the young fellow beside him, wondering if there could be anything in that explosive "That's what I say!"

Well, the days went by and the only things noticeable were a greater reserve between the two and the almost tenderness with which the clerk handled a letter which always came to his employer on Tuesday mornings with the Wellesley postmark on it. At the holidays there was a photograph and John wanted to see it, and, looking at it, he "wished he could have one like it and wondered if he couldn't;" and when New Year's found him with one in his hand—Ringely gave it to him—he was the happiest boy on the continent. He came around in the evening to talk about it and Wellesley, and to look at the photographs of the buildings and hear about the young woman student life that was lived there; and the talk ended with a New Year's smoke in the den.

When the cigars were lighted John took from his pocket a ring set with an opal. "I've an idea of having the stone taken out and put into a scarf pin. Do you think it would pay?" He passed the jewel over to the storekeeper, who took it and with a "My, yes!" looked admiringly at the playing colors.

"Where did you get it, John?"

"Lucy Williams has been wearing it; but I told her I wanted it. The ring isn't any good now and I'll have a pin made out of the opal."

That was all; but there was a long silence until the cigars were gone, and then the young fellow went away taking with him as a New Year's present a box of the storekeeper's choicest Havanas. A fortnight later this was the Tuesday morning letter from Wellesley:

Wellesley, Mass.

"Dear Daddy—What in the world does John Brackett want to write to me for? Who is he anyway? For more than six months I have had him for breakfast, luncheon and dinner. If you want him to write to me I am willing on your account, of course, but I am afraid he will not find me an interesting correspondent. Tot."

Sunday afternoon.

Ringely read the note with a broad grin and put it into his pocket. He looked so happy that John couldn't refrain from asking if he had had good news. For reply his employer tossed him the letter. For the next five minutes there were two men in the Blakely store that walked on air. That night they walked home together and when the Ringely gate was reached the clerk was induced to go in to dinner. After dinner they had business at the store and they did it there, smoking, each

hugging his own knees and both, with tongues at last unloosed, talking extravagantly, as men will when under excitement, the names "Helen" and "Tot" falling without reserve from earnest lips. It was late when the business was satisfactorily transacted, and it was noticed that the old hand rested contentedly on the young arm and that a young hand was placed above the old one as they walked away.

Winter lingered in the lap of spring. June came at last and with it the college commencements, chief among them being Wellesley. For some reason Ringely was eager to go and greatly to Mrs. Ringely's wonderment John Brackett wanted to go too and nothing but her emphatic "No!" could put a stop to the foolishness. "What under the shining sun, Josh Ringely, are you thinking of, wanting to take that fellow with you to Wellesley, of all times in the world, when Helen couldn't entertain him if she wanted to? Oh, don't tell me! I know all about it. He's a nice young man and he's smart and he's clean and wholesome; but he's conceited enough for any ten men, young or old, and he's selfish enough for any twenty you can pick out, and he's so stingy—you call it 'saving'—that he'd lose a leg rather than pay a doctor for curing it. No, I ain't going to commencement, nor you either, and, as far as John Brackett and Helen are concerned, if he knows what's good for himself he'll keep his distance. You keep still and let her manage that."

The "boys" didn't go to commencement. A week later the "girl" came home, "looking as bright as the dawn," and filling the old home with a sweetness that neither father nor mother dreamed she possessed. John was on hand early, and was early taken in

hand, and so early saw that there wasn't any hope for him, and he had the good sense to know why. He came to dinner and he played tennis and he went to church with them; but there he stopped. There was a great gulf between them and he didn't try to pass it. In August he understood. A young doctor found Boston too hot for comfort and came to enjoy the green fields of Blakely. Helen "happened" to hear of his coming and thought it would be pleasant to entertain him, so he went there. He had a lengthy interview with the girl's father and that fixed matters so that he spent his vacation there. The next morning storekeeper and clerk were alone for a few minutes together and Ringely was heard to say:

"It's no use, John. You and I were all right, but somehow we didn't take the girl into account, and there's where we fell down. It only shows that Bobbie knew what he was talking about when he said:

"The best laid plans o' mice and men
Gang aft agley."

and all we have to do is to make the best of it." Richard Malcolm Strong.

Aluminum Money

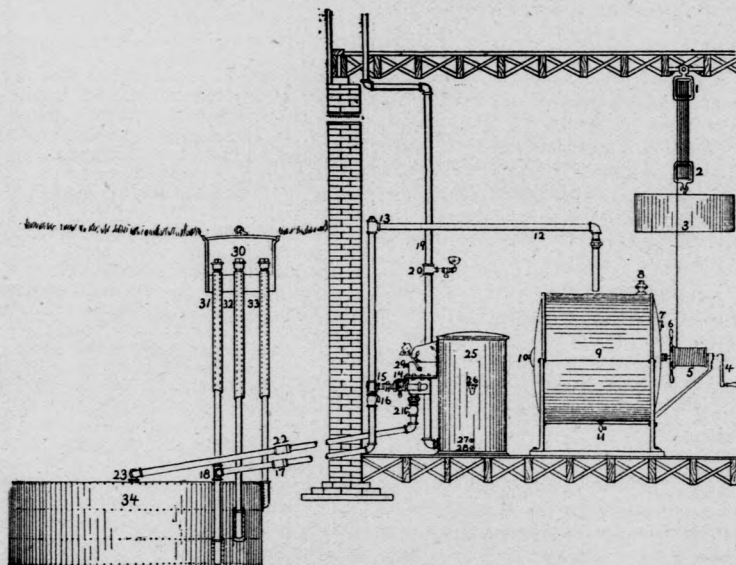
Will Increase Your Business.



Cheap and Effective.
Send for samples and prices.

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

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.

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.

Membership Now Reaches a Hundred and a Quarter.

Grand Rapids, June 3.—At the regular meeting of Grand Rapids Council, No. 131, U. C. T., last Saturday evening, some more interesting work was done—interesting to the members who were in attendance—and there are a large number of them, too—boys, you should all come, as you will miss a great deal by not attending the meetings—and interesting to the officers and members to see the Council growing so rapidly, as it bids fair to be the largest in the State by the close of the present year. H. Fred DeGraff, representing Foote & Jenks, Jackson, and John D. Martin, representing Hirth, Krause & Co., Grand Rapids, were taken within the folds, and M. G. Bowen, representing Clark-Jewell-Wells Co., Grand Rapids, who resides in Traverse City, was given the obligation during the week, as it is not possible for him to be in Grand Rapids Saturday night. H. C. Hatch, having removed from the city, has been given a transfer card to Kansas City Council, No. 10, thus making the membership of Grand Rapids Council at the close of the meeting Saturday evening 125.

A committee, consisting of Franklin Pierce, W. S. Burns and C. P. Reynolds, was appointed to make arrangements for a fraternity picnic at Reed's Lake Saturday, June 20. L. F. Baker and F. H. Simmons were appointed captains to organize two base ball teams to play a matched game at the picnic. In the future, when inviting either brothers Baker or Simmons, please do not forget to address them by their rank—Captain. It is the intention to have ball games and picnics during the summer months. It is requested that all interested in the ball games will meet Saturday afternoon at 2:30 for practice, out on South Division street at the end of the street car tracks.

All members having hats which they were to wear to Kalamazoo in their possession that are not paid for will please report for them to Secretary L. F. Baker; and those who have badges not returned, report to Past Counselor J. G. Kolb, as the Committee having them in charge want them all reported on by July 1.

In sympathy with our brother, Henry J. Heystek, for the loss by death of his beloved wife, the following resolutions were adopted:

Whereas—In view of the loss our brother and associate, Henry J. Heystek, has sustained by the death of his beloved wife and of the still heavier loss sustained by the motherless children who were nearest and dearest to her; therefore be it

Resolved—That it is but a just tribute to the memory of the departed to say that, in regretting her removal from our midst, we mourn for one who was in every way worthy of our respect and regard.

Resolved—That we sincerely condole with the family of the deceased on the dispensation with which it has pleased Divine Providence to afflict them and we commend them for consolation to Him who orders all things for the best and whose chastisements are meant in mercy.

Resolved—That this heartfelt testimonial of our sympathy and sorrow be forwarded to the family of our brother, published in the Michigan Tradesman and spread upon our records.

Some little errors were made in making out the list of those who attended the Grand Council meeting in Kalamazoo. We mean those who were accompanied by their wives and those who were not. Ye scribe tried to get it as near right as possible and had to make the list out almost entirely by memory, so please overlook the mistakes and we will try not to have them occur again.

Ja Dee.

Gripsack Brigade.

M. H. Van Horn, who for some time has represented the Clark-Rutka-Weaver Co., will hereafter devote his energies to the interests of the Grand Rapids Supply Co.

Samuel T. Goldberg, traveling representative for the Lilies Cigar Co., of Kalamazoo, was married Monday to Miss Sylvia H. Goodman, of Chicago. After an extended Eastern trip Mr. and Mrs. Goldberg will reside in Kalamazoo, at 512 South Park street.

Alfred D. Otis, Jr., who has made an excellent record as Southern Michigan representative for the Cappon & Bertsch Leather Co., will be married June 19 to Miss Jennie Belle Gitchell. The ceremony will be held at the home of the bride's parents, 171 Clinton street.

Pewamo News: G. F. Faude, the Ionia cigar manufacturer, went down to Muir the other day, and when he went back home he took with him two nice grass pike, which he swears by the "long horned spoon" he caught himself. But Frank Tilden, the traveling man, says that Faude bought them of a kid, and that when the deal was made, the kid tossed them to Faude, and that was how the catch was made.

Coopersville Observer: Coopersville is without a hotel and has been without one for nearly two years, yet there is no town of its size in the State where a hotel would pay better than here. Everybody concedes that the town needs a hotel and the traveling men especially are struck with amazement upon learning that there are no hotel conveniences here. Coopersville is patiently waiting for some good hotel man to take advantage of the situation. Where is he?

L. E. Phillips, who was recently assigned Eastern Michigan territory by the Western Shoe Co., has been compelled to spread himself all over the State on account of the serious illness of Mr. Hittle, who was given the western half of the State when Mr. Phillips was transferred to the eastern portion. This explains why Mr. Phillips' calls on some of his trade have been so far apart. Large as he is, and obliging as he would like to be at all times and under all circumstances, he can not be in two places at the same time.

Did You Ever?

Did you ever go to luncheon with a quarter in your jeans, and then find that you were seated by a friend of ample means? Did you note he ordered sparingly, as you were forced to do, then developed generosity and paid the check for two?

Did you feel an obligation then this kindness to repay By inviting him to luncheon on the next succeeding day?

Did he go with you most gladly on your turn to "pay the freight?" Did your heart sink down within you when you noted what he ate?

Did he start with soup and oysters and conclude with demi-tasse?

Did he take in game in season? Did he let no entree pass?

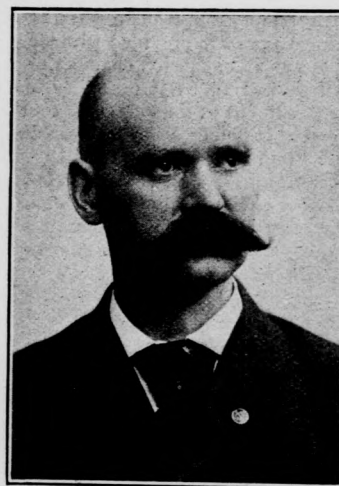
Well, if ever this has happened, why, I beg of you to note You've no reason to feel lonely—there are others in that boat.

A school boy says it is the rule in the hands of his teacher that works both ways.

SUCCESSFUL SALESMEN.

John Cummins, Representing the Olney & Judson Grocer Co.

John Cummins was born in Tyrone county, Ireland, Sept. 29, 1855, being the third in a family of three boys and three girls. His father and mother were both born in Scotland, so that while his antecedents were Scotch, he is Irish by nativity. He attended the excellent schools of his native place until 13 years of age, when he was apprenticed to Henry Witherington, at Carrick McCross, with whom he remained four years, acquiring a thorough knowledge of the hardware and grocery business. At the conclusion of this apprenticeship, he sought and obtained a position in the wholesale tobacconist establishment of W. M. Taylor & Co., of Dublin, with whom he remained one year as clerk in the office. Believing that he was better adapted to the career of a traveling salesman, he obtained a position in the wholesale stationery house of



H. & M. Wood, of Dublin, for whom he traveled in Southern and Western Ireland for two years. Liking the road and believing that he was better fitted for the grocery business than the stationery trade, he obtained employment with the wholesale grocery house of John Smithson & Son, of Dublin, with which house he was identified for five years, covering the same territory as before. At this point in his career, something occurred which changed the whole course of his life. About a year previous to the conclusion of his engagement with Smithson & Son, he met Miss Rachel Frances Coe, a Limerick lady, and the acquaintance soon ripened into friendship and from that into something more enduring. The young lady came to this country with her brother in the early part of 1881 and four weeks later Mr. Cummins sailed on the same ship which she had taken on its previous voyage. He landed in New York City June 1, proceeding immediately to Salamanca, N. Y., where the marriage ceremony was performed on June 7. He had no intention at that time of remaining in this country, but the \$500 he had saved in Ireland soon disappeared while he was seeking employment as a traveling salesman. As he expressed it, he soon spent all the money he had and was compelled to stay in America, whether he wished to do so or not. Being unable to obtain a position as traveling salesman, he took a clerkship in the retail grocery store of Jackson & Fletcher, on Sixth avenue, New York City, with whom he remained six months. He then obtained a more lu-

crative position as manager of the grocery store of Hevenor Bros., at Bradford, Pa., where he remained eight years. It so happened that the Olney & Judson Grocer Co. were looking for a traveling salesman at this time and, in some way, the matter was brought to the attention of Gowans & Stover, soap manufacturers of Buffalo, who lost no time in recommending Mr. Cummins to the consideration of the Grand Rapids house, in consequence of which an engagement was made and relations began which have never terminated. Mr. Cummins started out for the Olney & Judson Grocer Co. Jan. 1, 1890, and for three years covered the Northern territory. For the past eight years, he has covered Central and Southern Michigan, seeing his trade every two weeks.

Mr. Cummins is a member of the Emanuel Presbyterian church, is a Mason as far as the Seventh degree, an Odd Fellow, both subordinate and canton, and is affiliated with the Michigan Knight of the Grip.

Mr. Cummins is the father of three boys and two girls, and the family reside in their own home at 628 Madison avenue.

Mr. Cummins attributes his success solely to hard work, but his associates in the house and on the road insist that persistence and tact have had quite as much to do with it as the proverbial hard work which invariably stands for success. He is a man of strong likes and dislikes, but the former so far outnumber the latter that his list of friends is legion. His word has always been regarded good and his opinion on any subject pertaining to the grocery business can always be taken as standard, due to the fact that he never expresses himself unless he considers himself sufficiently well posted to talk understandingly.

It is again demonstrated that cheap labor is not the most profitable. When a syndicate of capitalists established a number of cotton mills in China it was expected that they would yield handsome returns because Chinese labor was cheap and the cost of operation would be so much less than in the United States or England. Experience has proved this idea to be fallacious. Chinese labor is cheap. Chinese women employed in the mills are contented with 15 cents per pay, but after months of training they are unable to do one-quarter as much work as operatives in this country. It will take, it is said, fully twenty-five years to establish the cotton industry on a satisfactory basis in China, and by the end of that period it is feared that the American manufacturers would still control the situation. Despite Chinese and other competition, Americans to-day practically control the cotton market in China. It is charged that American manufacturers sometimes sell at cost in China to reduce surplus stock at home and this practice demoralizes conditions there, but it is confessed that even legitimate American competition can not be successfully combated.

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.

The Warwick

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

Drugs--Chemicals

Michigan State Board of Pharmacy

	Term expires
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HENRY HELM, Saginaw	Dec. 31, 1902
WIRT P. DOTY, Detroit	Dec. 31, 1903
A. C. SCHUMACHER, Ann Arbor	Dec. 31, 1904
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Examination Sessions.

Star Island, June 17 and 18.
Sault Ste. Marie, August 28 and 29.
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Manipulating the Draught Arm of the Fountain.

It is astonishing how many soda water dispensers believe that it is impossible to shut off the flow of soda water without screwing down the wheel with all the force they can muster. They imagine that by this means they prevent the dripping of the soda water, but no mistake could be greater, for the valve seat, unable to stand such rough usage, becomes injured, and an annoying dripping soon begins that no ordinary measures will suffice to check. For this reason the soda fountain boy should be especially cautioned never to use much force in shutting off the soda water draught arm. If everything is in proper condition a moderate force will suffice to close it completely without any injury to the seat.

While on the subject of draught arms there is another question that must be touched upon, and which is often perplexing to druggists, namely, the proper way of using a double-stream draught arm. All soda water apparatus manufacturers nowadays provide their marble fountains with such draught arms, and yet, curiously enough, one finds a great variety of opinion as to the best means of using the two streams. In fact, a great many druggists are not even aware as to the manner in which the fine stream and the coarse stream are produced, although this is simplicity itself. There are merely two different passages in the draught arm, one of much smaller diameter than the other. The laws of hydraulic pressure do the rest. When the large passage is opened, the soda water, having an ample outlet, comes out in a wide and slow stream. When, however, the wide passage is closed and the narrow one opened, the internal pressure being the same, the soda water issues in a narrow and very rapid stream that churns up the syrup and soda water in the tumbler.

These facts being premised, we are prepared to consider the question as to the best means of utilizing the two streams. By far the commonest practice is to turn on the large stream first in order to rapidly fill the tumbler, and end up by a jet from the fine stream to mix the soda and syrup together and produce a fine head of foam. This plan is of course the most rapid, but it has the disadvantage that it does not in all cases produce a thorough admixture of the syrup and the carbonated water. The syrup being at the bottom of the tumbler and being protected by several inches of soda water, the fine stream, in spite of its velocity, can not penetrate to the bottom of the tumbler with sufficient force to stir up the contents properly.

To obviate this disadvantage, the more careful dispensers resort to an expedient which, while requiring a trifle more time, yields excellent results.

It is to draw the syrup into the tumbler first, and then turn on the fine stream for an instant to stir it up and dilute it a little before the coarse stream is turned on. The coarse stream is then better able to continue the dilution, while the fine stream is turned on again at the end to accomplish the final mixture and produce the foam.

With the wheels that are commonly used on the draught arms, these changes naturally mean quite an appreciable loss of time in drawing a tumbler of soda water, and as a consequence inventors have for many years been trying to devise a double stream draught arm that could be worked by a single valve. Many ingenious devices of the kind have been patented, but the only one that has come into practical use is constructed on much the same principle as the valve used on siphon filling machines. These draught arms, instead of being opened by wheels, are worked by a lever. When the lever is bent to one side a fine stream is produced, and when bent to the other, a coarser one.

On some makes of apparatus the draught arms are provided with what is known as an expansion chamber, to prevent sputtering. Sputtering is one of the great evils at the soda water counter, for the customer who is bespattered with syrup and soda water will be displeased at the least. The expansion chamber obviates this in great measure. The cause of sputtering is the presence of a certain amount of free gas in the soda water—that is to say, of a certain amount of gas not held in solution by the water. This gas, naturally, tends to rise, and when the draught arm is provided with a glass dome, the free gas finds a ready exit into this reservoir, and the sputtering of the soda water is thus diminished to an appreciable extent.

While such devices are very useful in their way, it is far more satisfactory to attack the trouble in its source, and endeavor, as far as possible, to prevent the sputtering by seeing to it that there shall be no free gas in the soda water. The best way to secure this result is to have the soda water thoroughly cold when drawn, for the colder the water the more gas it will hold in solution, and hence the smaller will be the amount of free gas left to cause sputtering.

An obstruction in the draught arm is a frequent cause of sputtering, for any undue agitation tends to separate the gas from the water. A misplaced washer, a sharp bend in the pipes, or the presence of some foreign matter in the cooler or leader pipe, will all tend to agitate the water in its passage and hence to increase the amount of free gas.

Sputtering is likewise induced if the leader pipe and the pipes and coolers of the apparatus have not the same diameter of bore. Whether the stream of liquid flows from a large pipe to a smaller one, or from a small pipe to a larger one, a certain amount of agitation results, ending in the throwing off of a certain amount of free gas.

A not infrequent cause of sputtering is the presence of a pin hole in the pipe attached to the cock of the portable fountain. So long as the water in the fountain covers this pin hole, no effect is seen. As soon, however, as the water sinks below the level of the pin hole, the free gas which has accumulated at the top of the fountain finds a ready passage into the tube, and is thus carried up to the draught arm.

Finally, sputtering will occur whenever a new fountain is attached, and again when the soda water is nearly exhausted. These last cases may, however, be easily guarded against. When a fountain gives its first premonitory gurgle to show that it is almost empty, it should at once be disconnected, and no trouble will arise. Moreover, when a new fountain is turned on, the relief valve on the cooler should be opened for an instant or two, to allow the escape both of the free gas at the top of the fountain tube, and also of any air that may have found its way into the coolers. The careful following of these simple precautions will do away with most of the sputtering at the soda water counter.—Thomas Warwick in Druggists Circular.

The Drug Market.

Opium—Continues to decline under favorable reports from the growing crop.

Morphine—Has been reduced 10c per ounce.

Quinine—German manufacturers have reduced their price to a parity with American.

Chloral Hydrate—Prices in foreign markets have advanced, and the article is very firm here.

Cocoa Butter—Has advanced and is tending higher.

Haarlem Oil—Owing to competition has declined. Prices will be lower after July 1.

Menthol—Is in better supply and has declined.

Salol—Higher prices are probable on account of the Government having changed its ruling on the tariff. Higher prices are looked for.

Cubeb Berries—As reported the Java crop has been destroyed. Holders have advanced their price about 20 per cent.

Prickly-Ash Berries—Are in very small stocks. There is little to be had. Very high prices rule.

Oil Cubebs—Has advanced in sympathy with the berries.

Oil Lemon—Has declined.

Oil Peppermint—Is scarce and higher.

Buchu Leaves—Stocks are very light. For prime green goods higher prices are asked.

Cocoa Leaves—Are in light supply and advancing.

Elecampane Root—Is very scarce and higher.

American Worm Seed—Is very scarce and higher.

Cocaine—On account of scarcity and higher prices for raw material, is advancing.

Spruce Chewing Gum.

Spruce gum, 20 parts.

Chicle, 20 parts.

Sugar, powdered, 60 parts.

Melt the gums separately, mix while hot, and immediately add the sugar, a small portion at a time, kneading it thoroughly on a hot slab. When completely incorporated remove to a cold slab, previously dusted with powdered sugar, roll out at once into sheets and cut into sticks. Any desired flavor or color may be added to or incorporated with the sugar.

Death From Acetic Acid.

A Long Island druggist is reported to have killed a woman by putting strong acetic acid in citrate of magnesia, instead of citric acid syrup. The two bottles were kept "side by side" and looked alike.

Cough Syrup Directions.

The Virginia Medical Semi-Monthly recommends that a person when tempted to cough, should draw a long breath and hold it until it warms and soothes every air cell. The benefit will soon be apparent.

Solution of Irish Moss.

Take of Irish moss 1 ounce, and water enough to make 1 pint. Wash the Irish moss in water, to free from impurities; add one pint of water and boil for five minutes, or heat in a water bath for fifteen minutes, or macerate in cold water for twenty-four hours, with occasional stirring; filter through purified cotton on a muslin strainer, in a hot water funnel. This mucilage, it is claimed, has no more taste than mucilage of gum arabic, and is said to keep better. It can be used with soda syrup, in the proportion of from 2 to 4 ounces to 1 gallon of the syrup.

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HEYSTEK & CANFIELD CO.
Grand Rapids, Mich.

The Michigan Wall Paper Jobbers.

Talk No. 10

HAY FEVER

The time to treat Hay Fever is now, before the season begins. Almost all cases are dependent upon some diseased condition of the nose or throat. Sometimes it is a polypus, sometimes a spur or growth on the septum or turbinate bones. It is often due to a diseased condition of the tissues lining the nose and throat, and if these conditions are removed there is no Hay Fever. Sometimes it is due to a peculiar neurotic condition of the system that can be removed by electrical treatments. During the attacks of Hay Fever Asthma there is nothing works so nicely as static treatments. Let us investigate your case and find the cause.

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.

Fred Brundage

Wholesale Druggist

32 and 34 Western av., Muskegon, Mich.

Fireworks	Order
Fishing Tackle	them with
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Stationery	DRUGS
School Supplies	to save
Cigars	separate
	freight
	charges

Prompt shipment and right prices.

WHOLESALE DRUG PRICE CURRENT

Advanced—Buchu Leaves, Prickly Ash Berries, Oil Cube, Elecampane Root, Worm Seed.
Declined—Oil Lemon, Morphia.

Acidum		Conium Mac.		Sella Co.	
Aceticum	60 8	Copaiba	1 15 2	Tolutan	50 50
Benzolium, German.	70 7	Cubebe	1 50 2	Prunus virg.	50 50
Boracic	47 5	Erigeron	1 10 2	Tinctures	
Carbolicum	30 2	Gaultheria	1 85 2	Aconitum Napellis R	60 60
Citricum	47 5	Geranium, ounce	1 75 5	Aconitum Napellis F	50 50
Hydrochlor.	3 5	Gossypii, Sem. gal.	50 2	Aloes	50 50
Nitrosum	8 10	Hedera	1 50 2	Aloes and Myrrh	50 50
Oxalicum	12 14	Juniper	1 50 2	Assafetida	50 50
Phosphoricum, dil.	15 15	Lavendula	90 2	Atrape Belladonna	50 50
Salicylicum	52 5	Limons	1 35 2	Aurant Cortex	50 50
Sulphuricum	1 10 2	Mentha Piper	1 50 2	Benzoin	50 50
Tannicum	1 10 2	Mentha Virid.	1 50 2	Benzoin Co.	50 50
Tartaricum	38 40	Morruha, gal.	1 10 2	Barosma	50 50
Ammonia		Myrcia	4 00 4	Cantharides	50 50
Aqua, 16 deg.	4 2	Olive	75 3	Capsicum	50 50
Aqua, 20 deg.	6 2	Pisces Liquidia	10 2	Cardamon	50 50
Carbonas	15 15	Pisces Liquidia, gal.	10 2	Cardamon Co.	50 50
Chloridum	12 14	Ricina	1 00 2	Castor	50 50
Aniline		Rosmarin.	1 00 2	Catechu	50 50
Black	2 00 2	Succin.	6 00 2	Cinchona	50 50
Brown	2 25 2	Sabina	90 2	Cinchona Co.	50 50
Red	45 50	Santal	2 75 2	Columba	50 50
Yellow	2 50 2	Sassafras	48 3	Cubebe	50 50
Baccae		Sinapis, ess., ounce	1 50 2	Cassia Acutifol	50 50
Cubebe	20 25	Tigil	1 50 2	Cassia Acutifol Co.	50 50
Juniperus	6 2	Thyme	40 50	Digitalis	50 50
Xanthoxylum	1 70 2	Thyme, opt.	1 60 2	Ergot	50 50
Balsamum		Theobromas	15 20	Ferri Chloridum	50 50
Copaiba	55 60	Potassium		Gentian	50 50
Peru	6 1 85	Bi-Carb.	15 2	Gentian Co.	50 50
Terabin, Canada	55 60	Bichromate	13 15	Gulaca	50 50
Tolutan	45 50	Bromide	52 57	Gulaca ammon	50 50
Cortex		Carb.	12 15	Hyoscyamus	50 50
Ables, Canadian	18 18	Chlorate, po. 17@19	16 18	Iodine	50 50
Cassia	12 12	Cyanide	34 38	Iodine, colorless	50 50
Cinchona Flava	18 18	Iodide	2 30 2	Kino	50 50
Euonymus atropurp.	47 30	Potassa, Bitart. pure	28 30	Lobelia	50 50
Myrica Cerifera, po.	20 20	Potassa, Bitart. com.	15 15	Myrrh	50 50
Prunus Virgini	12 12	Potass Nitras, opt.	7 10	Nux Vomica	50 50
Quillaja, gr'd	12 12	Potass Nitras	6 8	Opil, camphorated	50 50
Sassafras	15 15	Prussiate	23 26	Opil, deodorized	50 50
Ulmus	15 15	Sulphate po.	15 18	Quassia	50 50
Extractum		Radix		Rhatany	50 50
Glycerhiza Glabra	24 25	Aconitum	20 25	Rhel	50 50
Glycerhiza, po.	28 30	Althaea	30 33	Sanguinaria	50 50
Hamatox, 15 lb. box	11 12	Anchusa	10 12	Serpentaria	50 50
Hamatox, 18	13 14	Arum po.	25 25	Strogonium	50 50
Hamatox, 1/4s.	14 15	Calamus	20 40	Tolutan	50 50
Hamatox, 1/4s.	16 17	Gentiana	12 15	Valerian	50 50
Ferru		Glycerhiza, pv. 15	16 18	Veratrum Veride	50 50
Carbonate Precip.	15 15	Hydrastis Canad.	75 75	Zingiber	50 50
Citrate and Quinia	2 25	Hydrastis Can. po.	75 75	Miscellaneous	
Citrate Soluble	7 7	Hellebore, Alba, po.	12 15	Ether, Spts. Nit. 7 F	30 35
Ferrocyanidum Sol.	40 40	Inula, po.	18 22	Ether, Spts. Nit. 4 F	34 38
Solut. Chloride	15 15	Ipecac, po.	3 60 2	Alumen	2 1/2 3
Sulphate, com'l.	2 2	Iris plox., po. 35@38	35 40	Alumen, gro'd., po. 7	3 4
Sulphate, com'l, by	80 80	Jalap, pr.	25 30	Annatto	40 50
bbl, per cwt.	7 7	Maranta, 1/4s.	22 25	Antimoni, po.	40 50
Sulphate, pure	7 7	Podophyllum, po.	75 1 00	Antimoniet Potass T	40 50
Flora		Rhel	75 1 00	Antipyrin	20 25
Arnica	15 18	Rhel, put.	75 1 35	Antifebrin	20 25
Antemiss	22 25	Spigelia	35 38	Argent Nitras, oz.	51 51
Matricaria	30 35	Sanguinaria, po. 15	35 38	Arsenicum	10 12
Folia		Serpentaria	40 45	Balm Gilead Buds	38 40
Barosma	40 42	Senega	60 65	Bismuth S. N.	1 80 1 85
Cassia Acutifol, Tin-	20 25	Smlax, officinalis H.	40 40	Calcium Chlor., 1s.	9 9
nevelly	20 25	Smlax, M.	40 40	Calcium Chlor., 1/4s.	10 12
Cassia, Acutifol, Alx.	25 30	Sella	10 12	Calcium Chlor., 1/4s.	10 12
Salvia officinalis, 1/4s	12 20	Symplocarpus, Foti-	10 12	Cantharides, Rus. po	80 80
and 1/4s	8 10	dus, po.	25 25	Capsici Fructus, af.	15 15
Gummi		Valeriana, Eng. po. 30	15 20	Capsici Fructus B, po	15 15
Acacia, 1st picked	40 45	Valeriana, German.	14 16	Caryophyllus, po. 15	12 14
Acacia, 2d picked	40 45	Zingiber 4	14 16	Caroline, No. 40	3 00
Acacia, 3d picked	40 45	Zingiber J.	25 27	Cera Alba	50 55
Acacia, sifted sorts.	45 65	Semen		Cera Flava	40 42
Acacia, po.	45 65	Anisum	12 12	Coccus	40 40
Aloe, Barb. po. 18@20	12 14	Apium (graveleons).	13 15	Cassia Fructus	40 45
Aloe, Cape	12 12	Bird, 1s.	40 6	Centraria	40 45
Aloe, Socotri, po. 40	12 12	Cardamom	12 13	Cetaceum	40 45
Ammoniac	55 60	Coriandrum	1 25 2 75	Chloroform	55 60
Assafetida	45 50	Cannabis Sativa	4 1/2 5	Chloroform, squibbs	1 10 1 10
Benzoin	50 55	Cydonium	75 1 00	Chloral Hyd Crst.	1 40 1 65
Catechu, 1s.	45 50	Chenopodium	15 16	Chondrus P. & W.	20 25
Catechu, 1/4s.	14 14	Dipterix Odorate.	1 00 2 10	Cinchonidine, Germ.	38 48
Catechu, 1/4s.	14 14	Foeniculum	7 9	Cocaine	6 55 6 75
Campnora	69 73	Foenugreek, po.	7 9	Corks, list, dis. pr. ct.	6 55 6 75
Euphorbium, po. 35	40 40	Lini, gr'd	4 5	Croosotum	35 35
Galbanum	1 00 1 00	Lobelia	4 5	Creta	2 2
Gamboge	65 70	Pharlaris Canarian.	4 5	Creta, prep.	5 5
Gualacum	30 30	Rapa	4 5	Creta, precip.	9 11
Kino	30 30	Sinapis Alba	9 10	Creta, Rubra	25 30
Mastic	40 40	Sinapis Nigra	11 12	Cudbear	24 24
Myrrh	40 40	Spiritus		Cupri Sulph.	6 1/2 8
Opil	40 40	Frument, W. D. Co.	2 00 2 50	Dextrine	7 10
Opil	40 40	Frument, D. F. R.	2 00 2 25	Ether Sulph.	78 92
Shellac	40 45	Frument	1 25 1 50	Emery, all numbe.s	8 8
Shellac, bleached	40 45	Frument	1 65 2 00	Emery, po.	6 6
Tragacanth	60 60	Juniperis Co. O. T.	1 75 3 50	Ergota	85 90
Herba		Juniperis Co.	1 75 3 50	Flake White	12 15
Absinthium, oz. pkg	25 25	Saacharum N. E.	1 90 2 10	Galla	23 23
Eupatorium, oz. pkg	25 25	Spt. Vini Galli	1 75 6 50	Gambler	8 9
Lobelia, oz. pkg	25 25	Vini Oporto	1 25 2 00	Gelatn, Cooper	8 9
Majorum, oz. pkg	25 25	Vini Alba	1 25 2 00	Gelatn, French	35 60
Mentha Pip. oz. pkg	23 23	Sponges		Glassware, flint, box	75 5
Mentha Vir. oz. pkg	23 23	Florida sheeps' wool	2 50 2 75	Less than box	70 70
Rue, oz. pkg	25 25	Nassau sheeps' wool	2 50 2 75	Glue, brown	11 13
Tanacetum V. oz. pkg	25 25	Velvet extra sheeps'	2 50 2 75	Glue, white	15 25
Thymus, V. oz. pkg	25 25	wool, carriage	2 50 2 75	Glycerina	17 1/2 25
Magnesia		wool, carriage	2 50 2 75	Grana Paradisi	25 25
Calcined, Pat.	55 60	wool, carriage	2 50 2 75	Humulus	25 55
Carbonate, Pat.	18 20	wool, carriage	2 50 2 75	Hydrarg Chlor Mite	2 1 00
Carbonate, K. & M.	18 20	wool, carriage	2 50 2 75	Hydrarg Chlor Cor.	2 1 00
Carbonate, Jennings	18 20	wool, carriage	2 50 2 75	Hydrarg Ox Rub'm.	2 1 00
Oleum		wool, carriage	2 50 2 75	Hydrarg Ammonlati	2 1 00
Absinthium	6 50 2 70	wool, carriage	2 50 2 75	Hydrarg Unguentum	50 60
Amygdale, Duic.	38 65	wool, carriage	2 50 2 75	Hydrargyrum	50 60
Amygdale, Amaræ.	8 00 8 25	wool, carriage	2 50 2 75	Ichthyobolla, Am.	65 70
Anisi	1 85 2 00	wool, carriage	2 50 2 75	Indigo	75 1 00
Aurant Cortex	2 10 2 20	wool, carriage	2 50 2 75	Iodine, Resubli.	3 40 3 60
Bergamli	2 70 2 90	wool, carriage	2 50 2 75	Iodoform	3 60 3 85
Cajuputi	80 85	wool, carriage	2 50 2 75	Lupulin	50 50
Caryophylli	75 80	wool, carriage	2 50 2 75	Lycopodium	80 85
Cedars	80 85	wool, carriage	2 50 2 75	Macis	65 75
Chenopadi	80 85	wool, carriage	2 50 2 75	Liquor Arsen et Hy-	25 25
Cinamomli	1 30 1 40	wool, carriage	2 50 2 75	drarg Iod.	20 12
Citronella	35 40	wool, carriage	2 50 2 75	Liquor Potass Arsilnit	10 12
Syrups		wool, carriage	2 50 2 75	Magnesia, Sulph.	20 3
Acacia	50 50	wool, carriage	2 50 2 75	Magnesia, Sulph. bbl	1 1/4 1 60
Aurant Cortex	50 50	wool, carriage	2 50 2 75	Manna, S. F.	50 60
Zingiber	50 50	wool, carriage	2 50 2 75		
Ipecac	50 50	wool, carriage	2 50 2 75		
Ferri Iod.	50 50	wool, carriage	2 50 2 75		
Rhel Arom	50 50	wool, carriage	2 50 2 75		
Smlax Officinalis	50 50	wool, carriage	2 50 2 75		
Senega	50 50	wool, carriage	2 50 2 75		
Sella	50 50	wool, carriage	2 50 2 75		

Menthol	4 50	Selditz Mixture	50 22	Linseed, pure raw	63 65
Morphia, S. F. & W.	2 25 2 60	Sinapis	18 18	Linseed, boiled	64 67
Morphia, S. N. Y. Q.	2 15 2 40	Sinapis, opt.	30 30	Neatsfoot, winter str	54 60
Morphia, Mal.	2 15 2 40	Snuff, Maccaboy, De	41 41	Spirits Turpentine	39 45
Moschus Canton.	65 80	Voce	41 41		
Myristica, No. 1	65 80	Snuff, Scotch, De Vo's	41 41	Paints	
Nux Vomica, po. 15	10 10	Soda, Boras, po.	9 11	BBL.	LB.
Os Sepia	35 37	Soda, Boras, po.	9 11	Red Venetian	1 1/2 2 1/2
Pepsin Saac, H. & P.	1 00 1 00	Soda et Potass Tart.	23 25	Ochre, yellow Mars.	1 1/2 2 1/2
Piats Liq. N.N. 1/4 gal.	2 00 2 00	Soda, Carb.	1 1/2 2 1/2	Ochre, yellow Ber.	1 1/2 2 1/2
Piats Liq. quarts.	2 00 2 00	Soda, Bi-Carb.	3 1/2 5	Putty, commercial	2 1/2 2 1/2
Piats Liq. pints.	1 00 1 00	Soda, Sulphas.	3 1/2 5	Putty, strictly pure	2 1/2 2 1/2
Pil Hydrarg. po. 80	10 12	Sps. Ether Co.	2 60 2 60	Vermilion, Prime	13 15
Piper Nigra. po. 22	18 18	Sps. Myrcia Dom.	50 55	Vermilion, English	70 75
Piper Alba. po. 35	30 30	Sps. Vini Rect. bbl.	2 00 2 00	Green, Paris	14 18
Plix Burgun	7 7	Sps. Vini Rect. 1/2 bbl.	2 00 2 00	Green, Peninsular	13 16
Plumbi Acet.	10 12	Sps. Vini Rect. 10 gal	2 00 2 00	Lead, red	6 1/2 7
Pulvis Ipecac et Opil	30 1 50	Sps. Vini Rect. 5 gal	2 00 2 00	Whiting, white Span	6 1/2 7
Pyrethrum, boxes H.	25 30	Strychnia, Crystal	80 1 05	Whiting, gliders	9 95
Pyrethrum, cv. doz.	25 30	Sulphur, Subl.	2 1/2 4	White, Paris, Amer.	1 25
Quassia	25 30	Sulphur, Roll.	2 1/2 3 1/2	Whiting, Paris, Eng.	1 25
Quinia, S. F. & W.	35 46	Tamarinds	28 30	cliff	1 40
Quinia, S. German.	35 46	Terebenth Venice	28 30	Universal Prepared	1 10 1 20
Quinia, N. Y.	35 46	Theobromæ	60 65		
Rubia Tincturum	12 14	Vanilla	9 00 16 00	Varnishes	
Saccharum Lactis pv	18 20	Zinci Sulph.	7 8	No. 1 Turp Coach	1 10 1 20
Salacin	4 50 4 75			Extra Turp	1 00 1 70
Sanguis Draconis	40 50			Coach Body	2 75 3 00
Sapo, W	12 14			No. 1 Turp Furn.	1 00 1 10
Sapo M	10 12			Extra Turk Damar.	1 55 1 60
Sapo G	15 15			Jap. Dryer, No. 1 Turp	70 75

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		DECLINED	
Jelly Tumblers		Domestic Cheese	
Navy Beans		Oregon Prunes	
Lemons		No. 2 Mackerel	
Oranges			

Index to Markets		By Columns	
A	Col.	B	
Akron Stoneware	15	Baking Powder	1
Alabastine	1	Bath Brick	1
Ammonia	1	Bluing	1
Axle Grease	1	Brooms	1
		Brushes	1
		Butter Color	2
C			
Candles	14		
Canned Goods	2		
Catsup	3		
Carbon Oils	3		
Cheese	3		
Chewing Gum	3		
Chicory	3		
Chocolate	3		
Clothes Lines	3		
Cocoa	3		
Cocoa Shells	3		
Coffee	3		
Condensed Milk	4		
Coupon Books	4		
Crackers	4		
Cream Tartar	5		
D			
Dried Fruits	5		
F			
Farinaceous Goods	5		
Fish and Oysters	13		
Flavoring Extracts	6		
Fly Paper	6		
Fresh Meats	6		
Fruits	14		
G			
Grains and Flour	6		
H			
Herbs	6		
Hides and Pelts	13		
I			
Indigo	6		
J			
Jelly	6		
L			
Lamp Burners	15		
Lamp Chimneys	15		
Lanterns	15		
Lantern Globes	15		
Licorice	7		
Lye	7		
M			
Matches	7		
Meat Extracts	7		
Molasses	7		
Mustard	7		
N			
Nuts	14		
O			
Oil Cans	15		
Olive	7		
Oyster Pails	7		
P			
Paper Bags	7		
Paris Green	7		
Pickles	7		
Pipes	7		
Potash	7		
Provisions	7		
R			
Rice	8		
S			
Saleratus	8		
Sal Soda	8		
Salt	8		
Salt Fish	8		
Sauerkraut	9		
Seeds	9		
Shoe Blacking	9		
Snuff	9		
Soap	9		
Soda	9		
Spices	9		
Starch	10		
Stove Polish	10		
Sugar	10		
Syrups	9		
T			
Table Sauce	12		
Tea	11		
Tobacco	11		
Twine	12		
V			
Vinegar	12		
W			
Washing Powder	12		
Wicking	13		
Woodenware	13		
Wrapping Paper	13		
Y			
Yeast Cake	13		

1		2	
ALABASTINE		Shoe	
White in drums	9	No. 8	1 00
Colors in drums	10	No. 7	1 30
White in packages	10	No. 4	1 70
Colors in packages	11	No. 3	1 90
Less 40 per cent discount			
AXLE GREASE		Stove	
Aurora doz. gross	55	No. 3	75
Castor Oil	60	No. 1	1 75
Diamond	50		
Frazer's	75		
IXL Golden, tin boxes 75	9 00		
BUTTER COLOR		CANDLES	
W. R. & Co.'s, 15c size	1 25	Electric Light, 8s.	12
W. R. & Co.'s, 25c size	2 00	Electric Light, 16s.	12 1/2
		Paraffine, 6s.	10 1/2
		Paraffine, 12s.	11
		Wicking	29
CANNED GOODS		Apples	
3 lb. Standards	70	Gallons, standards	2 00
Blackberries		Beans	
Standards	75	Baked	1 00@1 30
		Red Kidney	75@85
		String	85
		Wax	85
Blueberries		Brook Trout	
Standard	85	2 lb. cans, Spiced	1 90
Clams		Clam Bouillon	
Little Neck, 1 lb.	1 00	Burnham's, 1/2 pint	1 92
Little Neck, 2 lb.	1 50	Burnham's, pints	3 60
		Burnham's, quarts	7 20
Cherries		Corn	
Red Standards	85	Fair	65
White	1 15	Good	80
		Fancy	95
French Peas		Gooseberries	
Sur Extra Fine	22	Standard	90
Extra Fine	19		
Moyen	11		
Honey		Lobster	
Standard	85	Star, 1/2 lb.	1 85
		Star, 1 lb.	3 40
		Picnic Tails	2 35
Mustard, 1 lb.		Mushrooms	
Mustard, 2 lb.	2 80	Hotels	18@20
Soused, 1 lb.	1 75	Buttons	22@25
Soused, 2 lb.	2 80		
Tomato, 1 lb.	1 75		
Tomato, 2 lb.	2 80		
Oysters		Peaches	
Cove, 1 lb.	85	Pie	1 65@1 85
Cove, 2 lb.	1 55	Standard	70
Cove, 1 lb. Oval	95	Fancy	80
Pears		Pineapple	
Standard	70	Marrowfat	1 00
Fancy	80	Early June	1 00
		Early June Sifted	1 60
Pumpkin		Raspberries	
Grated	1 25@2 75	Standard	90
Sliced	1 35@2 55		
Raspberries		Russian Caviar	
Fair	75	1/2 lb. cans.	3 75
Good	85	1 lb. cans.	7 00
Fancy	95	1 lb. can.	12 00
Salmon		Shrimps	
Columbia River, talls	@1 85	Standard	1 50
Columbia River, flats	@1 95		
Red Alaska	1 20@1 40		
Pink Alaska	1 00@1 10		
Sardines		Sausages	
Domestic, 1/2s.	4	Domestic, 1/2s.	4
Domestic, 3/4s.	8	Domestic, 3/4s.	8
Domestic, Mustard	7		
California, 1/2s.	11@14		
California, 3/4s.	17@24		
French, 1/2s.	7@14		
French, 3/4s.	18@28		

3		4	
Strawberries		Mexican	
Standard	85	Choice	16
Fancy	1 25		
Succotash		Guatemala	
Fair	90	Choice	16
Good	1 00		
Fancy	1 20		
Tomatoes		Java	
Fair	85	African	12 1/2
Good	90	Fancy African	17
Fancy	1 00	O. G.	25
Gallons	2 40	P. G.	29
CATSUP		Mocha	
Columbia, pints	2 00	Arabian	21
Columbia, 1/2 pints	1 25		
CARBON OILS		Package	
Barrels		New York Basis	
Ecene	@10 1/2	Arbuckle	11 1/2
Perfection	@9 1/2	Dilworth	11 1/2
Diamond White	@8 1/2	Jersey	11 1/2
D. S. Gasoline	@12	Lion	11 1/2
Deodorized Naphtha	@10 1/2	McLaughlin's XXXX	11 1/2
Cylinder	@24	McLaughlin's XXXX sold to	
Engine	@19	retailers only. Mail all orders	
Black, winter	@10 1/2	direct to W. F. McLaughlin &	
		Co., Chicago.	
CHEESE		Extract	
Acme	@2 3/4	Valley City 1/2 gross	75
Amboy	@2 3/4	Felix 1/2 gross	1 15
Carson City	@2 3/4	Hummel's tin 1/2 gross	1 45
Elise	@2 3/4	Hummel's tin 1/2 gross	1 45
Emblem	@2 3/4		
Gem	@2 3/4		
Gold Medal	@2 3/4		
Ideal	@2 3/4		
Jersey	@2 3/4		
Riverside	@2 3/4		
Brick	14@15		
Edam	@2 3/4		
Leiden	@2 3/4		
Limbarger	13@14		
Pineapple	50@75		
Sap Sago	19@20		
CHEWING GUM		CONDENSED MILK	
American Flag Spruce	55	4 doz in case	
Beeman's Pepsin	60	Gall Borden Eagle	6 40
Black Jack	60	Crown	6 25
Largest Gum Made	60	Daisy	5 75
Sen Sen	60	Champion	4 50
Sen Sen Breath Perfume	1 00	Magnolia	4 25
Sugar Loaf	55	Challenge	3 75
Yucatan	55	Dime	3 35
		Leader	3 80
CHICORY		COUPON BOOKS	
Bulk	5	50 books, any denom.	1 50
Red	7	100 books, any denom.	2 50
Eagle	4	500 books, any denom.	11 50
Frank's	3 1/2	1,000 books, any denom.	20 00
Schener's	6		
CHOCOLATE		Credit Checks	
Walter Baker & Co.'s		500, any one denom.	2 00
German Sweet	23	1,000, any one denom.	3 00
Premium	31	2,000, any one denom.	5 00
Breakfast Cocoa	46	Steel punch	75
Runkel Bros.			
Vienna Sweet	21		
Vanilla	28		
Premium	31		
CLOTHES LINES		CRACKERS	
Cotton, 40 ft. per doz.	1 00	National Biscuit Co.'s brands	
Cotton, 50 ft. per doz.	1 20	Butter	
Cotton, 60 ft. per doz.	1 40	Seymour	6
Cotton, 70 ft. per doz.	1 60	New York	6
Cotton, 80 ft. per doz.	1 80	Family	6
Jute, 60 ft. per doz.	80	Salted	6
Jute, 72 ft. per doz.	95	Wolverine	6 1/2
COCOA		Soda	
Cleveland	41	Soda XXX	6 1/2
Colonial, 1/4s	35	Soda, City	8
Colonial, 1/2s	33	Long Island Wafers	13
Epps	42	Zephyrette	13
Huyler	45		
Van Houten, 1/4s	12		
Van Houten, 1/2s	20		
Van Houten, 3/4s	35		
Webb	70		
Wilbur, 1/4s	41		
Wilbur, 1/2s	42		
COCOA SHELLS		Oyster	
20 lb. bags	2 1/2	Faust	7 1/2
Less quantity	3	Parina	6
Pound packages	4	Extra Parina	6 1/2
		Saltine Oyster	6
COFFEE		Sweet Goods—Boxes	
Roasted		Animals	10
A-T-C		Assorted Cake	10
HIGH GRADE		Belle Rose	8
COFFEES		Bent's Wafers	16
		Cinnamon Bar	9
		Coffee Cake, Iced	10
		Coffee Cake, Java	10
		Cocoa Macaroons	18
		Cocoa Taffy	10
		Cracknells	16
		Creams, Iced	8
		Cream Crisp	10 1/2
		Cubans	11 1/2
		Currant Fruit	12
		Frosted Honey	12
		Frosted Cream	9
		Ginger Gems, large or small	9
		Ginger Snaps, N. B. C.	6
		Gladiator	10 1/2
		Grandma Cakes	9
		Graham Crackers	8
		Graham Wafers	12
		Grand Rapids Tea	16
		Honey Fingers	12
		Iced Honey Crumpets	10
		Imperial	8
		Jumbles, Honey	12
		Lady Fingers	12
		Lemon Snaps	12
		Lemon Wafers	16
		Marshmallow	16
		Marshmallow Creams	16
		Marshmallow Walnuts	16
		Mary Ann	8
		Mixed Picnic	11 1/2
		Milk Biscuit	7 1/2
		Molasses Cake	8
		Molasses Bar	9
		Moss Jelly Bar	12 1/2
		Newton	12
		Oatmeal Crackers	8
		Oatmeal Wafers	12
		Orange Crisp	9
		Orange Gem	9
		Penny Cake	8
		Pilot Bread, XXX	7 1/2
		Pretzettes, hand made	8
		Pretzels, hand made	8
		Scotch Cookies	9
		Sears' Lunch	7 1/2
		Sugar Cake	8
		Sugar Cream, XXX	8

5	
Sugar Squares	
Sultanas	13
Tutti Frutti	16
Vanilla Wafers	16
Vienna Crimp	8
E. J. Krue & Co.'s baked goods	
Standard Crackers	
Blue Ribbon Squares	
Write for complete price list	
with interesting discounts	
CREAM TARTAR	
5 and 10 lb. wooden boxes	30
Bulk in sacks	29
DRIED FRUITS	
Apples	
Sundried	@4 1/2
Evaporated, 50 lb. boxes	@5 1/2
California Fruits	
Apricots	8@10
Blackberries	
Nectarines	

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
Carcass. 7 1/2 @ 8 3/4
Forequarters. 6 1/2 @ 7
Hindquarters. 9 1/2 @ 10
Loins No. 3. 12 1/2 @ 16
Ribs. 12 @ 14
Rounds. 12 @ 9
Chucks. 6 @ 6 1/2
Plates. 4 @ 5

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

Mutton
Carcass. 8 1/2 @ 9
Lambs. 9 1/2 @ 10

Veal
Carcass. 7 1/2 @ 8

GRAINS AND FLOUR

Wheat 73

Winter Wheat Flour

Local Brands

Patents. 4.25

Second Patent. 3.75

Straight. 3.55

Clear. 3.15

Graham. 3.25

Buckwheat. 4.00

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 3/4s. 3.75

Worden Grocer Co.'s Brand

Quaker 1/2s. 3.90

Quaker 3/4s. 3.90

Quaker 1s. 3.90

Spring Wheat Flour

Clark-Jewell-Wells Co.'s Brand

Pillsbury's Best 1/2s. 4.50

Pillsbury's Best 3/4s. 4.40

Pillsbury's Best 1s. 4.30

Pillsbury's Best 1 1/2s. 4.30

Pillsbury's Best 2s. 4.30

Ball-Barnhart-Putman's Brand

Duluth Imperial 1/2s. 4.30

Duluth Imperial 3/4s. 4.20

Duluth Imperial 1s. 4.10

Lemon & Wheeler Co.'s Brand

Wingold 1/2s. 4.40

Wingold 3/4s. 4.30

Wingold 1s. 4.20

Olney & Judson's Brand

Ceresota 1/2s. 4.50

Ceresota 3/4s. 4.40

Ceresota 1s. 4.30

Worden Grocer Co.'s Brand

Laurel 1/2s. 4.50

Laurel 3/4s. 4.40

Laurel 1s. 4.30

Laurel 1 1/2s. 4.30

Meal

Boiled. 2.00

Granulated. 2.10

Oats

Car lots. 33

Car lots, clipped. 34 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. 13.00

Winter Wheat Middlings. 17.00

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

7

INDIGO

Madras, 5 lb. boxes. 55

S. F., 2, 3 and 5 lb. boxes. 50

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

Diamond Match Co.'s brands.

No. 9 sulphur. 1.65

Anchor Parlor. 1.30

No. 2 Home. 1.30

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. 26

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, 5 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. 90

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

1/4. 28 50

1/2. 34 60

1. 44 80

2. 54 1.00

3. 66 1.25

4. 76 1.45

5. 90 1.70

6. 1.06 2.00

8. 1.28 2.40

10. 1.38 2.60

12. 1.60 3.15

14. 2.24 4.15

16. 2.34 4.50

20. 2.52 5.00

25. 5.50 5.50

Red. Sugar 4 1/2

Gray. 4 3/4

PARIS GREEN

Bulk. 14

Packages, 1/4 lb. each. 18

Packages, 1/2 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. 2.16 50

Back. 2.15 50

Clear back. 2.16 50

Short cut. 2.16 00

Pig. 2.19 00

Bean. 2.12 25

Family Mess. 2.15 50

Rump Butts Beef. 2.11 50

Dry Salt Meats

Bellies. 9 1/2

Briskets. 9 1/4

Extra shorts. 8 1/2

Smoked Meats

Hams, 12 lb. average. 11 1/2

Hams, 14 lb. average. 11

Hams, 16 lb. average. 10 1/2

Hams, 20 lb. average. 10 1/4

Ham dried beef. 12 1/2

Shoulders (N. Y. cut). 7 1/2

Bacon, clear. 10 1/2

California hams. 8 1/2

Boneless hams. 11

Bolled Hams. 16

Plenic Boiled Hams. 12 1/2

Berlin Hams. 8 1/2

Mince Hams. 9

Lards-In Tierces

Compound. 6 1/2

Kettle. 7

Vegetole. 9

60 lb. Tubs. advance. 1/2

80 lb. Tubs. advance. 1/2

50 lb. Tins. advance. 1/2

20 lb. Pails. advance. 1/2

10 lb. Pails. advance. 1/2

5 lb. Pails. advance. 1/2

3 lb. Pails. advance. 1

8

Sausages

Bologna. 5 1/2

Liver. 6

Frankfort. 7 1/4

Pork. 7 1/4

Blood. 7 1/4

Tongue. 9 1/4

Headcheese. 6

Beef

Extra Mess. 10 75

Boneless. 11 50

Rump. 11 50

Pigs' Feet

1/4 bbls., 40 lbs. 1.50

1/4 bbls., 80 lbs. 3.50

Tripe

Kits, 15 lbs. 70

1/4 bbls., 40 lbs. 1.25

1/4 bbls., 80 lbs. 2.25

Casings

Pork. 21

Beef rounds. 35

Beef middles. 35

Sheep. 60

Butterine

Solid, dairy. 11 @ 13

Rolls, dairy. 11 1/2 @ 13 1/2

Rolls, creamery. 14 1/2

Rolls, creamery. 14

Canned Meats

Corned beef, 2 lb. 2.75

Corned beef, 14 lb. 17.50

Roast beef, 2 lb. 2.75

Potted ham, 1/2 s. 90

Potted ham, 1/4 s. 50

Deviled ham, 1/4 s. 90

Potted tongue, 1/4 s. 50

Potted tongue, 1/2 s. 90

RICE

Domestic

Carolina head. 5 1/2

RIDING ON THE CARS.

Family Controversy Heard in a Central Lake Store.

Written for the Tradesman.

"You hain't got no candy, have you?" asked the larger of the two young men as they entered the store.

"Yes, plenty of it. This way."

"You hain't got no mixed candy have you?"

"Oh, yes, we have several kinds."

"You have?" incredulously.

An inspection was made, and after a while, when the boys were eating it near the big heating stove, one of them said:

"Mixed candy's about the best candy to eat the is."

"Yep," answered the other, "'ceptin' honey."

"Huh, you don't call honey 'candy,' do ye?"

"Like to know what yo'd call it less'n it's merlasses."

"More like to be merlasses 'n candy. It's good anyway, an' so's candy, an' I don't see's it makes an affal sight of difference what you name it if it tastes sweet. Say, will we hoof it to Bellaire or go on the cars?"

"I'd kinder like to ride."

"So'd I, but it costs."

"Don't only cost a quarter."

"Costs fifty cents."

"How d'ye make that out?"

"Twenty-five cents an' twenty-five cents jess comes to half a dollar if I hain't mistook."

"Wall, but the two of us kin go fer a quarter."

"No, we can't. It takes half a dollar fer the both of us."

"I know better. Jack Smith said it only cost a quarter an' I guess he orter know. You hain't never rode on the cars."

"I know that I hain't, but I know it costs money jess the same, an' if you try to get us two to Bellaire fer twenty-five cents, one or 'tother of us'll git histed."

"Say, mister," said the younger, appealing to me, "It don't cost more'n a quarter fer two to go to Bellaire on the cars, does it?"

"I'm afraid it does. Twenty-five cents apiece is the price."

"We could both set in the same seat."

"That wouldn't make any difference, though. You'd have to pay for both just the same."

"Would, hay? They wouldn't throw off nothin' fer two, hay?"

"I'm afraid not. They never did for me, anyway."

"Wouldn't make no difference then if the 'was six? It's allers ruable to throw off some when the's six, you know."

"I suppose it is, but the railroad company doesn't do business that way."

"Say, Bill, s'posin' we go anyway. Half a dollar hain't goin' to break us nohow."

"I know it won't; but half a dollar now and half a dollar ag'in soon mounts up. It's cheaper to walk."

"Well, we hain't never had a ride on the cars."

"S'posin' we hain't. Lots o' folks hain't. Lots o' folks hain't never see a train o' cars. The's plenty, too, what hain't never heard on'em. We kin go down to the deepo an' watch 'em go by. That'll be fun enough fer us. If we're ever goin' to git the mortgage on dad's farm raised we can't spend no money ridin' around the country on no bull-jines."

"Guess I'll go on the cars anyway. You kin leg it if you want."

"No, you won't do no such a thing. You hain't goin' to spend no money ridin' on the cars this trip."

"It's my own money, I guess an' I'll spend the hull business fer all o' you."

"You will hay? You'll spend your money jess es you please, hay? I wonder if you will. Mebbe you don't know what's a goin' to happen about the time you commence to begin to git funny. Fust I'll git a divorst from ye, an' then you won't have no place to go home. Then I'll git app'inted administer of your estate an' you won't never have five cents in yer pocket only jess what I take a notion to give ye, an' more'n that, I'll be yer guarden an' you won't never dast to do nothin' only jess what I take a notion to let ye. That's what'll happen if ye keep on tryin' to be a dum fool, an' if you've got enough brains left to tell a birch f'm an ellum you'll come along to Bellaire afoot afore I take ye down an' set on ye an' jam yer head into the mud. Come on!"

And the last seen of the two they were "counting ties" around the last turn of the railroad track south of town.

George Crandall Lee.

Soap Mine in Wyoming.

Wyoming has a soap mine. A deposit of a whitish material, in composite form, containing just enough sulphates, potash and pumice to give gritty essential, has been discovered five miles west of Newcastle in the north-eastern part of Wyoming.

The deposit lies in a fissure and dips into the ground like a vein of mineral. The vein, so-called, is fifteen to eighteen feet wide and runs the length of a quarter section which for twenty years up to date was used as a stock pasture. Next week probably a building of commodious dimensions fitted with machinery that will cut the slabs of mineral soap into sizes for commercial use, will cover a portion of the ground.

The cleanest town in the United States, it is possible, will be located in this section. It will be free from soot and smoke. For the factory boilers will be heated by petroleum, found near by, and the soap to keep the place clean is found in such large quantities in the ground and consequently so dirt cheap that men can be kept on the pay roll to do nothing else but look out for dirt spots and quickly remove them.

C. W. Betts, a Denver mining engineer, had occasion last week to visit Northeastern Wyoming with E. P. Snow, of Cheyenne, to look up some oil prospects. They came by this deposit. What attracted Mr. Betts' attention was the appearance of a mass that looked like soapsuds. He investigated and to all appearances it was soapsuds. There had been a good rain the night before. This had beat on the exposed deposit in such a manner as to produce the suds. A trial of a chunk of the stuff on the hands resulted in determining that nature had there left as good an article of soap to be used for washing paint, polishing culinary articles, removing grime and grease from the hands as could be manufactured by the hand of man.

Mr. Betts has plans for developing this unique find and it may be expected that in a short time the markets of the world will be supplied with another wonderful product from another of the states of boundless resources in the Rocky Mountain region.

The First Vanderbilt.

The first of the Vanderbilts in this country was Jan Aertsen Van der Bilt, a Holland farmer, who came to the New World in the first half of the seventeenth century, and who settled in the neighborhood of Brooklyn about 1650. As the name indicates the family belonged originally to either the village of Bilt, a suburb of Utrecht, or the parish of Bilt, in Frisia.

An expressman says that old maids are uncalled for packages.

Hardware Price Current

Ammunition				Stanley Rule and Level Co.'s.....dis		70	
Caps				Adze Eye.....		\$17 00..dis 70-10	
G. D., full count, per m.....				Metals—Zinc			
Hicks' Waterproof, per m.....				600 pound casks.....		7 1/2	
Musket, per m.....				Per pound.....		8	
Ely's Waterproof, per m.....				Miscellaneous			
Cartridges				Bird Cages.....		40	
No. 22 short, per m.....				Pumps, Clister.....		75&10	
No. 22 long, per m.....				Screws, New List.....		50&10&10	
No. 32 short, per m.....				Casters, Bed and Plate.....		50	
No. 32 long, per m.....				Dampers, American.....		50	
Primers				Molasses Gates			
No. 2 U. M. C., boxes 250, per m.....				Stebbins' Pattern.....		60&10	
No. 2 Winchester, boxes 250, per m.....				Enterprise, self-measuring.....		30	
Gun Wads				Pans			
Black edge, Nos. 11 and 12 U. M. C.....				Fry, Acme.....		60&10&10	
Black edge, Nos. 9 and 10, per m.....				Common, polished.....		70&5	
Black edge, No. 7, per m.....				Patent Planished Iron			
Loaded Shells				"A" Wood's patent planished, Nos. 24 to 27.....		10 7/8	
New Rival—For Shotguns				"B" Wood's patent planished, Nos. 25 to 27.....		9 7/8	
Drs. of Powder				Broken packages 1/4c per pound extra.			
oz. of Shot				Planes			
Size Shot				Ohio Tool Co.'s, fancy.....		50	
Gauge				Soluta Bench.....		60	
Per				Sandusky Tool Co.'s, fancy.....		50	
100				Bench, first quality.....		50	
120				Nails			
129				Advance over base, on both Steel and Wire.			
128				Steel nails, base.....		2 65	
126				Wire nails, base.....		2 65	
135				20 to 60 advance.....		Base	
154				10 to 16 advance.....		5	
200				8 advance.....		10	
208				6 advance.....		20	
236				4 advance.....		30	
265				3 advance.....		45	
264				2 advance.....		70	
Discount 40 per cent.				Fine 3 advance.....		50	
Paper Shells—Not Loaded				Casing 10 advance.....		15	
No. 10, pasteboard boxes 100, per 100.....				Casing 8 advance.....		25	
No. 12, pasteboard boxes 100, per 100.....				Casing 6 advance.....		25	
Gunpowder				Finish 10 advance.....		25	
Kegs, 25 lbs., per keg.....				Finish 8 advance.....		35	
1/2 kegs, 12 1/2 lbs., per 1/2 keg.....				Finish 6 advance.....		45	
1/4 kegs, 6 1/4 lbs., per 1/4 keg.....				Barrel 1/2 advance.....		85	
Shot				Rivets			
In sacks containing 25 lbs.				Iron and Tinned.....		50	
Drop, all sizes smaller than B.....				Copper Rivets and Burs.....		45	
Augurs and Bits				Roofing Plates			
Snell's.....				14x20 IC, Charcoal, Dean.....		6 50	
Jennings genuine.....				14x20 IX, Charcoal, Dean.....		7 50	
Jennings' imitation.....				20x28 IC, Charcoal, Dean.....		13 00	
Axes				14x20 IC, Charcoal, Allaway Grade.....		5 50	
First Quality, S. B. Bronze.....				14x20 IX, Charcoal, Allaway Grade.....		6 50	
First Quality, D. B. Bronze.....				20x28 IC, Charcoal, Allaway Grade.....		11 00	
First Quality, S. B. S. Steel.....				20x28 IX, Charcoal, Allaway Grade.....		13 00	
First Quality, D. B. Steel.....				20x28 IX, Charcoal, Allaway Grade.....		13 00	
Barrows				Ropes			
Railroad.....				Sisal, 1/2 inch and larger.....		8 1/2	
Garden.....				Manilla.....		12	
Bolts				Sand Paper			
Stove.....				List acct. 19, '86.....		dis 50	
Carriage, new list.....				Sash Weights			
Plow.....				Solid Eyes, per ton.....		25 00	
Buckets				Sheet Iron			
Well, plain.....				Nos. 10 to 14.....		com. smooth. com.	
Butts, Cast				Nos. 15 to 17.....		\$3 20	
Cast Loose Pin, figured.....				Nos. 18 to 21.....		3 20	
Wrought Narrow.....				Nos. 22 to 24.....		3 30	
Chain				Nos. 25 to 26.....		3 70	
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Quarterly Meeting of the Board of Directors.

Jackson, June 4.—The regular meeting of the Board of Directors of the Michigan Knights of the Grip was held at the Bryant Hotel, Flint, Saturday, June 1. The members of the Board were all present. The minutes of the previous meeting were read and approved. The Secretary's report was read and approved, as follows:

I wish to call your attention to the fact that we have accepted, since our last Board meeting, ninety-six new members, the largest proportion of these coming from Saginaw and Lansing.

I also wish to recommend for your commendation the Vice-President of the Fifth district, A. A. Weeks, of Grand Rapids. This gentleman has done more for our organization than all our other Vice-Presidents combined up to the present time. He has sent us some twenty-eight or thirty honorary members. Some of these are Michigan men, but others are from Texas, Florida, Washington, Arkansas and Oklahoma.

Six deaths have occurred since our last Board meeting on March 2: D. E. Glass, Ann Arbor; George W. Alexander, Detroit; S. B. Taylor, Lansing; E. M. Wheeler, Hillsdale; David E. McVean, Grand Rapids; W. O. Hubbard, Columbus, Ohio.

The receipts since our last meeting have been \$3,164, divided as follows: Death fund.....\$2,766.00
General fund.....206.00
Deposit fund.....192.00
all of which has been remitted to the Treasurer.

The Treasurer reported the following balances on hand:

Death fund.....\$283.79
General fund.....305.83
Deposit fund.....241.00
Tennant fund.....82.24

The following resolution was presented by L. J. Koster and adopted:

Resolved—That the \$5 received from John C. Mann, of Houghton, as his dues for honorary membership for one year, be accepted as his dues for five years and that the action of Mr. Stitt in sending him a receipt for five years be approved and the money placed in the general fund.

On motion of Mr. Koster it was decided to call an assessment June 10, to close July 10.

The following death claims were allowed: D. E. Glass, Ann Arbor; S. B. Taylor, Lansing; E. M. Wheeler, Hillsdale; David E. McVean, Grand Rapids; W. O. Hubbard, Columbus, Ohio.

On motion of Mr. Randall, an order was ordered drawn on Treasurer Schram for \$50 for stamps in favor of the Secretary.

The following bills were allowed:

Hunt Printing Co.....\$ 25.50
A. W. Stitt, stamps.....10.00
A. W. Stitt, office supplies.....2.45
J. W. Schram, postage stamps.....1.75
A. W. Stitt, salary.....189.80
J. W. Schram, salary.....66.15
G. F. Owen, for attending Board meeting.....6.44
G. H. Randall, for attending Board meeting.....3.88
J. W. Schram, for attending Board meeting.....4.96
Chas. H. Smith, for attending Board meeting.....3.68
M. Howarn, for attending Board meeting.....4.46
L. J. Koster, for attending Board meeting.....4.62
J. A. Weston, for attending Board meeting.....4.00
A. W. Stitt, for attending Board meeting.....6.68

Mr. Howarn moved that the members of the Board extend their thanks to the Flint traveling men and their wives for the excellent entertainment extended to the Board of Directors and their wives. Adopted.

Mr. Howarn moved that we extend our thanks to the proprietor of Hotel Bryant for the many courtesies extended to us as members of the Board. Adopted.

Mr. Smith moved that we return to the general fund the \$400 borrowed from that fund in January for the death fund. Adopted.

Secretary Stitt invited the Board to hold their September meeting in Jackson.

On motion of Mr. Smith the invitation was accepted. The date of the meeting will be Sept. 7.

A. W. Stitt, Sec'y.

The Grain Market.

Wheat has taken on a very strong tone, having advanced fully 4c for July and 3c for cash. The visible showed a decrease of 3,192,000 bushels, which leaves the visible below 37,000,000 bushels, against 44,700,000 bushels a year ago. Exports were large and initial receipts were about two-thirds of what they were at the corresponding time a year ago. Dry weather in the Northwest, as well as bad reports from winter wheat sections, also caused strength in wheat. The Hessian fly is very busy just now: while hardly as bad as last year, it is so industrious as to make farmers feel blue over the outlook for the harvest, not only in this State, but in Ohio and Indiana. As the granaries are being swept clean, the new crop will go into consumption at once. As the season is late, it will be two months before new wheat will be fit to use, when the visible supply will reach as low a point as it has in the last few years—probably lower.

Corn is quiet. May went out with corn 16c below what it was the fore part of the month. The weather for the growing crop has not been what it generally is, being cold, while corn requires warm weather. The amount in sight is 16,413,000 bushels, against 12,378,000 bushels last year, but the amount of corn being fed, owing to the high price of pork and beef, is enormous, so prices will remain around present values.

Oats are very steady; while no advance can be noted, the undertone seems to be strong and there are no signs of yielding to a decline.

Rye also remains firm. While there is not much doing in this cereal, there is not enough offered to reduce the price.

Beans made an advance of 5c a bushel. Flour is very strong, owing to the advance in wheat. The demand has been good and prices are not only sustained, but have advanced fully 10 to 15c per barrel. Mill feed is offered more freely. Eastern demand is fair, while locally the demand has fallen off.

Receipts for the month have been: wheat, 226 cars; corn, 36 cars; oats, 49 cars; flour, 17 cars; bran, 2 cars; beans, 1 car; hay, 11 cars; straw, 16 cars; potatoes, 113 cars.

During the week: wheat, 53 cars; corn, 13 cars; oats, 11 cars; flour, 5 cars; beans, 1 car; hay, 2 cars; straw, 2 cars; potatoes, 19 cars.

Millers are paying 73c for wheat. C. G. A. Voigt.

Judging from the way the independent companies organized to combat combinations are making the fur fly in a good many lines, there is not much likelihood that any trust which hopes to make money by permanently advancing prices will be very successful. The profits, if they are to be secured, must emanate from some other source, such as the saving of waste and economy of management, and experience seems to indicate that not all trusts, by any means, have been able to realize this result. There is going to be plenty of room in this country for some time to come for brains and independent capital.

The following letter was forwarded to a school teacher by the parent of one of his pupils: "Please excuse Frank staying home. He had the measles to oblige his father."

Grand Rapids, Our Home.

Grand Rapids, our home,
Lying here on the Grand—
Her fame has gone forth
Through all our broad land;
For her artisans here
Are the best in the world
And their wares sell wherever
"Old Glory's" unfurled.

Her up-to-date methods
And goods of high grade
Have commanded attention
And won her the trade;
Toward her have competitors
Their thunderbolts hurled,
Yet demand for her products
Is broad as the world.

We are proud of her factories;
"Long the valley they stand,
With their towering chimneys,
Each side of the Grand,
And their thousands of spindles
Have carved her a name
On the scrolls of the nations,
Bringing honor and fame.

For our "Furniture City"
Is known far and wide,
And to us who reside here
'Tis a matter of pride;
We are proud of her record
And the progress she's made,
Also proud of the press
Which has guarded her trade.

Her parks are our pride,
Also courthouse and hall,
And her churches and schools—
We're proud of them all.
Now, to tell you the truth,
We have taken this stand—
We are proud of Grand Rapids,
Our home on the Grand.

G. W. A.

Story Told By the Bones.

"He was probably a man of means, with a large family of daughters," the irreverent bystander commented, as the skeleton was brought to view, after having reposed for ages in the vault.

"Why do you think so?" asked one of the scientific persons present.

"Observe the skeleton," he replied. "See how much longer one of his legs was than the other."

Perhaps the best housekeeping plan is not to mortgage the house.

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—GROCERY, BAKERY, RESTAURANT; established twenty-five years; in one of the most thriving Michigan towns; population 4,000; going into other business. Address W. L. care Michigan Tradesman. 885

\$500 BUYS ONE OF THE BEST PAYING meat markets in Grand Rapids; doing business of \$1,600 to \$2,000 per month. Owner lost his wife and desires to leave city. Address or call on Decker & Jean, 74 Monroe St., Grand Rapids, Mich. 883

MONEY IN CEMENT STOCK—THE TWENTIETH Century Portland Cement Co., of Fenton, Mich., incorporated under the State law of Michigan, for the purpose of manufacturing Portland cement and its accessories, offer inducements to investors in cement stocks. Only capital stock of the company is offered for sale. Full information will be furnished by addressing C. L. Corrigan, Sec'y, Fenton, Mich. 882

A SMALL SHOE, HARNES AND BICYCLE stock for sale; excellent location. Write Lock Box 6, Mesick, Mich. 881

CHOICE 80 ACRE FARM IN EMMET county to trade for merchandise. Lock Box 280, Cedar Springs, Mich. 880

FOR SALE—\$3,000 DRUG AND GROCERY stock; can be reduced; store for sale or rent; sickness cause for selling. Berridge & Berridge, Orion, Mich. 879

FOR SALE—ONE OF THE BEST PAYING steam laundries in Michigan. Address No. 876, care Michigan Tradesman. 876

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 Chicago, care Michigan Tradesman. 875

WANTED FOR CASH—\$5,000 GENERAL stock. State lowest price. Address No. 873, care Michigan Tradesman. 873

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, 406 Union St., Traverse City, Mich. 872

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. 824

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. 870

FOR SALE—NATIONAL CASH REGISTER, No. 95, cash \$350. Will sell for \$200. I have no use for it. J. H. Travis, Elsie, Mich. 866

FOR SALE—SMALL STOCK DRY GOODS; brick store to rent; good location, Hastings, Mich. O. D. Spaulding. 864

FINE DRUG STOCK AND FIXTURES FOR sale. Enquire of Hazeltine & Perkins Drug Co. 863

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. 861

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. 860

WANTED—SECOND HAND PEANUT roaster, steam or spring power; must be in first class condition and cheap for cash. E. A. Lyon, Riverside, Mich. 860

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. 856

HARDWARE STOCK FOR SALE IN A thriving village in Southern Michigan. Write for particulars. Address No. 854, care Michigan Tradesman. 854

FOR SALE OR EXCHANGE FOR MERCHANDISE—120 acres of land with good buildings. Address 840, care Michigan Tradesman. 840

FOR SALE—SECOND HAND SODA FOUNTAIN; easy terms. Charles A. Jackson, Benton Harbor, Mich. 843

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. 810

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. 813

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. 777

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. 728

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 & Choate Real Estate Co., Flint, Mich. 709

WANTED—MERCHANTS TO CORRESPOND with us who wish to sell their entire stocks for spot cash. Enterprise Purchasing Co., 153 Market St., Chicago, Ill. 585

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. 583

MISCELLANEOUS

WANTED—SITUATION BY YOUNG MAN in general store; has had several years' experience. Can furnish good references. Address No. 884, care Michigan Tradesman. 884

WANTED—A YOUNG OR MIDDLE AGED doctor to locate in a good town of 10,000 inhabitants. Address W. B. Minthorn, Hancock, Mich. 886

SITUATION WANTED AT ONCE BY REGISTERED pharmacist. Write Druggist, care Kent Hotel, Grand Rapids, Mich. 878

WANTED—POSITION AS BOOK-KEEPER; experienced in general merchandise, lumber and cedar business. Young man of good habits; A1 references. A. A. Clark, Gulliver, Mich. 877

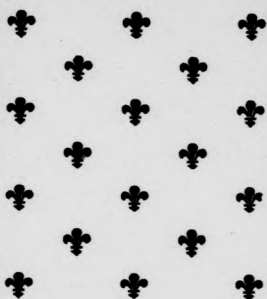
WANTED—AN EXPERIENCED SALESMAN for Ohio. The Computing Scale Co., Dayton, Ohio. 871

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. 859

REGISTERED PHARMACIST, MIDDLE aged, experienced and capable desires situation. References. Address "Toke," 120 E. Mirre St., Alpena, Mich. 867

WANTED—SITUATION BY YOUNG MAN as traveling salesman or in general mercantile store. Good references. Address Box 401, Elk Rapids, Mich. 882

WANTED—REGISTERED PHARMACIST at once. State salary and age. Address No. 838, care Michigan Tradesman. 838



Maple Cake



Has lots of genuine
goodness.

Worth

Every bit of 10 cents a
pound to any merchant.

Designed to Sell,
Please,
Duplicate.

IOC

in boxes and glass front
tins.

If you wish sample, a card will bring it.

Sears Bakery

Grand Rapids, Mich.

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.

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ident, J. H. HOPKINS, Ypsilanti; Secretary,
E. A. STOWE, Grand Rapids; Treasurer, J. F.
TATMAN, Clare.

Grand Rapids Retail Grocers' Association
President, FRANK J. DYK; Secretary, HOMER
KLAP; Treasurer, J. GEORGE LEHMAN

Detroit Retail Grocers' Protective Association
President, 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
President, J. FRANK HELMER; Secretary, W.
H. PORTER; Treasurer, L. PELTON.

Adrian Retail Grocers' Association
President, A. C. CLARK; Secretary, E. F.
CLEVELAND; Treasurer, WM. C. KOEHN

Saginaw Retail Merchants' Association
President, M. W. TANNER; Secretary, E. H. Mc-
PHERSON; Treasurer, R. A. HORR.

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HOLLY; Treasurer, C. A. HAMMOND.

Owosso Business Men's Association
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CAMPBELL; Treasurer, W. E. COLLINS.

Pt. Huron Merchants' and Manufacturers' Association
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PERCIVAL.

Alpena Business Men's Association
President, F. W. GILCHRIST; Secretary, C. L.
PARTRIDGE.

Calumet Business Men's Association
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A. PERCY; Treasurer, CLARK A. PUTT.

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President, H. W. WALLACE; Secretary, T. E.
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Grand Haven Retail Merchants' Association
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HOEKS.

Yale Business Men's Association
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PUTNEY.

Grand Rapids Retail Meat Dealers' Association
President, JOHN G. EBLE; Secretary, L. J.
KATZ; Treasurer, S. J. HUFFORD.

THE NULITE

750 Candle Power ARC ILLUMINATORS
Produce the finest artificial light in the world.



Superior to electricity or gas, cheaper than kero-
sene 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 success-
ful 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, Traver-
se City, Alma, Lansing, Belding, Benton Har-
bor, 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.

	ex Su	ex Su	ex Su	ex Su
Lv. G'd Rapids	7:45a	2:10p	10:45p	5:20p
Ar. Cadillac	1:20a	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.

	ex Su	ex Su	Daily	ex Su	Daily
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. Pt. 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 9:15am.
Sunday train leaves Grand Rapids 7:00pm.
Arrives at Muskegon 8:25pm.
Trains arrive from Muskegon at 9:30am daily,
1:30pm and 5:20pm except Sunday and 6:50pm
Sunday only.

CHICAGO TRAINS

G. R. & I. and Michigan Central.

	Except Sunday	Daily
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 Pull-
man buffet parlor car attached.
11:30pm train has through coach and Pullman
sleeping car.

FROM CHICAGO Except Sunday Daily
Lv. Chicago (12th St. Station) 5:15pm 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

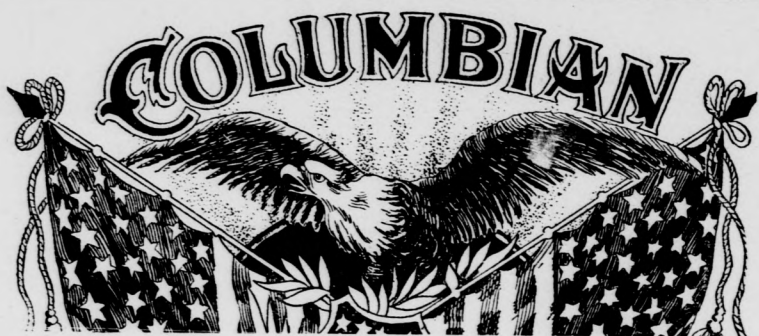
LILY WHITE

"The flour the best cooks use"

VALLEY CITY MILLING CO.,
GRAND RAPIDS, MICH.

**Cold Facts
Served Hot**
with
**Dignified
Design
or
Catchy
Conceit
make
Advertising
Profitable**

**Tradesman Company
ENGRAVERS
GRAND RAPIDS, MICH.**



Michigan's Famous Cigars

Manufactured by

COLUMBIAN CIGAR COMPANY, Benton Harbor Mich.

Grand Rapids Bark and Lumber Co.

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.

419-421 MICH. TRUST BUILDING, GRAND RAPIDS

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Base Balls.....	38c and \$ 68	Lead Pencils, gro.....	50
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Baskets, handled.....	30	Milk Jars, Paper Cap, gro.....	5 00
Bags, paper, see Catalogue.....		Mantles, Gasoline, doz.....	80
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Burners, No. 1.....	40	Plates, Breakfast.....	71
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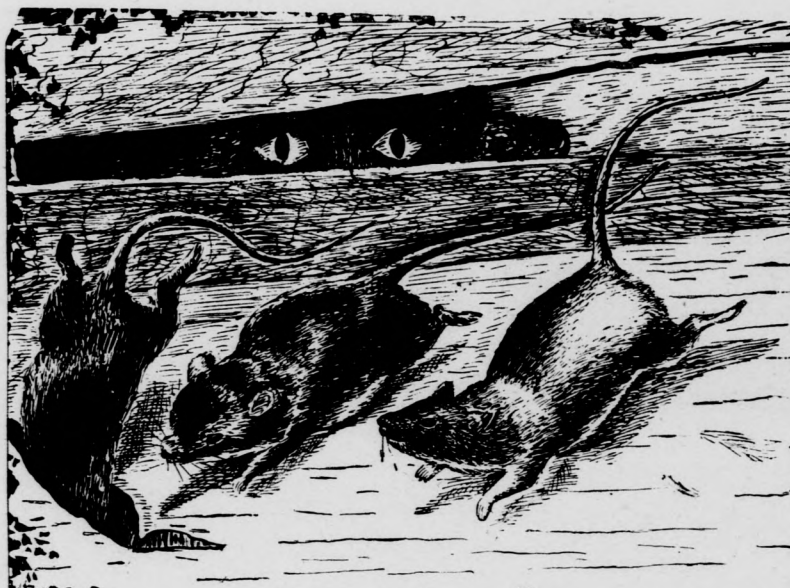
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