

## “The Best”

There's a world of meaning in this little phrase. The difference between “The Best” and “As Good As,” is the difference between “The Excellent” and “The Ordinary.”

That's the difference between OUR LEATHER TOPS and most others on the market.

“The Best” is a class by itself, and that's where OUR LEATHER TOPS belong.

**The Beacon Falls Rubber Shoe Co.**

207-209 Monroe Street, Chicago

**Samples Sent Prepaid**

Be sure and let us know if you do not get our New Catalogue. It is the handsomest out.



**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.

# 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.

# 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

## PLAIN TALK

We warrant Bay Shore Standard Lime to be not only equal to, but better than any other lime on the market. Better for stone work, better for brick work and better for plastering.

We warrant Bay Shore Standard Lime to be free from stone or other waste. We warrant Bay Shore Standard Lime to make more mortar (per barrel) than can be made with any other lime.

We warrant Bay Shore Standard Lime to slack out as white as the whitest. We warrant Bay Shore Standard Lime not to "pop" in the wall if properly used. (Let it stand a few days after slacking.)

This will be the dealer's authority to settle any "kick" (and charge to us) where Bay Shore Standard Lime does not fulfill all claims made by us.

BAY SHORE LIME COMPANY,

Bay Shore, Mich, June 1, 1901.

HOMER SLY, Secretary.

## 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.

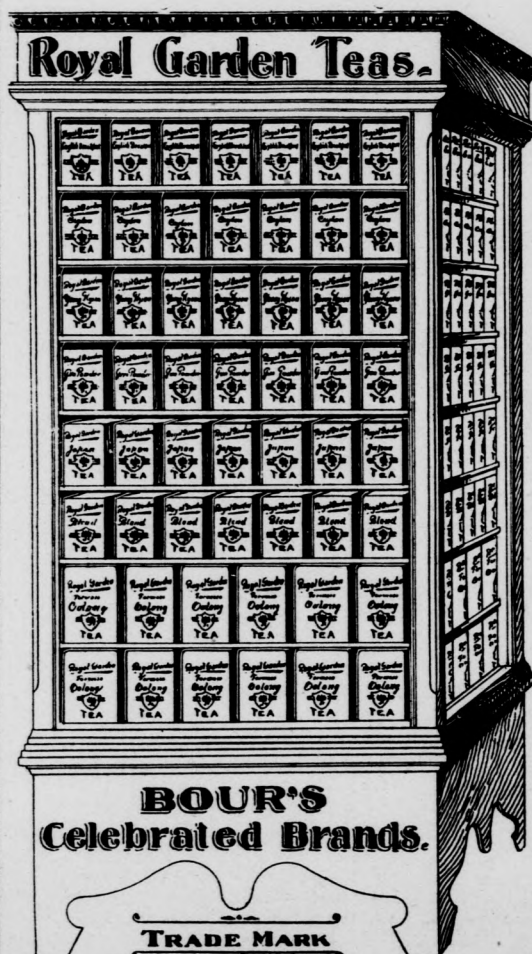
# Cadillac

Fine Cut and Plug  
THE BEST.

Ask for it.

MADE BY THE NEW SCOTTEN TOBACCO CO. (Independent  
Factory)

AGAINST THE TRUST. See Quotations in Price Current.



## Bour's Gabinet of Royal Garden Teas

In pounds, halves and  
quarters.

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

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

The best business propo-  
sition ever offered the  
grocer. Absolutely the  
choicest teas grown.  
Write for particulars.

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

BOUR'S  
Celebrated Brands.

TRADE MARK

# MICHIGAN TRADESMAN

Volume XVIII.

GRAND RAPIDS, WEDNESDAY, JUNE 12, 1901.

Number 925

## ELLIOT O. GROSVENOR

Late State Food Commissioner

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

1232 Majestic Building, Detroit, Mich.

### 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.

**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.**

Widdicombe 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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### ABOUT LONG LIFE.

It is a fact often commented on that Queen Victoria was very old and that she retained sufficient health and strength to attend to public business almost to the last. Her son, King Edward, is now himself quite aged. Queen Victoria was 81 years of age when she died, had raised a large family, had lived a life that could not be otherwise than wearing, had suffered much sorrow and seen much excitement. A great many other rulers have been more of a figurehead than she had been for fifty years. To be sure, she was spared as much as possible, and yet no person in her situation can escape responsibility and innumerable cares. Sir Samuel Wilks, one of the royal physicians, speaking about longevity in general and this case in particular, not long ago, said:

Every one has a natural temperament. Follow that and avoid excesses. A quack may tell you you must eat an ounce of albumen, so much starch, so much water, and so on, and what should you do? Go and have a nice chop. The instincts of people are right. We have done better intellectual work than ever before, and these have been the times of tea, coffee, tobacco, and alcohol. What can you make of that? Again, I say, follow your instincts.

This announcement scarcely reads like the opinion of a learned physician. It openly advises people to eat and drink what they like, although it cautions against excesses. The advice to follow one's instincts is certainly very agreeable and within bounds there is no reason why it is not sensible. Animals eat what they like and all they want of it and leave the rest alone. They can be pretty generally depended upon to avoid that which is deleterious and to use only that which is nutritious. Certain it is that there is a good deal of bosh and buncombe about any hard and fast rules that the human system demands so much of this and so much of the other thing. The common sense of it is in accord with the old maxim that what is one man's meat is another man's poison. One constitution wants more of this and another more of that, and the appetite will crave it. Those people

who are so terribly afraid of eating or drinking something that will do them harm, who insist upon drinking distilled water and sterilized milk, who spend half their time trying to avoid germs, do not live any longer than those who use less troublesome precautions. Of course no one will advocate drinking water known to be impure or eating anything that is contaminating, but for all that there is a lot of foolishness indulged in by those who are unnecessarily alarmed about losing their health. A fair amount of hard work, a clear conscience and a good disposition are after all among the best regulators.

### MR. MORGAN'S LIMITATIONS.

A good many people doubtless envy J Pierpont Morgan because he is so rich and is apparently able to buy everything he sees which suits his fancy. It is reported that the English were almost afraid to have him see Windsor Castle on the occasion of his recent visit to the King, lest he might think he would like to live there himself, in which case he would become possessed of it. His means are of gigantic dimensions and money is the commodity he has most of—a situation which certainly has numerous attractive features. Those of small or moderate means are sometimes tempted to envy and covetousness by reading the stories of Mr. Morgan's financial ability.

It is well enough, however, for everybody to count their blessings and there are some things which Mr. Morgan lacks and which millions of hard working American people have that he would give a good chunk of his fortune to possess. For example, there are reports in the papers of his being "wined and dined" by great dignitaries at home and abroad. One would naturally suppose that whatever enjoyment comes from good living would be his, because certainly he can buy anything he wants to eat. But there comes in the misfortune which money can not remove. The great Pierpont Morgan has a weak stomach and when he goes to these grand dinners he is limited to a little fish, one or two soft boiled eggs and some water. Whoever is able to eat a hearty meal and enjoy it is infinitely better off in that respect than the millionaire. Presumably he would gladly give a million for such a strong and sturdy stomach as any one of ten thousand hard working Grand Rapids men possess. It would be very fine if a strong stomach and a big bank account could go together, but those who have either one have a blessing for which they should be thankful.

Chicago is reported to be having an epidemic of diphtheria among cats. The amount of infectious diseases transmitted by domestic pets is far greater than people generally have any idea of, and cats are especial sources of danger, owing to their enjoying the "freedom of the house," even including the sanctity of the bed chamber. The cat, moreover, is said to be very susceptible to diphtheria.

### GENERAL TRADE REVIEW.

The recovery of prices in the New York stock markets continued until in transportation stocks all records were again broken. This has been followed by a period of strong fluctuations in many shares, the average at the last showing a considerable recession from the highest, but with the movement again upward. Trading has also been exceedingly variable, at one time nearly reaching the activity before the panic, but with a positive decline there is also a decided slackening in the volume, although not yet dull by any means.

The general volume of trade as a whole continues very heavy. In spite of labor troubles and uncertainties and the approach of the heated term price changes have been such as to indicate an unabated pressure of demand in the mechanical industries. More seasonable weather has been a potent factor in the movement of summer goods and outing supplies. Resort prospects are more encouraging and even general real estate and building operations are greatly helped.

With the general pressure of demand at the highest to an extent sufficient to command a premium on billets and to advance rails to \$30, there is yet some talk of possible diminution of activity at some points. Some mills report that orders now in do not extend beyond the first of the month. Structural shapes are still in strong demand. Pig iron is reported quiet and easier. The ore movement is light for the year thus far, owing to late opening of navigation. Anthracite coal continues unusually active for the season, the May output exceeding last year's by over a million tons. Floods in the coke region interrupted work, but production fell little below the top point, and the second quarter of this year promises a new record of 3,500,000 tons.

There is a marked improvement in the cotton goods trade owing to reduced quotations, which are the lowest of the season. Reports of the woolen situation are not so favorable as to activity. Prices of footwear are well sustained and shipments from Eastern factories are of remarkable volume. A feature of the trade is the unexpected demand for tan goods. Hides are still further advanced in Western markets.

The wheat and cotton staples are strong. Cotton made a small advance on better enquiry abroad and improved conditions at domestic mills. A lower estimate of acreage was also generally accepted as more probable than the official statement. Phenomenal exportation of wheat for this season was the chief element of strength, while a prediction by a well-known authority that the total yield would reach 785,000,000 bushels had a depressing effect, although generally considered excessive.

A woman in Pennsylvania has triplets and her husband has smallpox. When Roosevelt hears about their case it is thought he will admit that he really knows nothing whatever of strenuous life.

## Getting the People

### Co-Operation Between Advertising and Business.

A common failing in the work of advertising for a general business is in a lack of handling the business details in a way to make the advertising effectual.

It is often the case that the arrangement and display of goods fall into certain grooves. Month after month and year after year there is a certain place for each article or line of goods, and, when these are taken in, they go to their places so naturally that little difference is perceived after the receipt of the heaviest consignments. This is a convenient and economical plan, but one requiring a little more effort and care may be made much more profitable.

While I do not think it well to keep a store in a topsy-turvy, moving condition all the time, it is a mistake to fall into ruts. The diligent merchant will constantly study to make changes in the arrangement of his wares, not only to find the best scheme of display but to give a variety and newness in the appearance. The changes need not be radical, sometimes no more than the reversing of position of certain articles.

I wish to dwell more particularly on the importance of arranging display to co-operate with advertising. It is a mistake to herald the receipt of heavy consignments of goods loudly in the newspapers and then hide them in some out-of-the-way back corner of the store. People come in to see the advertised goods and, if they are packed away in as small and inconspicuous a space as possible, the effect is to belittle the advertising. In such cases the goods should be kept in sight and given conspicuous display until they shall have served the purpose of making the advertising pertinent and worth while to the customer.

The same remark will apply in special announcements of all kinds, including goods on hand. Of course, in a special sale the articles will naturally be given prominence, not hidden in a corner. The principle should be made to apply to all goods specially enumerated in the advertising. I do not mean that these should be made to appear as overshadowing everything else, but they should be so managed as to meet every instinctive expectation of the customer attracted.

Often, in writing an advertisement, a glance is taken over the stock and such articles mentioned as will interest or that the dealer thinks should be "worked off," and then the subject is dismissed from the mind or crowded out by other duties; but this is but the beginning of the task for the successful advertiser. It is his business to so arrange his display that it shall serve to justify every statement in his advertisements. This will serve to brighten up stock, to awaken interest in clerks and to give the healthy appearance of "bustle" which should characterize every business.

\* \* \*

Leedle Bros.' seasonable advertisement is well handled by the printer, who evidently knows the value of white space, especially when the display and border are pretty dark. I am not in favor of changing the subject as in the paragraph. If necessary or desirable to refer to the stove trade it should be introduced parenthetically as in the reference to tin shop. When an advertisement is written for a specialty, so far as

It will soon be . . . . .

## Fly Time

and you should remember we have a very complete . . . . . line of . . .

### Screen Doors

Common and fancy. Also a very large line of Window Screens, all sizes at different prices. We keep selling the Detroit Vapor Gasoline Stove and every lady that uses them speaks a good word for the Detroit. Call and examine. No trouble to show goods at

**Leedle Bros.' Hardware.**

The Shop In Connection.

## THE DAYS ARE COMING

When you will be in sore need of a good refrigerator. We have a stock picked from the very best. People who are struggling along with old, worn out unsanitary and unhealthy refrigerators will find it profitable to make a change now. There is nothing so mean as an unsatisfactory refrigerator—nothing so good as a first class modern one such as we are showing. Ask your wife.

**Otto Rosenfeld**

## FISHING TACKLE

### MIX BROS.

As usual, we are headquarters for Fishing Tackle of all kinds, and prices that are real bargains.

**Rods, Reels,  
Lines, Baskets,  
Hooks, Bait Boxes,  
Flies, Etc.**

Another \$5.00 Outfit Free this year for the largest Bass. Ask about it.

**Mix Bros.  
Pharmacists**

BEAUTIFUL

## Granite Brussels

No wool and a yard wide only  
**22 cts. per yard**

**F. W. CRON,**  
Two Big Stores Main Store 378 River  
Branch " 305 First.

## KODAKS . . .

Excellent Cameras from \$1 up. Nickled Tripods and all accessories.

**BEST MAKES,  
CHEAPEST PRICES**

AT  
**GEO. McDONALD'S  
DRUG STORE.**

## Fine Art ..Coilet Soap..

The kind you see advertised in all the high class magazines. One adv. of this soap in the Ladies Home Journal for a single issue cost Armour & Co. \$5000.00.

One Cake Will Cost You 10c,  
One Box (Three Cakes) Will  
Cost You 25c

Our west window is full of it.

Heath's Beef, Iron and  
Wine is the right tonic  
for hot weather.

**Fred L. Heath,  
The Druggist.**

## Reed Rockers,

Cool and Comfortable.

We have one made on  
a hard wood frame full  
roll edge, antique finish  
for . . . . .

**\$3.50.**

Others \$3.25 to \$3.90.

**W. H. Johnson  
& Son.**

## Special Sale

--OF--

## Children's Hats

--FOR--

## Children's Day

**GILMORE BROS**

## ICE

No longer a luxury, ice is now recognized as a necessity in the promotion of health, comfort and economy. To accomplish these objects ice should be pure. Running water becomes purified through oxidation; hence our ice obtained from water in this condition is shown by Prof. Frank Keeble's analysis to contain but one-half drop of organic matter in a gallon. Nature rarely produces anything purer. We supply families at low rates and our drivers deliver liberal quantities.

BOTH PHONES  
**WELLS & SMITH**

possible the main display and space should be monopolized by the specialty and other matters should be enclosed in panels separately or put into a corner, so as not to distract the attention from the main subject. This distraction of the attention by a change of topic drives the first out of mind and the second is not treated with sufficient strength to do this and then hold attention for itself.

Otto Rosenfeld writes a telling refrigerator advertisement and his printer sets it up in an artistic and judicious manner. I have an idea, however, that the effectiveness would have been increased had he sacrificed artistic effect to the extent of breaking the paragraph and displaying the word "refrigerator." The attention of some may be gained by the display of a generality like "The days are coming," but more of those whose attention is desired—those interested in refrigerators—would be caught by the display of the subject and this would detract but little, if any, from the general effect. Aside from this, the advertisement is an exceptionally strong one.

Mix Bros. write an advertisement for fishing tackle which is a good illustration of sticking to the subject. There is nothing in it but tackle, except the name of the main business and the signature. Such an advertisement is of more value for other branches of their trade than if they had changed the subject to lug something else into the body of the display. The printer could have improved his work by omitting the line and ornaments and devoting the space to white paper, thus getting a little farther away from the border at the top.

F. W. Cron makes a turn on the quality of his goods which is likely to gain attention. I would have put the name in the same type as the other display lines, thus giving a unity of design which would contribute to the attractiveness of the display.

Geo. McDonald writes a good photographic supply advertisement which is set in pretty heavy type for the space. There is a little confusion of ideas introduced in "nickled tripods and all accessories." As it reads, accessories applies only to the nickled tripods, while it is doubtlessly intended to mean other accessories to the camera and photographic work.

Fred L. Heath writes a good toilet soap advertisement which is tastefully composed by his printer. The definiteness in the price statement is a good feature; also the reference to the display in the window shows commendable co-operation between the management and the advertising. I should have tried hard to find a place for the last paragraph outside the main advertisement or waited to make a specialty of it next week.

W. H. Johnson & Son have a well-written chair advertisement which is well handled by the printer, except that he introduces too many styles of type. His display and use of white space are exceptionally good. The price feature is a good one, but in a case like this, when the price range is so small, I would mention only the one.

Gilmore Bros. write an effective advertisement of a special sale which the printer handles consistently. "Gilmore" should begin with "G" instead of "C."

Wells & Smith write an excellent ice advertisement. Aside from the mourning border, the display is good. The writer might have condensed a little to meet the needs of the limited space.



# Royal Baking Powder

ABSOLUTELY PURE

Royal is the baking powder of highest character and reputation, the favorite among housekeepers. The cheapest to consumers, the most profitable for dealers to handle.

Those grocers who are most successful in business—who have the greatest trade, highest reputation, the largest bank accounts—are those who sell the highest quality, purest, best known articles.

It is a discredit to a grocer to sell impure, adulterated and unwholesome goods; nor is the sale of such goods, even though the profits on a single lot may be larger, as profitable in the long run as the sale of pure, wholesome, high-class articles at a less percentage.

Trade is won and held by the sale of the best, the highest grade, the most reliable goods.

## Around the State

### Movements of Merchants.

Ashton—S. D. Cheney, grocer, has removed to Mancelona.

Sunfield—E. Jackson has purchased the meat market of Bascom & Co.

Perry—Hause & Noyes continue the grocery and dry goods business of Hause Bros.

Kalamazoo—John G. Smith, dealer in flour and feed, has sold out to Robert Corkey.

South Branch—The Cash Mercantile Co. succeeds Clarence E. Martin in general trade.

Eureka—E. S. Koons has closed out his clothing stock at this place and will put in a new line at St. Johns.

Flint—Phillips & Haddrill have removed their stock of drugs and wall paper from Lapeer to this place.

Laurium—Phillip Lowry and James Reed have formed a copartnership and engaged in the grocery business at this place.

Boyer City—Lewis & Staley have purchased the meat market of Byron Lyke and have amalgamated the two markets.

Rochester—Fred H. Rollins has purchased the interest of his partner in the dry goods and millinery firm of Rollins & Dever.

Black River—Geo. E. Crannell has removed his drug stock to Florida. This leaves Black River without a druggist.

Flint—The Flint Produce Co. succeeds E. B. Clapp & Co. in the flour and feed mills, elevator, produce and coal business.

Jackson—Wm. Cornell and Mrs. Alice Drake have purchased the grocery stock of W. W. Thomas, at 113 South Jackson street, and will continue the business under the firm name of Cornell & Drake.

Big Rapids—H. R. Nilsen has sold his interest in the dry goods house of Stone & Nilsen, Cadillac, to his partner, Mr. Stone, and will now devote his entire time to his Big Rapids furniture business.

Traverse City—Dexter Mason, for several years employed by the meat firm of Frank Brosch & Sons, has formed a copartnership with Mr. Cox and engaged in the meat business under the style of Mason & Cox.

Muskegon—The Muskegon Butchers' and Grocers' Association will hold their annual picnic at Mona Lake resort Aug. 8. The affair is to be made a big one and all the butchers and grocers for a radius of fifty miles are to be invited.

Hamilton—H. N. Parker, prescription clerk for James I. Main, the Tekonsha druggist, and who recently purchased the S. M. Rafferty drug stock at Albion, has leased the H. J. Fisher store building here and engaged in the drug business.

Kalamazoo—L. S. Jones, of this city, has purchased the W. H. Stoddard lumber yard at Decatur and will take possession and operate it under the firm name of L. S. Jones & Co. Mr. Jones has been with I. D. Bixby & Sons for the past two years and a half.

Lawton—Martin & Depew have sold their drug stock to Coleman & Showers. The business will be managed by Sheldon Coleman, who has been head clerk in the store for several years, previous to which time he was manager of the drug and stationery store of Dr. I. E. Hamilton.

Saginaw—A meeting of the Metropolitan Dry Goods Co. has been called for to-day for the election of officers and the perfecting of the organization of the new company. The stock, to the extent of \$50,000, has all been taken. The company will occupy a large store in the Bearer block and expects to be open September 15.

Kalamazoo—Mrs. Lucy Hoekstra has merged her grocery and general merchandise business at 713 and 715 Portage street into a stock company under the style of the L. H. Hoekstra Co. The capital stock is \$8,000, all paid in. The incorporators are Mrs. L. Hoekstra, Messrs. John, Peter, Samuel, James and Elias Hoekstra and Miss Jennie Hoekstra.

Lansing—The drug store of Gardner & Robertson, in North Lansing, was damaged by fire Tuesday to the extent of several thousand dollars. The fire originated from a small stove in the back part of the store. The damage to the stock was principally from smoke, which was very dense, and water. The loss is nearly covered by insurance.

Lansing—L. H. Kennedy has sold his interest in the dry goods stock of L. H. Kennedy & Co. to the other members of the firm, O. M. Smith and M. A. Knight, of Flint, and George J. Pratt, of Ann Arbor. Mr. Kennedy will remain in charge of the store for several weeks, as a new manager has not yet been engaged. Mr. Kennedy will eventually return to his former occupation of wholesale dry goods salesman.

Hanover—Rival rural telephone companies are creating more or less strife between the rival villages of Hanover and Horton. Of course, the rural telephone, in so far as it is pushed by the merchant, is a trade getter, and the struggle to get right-of-way in the richest district and thus secure the trade from those districts is what causes the star chamber sessions with the inhabitants of each village. Although the larger town, Hanover, was backward about starting it is striking a good gait on the back stretch.

### Manufacturing Matters.

Port Huron—The Huron Machine Works has increased its capital stock from \$5,000 to \$7,500.

Port Huron—The lumber corporation of F. D. Jenks & Co. has increased its capital stock from \$15,000 to \$20,000.

Richland—The Dip Front Shirt Waist Holder Co. is the style of a new enterprise at this place. It is manufacturing the patented device of Miss Gertrude Bonebright, who is traveling for the company as general agent.

Lansing—The plant of the Potter Manufacturing Co. has been sold to Hugh Lyons & Co. and will be used for the manufacture of wood frames for show cases, and other goods used by the company. The plant was until last winter operated as a furniture factory.

Cheboygan—J. E. Meyers & Bros. have closed their lumbering operations on Bois Blanc Island and will remain in Cheboygan for a time to finish up their business in this section. A. A. Meyers, of the firm, goes to Mt. Pleasant to look after their sugar beet industry.

Detroit—Judge Brooke made an order Tuesday appointing the Detroit Trust Co. receiver of the Detroit Boat Works, and instructing the receiver to wind up the affairs of the company at once and distribute the assets. The receiver is authorized to run the works to complete

unfinished boats and to advance not exceeding \$350 to operate the works and purchase necessary material.

East Jordan—The Charlevoix Roller Mills Co. has secured a site at the foot of Garfield street, both sides of the railroad and extending to the Lake, and will erect a flouring mill and elevator. It is the intention of the company to have the mill in operation the present season.

Kalamazoo—A. E. Rosenberg, who recently left the city for Buffalo, N. Y., has accepted the management of the only shoe manufactory on the grounds of the Pan-American, in the liberal arts building. He has charge of the sixty men employed there in the manufacture of boots and shoes.

Detroit—The William H. Allen Co. has filed articles of association. The capital stock of the company is \$10,000, and the organizers are William H. Allen, William A. Allen, trustee, Willard K. Bush and William W. Robinson, all of Detroit. The company will continue the manufacture of ladies' shirt waists.

### The Boys Behind the Counter.

Sault Ste. Marie—C. M. Rapin has resigned his position with C. W. Pickford to take charge of the carpet department of Prenzlauer Bros.

Middleville—Irving L. Cressey is assisting Frank Heath in his drug store.

Mackinaw City—Geo. Wolford has resigned his position as clerk at S. B. Chamberlin's store and Will Richards, of Plainwell, has taken his place.

Cheboygan—Leo Edelstein, manager of the F. A. Kramer Co.'s clothing store, took in the Shriners' excursion from Detroit to Buffalo last week.

Traverse City—George Navarre, who for the past five years has been a valued employe in the clothing department of the Boston store, has gone to Detroit to take his new position with the Newland Hat Co. His territory will be Southern Michigan and he will not come north of Ionia. Mr. Navarre will keep his residence here for the present, but expects to move to Detroit eventually.

Ann Arbor—Harry Gillen has taken a position as salesman with the Wadhams, Ryan & Reule clothing firm.

Niles—John Gehring, who has been prominently identified with the commercial interests in this city, having been connected with the firm of George W. Dougan & Company for nearly a score of years, and who has been with the successors of the above firm for the past two years, is about to leave the city. Mr. Gehring has taken a position at South Bend, where he will have charge of a department with the well known firm of George W. Wyman & Co. Mr. Gehring will sever his connections here on July 1, and will remove his family to the Indiana city, where he is now erecting a residence for their occupancy.

### Hides, Pelts, Tallow and Wool.

The hide market remains firm at the slight advance of last week. Receipts of country hides are not large but are of good quality. Prices are fair and the demand is good. A still further advance is looked for.

Pelts are slow of sale at extremely low values. The supply is ample.

Tallow remains quiet without change of price. Prime stock is in good demand.

Wool is slow coming in from the grower. Prices are so extremely low that he is not tempted to leave his other work to market it. Prices are lower, if anything, and buyers are few. Each buyer carries a club and has used it to such an extent that there is no life left to the trade. Each one knows all about the cause for low values and each wants to make back the losses of last year or, at least, to avoid a repetition. Wool goods are selling at prices above the present cost of wool. Values are so low that any change would seem to be for a higher price. The trade needs something to give it any kick, and higher prices alone will do it. Wm. T. Hess.

Some years ago a great deal of attention was attracted to specimens of cloth said to be bullet-proof. Like many other so-called wonderful discoveries, it has passed out of notice, and now a new notion crops up in the shape of wood that is bullet-proof. The specimen in question was sent by an American military attaché serving in Europe. It is a small block of wood fibre, treated, it is said, with ox blood. The specimen of material sent showed the effect of firing a bullet at the wood. The projectile was literally flattened, without making any appreciable indentation and with absolutely no cracking of the target. There is less effect on the wood than on a piece of armor plate when hit by a projectile.

The law was laid down the other day by Vice Chancellor Pitney, of New Jersey, to the effect that strikers have no right to interfere with others wishing to work, or prevent others from filling places made vacant by the strikers. He declared it to be "a fundamental principle of law that every person has a right to work or not to work, just as he or she sees fit, but no one has the right to keep another person from working." This is an important principle which should constantly be borne in mind, and if its admonition is heeded, it will practically put an end to scenes of violence in connection with labor disturbances.

Mrs. Nancy B. Irving, of Chicago, who has published a book intended to prove that under the present social conditions business can not be conducted honestly, offers a reward of \$1,000 to the business or professional man who proves that he has done his work for a month without lying.

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

## M. O. BAKER & CO.

TOLEDO, OHIO

Want to buy Potatoes---Carlots.

### Grand Rapids Supply Company

Jobbers of

ENDLESS CANVAS THRESHER BELTS

Suction Hose, Tank Pumps,

INJECTORS, ENGINE TRIMMING, ETC.

20 Pearl Street

Grand Rapids, Michigan

## Grand Rapids Gossip

### The Produce Market.

**Apples**—Reports from Western New York confirm previous statements regarding the apple crop. It seems from present indications that the yield will be very small, compared with previous years. Only Duchess promise anywhere near what is generally expected. Baldwins will be short. Reports from Northern New York are more promising. About an average crop will be harvested there.

Asparagus—35@40c 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.

**Cherries**—The Michigan crop will be short, due to the existence of bugs which infest the leaves and will sting the fruit unless destroyed by spraying.

**Cucumbers**—Home grown command 30@35c per doz.

**Eggs**—Eggs are weaker than a week ago, but local dealers have succeeded in keeping the market active by cleaning up receipts as fast as they arrive. They are paying 10@10½c, case count, on track at shipping point.

**Grapes**—Recent mail reports from the Michigan grape belt indicate that the crop this year will be larger than last. Around Lawton last year about 700 cars were shipped. This year the shipments will reach 1,000 at least.

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

**Green Peas**—Have declined to \$1.25 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 \$4 for choice and \$4.50 for fancy.

**Lettuce**—Leaf, 10c; garden, 7c; head, 75c per bu.

**Maple Sugar**—10@10½c for genuine and 9c for imitation.

**Maple Syrup**—\$1 per gal. for fancy.

**Melons**—There is some prospect that the melon crop of Georgia will be greatly reduced and will also be too late to secure the benefits of the early July demand.

**Onions**—Bermudas command \$1.75 per crate. Egyptians fetch \$3 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**, \$1.75@2 per doz.

**Plants**—Tomato, 75c per box of 200; cabbage, 85c; sweet potato, 90c.

**Plums**—Indications point to the largest crop of plums Western Michigan has ever witnessed. The trees hang so full of fruit that growers will soon be compelled to prop up the limbs to prevent breaking.

**Potatoes**—New potatoes from the South command \$2 per bu. The crop is about two weeks late and all reports are to the effect that the yield will be below that of previous years. Old potatoes are strong at 60c. The price went to 82c in Chicago last Saturday—the highest point reached in two weeks—and some of the operators on South Water street are predicting that the price will go to \$1 before the downward movement sets in.

**Poultry**—The market is strong and active. Dealers pay as follows for live: Chickens, 9@10c; medium, and small hens, 8@9c; large hens, 7@8c; young turkeys, 9@10c; old turkeys, 7@8c; young ducks, 12½@15c; pigeons, \$1 per doz.; squabs, \$1.75 per doz.; broilers, 18@25c per lb.

**Seeds**—Hungarian, 75@85c; common millet, 70@75c; German millet, 80@85c.

**Spinach**—35@40c per bu.

**Strawberries**—Home grown stock is now in market, fetching \$1.35@1.50 per 16 qt. case. The crop is likely to be disappointing, due to the injury done the vines by the continued cold weather. Indiana stock is coming in mussy and in bad condition, in consequence of which sales are made at \$1@1.35 per case.

**String Beans**—\$2 per bu.  
**Summer Squash**—4c per lb.  
**Tomatoes**—\$2.25 per 4 basket crate.  
**Water Cress**—40c per doz.  
**Wax Beans**—Have declined to \$2 per bu.

### The Grain Market.

The tone of the wheat market is rather soft and prices have made a retrograde movement, owing to the fine growing weather and copious rains. The Government crop report showed a decline of about seven points in the winter and spring wheat crop situation, and the wild estimate of Snow, stating that the wheat crop in the United States would be 785,000,000 bushels, also had a tendency to lower prices. The visible, while large—being 1,640,000 bushels—was considered rather conservative, after having the 3,000,000 bushel decrease the previous two weeks. Another factor was the arrival of a car of new wheat in Kansas City. Harvesting is also in progress in Texas. All these things combined outweighed the bullish news, which consists of reduced estimates of the German crop, almost a total failure; small Argentine shipments, and, last but not least, the ravages of the Hessian fly in the winter wheat states. They seem to be very industrious, as well as very effective. However, this left the market for July about 7c lower and cash about 5c lower than last week.

The same weather conditions and the large amount of contract corn received had a weakening effect on the corn market and, were it not for the large amount required for feeding purposes, it would seek a still lower level. While the acreage put in is larger than last year, the outlook at present is not as promising as it might be.

Oats have held their own, mostly on account of the poor outlook for the growing crop, which is claimed to be poorer than for several years past.

Rye was very steady, owing to export demand, as distillers have shut down, so the demand from this source has stopped.

Flour has not changed in price. There is a fair demand for all of the old wheat flour that has been or will be made. As stated, owing to the good pasturage, mill feed is not as firm in price as it has been. The mills are filling old orders.

Receipts of grain during the week have been as follows: wheat, 69 cars; corn, 9 cars; oats, 11 cars; flour, 2 cars; beans, 1 car; bran, 1 car; hay, 2 cars; potatoes, 10 cars.

Millers are paying 60c for wheat.  
C. G. A. Voigt.

Horace Hudson has leased a store building at Eureka and will shortly engage in the drug business at that place. The Hazeltine & Perkins Drug Co. has the order for the stock. Mr. Hudson is a son of Fred Hudson, the Riverside druggist.

I. E. Tucker, whose grocery stock at Fennville was recently destroyed by fire, has resumed business. The new stock was purchased of the Ball-Barnhart-Putman Co.

A. Levitt has opened a dry goods store at 1161 South Division street.

### The Grocery Market.

**Sugars**—A dull and featureless raw sugar market was experienced last week, 96 deg. test centrifugals being quoted at 4¼c, a decline of 1-32c from last week's quotations. Owing to the slow demand for refined sugar and the large accumulation of raw sugar, refiners were indifferent buyers and have practically withdrawn from the market. Importers, however, remain confident, pending a larger demand for refined sugar, which will stimulate the demand for raws. Prospects are favorable and there is nothing at present to warrant the expectation of lower prices. The visible supply of raw sugar is placed at 2,280,000 tons, against 1,800,000 tons at this time last year. The refined sugar market is quiet and sales are comparatively few. The continuance of warm weather, however, will lead to a renewed demand and an active market is anticipated in the near future, owing to the light stocks held throughout the country. Prices are not expected to go lower and the next change will probably be for the better.

**Canned Goods**—The market is, as a whole, very quiet. There are the usual number of small orders, which, in the aggregate, amount to a very fair business, but there is no very active buying just at present. The stocks of tomatoes are light for this time of the year and the jobbers are carrying less stock than they ever did before, and are buying every day just as they need them. Spot corn is quiet and the demand is mostly for small lots for immediate requirements. The latest and most carefully compiled statistics show the total stock of spot corn in first hands to be less than 300,000 cases. Sales of futures to the same date, over 1,250,000 cases. This, with the reduced acreage of fully 20 per cent., makes the most favorable showing for several years past for futures. There is nothing particularly interesting to say about peas. Reports from Baltimore are that they are coming in rather slowly, that the bulk of the stock is taken for immediate consumption and that the canners are having to pay high prices for what stock they can get hold of. This season's pack, while it will be smaller than at first expected, will show the finest quality of any for a number of years. This has been an off week in pineapple packing. The receipts were disappointing, so far as the quality is concerned, while the quantity was sufficient, but too small and green. There will be more pineapples packed this year than last and the quotations will range about the same. The latest advices from the islands are that the pineapples now loading and which ought to arrive during the next two weeks are the finest of the season. The growing peach crop is doing nicely and all indications are that the fruit will be very fine this year. Spot peaches are quiet, buyers taking them only as needed for immediate use. Prices are unchanged, but if there is any alteration of the present situation, it will be for the better. There is an increased demand for gallon apples, sales of several cars having been made this week at previous prices. Trade on sardines is quite active. None of the outside packers, so far as can be discovered, are now offering any quarter oils and the combine has the field to itself and is doing a good business. The Alaska salmon market is very active. Stocks are light and prices are advancing. Reports from the Columbia River are still

discouraging as the run continues very light.

**Dried Fruits**—The features of the dried fruit market are the strength displayed by currants and evaporated apples. Outside of these two articles there is little or nothing of any importance doing. California prunes are very little wanted, the trade having dwindled to very small proportions. There is some little demand for raisins at unchanged prices. Three crowns, however, have a somewhat stronger tendency. Stocks of this grade are light and any material increase would probably cause an advance. Apricots are very firm and such high prices are asked that sales are restricted, as buyers do not feel justified in paying the prices asked. Peaches are quiet but firm. Currants are very strong, showing an advance of ¼c on all grades. There has been a very good demand during the past week and this, with a firmer Greek market, has caused the advance. Evaporated apples are very strong and prices show an advance of ½c. The added strength of the market is caused by the reported poor prospects for the coming crop and the fact that stocks throughout the country are well cleaned up.

**Rice**—The rice market is firm, with good demand. Supplies on the spot continue moderate and holders are very firm in their views on prices, particularly for domestic Japan grades, prices of which show a hardening tendency. Advices from the South note that the remainder of the crop is firmly held by a few large holders, they looking confidently forward to higher prices. It is generally conceded that the supply is inadequate to meet requirements.

**Tea**—The tea market is rather dull and featureless. The better grades of green teas are firmly held. The lower grades, however, continue irregular and, in order to affect sales, sellers were obliged to lower prices on some grades. Black teas were about nominally steady and inferior sorts continue more or less neglected. Indications do not point to any change in the immediate future and lower prices are not expected, present prices being considered rock bottom.

**Molasses**—The general position of the market remains steady and prices are quatably unchanged. Owing to warmer weather, buyers have withdrawn from the market for the summer months. Transactions comprised only small scattered lots to fill immediate wants. Supplies are small in hands of dealers, and there is no pressure to urge sales.

**Nuts**—There is but a light demand for nuts, with the exception of peanuts, which are selling well at full prices. The market for filberts in Sicily has advanced somewhat, owing, it is claimed, to damage to the coming crop. It is too early as yet for growers to give any definite advice, but it is probable that the crop, in any event, will be larger than last year, and the stocks now held in Sicily are larger than are usually held there at this season of the year.

**Pickles**—There is a good demand for pickles, most of the orders, however, being for small lots. Full prices are obtained.

L. M. Wolf, the Hudsonville general dealer, has returned from an extended trip to Portland, Tacoma, Aberdeen and other Pacific coast ports in Washington. He made the trip in the expectation of investing in timber lands, but concluded that real estate mortgages and endorsed notes executed by Michigan people were good enough for him.

## Hardware

### Relation of the Trusts to the Hardware Trade.

This trust question is a very large one. It is a condition and not a theory. When hardware merchants walk through their stores and realize the number of articles they have to buy, without any option on their part as to prices and terms, the situation may at first seem serious and the future very dubious indeed.

Like nearly every other question in this world, however, there are two sides to it. As a practical manufacturer, it has occurred to me to call attention to one aspect of the question, which may afford some comfort to those who are disposed to take a pessimistic view of the future situation.

In the first place—what is a trust? In one sense, a trust may be defined as a consolidation of factories under one management, for the purpose of controlling not only the product of these factories, but generally to control the entire market for the goods.

These different factories all once had a separate, individual existence. Each one was once an entity of itself and, almost without exception, was built up from a small beginning. I can not in the whole country recall a single large, successful factory that started large. Like nearly everything else, it had to start small, frequently had to fight for its very existence, and only by the inexorable law of the survival of the fittest is it living to-day.

Now, what enabled this factory to grow from a small beginning and become successful? Simply the personal, unremitting toil of some one man. This one man, through his close application to this work, through that concentration on his one object in life, caused the small plant to grow and expand. Working by day and dreaming by night on each detail of his business, it was impossible for competition to thwart him and at last he found himself at the head of a large concern, able to hold his own against all comers. This may be fairly considered as the average story of the factories that now make up the existing trusts.

On the other hand, there are some factories whose history has been more brilliant than that of the average. Some of those concerns, built up and managed by men of exceptional ability and, perhaps, favored by natural advantages, far surpass their rivals in the race for the trade and thus occupy a most enviable position. We now come to the period when so many of these factories surrender their individual existence to become merged into trusts. We need not go far to see the reason of this. Hardware dealers know, perhaps better than any men in the country, what competition between manufacturers means. They also know well what competition between themselves means.

The manufacturers at first tried similar associations, but they did not seem to succeed. The fact is, the competition between manufacturers assumes forms that sometimes become so intolerable that when the promoter appears with his persuasive tale of vast profits through pools and consolidations, he finds many ready listeners, and the result is the trusts.

Now the question is—what will be their future? Will they "sink or swim—survive or perish?" And the answer, it seems to me, depends upon their ful-

fillment or non-fulfillment of at least three conditions. The first condition is, that the trust itself be managed with the same ability that its individual factories were managed. As to management, it will be admitted that the trust is greatly handicapped. The factories, as a general thing, lose the services of the men who build them up.

They also lose the services of able managers and superintendents, who are thrown out by the consolidation. Do these men meekly lie down and starve or let their families starve? Not much. Before the new trust is fairly started those men are pouring into the ears of eagerly listening capitalists their statements as to how a well-managed independent concern can compete with the trust. A prominent treasury official stated in a public interview a few weeks ago, that money was now a plethora and that 4 per cent. was all that it was worth and that it would probably soon be cheaper.

Therefore, when men of real ability lay their plans before capitalists, who are anxious to make more than 4 per cent. on their money, it is wrong to assume that the fiercest competition will not soon spring up from these men, who are not only desirous of making a living, but also upon retaliating upon the concerns that throw them out, if the mistake is made of doing so.

In any event, the factory management goes to some other than the man who built up the business. No matter how capable the new manager may be, it is not in human nature that he should give the same earnest thought and work to his position as did the man who built up the business. Even if he were willing to do so he is handicapped by the superior authority over him, which is unfortunately in many cases located in some distant city, hundreds or perhaps thousands of miles away. This distant authority is, on the other hand, equally handicapped in the management of the factory by its distance.

Therefore, it is evident that in order for the trust to be managed with the same ability that built up the individual factories, a very high order of talent is absolutely necessary. Genius has been defined as a capacity for hard and conscientious work, and nothing short of genius itself can fill the bill. Unfortunately for some trusts, it seems that their managers have adopted the idea that their position means, that they are to live in New York, and play poker at night and play Wall Street in the daytime.

I think you will all agree with me that such managements can have but one result. On the other hand a distinction should be made between the trusts which produce machine made goods, such as rails, nails, and wire, as against the trusts which produce fine hand made goods, such as cutlery, tools, etc. With the machine made goods it may be possible to manage the trust with apparent looseness, and yet make money, because the goods being almost entirely produced by machinery, can be automatically made and do not suffer the deterioration in quality which hand made goods invariably suffer the moment the stringent care of the old personal management is relaxed.

I repeat that this may be so, although it is doubtful, and I do not know it, but of one thing I am absolutely certain, and that is that no trust that produces hand made goods can possibly succeed against modern competition, unless the same stringent inspection of

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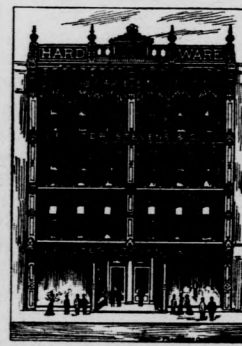
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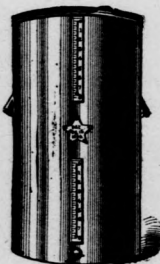
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the quality of the goods is carried out, the same conscientious, close management in the factories, the same care for the personal welfare of the employes, that characterized the old days is observed. Right here is where an element of danger lies for such a trust.

In goods where the high quality of the work is everything, and where skilled hand work is essential, there is a constant tendency toward deterioration in quality, unless an equally constant stimulus is applied, to keep it up.

This stimulus must come from the highest in authority and go down the ranks. The very moment that the slightest relaxation from headquarters takes place it is felt throughout the entire system and the inevitable result is a let-up in the quality and a loss of trade and consequently an opportunity for an independent competitor to get in.

The second condition is, that the jobbing distributors shall be properly protected. The trust making goods that are usually distributed by jobbers that attempts to ignore their interests is just as sure of failure as that the future will come. In no other country is the jobbing business so highly developed as in this. With enormous capital invested, with expert managers at the heads of the many great houses in all parts of this vast country, it needed only one thing to perfect this wonderful system of distributing goods, and that was the formation of the hardware associations. They bind together the great houses in a "community of interests" that makes it an act of folly for any trust to antagonize them. This is such a self-evident proposition that it need not be dwelt upon.

The third condition is that the consumer shall be benefited and not burdened by the formation of the trust. It has always seemed passing strange to me that these modern trusts have not taken heed to the policy, which seems to have always actuated the brilliant management of the Standard Oil Co., in this respect. So far as I know, this policy has always been to keep down the cost of goods to the consumer.

Their profits seem to have been made in other directions than exacting increased taxes from the consumer. However, some of their methods may be criticised, there can be no question of the genius of the management in this respect.

It is extremely inconsistent, to say the least of it, for a number of concerns to consolidate into one, claiming that they can greatly save expenses by doing so, and then at the very first move to advance the price of their goods to the consumer. This is so palpably wrong, and approaches so nearly to attempting coercion and tyranny, that the utmost resentment is caused by it. If there is one thing fully developed in the nature of the people of this country, it is that of being utterly and thoroughly opposed to coercion, in any form.

The great P. T. Barnum once said that the American people loved to be humbugged, but this very element in our national character, that enjoys a joke on ourselves, is the best proof in the world that we would resent to the utmost any attempt to unduly tax us, and when the trusts in the face of decreased cost of production attempt to put on the screws, and try to tax us, it is hardly necessary to say that the same spirit which resented a similar attempt by Great Britain when we were a small and feeble colony is still alive to-day, but in a thousand fold stronger form.

Therefore, I would say in conclusion that the future of trusts depends upon their management, and upon their treatment of the consumer. If the management of the trust relies upon its fancied power and ignores the needs of the factories, and while "clothed in a little brief authority" attempts to tax the consumer instead of benefiting him, then that trust is doomed, just as surely as any other attempt at dictation and unjust taxation is doomed, in this great country of ours. But if the management is able and the cost of the goods to the consumer is steadily reduced, such a trust will undoubtedly win the support of the people and be not only a blessing to the country, but also a gold mine to its stockholders. James P. Kelly.

**Employing Traveling Men on the Profit Sharing Plan.**

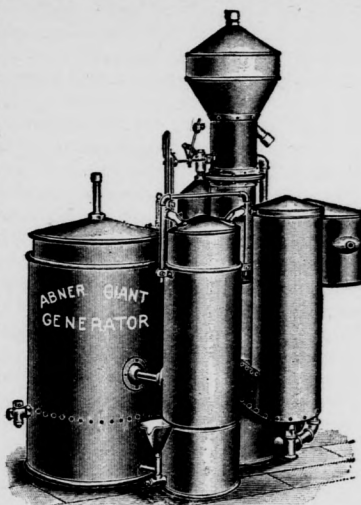
In times past, the quantity of goods that a salesman could sell was the governing influence in fixing his salary. The jobber of to-day, however, is confronted with the problem of diminished profits and, as the salesman is the source of distribution, it is but natural to look to him for relief. When this is done you are face to face with the fact that his salary can not be decreased, because your competitor, who has equally as good opinion of him as you have, will take him from you. The most fruitful solution of this problem is to take him into your confidence, cancel his salary based on sales contract and permit him to share in your profits.

Take the salesman who has a contract based on sales—what does he aspire to? That of selling goods sufficient to bring his salary to the maximum amount that his house can pay. Change this method and let his salary be based on his profits—what are his aspirations and aim then? That of making his profits reach the largest possible amount in order that his proportion of the profits may be larger. It is simply changing the aim of your employe and anyone who is any judge of human nature knows that men usually accomplish that which they aspire to.

Take a salesman who works on a salary of \$100 per month, spends \$100 per month as traveling expenses and sells \$30,000 worth of goods a year at a profit of 20 per cent., you have a gross profit of \$5,000. Assuming that it costs 5 per cent. as store expense to handle the goods you have a profit of \$1,100 or 13 per cent. on your investment, presuming that you turn your capital over three times a year.

Employ this same salesman on the profit sharing plan and he will sell, say, \$25,000 worth of goods at 25 per cent., for which allow him 48 per cent. of his profits, he will receive \$2,400 (he paying his traveling expenses), and a store expense of 5 per cent., or \$1,250, and you will have \$1,350 profit, or 20 per cent. on your investment. These figures count nothing for losses, but it is readily seen that the loss on the small sale will be less than on the large. The salesman, though, who travels on this plan is made your credit man's best source of information, as he is interested in the collection of all bills, the losses figuring against his net profits. It can be safely said that the decrease in sales will be on staple goods in which there is no profit for him, by which the employer will not suffer.

In adopting the profit sharing plan it devolves upon those adopting it to carry a stock sufficiently assorted to enable the salesman to sell goods enough to justify both himself and his employer, or, in other words, a constant increase in the assortment, with a continual lookout for profitable articles, is eminently necessary. R. F. Bell.



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Agents protected. Write for territory and terms to the trade.

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**Standard Crackers and Blue Ribbon Squares**

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COMPRESSED YEAST**

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E. A. STOWE, EDITOR.

WEDNESDAY, - - JUNE 12, 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 June 5, 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 eighth day of June, 1901.

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

#### TRUSTS AND TRAVELERS.

Retrenchment is the trusts' first law. To that every condition must give way. From a certain amount of capital a certain revenue is to be realized and whatever nonessential interferes with that result must be promptly removed. Wherever two or three men have been doing the work of one and wherever a weak man has been found unequal to the work required of him a change has been made; the weak place has been strengthened by a man who can do the work required of him and the salary made commensurate with the duty to be exacted—an application of the survival of the fittest. It has been found that the journey of the manufactured article from the factory to the consumer has been accomplished at too much expense and that a large item of this expense has gone to the middle men. Among these are classed the traveling men, and the American trusts are reducing the expense by doing away with the necessity of keeping men on the road to sell their goods at home markets. There is in consequence an increasing uneasiness on the part of these commercial servants to make themselves equal to the changing conditions.

One fact which both parties distinctly recognize is that it is impossible to keep the American traveling man down. He is here, and is here to stay. If there have been, if there are, too many of him, be it so, reduce him, but give him the chance he is determined to have and pay him according to his work. He asks no odds—he certainly will get none—but a place he has in the commercial machine and he will be found fully equal to it when the requirements are distinctly made known.

There has been for many years a continual betterment of the traveling man. His antecedents have not always been of the best and for a time he was contented to have it so. When it became evident that the traveling man was the

representative mentally and morally as well as financially for the house for which he traveled, the representative as a man became a matter of concern, and has been improving ever since. He has kept abreast of the requirements and from this it may be readily inferred that he will continue to do so.

The exactions of the trusts will probably result in demanding men who, with an innate liking for business, are willing to enter upon it only after ample preparation—a suggestion taken possibly from the business training of the Old World. In this country the mental qualifications of business have been of the most meager kind, the ability to make correct change being the only one to be insisted on. Everything pertaining to culture has been shunned and ridiculed and for a time the diploma of a college was looked upon as a detriment to a business career. There, while business is the end of academic training, it tolerates no cross cuts into business life. The boy's career is settled years before it is entered upon and the time is devoted to the thorough building up of a wide-gauged, intelligent business man. If he has a gift of tongues that gift is cultivated to its limit at home and perfected by a residence, sometimes of years, among the people whose native tongues they are. "Where did you learn your English?" was once asked of a clerk in the Bon Marche. "I spent three years in a London house," was the reply. "You are not a German and yet in talking to the German lady a moment ago you spoke pure German." "I was four years with a commercial firm at Berlin." He was, as we say—and too often rightly enough—"only a clerk" and yet there were seven years of preparation for this place behind the counter.

It looks much as if the trusts were after this kind of service. Quality is taking the place of quantity. The common, everyday sort of traveling man who began his business career with an imperfect knowledge of the multiplication table and an intense dislike of the schoolhouse has been weighed in the balance and found wanting. He is too expensive. For home work he is to be given up entirely, and for foreign service, where the traveler is still considered a necessity, only the efficient salesman will be employed in helping to conquer the foreign market. There the American traveling man has made his mark and the wail of woe which is heard from commercial circles over there is due to the invasion of the country by methods not at all in harmony with those of the European traveling man.

This is what the trusts will insist upon: men with snap and adaptability who are at the same time in possession of "the power of tongues." They must also be men who in manners and in training will stand for the houses who send them. In a word, they are to be men of character and culture aside from the commercial lines in which they have been especially trained. These men the trusts can afford to keep. They will pay them well because they are worthy of their hire; and there is little doubt that these trained experts will be able to retain all the vantage ground they have so far gained in the foreign markets and with the vim and push peculiar to themselves they will make still farther encroachments into the trading territory from which the Old World business interests are trying to shut them out.

#### PIECEMEAL DEMANDS.

A dispatch from New York City a few days ago credited this statement to a prominent official of the Machinists' National Association:

What the machinists want is an eight-hour day, and the success of the strike for a nine-hour day makes it certain we will get it. I can not say when this demand for eight hours only will be made, but the time will not be long.

If the machinists were after an eight-hour day they should have demanded it when they made their last demands. It would have been better to fix at once the full extent of the concessions desired and had the fight out at one time, rather than holding back the real purpose to disturb conditions again at some day not distant.

It is action like this that works against the demands of union labor. Employers often say that they would be perfectly willing to concede the requirements of the unions if they had any assurance that other and more exacting demands would not quickly follow any and every concession. Such piecemeal demands, recurring at frequent intervals, create the impression that the unions are disposed to be too aggressive and that there is no limit to their intentions. Distrust follows. The employers become alarmed and stubborn and serious clashes result.

The better business policy in all these matters is for labor to demand at once what it wants, or feels to be justly due it, and then to have it understood that the new arrangements will stand for either a fixed period or else until conditions have entirely changed. And when agreements are once made they should be sacredly lived up to.

Such policies would undoubtedly render the employers of labor more disposed to listen to the propositions coming to them from employes and prevent many disagreeable and wholly unnecessary contentions that prove costly to both sides and work frequent disturbances in the industrial world.

Americans have been for years supplying the people of the British Isles with their daily bread, not to mention beef and other foodstuffs. When it is stated that the British people annually buy from other countries \$1,000,000 worth of food supplies, it will be understood that they offer a great market. If the British coasts were blockaded for five weeks under present conditions, the country would be on the verge of starvation. An American company has undertaken an enterprise which will enable the Britishers to hold out in case of such blockade for a much longer period. This company will have immense cold storage warehouses at Southampton and Manchester, with fourteen branch establishments scattered about the country. It will have special refrigerator cars on the railroads for the distribution of supplies to various points as they may be needed. It will have an independent line of steamers running from American ports and will be in every way equipped to supply British demand for foodstuffs. This plan will be of advantage not only to the British consumers, but to the American producers. The company expects that it will be able to get much of the trade in butter and cheese that is now held by Australians and Canadians. American business methods are adjustable to all conditions. American enterprise is backed by abundant capital. It is not surprising that American products are

thus gaining ascendancy in all markets. Wherever there is an opening Americans are prepared to occupy it.

It is easy to imagine that a great flutter was occasioned at Smith College when it was discovered that one of the young ladies, formerly a student at that institution, had appropriated jewels and money aggregating \$2,500 in value to her own use, and that, being arrested and failing to secure bail, she has been taken to jail to await the action of the grand jury. It is very seldom that students, male or female, in American schools or colleges, are ever found guilty of grand larceny. They commit all sorts of pranks, violate the rules of discipline and do a great many bad things, but it is exceedingly seldom that they are ever accused of downright dishonesty. The average American boy or girl in all these institutions is of upright character and integrity. That the exception should happen at Smith, a high grade college for young ladies, makes the incident all the more remarkable and worthy of comment.

Not content with having his daily mail brought to his front gate by the rural delivery system, the farmer now insists that the grocer shall deliver the necessities of life at his kitchen door, to the end that he may be spared the time and trouble involved in going to town. In many cases the adoption of wagon distribution may be traced to the desire to curtail the operations of the peddlers, but more often it is due to the determination of the farmer not to go to town to make his purchases, apparently because he considers his time more valuable than that of the merchant. The Tradesman is unable to fathom the situation and solicits the opinion of its readers as to the ultimate outcome.

Corn cobs are to be utilized as a special kind of kindling, and it has been demonstrated that fire engines can be fired to the point of steam with them in less time than by anything else. Their process is unique. The cobs are first crushed and then saturated with a highly inflammable material composed partly of rosin. Then they are compressed and afterwards sawed into blocks. They lose the appearance of the despised cob. While the process was invented at Waco, it will not be utilized there. A company will be established at Parsons, Kan., in the midst of the corn belt, and there is no doubt it will prove a winner.

Subscription receipts of the Michigan Tradesman during the month of May were \$714, being the largest of any May in the history of the publication. Nine-tenths of this amount came in voluntarily by mail. The Tradesman candidly believes that no other trade journal in the mercantile line can duplicate this showing or come anywhere near it.

Buffalo people are urging the railroads to make better excursion rates in order to bring bigger crowds to the Pan-American. The managers argue that the time is now ripe and ready for throngs to see the show and they want steps taken to induce the crowds to come.

The revenue stamps have received many a bad lick from the people, and their final retirement on July 1 will be hailed with joy, for, although they are a sticky proposition, nobody is stuck on them.

**THE WEATHER AND SUN SPOTS.**

It has long been supposed that there is some connection between the spots on the sun and the climatic conditions upon our earth. Storms, droughts, periods of extreme cold and seasons of unusual heat have been held to have some relation to the spots seen upon the brilliant face of our great luminary.

Perhaps there is no time when the surface of the sun is entirely free from apparent discolorations, but it is certain that there is no constancy or sameness in the numbers and dimensions of the supposed spots. They are always changing, sometimes appearing to be very numerous and at others few in number. Sometimes spots of enormous size are seen, and then there are occasions when they are comparatively small.

There is much variety of opinion as to the nature of these discolorations upon the brilliant face of Old Sol. It is held by some that they are clouds in the sun's atmosphere, shutting out his light. Others suppose that they are glimpses of the dark surface of the sun seen through his fiery envelope, which becomes, from one cause or another, disarranged, as by winds, or the escape of gases.

Another opinion is that the apparent spots are not spots at all, but are the natural and normal surface of the great luminary, which appears dark by contrast with the fierce heat and light emitted from other parts of the sun's face. The spots are both hot and luminous to a normal degree, but when they are most conspicuous it is because there is an intense activity of heat and light on the brighter parts of the sun's surface. This last is the view taken by Sir Norman Lockyer, a British scientist, who has been trying to find some connection between the spots on the sun and the weather upon the earth.

The spectroscopic and photographic studies of the luminary of day made by the scientist mentioned above appear to have convinced him that the sun is in a state of combustion; that it is burning up material of some sort, possibly its own substance, and that the degree of combustion is not always the same, but that it flames up from time to time with extraordinary fury. The spectroscope reveals the nature of the substances that are burning, and it gives the information that the materials which are undergoing combustion in the sun are much the same as are in our earth. Every substance, when in course of being consumed by fire, shows through the spectroscope some particular color, and experiments have been so often multiplied in determining the colors of the various substances undergoing combustion that spectroscopists believe they have established their ability to declare what substances are being burned.

Iron appears to be an important constituent of the fuel that is being burned in the sun, and all the other elementary substances known to exist are found also in the sun fires. But there are other substances which the scientists of our earth do not know. Iron, for instance, gives certain results when burned in an electric or oxygen flame on our earth and this is the case with all the other known substances, each having its peculiar and special manifestation when viewed through the spectroscope. When like color bands are seen in the sun's rays, it is inferred that the substances giving those results are also in process of combustion in the sun.

But the spectroscope shows in the sun bands of color produced by no substance

known upon earth, and hence it is inferred that there are elements in the vast globe of the sun which do not exist upon our globe, or, at least, have not been discovered. It is when the sun's heat is greatest that these unknown bands of color appear, while in the sun spots the iron lines or bands are commonest. It is, therefore, held that when the heat of the sun is least ardent, it burns iron and other known substances; but when it burns fiercest, the unknown substances make their color manifestation upon the spectrum.

The sun spots pass through certain changes, from less to greater numbers and dimensions, in a cycle of eleven years, and then the phenomena recur, but not in the same rotation. Sir Norman Lockyer says that, with regard to the sun-spot cycle of eleven years, or thereabouts, which brings before us the main changes in the meteorology of the sun, it has long been known that a cycle of solar weather begins in about latitude 32 degrees north and south, and in a period of eleven years ends in about latitude 5 degrees north and south. Just before one cycle ends, another commences. The greatest amount of spotted surface occurs when the solar weather-changes produced in the cycle reach about latitude 16 degrees north and south.

Sir Norman, studying the droughts and rainfall in India in relation to the spots on the sun, thinks he has found a connection. The greater the numbers and dimensions of the spots the intenser the heat of that body and the greater the disturbance in the earth's atmosphere. With these disturbances the weather became irregular, the dry seasons longer, and the rainfall more violent, but at untimely periods.

The observations made only extended through a single cycle of eleven years, not time enough to establish any sure laws of weather. When studies and observations shall have been continued through a period sufficiently long, it may be possible to formulate some system by which the meteorology of our globe can be correlated with the movements and conditions of the heavenly bodies. These studies should be extended to the United States, where the completest and most extensive study of terrestrial meteorology is maintained. The observations of Sir Norman Lockyer are given in the North American Review for June. His facts are too scant and fragmentary to constitute a system, but his line of study may eventually lead to something definite and reliable.

The trust idea has been adopted by the churches in Toledo. They have organized a federation the object of which is to extend religion into every home in the city. Every resident will be invited to join some one of the churches. Entertainments will be conducted under the auspices of the organization, with the design of attracting non-church-goers and making them acquainted with church members and church work. Too often it appears that the churches fail because each is looking for separate advancement. Federation has many patent advantages. Combination is the order of the day. The tendency is to unite forces having a common aim. The division among the churches has been their chief weakness. It is an old and true saying that in union there is strength. The practical operation of the Toledo plan will be watched with interest. There are some difficulties in the way, but none so serious but that they may be overcome.

**THE AMERICAN AT HOME.**

It long ago became habitual for Europeans of more or less prominence to make a hasty visit to the United States and then, returning, to publish a book claiming to give a world of information about America and Americans. Very few of these writers ever made an exhaustive or even comprehensive study of the subject, and their opinions and criticisms were based upon a very cursory glance at a very extensive theme with having seen but a small percentage of the territory or people. Sarah Bernhardt is back again in France, after playing a tour in this country, and has been giving her views to the newspapers. She credits the American girl with being very handsome and with using, not abusing, a large degree of social and personal freedom. Less accurate is her statement in which she says: "In America home life scarcely exists. People live in hotels or employ housekeepers."

Nothing could really be farther from the fact. Perhaps it is a natural conclusion for one whose observation was limited, as Mme. Bernhardt's was in the United States. Her theatrical engagements took her only to the largest cities. Being herself a visitor and a stranger, she lived in hotels. Every good hotel in every American city is full pretty much all of the time. It is true that very many families in the great towns live at hotels, for reasons which to them seem sufficient; but to say that such is the general custom is very far from the fact. She had no opportunities to know of the home life of our people. Her professional work occupied all her time and attention. All that she had a chance to observe was life at hotels, on the streets and at the theaters. She visited none of the smaller cities, none of the thrifty villages and none of the rural districts. In all these places the American home is the happiest, brightest spot. The great majority of American families occupy houses of their own, living happily therein. There are few, if any, countries on the globe where, strictly speaking, the home life exists in a larger or more commendable degree than in the United States.

**AMERICAN WARES IN FRANCE.**

Reports of American consuls in France on the demand there for the products of this country are particularly interesting at this time, in view of the urgency of continental manufacturers and statesmen for concert in opposition to the inroads of trade from the United States. The State Department is informed by Mr. Gettan, Consul at Nantes, that agricultural machinery of American make is fast covering the field of Western France. Last year about 800 reapers, mowers and horse rakes were brought into that port. In service and price they are satisfactory, and in the former respect clearly superior to home made machines. Farm labor has increased in price and farmers are resorting steadily to machinery, with preference for American as embodying the latest improvements and the most practical. The agent of a New England factory exhibited a meat chopper in a Nantes store, and the first day took orders for twenty. Before the month elapsed the Nantes house that took the agency for the choppers sold more than 200. The Consul is confident there is a good market in Nantes and vicinity for clothes wringers, as the English makes in use are "heavy, cumbersome affairs."

Consul Covert, at Lyons, writes that American hardware is driving out French goods. Our stoves are sought in preference to all others. Our saws and wood cutting instruments are declared the best in the world. The farmers in the Lyons district have the partiality of their Nantes brethren for American reapers, mowers and horse rakes. These have the call in the market, although costing more than similar machines made in Europe. A recent report from Bordeaux says American locomotives have the speed record on French railroads.

So long as the United States offers the best of such things as the continental farmer, carpenter, housewife and common carrier need, the continental concert that aims to bar its products must lay a tariff that will increase materially their cost. And when that is done consumers will have something to say that governments can not close their ears to. The one way for Europe to check American trade is to supply its market with wares as good as America furnishes, and that way it is making no effort to adopt.

Emperor William, of Germany, is an influential recruit to the ranks of those who believe that the best sermons are short ones. He has dismissed the preacher of the garrison church in Berlin for failure to keep his discourses within the limit of fifteen minutes, which the Emperor had prescribed. It seems that the preacher had been occupying three-quarters of an hour in the exposition of scriptural texts, and this the Emperor decided was an unnecessary tax upon the time and patience of his hearers. It is generally agreed that the short sermon is the most effective. It is easier to write a long sermon, but it is harder to listen to it. The greatest truths can be expressed in fewest words. The most important message can be made most impressive by the briefest statement. In fifteen minutes a preacher who has live thoughts can give them ample expression. In half an hour at least the average pulpit orator can effectively cover all the points that ought to be presented at one time to the average congregation. A preacher who occupies more than thirty minutes should possess more than ordinary eloquence and power.

The use of oil as fuel is attracting more attention since the Texas oil fields have developed such a prodigious supply that it can be utilized at a cost much less than coal. Three and a half barrels of oil are equal in steam power to a ton of coal, and with oil no firemen, coal handlers or ash handlers are needed. Oil, it is declared, may be substituted for coal in many lines of manufacture and transportation. Some changes would be necessary in appliances, but the expense of these would be more than offset by the saving. The thing that long deterred the introduction of oil as fuel in large plants was the uncertainty of the continuance of an abundant and cheap supply. The discoveries in Texas remove this uncertainty. The Texas oil is more adapted for fuel than for illuminating purposes and it is believed that users of steam power will be quick to appreciate its advantages. The discoveries are of great value to this country. They will help Americans to maintain the supremacy they have gained in manufacturing industries.

It is better to lend than to give. To give employment is better than either.

## Dry Goods

Weekly Market Review of the Principal Staples.

**Staple Cottons**—The tone of the market for brown sheetings and drills remains rather easy for buyers. The standard brands are fairly steady, but other grades are easy for the buyers for home and export business. Ducks and brown osnaburgs show no change. Bleached cottons have received a fair amount of attention with an occasional good order. Wide sheetings are dull and unchanged. Cotton flannels and blankets show a small business at prices previously reported. The standard brands of denims are in good shape, but the demand is only moderate. Other coarse colored cottons are dull and easy.

**Prints and Gingham**s—Narrow prints have shown a very quiet business this week, and the orders for fabrics and staples for the present season have been of very moderate proportions, and readily met by the sellers. The fall season shows little development. The only open prices made up to the present writing have been for the Pacific Parthians, Cocheco Amaranths and the Pacific Leontines.

**Dress Goods**—The developments of the dress goods market since last writing have been of an unimportant character. There is business doing, but it is of a very moderate character, and is attracted by the very lines which have been the most active since the season opened. The outlook for supplementary business is not clear. Agents are loth to believe that there will be no return business of moment, although buyers have in a number of instances expressed the belief that it will not be necessary for them to make further purchases of moment unless agents should bring out something new which fits well into the channels of demand, and makes a place for itself. There is no doubt that the unfavorable weather conditions have seriously interfered with the retailers' interest in fall goods, and consequently the jobber is far from satisfied with what he has accomplished so far. The fact that his fall trade is not opening up very well may cause the jobber to move very carefully in placing further orders. A fair business continues to be done in certain quarters in skirt fabrics. That the short skirt has not outlived its usefulness is the general belief, but buyers are in some doubt as to the proper fabrics to use therein. To what extent the reversible fabric will figure in the business is not clear, although some fair orders for such goods have been secured. The plaid back is laboring under the depressing influence of a considerable volume of stock goods, and is very draggy. The Venetian has not a few admirers as a skirt fabric. Piece dyes and mixtures have attracted the most interest from the skirt trade so far.

**Underwear**—A number of interviews with prominent retailers recently have brought to light the fact that many of them are preparing to hold sales of underwear between now and the first of July on account of the very slow condition of the market. This is a bad feature, and should be avoided if possible, because to sell now while the stock is still very nearly complete means not only to lose your profit for this season, but to badly demoralize the market as a whole for probably two seasons to come—a condition that should be avoided if possible. If the retailer feels that he must reduce his stock at once,

let him keep the good staples out of the way and sell the fancies and specialties at whatever price he thinks necessary. This will clear off such lines as are almost sure to be out of date another season.

**Hosiery**—The hosiery end of the retail business promises well for the fall, and the most important feature from the buyer's point of view will be the fancies. It is said by those who are in position to prophesy that it promises to be a season for fancies equal to any other ever known. The style of these fancies can not be determined yet, for every style is to be found in the jobbers' and manufacturers' samples. There has been a fair amount of buying, but not enough to determine the predominating features.

**Carpets**—There will be this season, as there have been in the past, many lines of so-called extra supers, which in fabrication and material will not compare with the standards which will be offered at lower prices. The buyer, however, when he accepts these cheaper goods, does so with his eyes open, as he is well aware that the goods are made to fit the low prices offered. A first-class standard ingrain is just as serviceable as it ever was, and it is only the disposition of some buyers to get something cheap that has caused some manufacturers to use a strong effort to meet this demand. In so doing they have caused the best buyers to look with disfavor on ingrains, and substitute more of the  $\frac{3}{4}$  goods, such as tapestry and velvet carpet. The latter are gotten up very attractively, and for a parlor meet the popular want. Where the higher grades of  $\frac{3}{4}$  goods are sold, not to the working man, but to the man who holds a salaried position, and also to the wealthy who can afford to pay good prices, the demand of the latter class is necessarily limited. The concessions offered on  $\frac{3}{4}$  carpets have already induced a fair amount of business. The material entering into portions of  $\frac{3}{4}$  goods is cheaper this season than last, hence the concession is not so large as some would suppose, while the material used in the best standard extra super ingrains is no cheaper except on the lower grades where cotton and jute are used.

**Must Be Men of Wide Acquaintance.**  
From the New York Sun.

"I don't know, really," said a wholesale dry goods man, "whether the clerk of a big hotel or the doorman of a big wholesale dry goods concern comes to know the greater number of parts of the earth, but I should say there wouldn't be so much difference either way.

"Every big wholesale dry goods concern has a doorman. He may be a man of middle age who has grown up with the house, or he may be a younger man who has, however, likewise grown up with the establishment. But he is sure to be a man of polite and courteous bearing, and pretty sure to be a man of cheerful, agreeable disposition, one likely to make friends of people with whom he might come in contact. And he is certain always, however pleasing his demeanor, to be a quick-witted, shrewd, intelligent man, of sound common sense, and a man with a good memory for faces and names.

"The doorman does not by any means make or unmake the house, but he may have something to do with the impression the house makes at the outset on a new customer. However big the house, the first man the new customer sees in it on his first visit, and on every other visit after that, for that matter, is likely to be the doorman. And the doorman may give a new customer a favorable or an unfavorable impression of the house, just as an usher in a church may give the stranger there a favorable or unfavorable impression, at the outset, of a church.

"As to the manner of receiving customers on their regular visits the prac-

tice may vary in details in different houses, but courtesy is never omitted, and the doorman is the first man the customer sees. It may be that the doorman sees the customer before he comes in, for that matter, and lets the salesman who sells Mr. So-and-So know, so that he can come and meet him; or it might be that the salesman who commonly waited on this customer was at that moment out. If he was the doorman would know that fact and know when he would be back. And he would say to Mr. So-and-So, of Madison, Wis., or of Denver, Col.:

"Mr. Blank is out, Mr. So-and-So, but he will be back in fifteen minutes," making it clear to Mr. So-and-So, as the establishment intends it should be made clear, that his wants are scrupulously regarded.

"While in some houses they would send for the salesman to come and meet the customer, in some they would send somebody with the customer to the salesman. Or, of course, the customer, knowing the house for himself, finally, and knowing his way about as well as anybody, may prefer to make his own way to suit himself. But the doorman still remains a sort of clearing house of personal information; if anybody wants to know whether anybody is in or out, he knows.

"Another duty of the doorman is to see that nothing comes into the store at that end without his knowledge and without getting his mark on it, and to see that nothing goes out at that door without due authority.

"The doorman is sure to have a boy at his elbow, always; and very likely he has an assistant doorman, who is a sort of under-study. These assistants are likely to be keen, bright young men themselves, with a good nerve and a promise for the future.

"But you would surely be captivated, quite, by the smiling coolness of the experienced doorman, who has been standing here now for years watching and greeting men from the four quarters of the world. For men turn in here lit-

erally from everywhere. Some of these people from other countries may not be customers; they may be merchants, from one country and another who, here, come in to see how the business is conducted. But there are customers in some numbers from everywhere.

"They come from this hemisphere, from North America and South America in great numbers, and there's more or less of a scattering of them from Europe, Asia and Africa. And after they've been here once the doorman knows them next time, no matter when or whence they come. He may not remember all their names, but he gets pretty near to that, and he does remember all their faces; so that when new customers come he makes no mistake; he knows them every time.

"The fact is that the doorman of a big wholesale dry goods concern is a good deal of a man; he has to be; and you'd find him the sort of a man that you'd like to know."

## 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

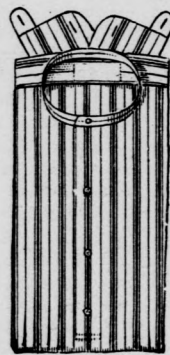
11 Pearl Street  
Grand Rapids, Michigan

## Several Lots

of soft shirts at \$4 50 per dozen just received. They are pretty patterns and have detached collars and cuffs. If your line of sizes is broken send orders by mail. They will receive prompt attention.

Voigt, Herpolsheimer & Co.

Wholesale Dry Goods,  
Grand Rapids, Mich.



## Reduced Prices

American Shirting Prints.....	3½c
American Indigo Blue Prints.....	4¼c
American Black and White Prints.....	4¼c
American Gray Prints.....	4¼c
Merrimack Indigo Blue Prints.....	4¼c
Simpson Gray Prints.....	4¼c
Merrimack Shirting Prints.....	3½c
Tartan Red Prints.....	4¼c
Pacific Pink Prints.....	4¼c
Pacific Black and White Prints.....	4¼c

Send us your order.

P. STEKETEE & SONS,

WHOLESALE DRY GOODS,

GRAND RAPIDS, MICH.

**Clothing**

**Cannot Collars Be Made in Chicago?**

There is a popular impression that collars and cuff are only manufactured in Troy and its immediate vicinity. Various reasons have been assigned for this, among them being the peculiar water supply in Troy, which is said to be especially advantageous for the laundering, the large available force of trained help and similar arguments, such as were once used as a reason why clothing could not be made in Chicago. If these advantages be real there is nothing in them that can not be overcome, and recent occurrences have led people in the trade to ask why collars and cuffs can not be manufactured in Chicago?

The question should be why collars and cuffs are not manufactured in Chicago, and the reply is that it has only been recently that the advantage in making the goods in this city was sufficiently great to promote the enterprise. Chicago is one of the very greatest distributing centers of this class of merchandise, and Eastern manufacturers, by maintaining branch distributing houses here, which branches in many cases were the "big end" of the business, have catered fairly well to the wants of the West, up to the present time. Now there appears to be—and it is more than mere appearance—a real demand by Western merchants for Western goods. Every section of the country has its own peculiar needs, its own special fashions, and the West-to-day demands something different in the line of collars and cuffs than the East. This demand could be best supplied by a factory which should be situated as nearly as possible to the great distributing center for the Western trade, if not in that very center.

As to the advantages—fancied or real—of Troy, as we have previously said, they can all be overcome. The question of water supply is one which any chemist could solve, and by a proper system of filtering the impurities could be absolutely removed and water originally the most unfavorable for the purpose, by proper manipulation, be made equal to the very best. This has been done elsewhere and can more readily be done again.

It is a well-established fact that wherever there is a real demand for anything a supply always is prepared. This applies to labor as well as to commodities, and we believe and feel sure that so soon as a demand becomes apparent for trained help, skilled in the manufacture of collars, it will be readily supplied. In the hundreds of thousands of artisans in this city there must be many who are practiced in the manufacture of these goods. It is not such a difficult task to learn this trade, as is proven by a glance into the factories of Troy, where the average intelligence is not higher than in similar industries right in this city. As a matter of fact, Chicago has a reputation for affording the most skillful workmen in the country. In other lines there is an abundant supply of skilled help here fully equal to that to be found in any other city, at least in the industries which have been sufficiently developed to afford steady employment for labor. The same would be immediately true were some enterprising manufacturer to start a factory for the production of collars and cuffs, on a large scale, in this city.

In the success of any manufacturing

enterprise a chief element is facilities for the quick distribution of the product and abundance of available means for transportation. Chicago is the center of a larger distributing trade in collars and cuffs than any other city in the world. A manufacturer here would be nearer more consumers who use his goods than at any other point. As to the shipping facilities, Chicago is unsurpassed. More people can be reached in a night's run from this city by railroad than is true of any other city in the country. There is abundant capital, abundant brains, abundant skill here for the successful founding of a great industry in the manufacture of collars, and all signs point to an early establishment of a factory which shall produce these goods on a large scale. And we predict right now that when this project becomes a certainty success will be assured from the day it starts.—Apparel Gazette.

**Relaxed the Rule as to Colors.**

From the New York Sun.

There was something odd about the aspect of one of the big department stores last week and a woman shopper was a long time before she could decide just what it was. The salesgirls looked different somehow, she concluded at last, and then she saw that the thing that was odd was that many of them were wearing colors and that some wore jewelry.

"It's by permission of the firm," one of the girls told her. "They've put up a notice to say that we can wear colored waists all through the summer and 'jewelry in reason.' We're the only store where they let you do that and we're all tickled to death."

This particular girl wore a violet waist, and in the matter of ornaments, a collar of imitation pearl beads, a brooch, two jeweled stick pins, a gold chain, three rings and a small assortment of college pins, so "jewelry in reason" had evidently been found capable of a broad interpretation.

It isn't over the jewelry permit, however, so much as over the permission to wear colors that the girls in this particular store are jubilant. For years it has been a strict rule in all of the big stores that their employes shall wear only black or white in their dresses and the girls haven't liked it because, they say, black is expensive and quickly becomes rusty, and white is easily soiled and is therefore expensive. In this particular store the saleswomen are rejoicing because they can now wear out their old-fashioned colored waists at work and save money by the change as well as please themselves by it.

None of the other department stores have yet relaxed the rule as to colors in the dress of its sales girls, but the girls are hoping that they will. The objection to colors has been that the girls sometimes dressed so brightly as to interfere with the sale of colored stuff and also that they would wear shabby soiled finery rather than plainer but more appropriate clothing.

**Evidently an Ornament.**

"Those new neighbors humiliated me dreadfully to-day."

"How?"

"Why, they sent over to borrow our Bible. Said they had forgotten theirs when they moved. And I'm almost sorry I let 'em take it."

"But why?"

"Because it doesn't look as if it ever had been used."

Fine clothes can not pacify a neglected stomach.

Ask to see Samples of

**Pan-American  
Guaranteed Clothing**

Makers

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

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

Send  
Us  
Your

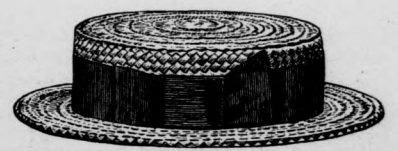


Mail  
Or-  
ders



Prices Right

Prompt Attention



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

## Shoes and Rubbers

### Effective Methods of Displaying Shoes and Wash Suits.

Every month of the year has its own peculiarities as a trade bringer, independently of the weather conditions. June is the month when school closes for the long vacation, when commencement days are held and young ladies and young men are under the necessity of purchasing suitable garments for their graduation exercises. It is the month, too, when a man who is planning for his vacation begins to look about him with a view to making purchases, and the woman who has small boys to fit out for the summer is making her shopping visits. So the window trimmer is sure of interested and appreciative spectators for the work that he is doing at this season, and, what is better, spectators who, if he impresses them rightly, will show their appreciation of his efforts by liberal purchases in the establishment. So in putting in your trim at this time remember the needs of people and put before them those goods that appeal to their present desires.

\* \* \*

Of late years clothiers have found it to their interest to add lines of furnishing goods to their business, as they have noticed an increasing desire on the part of their patrons to purchase their haberdashery where they buy their outer garments. As a result of the same tendency many clothiers now conduct shoe departments also, and so a few words about shoe trims will not be superfluous in this department. Shoes are difficult articles to display, as they do not lend themselves readily to those various changes of form or position which clothing and furnishing goods are susceptible of. So it is necessary in displaying shoes either to be content with the enhancement that they derive from the handsome standards and fixtures which are particularly designed for their display by the fixturers, or to depend upon the accessories in the way of fancy backgrounds that may be prepared as settings for them. A pretty background for a shoe display has as its colors yellow and white, these colors being particularly adapted to set off black shoes. In case russet shoes are shown in the display they will look best on a background of black and white. The back of the window is draped in yellow cheesecloth. In front of the background, from one to three feet, according to the depth of the window, is built a false background, the lower part of which is cut out in the form of an arch. The remainder of the background is pierced by regular rows of diamond-shaped holes a foot square. The archway and the edges of these holes are edged by white puffing, while the body of the backing is covered with white cheesecloth laid on in plain folds. A pair of shoes is suspended in each opening with their fronts to the glass. Yellow cheesecloth is gathered from the background of the window to the edge of the arch, and in front of it shoes are arranged in a pyramid or on such shoe standards as are available. The foreground of the window is covered with yellow cheesecloth laid on in loose puffing, and is occupied with shoes displayed on boxes (placed under the cloth) or on various standards.

The top of the false background is either finished in a plain line of puffing or is ornamented with a scroll design

cut from rough timber and covered with yellow and white puffing. At night one or two lights are kept burning in the rear of the false background so that the rear of the window shall not be in shadow.

\* \* \*

Clothiers should now begin to make a prominent window feature of wash suits, for the time is rapidly approaching when parents who are planning trips to the seashore and to the mountains will make their purchases of summer knockabout suits for their children. A suggestive and tasteful window setting for a wash suit trim is made up to represent the seashore. The window floor is covered with a layer of fine clean sand, which is heaped up irregularly in different parts of the window, as children at play would heap it up. Clam shells or other sea shells are scattered about in the sand, together with small tin buckets and shovels, such as children use at the seashore. The back of the window is draped in white and blue cheesecloth, hung in plain folds and edged at the top by heavy puffing. Wash suits of the knockabout kind are displayed in the window, together with a few suits of finer quality, shown on dummies. The suits are shown on standards or scattered about over the window floor. Over the drapery at the back of the window a fish net can be draped, together with rods and lines. If it is not possible to obtain the fine white sand of the seashore, any fine sand can be used. It should be well screened to remove all impurities. At the corners of the windows, if display rods are attached to the casing, wash suits can be hung over the rods with the collars of the suits hanging downward. Instead of using the regular price cards, procure a number of toy boats with good-sized white sails, and have the prices of the suits lettered on the sails. Then scatter the boats about the window floor.

If children's hats are carried in stock they can be scattered about the floor among the suits or hung against the background.

\* \* \*

Too often one sees window cards which are singularly ineffective, because of the lack of brilliancy and point in the phrases used on them. The same thing is true of the large illuminated cards with which some merchants like to decorate the walls of their stores. There is nothing original or distinctive about the phrases used on them. Of course, if a man does not have the gift of originating brilliant phrases, there is but one thing for him to do, and that is to borrow them from people who have that power. The advertisements of leading metropolitan houses are always distinctive and original, both in their ideas and in their wording, and so the best thing that the man in search of good phrases can do is to subscribe to one or two representative newspapers and make a scrap book of the advertisements contained in them, blue penciling all phrases that seem to him unique, peculiar or attractive. When a good phrase is needed for either a wall or window card, he has only to run over his blue pencilings and select such as apply to the goods shown. Original phrases are always preferable, but by the use of phrases taken from the advertisements of different people, greater variety is secured, and "variety is the spice of life."—Apparel Gazette.

Thoroughness is the quality with which success most closely chooses to associate itself.

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

## OUR MARGUERITE



Our Woman's famous "Marguerite" lures great comfort to the feet. She is very popular, very swell, As those, who see her, can easily tell. If you have not met her 'tis a mistake Which no one can afford to make. Invest in our "Marguerite;" you'll make a hit For every pair is a perfect fit, And the price of this fine Dongola Shoe Will be just One and a Half to you.

**Bradley & Metcalf Co.**  
Milwaukee, Wis.

## LEGGINGS

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

Men's Waterproof Legging, Tan or Black, per dozen..... } **\$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

**Shoes Which Are Popular Among the Masses.**

The term popular as applied to shoes is ambiguous, as it is susceptible of a broad interpretation. Shoes are popular in a sense as applied to style, quality or price, and under certain conditions price has a more material bearing on the popularity than anything else. When general business is in a prosperous condition and wage earners are steadily employed at fairly remunerative wages, they always show a decided preference for a better quality and price shoe than when they are under the pressure of exercising strict economy.

Every shoe retailer is well aware from experience that the conditions of the masses of working people have a material bearing on his business. If a customer has only one dollar to invest in shoes, or a man on whom a large family depends for their support has but a certain amount of money with which to buy shoes, it is not a question of choice but of necessity, and a shoe that under such conditions has an enforced popularity and a large sale would not be of the same grade as the same buyer would be willing to accept when his earnings were better.

The shoe retailer is always looking for something new, and the inventive genius of the designer of patterns and styles, by the help of the manufacturer, is always equal to the occasion. The prime factor in the upper stock of all shoes, whatever quality or price, is either goatskin, calf or cowhide, no matter how manipulated. There are imitations of all these and some are so close as to almost defy detection, but practically every shoe made is from one of these three.

Prior and for many years subsequent to the civil war, the popular shoe was made of wax, kip or grain leather, into brogans or plow shoes, but as civilization extended and the tastes of people became more refined, the old-time shoes were gradually eliminated and the creole and creedmoor and English tie became the popular shoe for heavy wear, and the only really heavy shoe of the old-time finish was the mining shoe and such as is used by teamsters and for hard usage generally. The creole and creedmoor are the popular shoes today, but they are made of satin, kangaroo grain or split leather, rather than from the heavy wax and kip such as were formerly made exclusive of any other kind in Salem, Peabody, Stoneham, Woburn and Winchester.

In sections of the country, however, more pretentious and stylish shoes were demanded, and the tanner was called upon to meet the demand. The wax calfskin shoe, once so popular, has given place to the new chrome or mineral-tanned skins, and also the vegetable tanned, and under a great variety of names the shoe made from these different brands of skins is popular everywhere in the country.

It would naturally be inferred that in the cold Northwest a particularly heavy shoe would be the only requisite. On the contrary, the Northwestern people want a soft shoe made of fine calf, satin, imitation kangaroo or goatskin and no other shoe is popular. The buff leather shoe was introduced, and the sales for it were of great magnitude, but still the trade demanded further innovations, and the satin shoe, both for men's and women's wear, soon relegated the buff to obscurity, and few or none are now seen.

Kangaroo grain is nothing more than

a satin, except that instead of being smooth the grain is boarded up, and has proved to be a salable and popular shoe in this country, and, made in all styles that novelty could suggest, it is to-day ranked among the fashionable and popular shoes. Then came the coltskin shoe, made from leather tanned from a small Russian horse, and it has proved to be a substantial and durable shoe, soft and susceptible of taking a high polish. These shoes are made both in dull and highly-glazed finish, the leather being introduced for the coming summer, and an enormous sale is predicted.

The patent leather shoe, once considered as only suitable for special occasions, has become one of the most popular of all, and this has called for the production of patent calf and kid in great quantities. It was considered, only a few years ago, that anybody who suggested kid shoes for men's wear was visionary, but the kid shoe is extremely popular to-day, as it is soft, comfortable and serviceable. Such is the demand, however, that manufacturers have found it exceedingly difficult to obtain the leather suitable, and they are experiencing no little trouble in that direction. They can not make a shoe now that is of soft texture throughout, unless they cut the entire vamp and quarter from the selected skins, and this would entail a cost that few can afford.

ENAMELED light shoes made from cowhide, also from horsehide in the high grades, are very popular for men's wear, and a dull-finished horsehide makes a fine shoe, as it is said to be the toughest stock used, while the highly-polished leather shoe made from horsehide is proving to be a desirable article, and Western manufacturers are making shoes from it selling from \$1.60 to \$2.

As the summer season is at hand, when all kinds of outdoor sports are in order, golf, yachting and tennis goods are being made in white and brown canvas with rubber soles; also in the light russet shades of calf in oxfords and bals. There is also a growing demand for boys' and youths' in these lines, and for a small outlay a whole family of boys and girls can be shod for the summer months, and be provided with a sensible and comfortable shoe. All the soles are made of rubber, mostly of a red shade, and the shoe is made just the same as a leather shoe until it reaches the sole, which is attached by the Goodyear process. These shoes of the better grades retail from \$2 to \$3, which are popular prices for a fine shoe. Some fancy lines are made and sold at a higher price, but the average retailer will carry a shoe that appeals to the masses of the people.

One manufacturing house has recently made 7,000 pairs of these to order for retailers. A shoe has been introduced for winter wear made of calf and other winter leather with a rubber sole stitched to the regular sole and will be made largely for women's winter wear, and is designed primarily to supplant a rubber. Such shoes will cost fifty cents more than the same made without the rubber soles.

A Polish satin shoe for the masses is popular, which sells for about \$1.25 at retail. Shoes with perforated vamps are popular made from the best to the cheapest. These shoes for women's wear have a straight inside line and a broad outside sewing around a kid, kangaroo, kip and black Russia calf, also of patent calf and kid. Jobbers and

retailers are buying better grade shoes, such as sell at wholesale for \$1.50 to \$2.25, and more shoes of this kind will retail at \$1.50 than for a lower grade of that price shoe.

No shoe is so popular among the masses as the solid satin of good wear and moderate price, one that is sold so close that the jobber pays 97½ cents and sells to the retailer for \$1. It is the identical shoe that the retailer has paid \$1.15 for that is now sold for \$1, so close is competition. All these are made in bals., as no oxfords can be sold by the country trade of any account. A split bal. double soled and tapped is a popular shoe also.

The matter of colored shoes is still in abeyance, but it is the opinion of the best-informed manufacturers and merchants that while the colored shoe has lost some of its popularity it has proved so comfortable for summer wear that it will never be eliminated from retailers' stocks. In fact, the only disadvantage is that retailers do not like to carry a shoe in quantity that is not fitted to all seasons or that must be carried over during the winter.—Shoe Retailer.

**How to Save Patent Leather.**

In selling patent leather, it would be well to advise each customer to fill the shoe with tissue paper or some other kind of a form, the moment the shoes are taken off the feet, as it is the wrinkles formed in patent leather shoes after they have been worn which cause most of the damage.

**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	Nahtawanta
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

**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 Imperial Gas Lamp**

Covered by U. S. Patents

Admittedly the best light on the market and the most economical

The Imperial

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

One gallon will burn 60 hours

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

THE IMPERIAL GAS LAMP CO.

132-134 Lake St., Chicago, Ill.



## Window Dressing

Necessity of Catering to the Popular Tastes.

There can be no question that a store catering to popular-priced trade must follow a style of window trimming different from that followed by a store doing a high-class, exclusive business. As the tastes of the common run of people are different from the tastes of the select few, it is necessary to cater to the popular taste by striking, peculiar and novel effects that can be dispensed with by the merchant who relies upon the quality rather than the quantity of goods displayed to make sales. Cheap goods, too, do not make as satisfactory a showing when displayed simply as fine goods make, and with certain classes of cheap goods uncommon care has to be taken if they are to make a satisfactory showing. Yet every merchant, no matter how cheap a line of goods he carries, should make an effort to depart occasionally from his customary style of window treatment. Once in a while he should pick out some of the finest articles that he has in stock and show them in his windows after the style adopted by the highest class shop with which he is acquainted. By following this method he not only varies his style of window trim, but he also shows that he is not altogether unprepared to cater to the best trade in his town. He impresses upon people the fact that his line is a varied one. One can devise no better way of bringing high-class goods to the attention of the public than to show them in the window trims where the goods are displayed in the simple units used by high-class shops.

\* \* \*

For a small haberdasher's window the following makes a very pretty arrangement: The two rear corners of the window are occupied by two window stands taller than the others used in the window, and over these are draped in loose folds pieces of shirting. The center of the background is occupied by five shirt stands arranged in a semi-circle and of different heights. On each of these stands a negligee shirt with collar on it is shown, and the ends of two or three bat ties hang over the edge of each collar upon each shirt front. At the base of each shirt stand two or three ties are loosely grouped on the floor. The center of the foreground of the window is occupied by a piece of uncut silk, which is loosely raised in a pyramid shape. It should be added that the ends of the pieces of shirting are puffed loosely over the window floor in part.

Mirror backgrounds have such great advantages that a merchant who is not able to afford a solid mirror backing for his window may be pardoned if he resorts to expedients to procure as good a semblance of one as possible. This can be done in two ways. He can attach to the background of his window a number of small mirrors, or he can use with odd effect irregular-shaped pieces of broken mirrors. An attractive background can be made by covering the permanent background of the window with colored cloth tacked on smoothly and tacking upon that at regular intervals small mirrors, which are held in place either by strips of molding, which serve as a frame, or by brass-headed tacks. In the latter case the edge of the mirrors is covered by narrow puffing. Sometimes it is possible for the merchant to procure pieces of irregular-shaped glass, which can be set on the background as described and framed by puffing. When irregular-shaped pieces of glass are used it is well to emphasize their irregularity as much as possible. This can be done by having the background of plain white, the puffing about the edges of the glass of a contrasting color, and painted on the background, in the same color as the puffing an irregular line following the shape of the glass. The remainder of the background, which is not covered by glass can then be filled in by irregular-shaped figures of different sizes, made of continuous lines of the same width as the lines which surround the mirrors, and at a distance of a half inch or an inch, according to the width of the line.

\* \* \*

The uses of tape in window trimming are many, but there is one use of it which is not often considered. It can be used to make all kinds of figures and designs upon a window background. Tape from a quarter of an inch to an inch in width can be tacked upon a background with either brass-headed or plain tacks to make any figure or design that may suggest itself to the trimmer. Sometimes a trimmer wishes to use a one-colored or many-colored figure design upon his backgrounds which he can not procure in wall paper or other material. In such cases tape can be used to greater advantage than rope, as it is finer in its effect and is easier to handle. For example, a striking background may be made by tacking on plain white in half-inch tape a zigzag figure design of many angles and triangles filled in with smaller triangles.

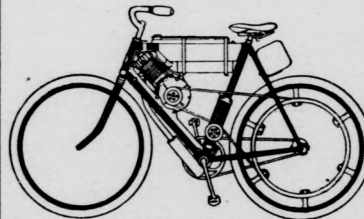
\* \* \*

An attractive arrangement of Norfolk suits is made by hanging the folded

trousers of each suit over a window stand and arranging three or more pairs on stands of varying heights diagonally across the window from the center to one corner. From the opposite corner to the center the coats are displayed on stands which throw out the shoulder. On the shoulder of each coat is placed a hunting stock made up. Against each pair of trousers a cane or umbrella is stood. In front of the line of trousers and in the rear of the line of coats a group of three covert coats hung on individual stands is arranged. On either side at the rear of the window, on dress suit cases stood on end, one or more vests are displayed on stands. In the center of the window a form is placed with a complete suit on it, and the floor is spaced at intervals with fancy vests on stands or twisted conewis. —Apparel Gazette.

A medal should be awarded the Whitehall man who started this story: A local druggist left a large bunch of sponges hanging in front of his store during a recent rain. After the storm he went outside and found that the sponges had swelled to such an extent that the building had been pushed six feet back into the alley.

## 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

## 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.

We are Exclusive Manufacturers and we carry the goods in stock for the convenience of the retailer.

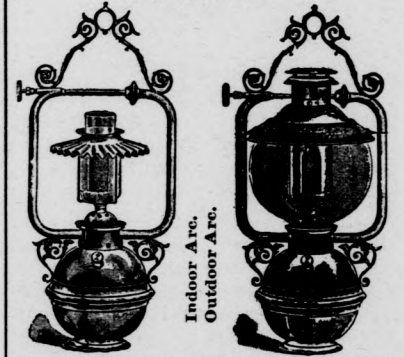
C. M. Henderson & Co

"Western  
Shoe Builders"  
Chicago

## "Summer Light"

Light your Hotels, Cottages and Camps with the

"NULITE"



Incandescent Vapor Gas Lamps. Superior to electricity or carbon gas. Cheaper than coal oil lamps. No smoke, no odor, no wicks, no trouble. Absolutely safe. A 20th century revolution in the art of lighting. Arc Lamps, 750 candle power, for indoor or outdoor use. Table Lamps, 100 candle power. Chandellers, Pendants, Street Lamps, etc. Average cost 1 cent for 7 hours. Nothing like them. They sell at sight. GOOD AGENTS WANTED. Send for catalogue and prices.

CHICAGO SOLAR LIGHT CO.

Dept. L.

Chicago, Ill.

## S. A. MORMAN & CO.

GRAND RAPIDS, MICH.

25 CANAL STREET,

Wholesale

Petoskey Lime  
Sheboygan Lime  
Akron and Louisville Cement  
Atlas Portland Cement  
Michigan Portland Cement  
Sewer Pipe  
Fire Brick  
Flue Lining  
Hard Wall Plaster  
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INDEPENDENT FACTORY

DETROIT, MICHIGAN

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CREME DE MENTHE.

STRONG HOLD.

FLAT IRON.

SO-LO.

The above brands are manufactured from the finest selected Leaf Tobacco that money can buy. See quotations in price current.



## STORE LOAFERS.

## How They Transact Business in Pennsylvania.

One afternoon about two weeks ago I found myself in a little one-horse village out beyond Wilkesbarre, Pa. I don't suppose there were 500 people all told in the place. I concluded my business there very quickly and went with much satisfaction to take the train out, when the station master, who hates men with clean collars, informed me, with a fiendish grin, that there had been a cave in down the road and that no trains would leave there that night. The only way I could get out of town, he said, was by driving about twenty miles, to the first station beyond the break. I jumped for the "livery stable" as fast as I could trot, but found that the old cracker who kept it only had one horse, and that had a bad keec. "Wouldn't drive that mare twenty miles to-day to save yer soul from —!" was the neighborly way in which Brother Livery refused to help me out.

I realized I was up against it and started to loaf around disconsolately. I got a very fair supper at the little hotel, but the evening yawned before me long and dreary.

After supper I drifted along the main street, perfuming the dusk with one of those fine perfectos which my friends use as chasers. At the corner of the main street was the general store, which is also the grocery, which is also the drug store, which is also the meeting place for Doc and Cap and Ike and Bill and sundry other distinguished citizens who nightly congregate about the stove, lit or unlit, as the case may be, to give unsolicited pointers to McKinley and Providence.

I got in the place about 7 o'clock, and even that early the convention was in the midst of a spirited session. The storekeeper, who was also the postmaster, who was also the druggist, came forward. By way of sociability I bought a few stamps.

"I'm stranded in town over night," I observed. "You've had a breakdown up the road, on account of the rains, and there'll be no trains out before to-morrow."

"Do tell!" ejaculated the storekeeper. "Hear that, Cap?"

Cap hadn't heard it, but was glad to. So were the other Senators.

The storekeeper was a hospitable old fellow. He invited me to sit down, and dusted off a soap box for me to do it on, with a mild joke about "this bein' the only meetin' in town to-night." The "reg'lars" nodded at me amiably.

The presiding officer at this "meetin'" seemed to be Cap—afterward made acquainted with me as "Cap Haines." Cap was a little fat fellow, with a last year's straw hat and sandy side whiskers which thrashed the air when he talked. He was the local supervisor of roads and a big man.

Another important member was Doc Burnley, the village veterinary. He was Cap's opposite—tall and lean, with a skin like leather and a pair of glasses that had been made for a short, fat nose. Doc and his glasses didn't get on very well together.

Besides these there were five or six more members who put in a word or a bleat of laughter whenever they could. Well, I spent a thoroughly enjoyable hour with the convention. The members discussed every topic I ever heard of and a few that I hadn't. "Our dooty

in the Phillypeenes" was the most thoroughly thrashed-out subject of the evening. Cap's diatribe at the Supreme Court's decision in the recent question whether the Constitution follows the flag was characteristic.

"They've got a lot of fellers down there on the S'preme Court bench," says Cap, "that ackshally got no more right to be there'n I have. They're a lot o' hungry politicians that's served their townships and gits rewarded with a life job! And the welfare of the nation, gentlemen, is in their hands!"

I noticed that whenever Cap or any of the other orators appealed to their hearers as "gentlemen," the whole audience solemnly wagged their heads. It was a word that went home.

"It's a good thing you ain't on the bench, Cap," observed the storekeeper, who had much humor in his quiet way.

"Why is it?" demanded Cap belligerently, for it was one of his ideas, I learned afterward, that he should have been a great lawyer.

"Cause you'd spit tobaccky juice all over the 'Nited States statoots," was the storekeeper's reply, and the meeting squealed with glee.

Cap as a tobacco-juice factory was truly a wonder. He kept up a steady splash the whole evening.

He vouchsafed no reply to the storekeeper's taunt except a sniff and a bigger splash than usual.

"An' there's Cuby," he continued, after a minute, "poor, sufferin' Cuby! What right did Kinley have to force his troops in there a-tellin' the Cubians that we'd come to free 'em! Now the war's two year over and he ain't freed 'em yit! That country's too vallyble; that's where the shoe pinches Kinley. I tell ye, gentlemen (unison of solemn wags), there ain't nothin' truer than that old adage, which says, 's near's I can remember it, 'Circumstances alters cases.'"

"The system of eddication that they've put in force down there is all wrong, too," observed Doc Burnham; "why, I seen in the New York Sun the other day that—"

"Oh, shut up, Doc!" put in a young fellow out of the crowd, "ever since you got beat for school trustee last spring you've hit education in the neck whenever you could! The schools is all right. I only wish I could a gone longer to 'em, that's all."

Doc meekly shut up and had no more kicks to make about the Cuban educational system.

I don't know whether the meeting of the convention kept trade away or not, but while I sat there there was only one customer and that was a small boy for a quart of kerosene. Once during the evening one of the Senators bought cigars for the crowd. I got one, too. And although I put it in my pocket, I know all about the brand, for I smelled the others smoke 'em. It looks almost like real tobacco if your sight ain't too good.

Once during the evening there was a peppery passage at arms between Cap and the storekeeper. The subject was the postoffice. I believe there had been some trouble about getting a separate postoffice for the village. Cap seemed to think that the storekeeper had a snap to have the office in his store.

"Oh, I dunno," observed the storekeeper. "The office ain't no more benefit to me than it is to the Government to have their office in the biggest store in town."

"Oh, bosh!" said Cap, grumpily, "this ain't the only store on earth!"

"It ain't?" retorted the storekeeper, "I thought you thought it was, by the way you spend your nights in it!"

"That's all right," says Cap. "I do my buyin' here, don't I?"

"Yes," said the storekeeper, "an' you do your spittin' here, too!"

Ribald howls of ecstasy from the audience greeted this bit of rural by-play.

But Cap was huffily silent for at least five minutes, when "Kinley" came in for another dig over "Porty Ricka."—Stroller in Grocery World.

Iron cooking stoves are almost an unknown luxury among the people of South America and the West Indies. They still cook in open fireplaces and by other primitive methods.

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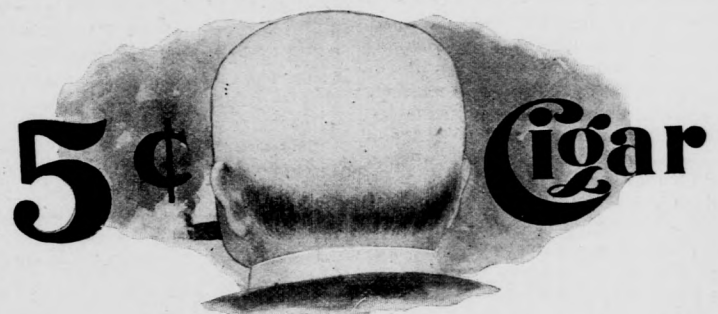
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Portland Cement, Lime, Land Plaster, Stucco, Fire Brick,  
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OFFICE: COR. PEARL AND MONROE,

GRAND RAPIDS, MICH.

## The Meat Market

### Some Reasons Why Large Ducks Pay Best.

After a duck gets its age it is rather deceptive as to weight, as it is then fat and solid. Pure-bred Pekins of proper grade should weigh about eleven pounds per pair at eleven weeks old. The smaller birds serve a purpose in hotels and restaurants. A quarter of a bird is served to each customer, and in that way the smaller birds answer the purpose just as well as the larger, nicer-looking ones. It does not pay to raise these small birds as well as it does to raise the large ones, for it costs just as much to raise, dress and market them, and they will not reach the largest birds by 1c per pound, although there is a season when there is a call for the small birds. One great drawback with ducks is that the shrinkage is so great as compared with other poultry that it seems a high priced meat.

In different parts of the country, modes of dressing differ. In the West they are headed and drawn and sometimes scalded, but generally dry picked. A dry-picked bird holds its color better than one scalded. Scalded birds appear puffy and are likely to turn dark by exposure to the air. I think in New York State quite a good many are scalded. The market price of scalded birds would be from 2 to 4c per pound less than for dry-picked birds. In New England scalded birds could not be sold unless there was a shortage in the market.

Green ducks are shipped with heads on and undrawn. They are picked down one-half of the neck and to the first wing joint. The feathers from the white ducks are quite valuable, being worth 37 to 39c per pound, and colored ones 17 to 23c. The feathers would make quite a difference in the season's profit were you using colored or white birds. You can not get the colored birds without the colored pin-feathers, and of all distressing sights for the poultry man, a bird shot with pin-feathers is the worst. At the stage when they should be dressed for the greatest profit, if the pin-feathers are thick all over the bird, it is impossible to dress them so that they will not have a badly tattooed appearance. Pekin ducks as compared with Muscovys would dress at ten weeks, while the Muscovys would dress at fourteen. At twelve weeks the Pekin would require little pin-feathering.

After killing, which is done by cutting in the roof of the mouth, and picking, the birds should, in warm weather, be thrown into cold water immediately after picking and allowed to soak for an hour or two. Then the blood is washed out of the head and bill and feathers and they are thrown into a tank of ice water. By putting them in the warmer water first, it swells the flesh and closes the pores, then by putting them into the ice water all the remaining animal heat is expelled and they are left white, hard and firm. To give them the best shape they should be tied before going into the water. If the wings are folded close to the sides of the body and tied down and the birds are put into the water, it gives them a better shape and appearance for market. In shipping, they can be kept from twenty-four to forty-eight hours in ice water, but if kept longer than that they should be packed in ice. In shipping them to market, pack them in the same way if it is a two or three hours' journey. Put in a barrel a layer of ice, then a

layer of ducks, and on top of all put a layer of ice. The ice water trickling down among the ducks keeps them in good shape. Geo. H. Pollard.

### Changes in the Calfskin Business.

In no branch of our trade have the changes been so marked during the past few years as in the green calfskin business. From May to July was formerly a season in itself. In that time city salters would accumulate in packs in their hide cellars from 20,000 to 50,000 skins, and generally they were carried in salt until the tanners were ready to purchase their fall and winter supplies. The largest salter in the country collected many hundred thousands and there were numerous country collectors who forwarded their skins to commission dealers in Boston and other cities.

All this is materially changed. While there is a season when skins come forward in more liberal quantities than at other times, there are no longer any large packs held through the hot weather and but little commission business is done. Farmers gauge their milk supply so as to have it nearly uniform the year around. This plan was instituted owing to the introduction of the creamery, which must have a certain quantity every day in the year, and for this reason green skins are obtainable at all seasons, rather than confined to May, June and July.

Again, with the elimination of the old-time country butcher and his slaughter house, large concerns do most of the killing of calves and supply the provision dealer and country butcher cart with veal. The large tanners of the country who do an extensive business in calfskins send their buyers into the country towns and villages to pick up all the skins that butchers and farmers take off. It was matter of common currence a few years ago for a city dealer to go into the New England towns and purchase several thousand skins in a day's travel, where now he could not collect as many hundreds. The use of calfskins is so great that the domestic take-off is entirely inadequate to meet the tanners' requirements, and hundreds of thousands are imported annually. A single firm in Boston imported 260,000 during the past six months, and this is but one of several importers. Tanners who formerly purchased from the large packs which salters had carried through the summer are now in the market every month in the year for supplies and give the preference to fresh take off. A large dressed beef company near Boston who take off many thousands of calfskins during the season do not place any of them on the market, but tan them in their tanneries. The entire business has undergone a radical change in a decade.—Shoe and Leather Reporter.

### No Attention on Account.

Merchant—Didn't you call on Owens to-day?

Collector—Yes, sir.

Merchant—Did he pay anything on account?

Collector—No, sir. I couldn't even get him to pay any attention to me.

### Answered Like a Lawyer.

"Want a situation as errand boy, do you? Well, can you tell me how far the moon is from the earth, eh?"

"Well, guv'nor, I don't know; but I reckon it ain't close enough to interfere with me running errands."

He got the job.

A true woman never attempts to drive nails with a hammer if there's a hair brush handy.

## Welsbach Lights Welsbach Mantles

Incandescent Gas Light and Gasoline Lamp Supplies  
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Authorized Michigan Supply Depot for the genuine goods.  
Write for illustrated catalogue and wholesale prices to

A. T. KNOWLSON, Detroit, Michigan  
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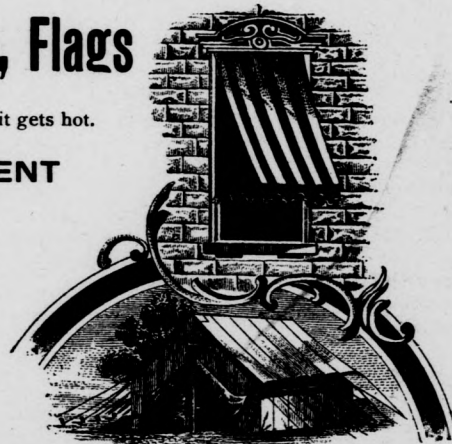
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Stack binder and thresher covers,  
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We make everything made of  
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THE M. I.  
WILCOX CO.

210 TO 216 WATER STREET, TOLEDO, OHIO



## WE GUARANTEE

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

ONE YEAR

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

*Robinson Cider & Vinegar Co.*

J. ROBINSON, Manager.

Benton Harbor, Michigan.

# VINEGAR

LAW PROOF.

Use our goods and avoid prosecution by Food Inspectors.

# CIDER

The Standard of Excellence for 24 years. For prices see price current.

*Barrett & Barrett.*

Chicago. Kansas City. St. Paul. So. Haven, Mich.

## Butter and Eggs

Observations by a Gotham Egg Man.

While the weather has been unusually favorable for the season and egg qualities are running better than is often the case at this season of year, dealers seem to be getting more and more fastidious every year. Of course when the market is very liberally supplied, as it has been during May, buyers are generally finicky and notional, having so much stock to choose from, but the preference for gilt edge quality seems to be growing stronger and there is now more opportunity to obtain full value for fancy selected eggs than formerly. A number of packers in Northern sections are putting up their stock in first-class shape, candling so closely that their goods can be put out here in a very good class of trade without recandling at all. Many of these goods were going into Western storage houses during May, and some are still being stored, but of late a few of them have been coming this way and they have found appreciative buyers, selling up to 13 3/4 @ 14c at mark. The search for this class of stock will undoubtedly become more general as the advancing season reduces the general quality of our receipts, and it is certain that the method of packing stock in the West under a careful and competent candling could be extended to good advantage.

\* \* \*

There is a conservative feeling here as to the immediate future of egg values; receivers generally feel that the prospect for storage holdings can be improved only by keeping country prices down and forcing as large a consumption as possible. But the present tendency of the market is slightly upward under conditions that are beyond control. It is quite in the usual order of things that fine eggs should become scarcer as the season advances and the first general prevalence of hot weather throughout the producing sections is likely to reduce the supply of high grade stock so much as to turn dealers' attention to some of the spring eggs that they themselves have laid by as a reserve for such emergencies. The general situation is such that there will be a disposition to work on these goods at the very first opportunity. The price at which these reserve eggs in dealers' hands can be profitably taken out will doubtless mark the top of any advance occurring as a result of decreasing supplies of high grade fresh collections, and this point is probably in the neighborhood of 15c. Just now the quality of the fresh stock arriving is good enough to afford a supply about equal to the demand and there is no prospect of any immediate improvement in prices beyond the slight gain lately secured; but a prevalence of hot weather would be likely to advance values to the point at which dealers can profitably use reserve stock.

\* \* \*

What is the biggest carload of eggs ever handled? Here is a chance to tell big stories and establish a record. A receiver showed me bills of lading for 638 cases of eggs, all in one carload and

I had never heard of its equal. Perhaps some one can tell of a still bigger load?—N. Y. Produce Review.

### Treating Cheese With Paraffine to Prevent Shrinkage.

"I wonder if you have ever seen any of the paraffined cheese," said a dealer, as he led the way around the piles of cheese on his store floor. "Harris, of Cuba, was here the other day and he and Brown, of Utica, had a long talk about treating cheese in that way, and both of them were enthusiastic over the matter." By this time we had reached the lot that he wanted to show me, and he asked the porter to turn out one or two of the cheese. On the outside surface—top, bottom and sides—there was a thin coating of paraffine wax which gave the cheese a bright, handsome appearance. They were fall made and yet had not a trace of mold. We bored several and found that the wax cracked and peeled off, which seemed very objectionable. I called the dealer's attention to this and he remarked that he was not advocating the use of the wax, but was merely showing the results to me.

We talked over the matter fully and I ascertained that this is a comparatively new method of treating cheese in order to prevent shrinkage in weight and to preserve the stock against mold. It is still an experiment and is meeting with strong opposition by the dealers here, most of whom say that their trade does not like wax on the cheese and will not have it.

"My experience with the paraffine is limited, but I do not like it," said a prominent dealer. "We have trouble enough without that stuff. In this business we have to get so close to the cutter that if there is anything wrong we have to make it right. I once sold a lot of cheese that were treated in that way and then had to allow a pound to the box for the stuff that was taken off the outside. Some people tell me that the cheese hold out better in weight, but that is not my experience. A lot of 40 pound cheese made in June and July, and held until after January 1, lost two pounds according to the weights reported to me. Some cheese carry better than others. For instance, if they have light body with considerable moisture they will dry out a good deal more than if made solid. We had some cheese come out of the — storage in this city on the first of January without a particle of mold and as bright as a new dollar. Much depends upon the kind of storage they get. Now I don't think it wise to use anything like wax to close up the pores of the cheese. After they are made there is a gas in the cheese that has to work off; and then it seems to me that there is a natural process of evaporation going on, especially in cheese with a good deal of moisture, and if this was prevented it would affect, unfavorably, the flavor."

I learn that Charles Brown, a large manufacturer and dealer of Utica, N. Y., favors the use of paraffine wax in this way, and in his country warehouse he has arranged to "dip" cheese on rather a large scale. A frame work to hold eight cheese has been built and this is lowered into a tank of hot wax. At Harris' warehouse in Cuba a pair of tongs is arranged to take one cheese at a time, but the dipping is quickly done. The wax must be very hot and the cheese withdrawn so quickly that only a light coating of the wax sticks to the cheese. When it is not properly done there may be a coating of fully 1/8 inch, and that nearly ruins the sale.

The wages of sin is paid in full only when the job is complete, but lots of men draw something from time to time on account.

### No Crime to Ask Customers to Pay Up.

It is not a criminal offense to ask a customer to pay a bill when it is due; neither is it a thing to be ashamed of. The half-hearted assertion that, "I happened to be around and thought I would call in," gives the customer an excuse to stand you off a little longer. When one asks if you need your money to-day and you reply, "Oh, any time will do," it gives that person an idea that you do not want it and he is justified in taking you at your word and making you wait a little longer. There is a way to insist on prompt payment from your customers without offending them. If you do not know that way, it will pay you to learn. It is far easier for the average customer to pay one week or one month's bill than it is two, and a balance is to be discouraged every time. There are scores of people who do not pretend to pay a bill in full, but always leave a balance, and they do so simply because they are allowed to. Every dealer should have certain rules for collection, and he should try to live up to those rules.

### It Was Too Sudden.

"I must say," remarked the physician, "your husband is in a bad way. Any arrangements that you may want to make—"

"Oh, doctor," she said, "I could never think of marrying again."

### The Price of Possession.

Brown—That's a handsome umbrella you've got there, Robinson.  
Robinson—Yes.  
Brown—About what does it cost to carry an umbrella like that?  
Robinson—Eternal vigilance.

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.

PETER SMITH & SONS  
DETROIT, MICH.

For a Quick Sale and Money Promptly ship us your

## Butter, Eggs, Poultry

and all Farm Products. We are in a position to take care of your goods on arrival and get you top prices.

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Commission Merchants, 353 Russell Street  
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# FIELD SEEDS

All kinds Clover and Grass Seeds. Field Peas.

HUNGARIAN AND MILLET SEEDS

MOSELEY BROS.

Jobbers of Fruits, Seeds, Beans and Potatoes

26, 28, 30, 32 Ottawa Street

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## Butter and Eggs Wanted

Write for Cash Prices to

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34 and 36 Market Street, Detroit, Mich.

References: City Savings Bank and Commercial Agencies.

## WANTED

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

GEO. N. HUFF & CO.,

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## Retting & Evans

Wholesale

Fruits, Produce and Commission

Michigan Berries now in. Wax Beans, Peas, Cabbage, Home Vegetables of All Kinds.

33 Ottawa Street,

Grand Rapids, Mich.

Reference, Home Savings Bank, Detroit.



THE LEADING PRODUCE HOUSE ON THE EASTERN MARKET.

We solicit your shipments of Fresh Eggs and Dairy Butter.

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 8—Holders of coffee stocks appear to have been taken with "that tired feeling" and have been trying to dispose of part of their holdings at some concession. So Arbucksles are reported to have picked up 7,000 bags of No. 7 Rio at 6c. Afterwards there was a little better feeling and at the close 6½c is about the right figure. Cable advices from the chief European points indicate a steady feeling, but here the situation rather favors the buyer. Precious little is being done in the way of speculative dealings and the market is almost without a movement. From July 1 of last year to June 5 of this year the receipts of coffee at Rio aggregated 10,452,000 bags, against 8,654,000 bags during the same time last year. In store and afloat there are 1,208,655 bags. Jobbers and roasters have both been doing a little in mild sorts and Good Cucuta ranges from 7¾@8¼c. East India grades are selling in an average manner.

No staple is duller than tea at the present moment. The few orders coming to hand are for only enough to "last over Sunday" and the buyer as well as the seller seems to prefer to talk about anything rather than tea. Quotations have not varied from former basis, but there is absolutely no life to the market.

A generally quiet market is reported in sugars. Prices for Arbucksles seem to be 5 points below the trust rates, but some way "this doesn't count." Refiners and brokers both tell the same narrative of slack trade and both are waiting.

There is no change in rice—same old story of "nothing doing." Prices are as last week and orders are of the smallest. Prime to choice Southern, 5@5½c. Foreign varieties are quiet. Japan, 4¾@5c.

There is an average daily trade going forward in spices, but even the average is something better than nothing, so dealers are content. Quotations remain without change. Singapore pepper, 12¾@13c in an invoice way. Zanzibar cloves, 8¾@9c.

The molasses season appears to be about over and sales made are few and unimportant. Prices, however, are firm and, as stocks are light, dealers are not especially anxious to make sales. Good to prime centrifugal in round lots is quotable at about 17@30c—the latter for extra goods. Syrups are steady as to demand and prices. Quotations are unchanged.

In canned goods prices in some cases have sagged and goods have been pressed for sale. On tomatoes a decline of about 2½c is noted for New Jersey Standards. Some Maryland No. 3s have sold here for 70c, less 1½ per cent. for cash. New York gallon apples are very firm at about \$2. Salmon is steady, with quotations about as last noted. The pack of peas promises now to be all that could be desired, as to quality, and the quantity will be large. Lemons are doing better every day and orders come in at a most satisfactory rate. Choice Sicily, 360s, \$2.75@2.90, and from this up to \$3.75 for extra fancy fruits. Californias, \$3@3.25. California oranges are doing fairly well at the range of \$3@4 and some very fancy fruit up to \$5. Bananas are firm and a slight advance has taken place. Aspinwalls, firsts, \$1.20@1.25.

Some interest is shown in currants, but other lines of dried fruits are lacking animation and the market is decidedly dull, although matters might be worse. Currants are worth, in barrels, from 9@9½c.

The butter market is fairly steady, although the demand during the week has not been quite up to expectations. The very choicest creamery is quotable at 19c, but this is certainly the top figure and good goods have been sold at 18½c; seconds to firsts, 16½@18½c; imitation creamery, 16@16½c for fancy stock; firsts, 14½@15c; factory, 13@14c. Some fancy "renovated" butter is quoted at 17c. Common to choice, 12@15½c.

Cheese is rather quiet. Full cream, 9½c. Exporters have been doing a little business at about 8½c for colored.

Increasing arrivals and hot weather have tended during the past few days to make the egg market rather dull and prices are somewhat unsteady. Michigan stock brings 14c for best grades and 12@13c for regular packs.

Beans are quiet and prices are practically without change. Quite an export trade during the week has been done in Red Kidney and they are now quoted at about \$2; choice marrows are worth \$2.50; medium, \$2.10.

### Stops a Minute to Do a Kindly Act.

"In the butcher shop where I buy my meat," Mr. Biffleby said, "I see come in occasionally an old woman, to whom the butcher always gives something. The woman has a basket on her arm and when the butcher steps toward her she swings the cover around by the willow loop around the handle and the butcher drops in whatever he has to give her, and he always gives her something."

"This may not be a chicken, nor even a turkey, nor yet a sirloin steak, nor even a brace of chops. It is, in fact, just a chunk of meat. But it is worth something, and he is giving it to her. In cutting up meat he just lays aside some sort of piece for the old lady when she shall come in."

"And now, when she has come, he doesn't keep her waiting, like a beggar, but he leaves me and gets that piece of meat that he'd put aside for her and walks around the chopping block by which she is standing and drops it in her basket, and smiles as he does this and says a pleasant word to her, and the old lady smiles and thanks him in return."

"And then the butcher comes back to me and goes ahead with the work of slicing off my steak, saying, as he does so, in an incidental sort of way:

"Fine weather we're having now, after the rain."  
"He's a peach, my butcher, but then, I guess there are others like him."

### Unfortunate, Yet Not a Beggar.

He stood in front of a department store window, gazing into the dim distance with a look of settled melancholy on his brow. He looked dusty and forlorn, and carried his hat in his right hand, as though inviting alms. A kind, motherly looking woman paused to scan him. "To be so reduced!" she murmured pitifully. "To think of such a nice, respectable seeming man being compelled to beg! How sad!" Opening her purse, she glided up to him and gently dropped a dime into the hat. He started violently. "Madam!" he exclaimed. She colored. "It isn't very much, I know," she said, "but some people might only have given you a penny." Then a thought struck her. "Perhaps I made a mistake," she said, nervously; "I thought"—"Madam, you did," he replied austerely. "Permit me to assure you that I am not a beggar. I merely paused here trying to think if I had forgotten any of the things my wife told me to bring home this evening." She read the riddle of his way worn looks at once, and with profuse and broken apologies hurried away.

### Discovered By Accident.

The passengers scarcely gave them a passing glance as they entered the car. He took a seat by the window just like a long-time married man, while she sat on the aisle. It was the part of a shrewd plan. After two stations had been passed he began to read a newspaper, and let her ask questions twice before he answered. This was a strain but they were trying to establish a record.

Suddenly he jerked forth his handkerchief to mop his brow and with it came many, many grains of rice. Some fell in the aisle and some fell on the passengers about them. In an instant the couple became the target of half a hundred searching eyes. She blushed prettily; he looked like a sheep.

The careless flirt of the handkerchief did the business, and, as further simulation became useless, they held each other's hands during the remainder of the journey.

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Correspondence solicited. Please investigate. Send for weekly quotations

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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.

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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.

**Disadvantages of Loosely Packed Butter.**

The proper packing of butter, especially at this season of the year, is a matter of great importance when a large portion of the product will have to go into storage to be held for a future market. In alluding to solid packed butter we do not mean solid packed as in contradistinction to roll or print butter, but what is termed solid packed butter loosely packed as compared with solid packed butter closely and evenly packed. In describing the many advantages of the closely packed it will not be necessary for us to expatiate upon the advantages of the close and even packing as they are self-evident to all, both the shippers and the merchants, but it is more to the point at issue to point out the great disadvantages or evils associated with the loose and irregular packing; the vital and most important advantage of close, uniform and strictly solid packing is that by it the air and extra water are both excluded from the butter and thereby protecting it from the oxygen of either and which is the cause of rancidity and what is termed in butter parlance of the trade "pricked" butter, which usually signifies rancidity only on the outer surface of the butter. Now the disadvantages of loose, irregular packing are many, and they are well deserving of close consideration, and are easily detected by turning the butter out of the tub and inspecting the outer surface of the butter, and if the butter is loosely packed it will show air holes on the sides, indicating air holes also in the body of the tub, which can be found easily by expert use of the tryer with a diagonal boring of the butter, and if they are found that lot of butter should be rejected as not suitable for long storing, as these holes or cavities in the butter are the pest chambers of foul air, in which both rancidity and blue mould are produced, and such butter is stored at a very dangerous risk, as the oxidation and the moulding are very rapid in development when once started. Another disadvantage of loose packing is the cavities in the body of the butter when filled with pickle; this is not very injurious to the quality of the butter, but it is very bad on the reputation of the creamery, as it can not be kept up long without being detected and the creamery that practices this fraud will in the end lose by it, as the butter merchants, when they sell water to their customers, are apt to hold on to the water money themselves and they will find it a losing game to pay freight on water to their market, as there is a full supply of finest water in New York, and foreign water, although filtered through butter, is not in active demand here.

There is one more point we wish to advise the creameries upon: fill the tubs and smooth the butter off on top nicely and evenly, do not leave any peastel or print marks on the tops of tubs, as where this is done the cloths will not lie closely to the surface of the butter and air chambers will be left under the cloths, with great danger of pricked and moulded tops.—N. Y. Produce Commission Merchant.

**A Hen's Eye View of the Egg Situation.**

The lessened receipts of eggs in this market during the past week lead us to believe that the hens have halted, just to take a back view of what they have been doing for the past two months; they have concluded that they have been stretching every nerve, and every other old thing, to a dangerous

extent, and must strike in order to secure living wages for their labor. Now there has been a very sharp game played on the hens this spring, and the treading delegates, the young roosters, told all the pullets that they had to begin to lay early to entitle them to the Egg Layers' Union membership or they would be considered scab pullets and would have to join the dressed poultry gang, so they started in with youthful vigor and activity, which excited the attention of the old hens of the Egg Layers' Union, and they came into the game at such a pace and so much determination to hold out longest, and save their poultry, that, on the whole, they are all worn out and both sides, compelled by exhaustion of the machinery, have to stop for a rest, for hens are only a piece of living machinery, and when worn out become useless for that purpose, until repaired again by a good rest. Now here comes in a special point of interest affecting the egg trade, and worthy of special consideration, there has never been so large a supply of pullets held over, as in this spring until after their first lay of eggs, before being slaughtered and shipped for poultry; this has been due both to the advanced science in poultry raising, and to the high opening prices for eggs this spring. It must be borne in mind that there will be from now on a larger decrease in the egg producing machinery, or the number of hens, by the killing of them for poultry, and another unprecedented production of eggs will not come again, until late in the fall or early in the coming spring. Due to established known value of eggs, as a cheap and concentrated food, relatively to all others, their consumption is increasing wonderfully all over the world, and we have less fear for the future of the enormous egg crop than for any other farm product in the food line of this country. The egg market here has shown this week marked strength upon all classes and qualities, and even now there is an active enquiry at advancing prices and more decided confidence seems to pervade the whole egg atmosphere. The sales during the past few days have been at an advance of 1/2@1c above prices of the past week, for finest marks, with a more or less firmer bidding relatively for all lower qualities. In some few instances we have heard of bids and sales higher than we deem it expedient for us to quote. But we do not hesitate to mention 14@14 1/2c as being reasonable exponent values of finest marks arriving from cool and northerly sections. Some parties may predict a cloud hanging over the future egg prospectus, but we believe that the cloud has a silver lining.—N. Y. Produce Commission Merchant.

**To Boom California Orange Marmalade.**

Recognizing the great loss that is suffered by the California orange growers in culls, the Independent Orange Growers' Association has devised a method for utilizing the waste in this line. Hundreds of boxes of fine, sweet oranges are dumped into the creek or used for fertilizer every season, just because they are scarred or puffy. The Association has had samples of marmalade and jelly made from such culls and submitted them to wholesale houses in the East. They have been so well received that the Association has been encouraged to go into the business extensively, and with this end in view has now a couple of expert marmalade and jelly manufacturers at work in the packing house of the Independent Orange Growers' Association.

**Florida Fruits at the Pan-American Exposition.**

Florida has a very interesting exhibit in the Horticultural Building of the Pan-American Exposition. Among the rare things which particularly please the Northern people are eighteen pineapple trees bearing fruit, eight coconut palms that reach almost to the ceiling, a great many green and ripe cocoanuts in clusters, a quantity of palmetto fibre and two magnificent yucca glorioza trees. In addition, there is a magnificent display of oranges, grape fruit, wine, etc. Just over the entrance to the space containing the exhibit in rustic letters is the sentence "Florida Fruits." The roof of the enclosure is painted to represent the fruits of the State. The post which supports the dome is treated so as to resemble cabbage palmettoes. The entire exhibit is covered with a dome, on the apex of which is a golden pineapple.

**Kentucky Combine Grocers Pardoned.**

Several months ago a number of grocers of Henderson, Ky., entered into a combination or agreement relative to the sale of flour in that city. The grocers who entered into this agreement were indicted by a grand jury for violating the Kentucky State law which prohibited agreements of this character. Governor Beckham of that State has recently granted a pardon to the four firms under indictment. This is one of the first indictments of the kind ever returned a body of merchants for entering into a "gentlemen's agreement."

**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

**Grand Rapids Cold Storage Co.,**  
Grand Rapids, Michigan.  
Citizens Phone 2600.  
We do a general storage, and solicit your patronage.  
Season Rate on Eggs to Jan. 1, 1901:  
400 case lots, per doz. .... 1 1/2c  
600 case lots, per doz. .... 1 1/2c  
1000 case lots and over, special rate on application. Thos. D. Bradford, Sec.

Established 1876  
**Charles Richardson**  
Commission Merchant  
**Wholesale Fruits**  
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58-60 W. Market St. and  
121-123 Michigan St.  
Buffalo, N. Y.  
References—City National Bank, Manfrs. & Traders Bank, Buffalo, N. Y. Any responsible Commercial Agency, or make enquiry at your nearest bankers.  
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**=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

**IF YOU** are in business for health drink it; if for wealth sell it and drink it, too. There are both HEALTH and WEALTH in it for you and your customers.

**Olney & Judson Grocer Co.**  
Roasters  
Grand Rapids, Mich.



## Woman's World

**Reconciling One's Ideals to the Exigencies of Life.**

Chief among the charms of my friend, Mrs. Horton, is her versatility. She is never twice alike, and never holds the same opinion two days in succession. This is what makes visiting her as exciting as buying a lottery ticket. You never know what you are going to get. Spiritually, she is either always on the mountain tops of joy or sounding the lowest depths of the abyss of gloom, but, as in one case she is as exhilarating as champagne, and in the other as productive of thrills as a ghost story, it is merely a matter of taste in which state of mind she is the more interesting.

She has also a way of reaching strange conclusions along devious and intricate paths of logic no other mind may hope to follow, and so the other day I listened with attention while she explained to me her latest bit of philosophy. It was, in effect, that it was impossible to reconcile one's ideals to the exigencies of life, and that you couldn't do your duty by your fellow creatures and maintain their respect.

I smiled.

"Oh, you needn't laugh," she said, warmly, "because I've tried it, and I am giving you the result of my experience. I know people think I'm frivolous, but I'm not. There isn't a person in town that has a better lot of theories and ideals about the higher life and telling the truth, and the common brotherhood of man and all that kind of thing, than I have, and just because I'm too humane to inflict them on every weary and depressed individual I meet is no reason for my being accused of being light-minded. However, that is neither here nor there. What I started out to tell you was how one's ideals work out in real life, and some of the discouragements of being good.

"Well, you know in the spring, when everything looks so pure and innocent and tender, how you feel as if you would like to get away from the sham and hypocrisy of society and just go off somewhere and live on nature's heart? This year I had it pretty bad, and while it lasted I got to thinking what a beautiful world this would be if we would all just do as we would be done by, instead of doing the other person as he would like to do us, and then it occurred to me that I would inaugurate a kind of personally-conducted campaign of sweetness and light. I pictured myself as a great reformer and saw a long and beautiful future stretching before me in which I would spend my time reading Browning, instead of curling my hair, and when I should be so superior to frivolities I would not care whether my frock fitted in the back or not.

"You understand my programme, do you not? I did not explain it to anybody at the time, because I knew I would be laughed at, but I resolved to try for a week just to be absolutely simple and truthful and consider other people—just to do some of the things that we are always talking about doing, and never do.

"First thing I started out on was telling the truth, because that is about the hardest and the least paying thing I know. As ill luck would have it, the very first thing that cropped up was a letter from Archie's maiden aunt, Susannah, from whom he has expecta-

tions, saying she would like to come and spend a month with us if it was convenient. Now a visit from Aunt Susannah is about as trying an ordeal as I know. She always comes bag and baggage, with a parrot that yells murder half the day and has to be coddled like a sick baby. Moreover, Aunt Susannah is a health food crank and has to have all kinds of dinky little messes prepared for her, and as she eats them she tells us how we are digging our graves with our teeth.

"Still, Aunt Susannah's fortune goes up in the six figures and is not a thing to be trifled with, and, ordinarily, I should have written her that I should be perfectly overjoyed to see her and that she must, be sure to bring along that darling parrot. As it was, I indicted an epistle to her in which I most veraciously informed her that the house was full and that I was busy getting the spring sewing done, but that still if she wanted to come in spite of those drawbacks, she would be welcome. It made her perfectly furious and I dare say she has added a codicil to her will cutting us off, root and branch. Yet I only told the truth.

"The next person was Maria Wheat. Maria was in the agonies of buying a spring bonnet and she came by and begged me to go down with her and help her select it. You know she always wears something that looks as if her deadliest enemy had picked it out, and I determined that for once she should have something that suited her. The very first thing the shop girl brought out was a little dream in mauve, but that made Maria look like a saleratus biscuit. Nobody could have worn it but a girl with the complexion of an angel, and it was insanity for

Maria to even look at it, but I could see that she was considering it. The shop girl pinned it on Maria's wisp of grizzled hair, and fell off and struck an attitude of dumb admiration.

"Do you think it suits me?" asked Maria in the tone of voice that is a perfect plea for somebody to back you up in a piece of folly.

"To perfection," lied the shop girl.

"Isn't it a little gay for me?" again asked Maria.

"Gay!" exclaimed the shop girl. "With madame's complexion, she can wear anything."

"Maria smirked at this and then she turned to me. 'What do you think?' she asked. Now, in other days, I should have said that that bonnet was a perfect poem, as, indeed, it was, and I shouldn't have committed myself to any personal application to the subject, but in my new role of Truthful James I felt it my duty to say:

"For heaven's sake, don't be such a chump as to buy it. It makes you look like a figure of fun. Don't you know that anybody as sallow as you are ought not to touch mauve with a forty-foot pole? Besides, it's entirely too young for you. It brings out your wrinkles, and—"

"I guess I'm just about as good a judge of what is proper as you are, Elise Horton," Maria interrupted, and then she turned to the girl. "How much did you say? Twelve dollars? Send it up to my house at once."

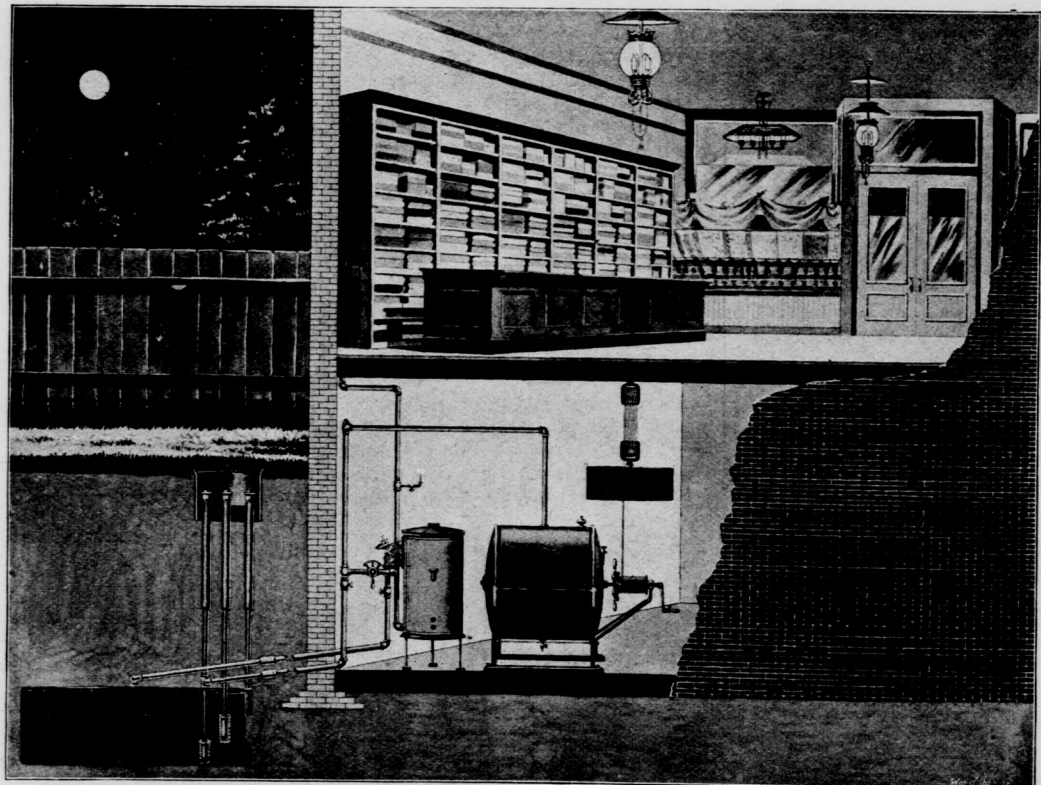
"We went out of the shop in silence, and at the door Marie remarked, in a frappe voice, that if I had any errands to do downtown she would not detain me, and she scarcely speaks as we go by now.

"At home, the plain, unvarnished

truth was no more palatable than it was abroad. Archie, as you know, is the best fellow in the world, but he has his little vanities. He likes to be told he's good looking, and to have his stories laughed at and to be deferred to. I've always petted and flattered him to his heart's content, with the happy result that he still thinks me the most fascinating and intelligent woman in the world. But, naturally, as an exponent of the higher life, I felt it my duty to cease praising his virtues and remind him of his faults. At first he looked bewildered. Then he got mad and he finally put the finishing touches to my career as a truth-teller by abandoning my society for that of other people who were less veracious and more agreeable.

"I fared equally badly with my theories about the common brotherhood—or rather sisterhood—of mankind. I began with my servants. You know I have always had the reputation of being a good manager and lucky about keeping servants, but I have always been strict. I have required certain things to be done promptly and to be well done and have kept a keen eye on everything, but my servants have liked me and have stayed on year after year.

"As a sister, of course I could not be so strict as I was as a mistress. When Jane did not sweep under the bed, instead of making her go right back and do it all over, I merely politely remarked that doubtless she had overlooked the matter, and if she happened to be sweeping that room again in a few days, I would be obliged to her if she would remedy the defect. When Sarah had an hour when she was not busy, I suggested that she go for a stroll in the sweet evening air and so on. Now, anybody can see that that is the way



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**MICHIGAN BRICK AND TILE MACHINE CO., Morenci, Mich.**

they would like to be treated themselves, if they were servants, but the result was chaos. In less than three weeks, Jane had abandoned sweeping under the furniture at all and Sarah was strolling the streets at any and all times of the day and our meals had become such a movable feast that we ate when we could get them. Because I overlooked spots on the tablecloth one time and let the dinner be served higgledy-piggledy, we were ushered into a continual round of that kind of thing, and when I tried to stop it, both servants were so impudent I had to dismiss them. It is simply a cold fact that you can not do your duty by your servants and retain their respect.

"Nor were my experiments any more fortunate with my sisters of the shop and the dressmaking fraternity. Shop girls mistook my politeness for humility and poverty, and my dislike to give them trouble to ignorance of what's what, and tried to palm off last year's styles on me, and invariably finished their private conversations before they deigned to notice me. As for dress-makers, there's just one woman who gets good service, and that's the woman who is as hard as a flint, who raises Cain when things don't come home on time and never pays one cent until the garment is finished just right.

"Those of us who are sympathetic, who know what disadvantages a woman often works under, and who are too kind-hearted to make her take a garment back three times and fix it right before it is paid for, never get good work. We are considered 'easy,' and all the bad jobs—the slap-dashy sewing—are palmed off on us."

Elise reached over and poured herself out another cup of tea.

"This is a topsy-turvy world, my dear," she said, "but the funniest thing in it is our admiration for bullies."

"I have observed myself," I added, "that the kickers get all the plums."  
Dorothy Dix.

**Income On Which It Is Safe to Marry.**

In Kansas City an interesting discussion has been going on about how much money a young man should earn before marrying. Clergymen, business men and prominent women have made estimates of all the way from \$30 to \$70 a month.

"A young man can marry on \$30 a month if he gets the right kind of a girl. It isn't what the man makes, but what the woman saves that counts," says Father Dalton, pastor of the Church of the Annunciation.

"I have never had a case of genuine poverty in my parish, and I know what can be done. The trouble now lies in the spirit of extravagance and display that prevails. Twenty-nine years ago, when everything was higher, men came here to Kansas City and supported a wife on \$1.25 a day. These men raised large families and some of them are now wealthy citizens.

"To-day a young couple think they can not start out in life without ostentation. Instead of paying as they go they handicap their life journey by the installment houses. The woman of to-day holds the solution of the question. Social conditions are such that her life is drifting away from household instincts. Where mothers used to come to me and ask me to place their daughters in good families where they could work as domestics, they now ask me to get them jobs in department stores and

forget how to accommodate themselves to the plain necessities of life.

"Young men tell me they can't afford to marry, and consequently the percentage of matrimonial connections is decreasing.

"Why, a man and woman can live on less than \$30 and support a family. Of course, it is an effort, but life is an effort at best. Everything is an effort.

"During the civil war, when everything was high, laborers supported families on \$25 a month. Of course, there are allurements and extravagances now that did not exist then.

"A man can worry through on \$30 a month if he finds a sensible woman who will economize."

Mrs. Gage, of the Athenaeum, says: "A young man can live nicely on \$45 a month if he wants to marry—it depends, of course, on the young man.

"It is the young man and his habits. Just think what several fine cigars a day amount to and similar expenses? Certainly the young woman plays an important part in the economical scheme for the majority are not properly trained for housewives, but if a young man is extravagant everything is lost.

"I know of instances where young men have married on \$45 a month and lived pleasantly."

A prominent minister said: "I have married 1,700 couples and I ought to know something on the subject. Young people to-day want to start out on the same scale that old people finish with. There is too much flourish and false aspirations.

"No young man should contemplate matrimony until he has \$100 saved. A young man can live, though, on \$500 a year, and if he marries the right kind of a girl he can get along well."

G. F. Damon, of the Provident Association, has had plenty of opportunities to study the economical situation, and his views on the subject are based on personal observation.

"The average couple will spend every cent of the salary," he says, "whether it be \$30 or \$70. Of course, I have seen families live on less than \$30 a month, but that amount is the minimum on which I think a young man should marry."

If all a man's weak spots were visible you would think he had the measles.

**Is a Good Breakfast Necessary?**

From the Medical Brief.

A good breakfast is the physical basis of a day's work. The American breakfast, regarded with so much horror on the European continent, has contributed largely to make the nation what it is to-day. It enabled our forefathers to do an amount of work which it appals foreigners to contemplate.

As a rule there is something wrong with the man, or with his habits, if he can not eat a good breakfast. A man who works at high tension all through the morning hours without this substantial foundation is working entirely upon his nerves. That means disordered nu-

trition, and sooner or later, bankruptcy and collapse.

If a man gets up in the morning with a bad taste and no inclination for food, it is because his system is full of waste and his circulation of obstructions. Let him make a radical change in his habits, and train his digestive organs to accommodate a nourishing morning meal.

**Method in Mailing Invitations.**

"No, we didn't invite her to our wedding. We heard that she had a past."  
"Oh, I understand; and you cared to see only people with a present."

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TRADE MARK

**The  
Symbol of Supremacy  
in Baking is the trade  
mark on our In-er-seal  
Patent Package.**

**NATIONAL BISCUIT  
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**They all say**

"It's as good as Sapolio," when they try to sell you their experiments. Your own good sense will tell you that they are only trying to get you to aid their new article. : : : : : : : : : :

Who urges you to keep Sapolio? Is it not the public? The manufacturers, by constant and judicious advertising, bring customers to your stores whose very presence creates a demand for other articles.

## Village Improvement

What One Organization Is Doing for Outdoor Art.

During the last week in June—the 26, 27 and 28, to be specific—the American Park and Outdoor Art Association will hold its fifth annual convention in Milwaukee. This simple announcement will tell a complete story to hundreds of men and women in every section of our country, but there are thousands who may never have heard of this organization and its work, and it is for them that a brief historical sketch is given here.

Everyone loves his home, "no matter how humble," and likes to have it attractive—in other words, "homelike." It is not alone the interior furnishings that help to make a home out of a house, any more than costly furniture makes for greater beauty or enjoyment. Much depends on the house surroundings, the home grounds, be they large or small.

A little grass, a few shrubs, a tree or two, vines and flowers, will do much more to help make an attractive home than many dollars' worth of gilt chairs, fancy tables and gimcracks for the interior. To be sure, we must have tables and chairs, and interior adornment is not to be despised, but the exterior surroundings are too often neglected altogether, because their value as home-making adjuncts is not appreciated.

But the grass, shrubs, trees, vines and flowers will not in themselves make the ideal outdoor conditions. They need the guiding hand of the home-maker to produce the desired result. In many instances most charming locations have been ruined because the owners did not know the art of arranging their

outdoor pets. Money in plenty has been spent in these cases, often more than was necessary to produce a good result, but the outcome was a mere hodge-podge. Some know this art of arrangement by instinct, others have a faculty for acquiring the requisite knowledge through books, but the most forceful teaching is through example, and it is to supply these examples of good planting art that the Outdoor Art Association exists.

It will be wondered how these examples are furnished by the Association. It does not go about the country planting sample house lots in every suburb and village, neither does it publish a planting plan and say to everybody, "Here, go ahead and lay this out on your grounds." That sort of thing would be in direct opposition to its every purpose. That would tend to stereotyped conditions, even in a row of houses all built from the same plan. It is the cultivation of individual taste that is sought. The examples are furnished through our public parks and gardens, whose superintendents and other officers are in many instances members of the Association. The tendency is, therefore, to the cultivation of better taste in our park treatment, and this is in turn unconsciously reflected in the improved handling of the home grounds of those who visit the parks.

Another means of furnishing examples is found through the agency of some of our public schools where children's gardens are being promoted. School gardens in this country are of quite recent date, but in those that have been established—and they are to be found both East and West, North and South—the results have proved most promising. Again, certain large manufacturing es-

tablishments have been interested in the general scheme through the efforts of the Association, and they have been led to plant around their factory buildings and to encourage good planting on the home grounds of their employes. This in a general way is what the American Park and Outdoor Art Association is doing all over the United States. Now let us briefly recite its history.

It was in April, 1897, that General John B. Castleman and his colleagues of the Louisville, Ky., park board decided to invite the park commissioners of the several American cities, park designers and engineers, and others interested in the subject, to a gathering in their city. The meeting was held in May and was largely attended by a thoroughly representative set of men and women. Before they said good-bye to their genial and public-spirited hosts, the visitors banded themselves together under the style of the American Park and Outdoor Art Association, with General Castleman as their first President. Their constitution, drafted somewhat later by a committee appointed at this time, stated the purposes of the organization to be "to promote the conservation of natural scenery, the acquirement and improvement of land for public parks and reservations, and the advancement of all outdoor art having to do with the designing and fitting of the grounds for public and private use and enjoyment."

In June, 1898, the Association met at Minneapolis, and elected Charles M. Loring, of that city, to be its President; in 1899 the meeting was held at Detroit; in 1900 at Chicago, and this year, 1901, it will be held at Milwaukee.

This approaching convention recalls the organization a year ago of the

Women's Auxiliary of the society. Woman has been coming to the fore these last few years, and with great resulting good for many a public undertaking. If a hospital is to be endowed, who can raise the money more quickly than the women? Who adds the leavening lump to our school boards if not the mothers? Who has keener interest than the women in making homes attractive inside and out? There is no doubt about it, the women all over the country, through the agency of their clubs and associations, are doing wonders for the furtherance of our moral and material well-being.

It was the most natural thing in the world that the women should take an active interest in this subject of outdoor art. How many homes would boast a flower garden if it were not for the women of the family? This does not indicate that the men take no pleasure in such matters. Their thoughts are largely engrossed with the bread winning, but woman's inborn homemaking instinct leads her to think of home adornment while she goes about her daily round. Just as she likes to have her own particular family home tidy and attractive in all its parts, so she takes a pride in having the home of the larger family to which her household belongs—that is, the town or city—pret- tily laid out and cleanly kept.

It is for this the Women's Auxiliary of the American Park and Outdoor Art Association stands, and it is safe to say that the women who are enrolled as its members are not a whit poorer house-keepers because of this broad interest in the welfare of others. Because of the work of the women in this line, our cities and towns will be fairer places in which to dwell, and the communities

## Grocers Will Please Commit to Memory

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

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

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

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

C. ELLIOTT & CO., Detroit, Mich.

B. DESENBERG & CO., Kalamazoo, Mich.

SYMONS BROS. & CO., Saginaw, Mich.

JACKSON GROCER CO., Jackson, Mich.

MEISEL & GOESCHEL, Bay City, Mich.



will, therefore, reap the harvest which comes with enhanced values due to a desirable neighborhood. In a sense this Women's Auxiliary is the national organization of the hundreds of village improvement associations which are to be found in all parts of our country. In many instances these local societies could secure help and advice for the carrying out of their plans by entering into an alliance with the national organization.

This could be brought about by a local society authorizing its President or its Secretary, for instance, to apply for membership in the Women's Auxiliary. Such a membership would put the local body in possession of the valuable reports often illustrated which are issued by the American Park and Outdoor Art Association, and in which the very foremost landscape architects, gardeners, etc., discuss all manner of subjects which are applicable to the uses of a local improvement society. Furthermore, any problem under consideration upon which specific advice was desired could be referred to the auxiliary, which would look into the matter and forward suggestions by mail.

It often happens that a householder wants to improve the surroundings of his house. He or she would like to plant some shrubbery or lay out some attractive beds for flowering plants. Not everyone has had the opportunity to practice the gardener's art, even on a small scale, so it sometimes becomes difficult to decide just what one wants to do and how to do it. There is just as certainly a right and a wrong way to do this, as anything else. If it is done right it will be a source of pleasure for all beholders for all time. If it is done in the wrong way it will never be satisfactory, although the owner may not be able to explain, even to himself, why it is not pleasing. If the home lot in question is large, the owner will most likely employ a landscape architect or landscape gardener, as they are variously called, to make a planting design. That is simple enough. But the average householder, with a comparatively small town plot at his disposal, cannot afford the luxury of an architect. He must do his own designing, and, best of all, his own planting. Through the American Park and Outdoor Art Association and its Women's Auxiliary the householder can learn how to do this work properly, without the intervention of an architect or gardener.

When the Women's Auxiliary was organized, Warren H. Manning, Secretary of the American Park and Outdoor Art Association, and who, by the way, is one of the recognized authorities on landscape architecture, made certain suggestions to the women which will be found of interest by all public-spirited individuals. Mr. Manning wrote at that time as follows:

You may secure as a gift to your town or organization such attractive elements of landscape as a bluff, a shore or a view point which may be upon land of little or no commercial value, but which, improved, would add greatly to the importance of the locality.

First impressions of visitors are often lasting, therefore it is well that they should be welcomed by charm as well as utility. The parting and home coming of every resident should be brightened by the effect of attractive surroundings of railroad and electric car stations. Earnest and united effort has done this.

One of the necessary reforms is the consideration of better architecture for school buildings, and an attractive, as well as consistent, arrangement of the grounds about them.

We question if the surroundings of many homes in your town may be considered as better than commonplace. Have they correctly grouped shrubs and flowers about the base of dwellings, or are the vines properly trailed upon them? Are not the lawns bare, or spotted with single plants, instead of being framed in with masses of foliage? Are not the yards in the rear exposed to the gaze of every passerby? Is there an artistically planted garden, with flowers blooming the entire season, or only one or more pie-shaped beds with a few tender plants which will exhibit discolored foliage in the late summer?

Are the business and manufacturing places surrounded by trees and shrubs, and are the public memorials good art creations, suitably located? Do you understand the kind of trees and shrubs which grow best in the soil of the town where you live?

Organized effort has corrected the abuses in public advertising by removing unauthorized billboards and urging ordinances for taxing and regulating the size and character of others. There is a wide field for a continuation of this work.

The President of the Women's Auxiliary is Mrs. Herman J. Hall, of Chicago, Ill., and the Secretary is Miss Edith A. Canning, of Warren, Mass. The Auxiliary is a member of the General Federation of Women's Clubs, and stands ready to co-operate with the women of America for the preservation and enhancement of the native beauty of our great land. Allen Chamberlain.

**Differentials Between the Jobber and the Retailer.**

By, what difference should exist between jobber and retailer, I understand is meant, what margin of profit should exist between the two?

I do not think there is any particular standard of value by which this difference could be measured, for the reason that there are some lines of goods that will admit of a larger margin of profit to both the jobber and retailer than others, and think the class of goods should determine what differential should exist.

In considering this question there are, as I think, three parties interested, namely: the manufacturer, jobber and retailer, each of whom are equally concerned.

The manufacturer in making his price to the jobber should not be too much inclined to take more than the lion's share of the profits for the reason that "the

laborer is worthy of his hire" and should first consider at what price his particular line of goods should go to the consumer, then take into consideration the expense of doing a retail business and fix a price for the jobber that would allow both the jobber and retailer a fair margin for expenses and interest on capital invested in addition to what they are entitled to for their services.

When this has been done and the goods are in the hands of the jobber, then he should not expect to grow rich in a day by taking all there is left, but should make such a price as would bring a fair return for his services and capital.

There is not the least doubt in the world but that the manufacturer, jobber and retailer are equally dependent on each other. The manufacturer because the expense would be entirely too great to justify him in visiting the retailer to supply him with what few goods he would want in his particular line, while the jobber can do so with his large line and do a sufficient volume of business to justify him in doing so.

For illustration, we will say Mr. A. manufactures axes and puts them on the market at a profit of \$1 per dozen. The average retailer will not buy over ten dozen at a time, so you will see he has made only ten dollars for his day's work, while the expense and salary of the salesman alone would amount to equally as much if not more, while he could go to the jobber and sell him 800 instead of ten dozen with the same expense, and it therefore follows that the jobber is an absolute necessity to the manufacturer.

The jobber is equally as dependent on the retailer because it is to and through him that he expects to sell his goods, and if the retailer is eliminated the jobber becomes a thing of the past. It therefore follows that the three must dwell together in unity and good fellowship, each respecting the interest of the other, so that if either one or the other should fall by the wayside, we could join the illustrious poet in saying: You may break, you may shatter the vase if you will, But the scent of the roses will linger there still. T. W. Gathright.

Giving a man advice and throwing stones at a dog has about the same effect.

**Aluminum Money**

Will Increase Your Business.



Cheap and Effective. Send for samples and prices.

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

**William Reid**

Importer and Jobber of Polished Plate, Window and Ornamental

**Glass**

Paint, Oil, White Lead, Varnishes and Brushes

GRAND RAPIDS, MICH.

W. FRENCH,  
Resident Manager.

**Michigan Fire and Marine Insurance Co.**

Organized 1881. Detroit, Michigan.

Cash Capital, \$400,000. Net Surplus, \$200,000. Cash Assets, \$800,000.

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**THE C. F. WARE COFFEE CO.,**

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



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

THE C. F. WARE COFFEE CO.

## Clerks' Corner.

Sympathy the Best Way to Reach Country Trade.

Written for the Tradesman.

She was a little old woman in black, strongly inclined to be hump shouldered, with a quick, firm step that indicated the working of the indwelling spirit. The only clerk at that moment at leisure was a fair-haired, red-cheeked boy of 22, handsomely dressed and at first glance suggesting somewhat of the dude. There was a now-for-it look in his face as he approached his customer, which settled into dogged determination as he looked into the sharp eyes peering up at him from the old-fashioned bonnet.

It wasn't in any degree a handsome face. Forty years ago, when youth had painted her lips with its richest red and carelessly dropped upon her white cheeks enough to stain them both, she might not have been unattractive; but even then the keen blue eye was sharp enough to "look quite through the deeds of men" and long years of hard work for one of them had long ago taken away what little beauty she had once, and left her, as the young clerk found her, a sharp-faced, sour old woman, wrinkled and toothless, knowing what she wanted and determined to have it and that, too, at a price which would make her the envy of a large circle of admiring friends.

Without turning to right or left, she instinctively made a bee line to the counter piled high with black goods and without ceremony began to examine them. The woman in her induced her to want to see the bottom pieces first and a quick jerk of her nervous hands soon brought them to the top. With five pieces side by side, she took from her bag her hard-looking, steel-bowed spectacles and began her examination with an exacting thumb and finger that were hard to please. Twice she went down the line and back again before she deigned to notice the clerk, who knew his business and whose limited experience had thus early taught him that "They also serve who only stand and wait."

It was evident that a change had come over him since he first looked upon his customer. The determined look had softened. He seemed to see the old farm house which she had left that morning a little after sunrise. The orchards were then in bloom and she had brought in with her a whiff of their fragrance. The old black bonnet and the old black dress and the old black silk shawl—your emblem of aristocracy—had been riding in the sweet morning air for hours, and with that breath of spring that greeted the clerk he forgot the coming fight for the Almighty Dollar and for the sake of the dear old grandma that Heaven had too early called home he felt as if he must do something for the disagreeable old woman at his counter.

"Well, I dunno," she said at last, half to herself and half to him, looking sharply at him for the first time over her spectacles, "seems part the time es if this is what I want an' then somehow this piece has got a grip on me an' don't want to let go. I b'lieve—"

She stopped in her talk and looked—stared into the clerk's face. What did she see there? Instantly the sharp, prying, grasping expression was gone. Her eyes, looking into his, seemed to look beyond them down—far down—the long avenue of years. Was there in some

far-off time another face where vigorous and pleasing young manhood had set its seal with tender memories hovering about it?

"I b'lieve"—something had come into the old woman's voice and taken from it its querulous tone—"that things you buy get holt o' folks in jest that way, 'specially when there's two of 'em. Now I like this black 'mazingly. You see, it's all black and so is more becomin' to me; but somehow this piece with the little sprig o' white 'peals to me and seems to be grabbin' me with both hands—I guess it's got two!—but I dunno, I guess I'm too old for it. The truth is I don't exactly want either of 'em. You see, Allen—My! What am I thinkin' about! You do look 'mazin'ly like my boy that died years ago an' ever sense I looked at you first seems es if you was him. Strange how some little thing will carry us back—you see, I want an alpine dress for handsome an' I sha'n't be satisfied if I don't git it. Once I make up my mind I want a thing, I want just that if it's to be had. I know it's out o' fashion, but land o' love! so'm I, an' we'll go together all right. Seems es if old goods an' old styles an' old folks ought to keep together. There's a sameness about all three of 'em that seems to harmonize. I hate to bother you, but if you happen to have any of them alpine goods I'd like to look at 'em."

"Don't talk about the bother—I could wait on you all day and not get tired—but I'm awfully afraid I can't find what you want, but I'll see. You must not be afraid of a little white, you're not too old to wear it. My grandmother was just such a little dot of a woman as you are—you make me think of her lots—and she was over 75. She wore black mostly, but she had white caps and collars and cuffs, and one of the prettiest gowns she had was black with a little white flower in it. I like to see grandmothers wear such things. It makes their grandchildren and everybody else's grandchildren want to kiss 'em! I know that's the way it is with me.—There's the piece I was looking for. It isn't alpine, but feel how soft it is. And see what beautiful folds it makes. It'll make up handsome and will wear like iron. You have so much hair you don't have to wear caps, as my grandmother did, and it's white and flossy and will help show off the goods in nice shape. If you were my grandmother I'd urge you to take this rather than either of the other pieces, because, as I say, it's better goods and will wear better, and—let me see the mark—it will cost but little more."

There wasn't an arrangement of the cloth that the clerk didn't make. He held it in folds and without them. He held it against her dress and he threw it over his own shoulder. He showed her how the folds could be made to produce the best effect and he suggested how a little lace could be used with advantage at the throat and sleeves. "But you ladies don't need a young fellow to tell you how," he exclaimed.

The different pieces she had examined were arranged side by side. There was another wiping of her spectacles and a careful adjustment of them upon the pinched nose and a constant testing of the texture. She held the goods off and near at hand, her head turned to one side and then to the other. Finally, her mind made up, she pushed towards him the piece he had recommended, still stroking the goods with one thin hand.

"I dunno es it makes much diff'rence," she said as she announced her choice, "but, late years, I never git me a dress that I don't think of him. I never wore black until"—there was a tremor in her voice—"until that spring when he died. \* \* \* He always liked soft stuff fer me a dress an' so now I always git it. You seem to favor him a good deal. His hair was a little darker'n yours, but his eye was the same color, an' he had just the same way o' speakin' that you have. He was a mother's boy clear through. That spring 'at he took sick he come home an' just seemed to wilt right down. Seems es if I just couldn't give him up an' I couldn't help thinkin' that the Lord ought to have found some other use for a young man like that besides burying him; it seemed all the harder that he was took in his bloom. They carried him, with the whole world a-blossom, down through the orchard to the grave made in one corner of it. I wanted it where I could look out and see it all day long. This cluster I got pinned to my gown here I picked from the apple tree over him the last thing b'fore I started. It's wilted now or I'd give it to you. I guess, though, it'll come up ef you put it in some water, an' I'd like to let you have it. Somehow it seems es if you was him." She paused and wiped her wrinkled cheeks. "Well," she continued, clearing her voice, "I'll have you do up them goods now, an' ef you've got any o' your cards you better let me have one—good many folks come to our house, one time an' another, an' when I know they're comin' to town I'm goin' to send 'em here to you.—I guess you'll smile after I'm gone at the way I've stayed an' talked so long, but just seems es if I'd knowed you always

—an' I b'lieve I have! Why couldn't you jump on the cars sometime this summer an' git off at Bloomfield? You go straight north from the depot for a mile an' the first lane you come to will bring you right up to our door. Bring your valise full an' stay es long es you can. I vow I almost forgot to tell you who I be—my name's Mason an' my husband's name is John. You can't miss us if you try. Now you come an' I'll bake you some o' my nicest sour milk biscuit! I guess I must shake hands with you, John Cole. You'll find enough whiter ones, an' softer ones, but they won't be no heartier, I can tell you. Good bye, John."

To the boy it was a pleasing episode in a day's dull round. To the old woman the happy past for one half-hour had been lived over again, and its sunshine gladdened the whole way home; and weeks afterward. In the summer he made her the visit and she baked him, as she had promised, "some of her nicest sour milk biscuit." To-day, if anybody goes to town within a wide radius of Bloomfield, they always find their way to Wade & Miller's and do their trading with a young clerk named John Cole.

Richard Malcolm Strong.

No Hope There.

First Burglar—Wot's dat?  
Second Burglar—Bunch o' dressmakers' bills.  
First Burglar—Received?  
Second Burglar—Received.  
First Burglar—Come on; let's get out o' here!

It may require practice to make perfect in some cases, but the first time a man picks up a hot plate he can drop it just as gracefully as though he had practiced it for months.



# 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

**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.

**The Best Method of Employing Traveling Men.**

I am persuaded that the best method of employing our traveling representatives is on a commission basis. I think I state a fact, well attested by human nature, when I say that the average traveling man who has in his pocket a contract which reads, "\$1,500 per year," is apt to take things easy, consoling himself that if the morning is very frosty or he has a slight cold he is justified in so doing, because of having done a good business the preceding week; whereas, if he were on a commission basis, the frost and cold would be over-ruled by a desire to make the present week equal, or even exceed, the former in profitable sales, and thereby not only secure the commendation of his house, but add materially to his own wealth. Now, I do not mean to affirm that this is literally true of every salesman, but it is my honest conviction that the rule will apply to 90 per cent. of them.

I believe this method will, to a great extent, deter the traveling men from cutting prices, for in so doing they would be cutting their own salaries, and upon the principle of the old adage, "When you touch a man's pocketbook you get close to him," our traveler would look well to the cutting process. I think this method would stimulate them to a greater effort in selling profitable lines, and enable them to more gracefully allow the "other fellow" to sell the nails and barbed wire.

If I have been correctly informed, nearly all of the manufacturers now employ their men on commission, and I know of some of the largest jobbers in the country who employ their men this way. I believe it is almost universally done by the dry goods, clothing and shoe houses throughout the country. Now, if it is thought to be a wise and good scheme in these large lines, why not in other lines of business?

Many of the prominent and successful salesmen with whom I come in contact are employed on the commission basis and, while I have no accurate data upon which to base an assertion, still I believe their expense accounts are more carefully guarded and invariably fall under those of the men who receive stipulated salaries.

In my opinion, the commission basis is an equitable one. It develops individual capacity on the part of the salesman, and lays upon him the responsibility of doing business under the same system with which his employers have to contend, and this fellow-feeling of responsibility between employer and employe is of itself a wholesome tonic. It further conforms to the law of equity by placing every traveling man on the same footing, so that merit and ability can be easily shown and measured; in fact, such an arrangement seems to be so just that a scriptural injunction may

be applied to both sides—to the salesman it would say, "Be diligent in business," and to the employer, "The laborer is worthy of his hire."

I believe, if such an arrangement could be entered into by the jobbers throughout the country, that not only our dividends would be increased, but we would hear less of some very low prices being made by our neighbors. I have been a traveling man myself, and know them to be a hard-working, intelligent class of men, but each and every one is afraid of his competitors, and when he hears that Smith is naming a lower price than he has on various articles he does not usually reason that it may be an error of Smith's house, or over-stock of these particular articles, but jumps at the conclusion that if Smith can sell horseshoes at \$3.50, he should do it also. Whereas, if he were working on a commission he would simply let Smith sell his horseshoes at \$3.50, and expend his own energies in selling something else, or preceding Smith to the next town. I am quite sure that many traveling men need a little education along this line.

Self-preservation is the first law of nature, and when the salesman realizes this and applies it to his own case he will be as deeply interested in the amount of profits as in the amount of sales, so that at the end of the year I believe the hustling, energetic salesman would have more coming to him than the fellow with the \$1,500 contract, and at the same time know that the house he represents is also better off.

I can see no valid reason why such a system of employing salesmen can not be inaugurated, for it is clear that when the profits from a salesman's work fail to pay his salary and a reasonable profit to the house he represents his place must be filled by another; in other words, the salesman should be as dependent upon profits for his salary, either large or small, as is his employer for the success of the business, out of which both must mutually make a living.

Spencer James.

**Gripsack Brigade.**

T. J. Rankin, who formerly represented the fruit juice department of Reid, Murdock & Co. in this territory, has taken the position of city salesman for H. Leonard & Sons.

Samuel R. Evans (W. F. McLaughlin & Co.) will take a three weeks' lay-off during July, visiting the Pan-American Exposition, New York City and his parents at Oneonta, N. Y. He will be accompanied by his wife.

James B. McInnis, formerly with the F. F. Adams Tobacco Co., is now Western Michigan representative for the H. J. Heinz Co., succeeding Wm. E. Richmond, who has removed to Massachusetts to engage in business with his father.

**Formula For Telling a Girls Age.**

Girls of a marriageable age do not like to tell how old they are; but you can find out by following the subjoined instructions, the young lady doing the figuring: Tell her to put down the number of the month in which she was born, then to multiply it by two, then to add five, then to multiply it by 50, then to add her age, then to subtract 365, then to add 115, then tell her to tell you the amount she has left. The two figures to the right will tell you her age, and the remainder the month of her birth. For example, the amount is 822; she is 22 years old and was born in the eighth month (August). Try it.

**First Ball Game of the Season.**

Grand Rapids, June 10—The traveling men of Grand Rapids during the summer season are going to have some sport playing ball. Two teams have been organized and met for the first slugging match Saturday on the ground out at the end of the Division street car line. Some extra fine work was done by many of the players. By actual measurement, Snitzler jumped five feet clear in the air and hung to the ball after reaching it. Sledright can reach farther after a ball without doing any running or jumping after it than any other man in either team. Some of the pitching done by "Reddy" was fine, but Emery got in the most curves. "Dad" Driggs did good running after flies, but could not calculate where the ball was going to land. Charlie Reynolds was the only man who "got it in the neck," and for real genuine kicking, it was a tie between "Bobby" Burns and "Whitie" MacEachron. Byron Davenport did some good work behind the bat and Keyes was the only man who played with his coat on. The life of Umpire Burleson was in great danger at times, but having many heavy friends on the winning side, they protected him. Deacon Compton acted as official scorer. It was done well. The two teams will meet again next Saturday and a special invitation is extended to the ladies to come. Below is the official score:

"PER SIMMONS"	A	B	R	H	O	A	E
Simmons, Cpt & p.	6	2	3	0	5	1	
Rysdale, c	6	4	3	5	1	0	
Reynolds, 1 b	6	4	4	12	0	1	
Burns, 2 b	6	2	3	1	3	1	
MacEachron, s s	4	3	1	1	2	0	
Holden, 3 b	4	3	0	2	2	0	
Sledright, 1 f	5	3	4	2	0	0	
Martin, r f	5	2	2	1	0	0	
Killean, m	2	1	1	1	0	0	
Coleshaw, m	4	3	2	2	0	0	
Totals,	48	27	23	27	13	3	

"BAKER'S DOUGH"	A	B	R	H	O	A	E
Emery, p	5	3	3	2	4	1	
Baker, Cpt & r f	5	0	1	2	0	0	
Bodwell, 2 b	5	0	3	3	3	0	
Pierce, 3 b	5	2	1	2	0	1	
Snitzler, 1 b	4	0	1	10	0	0	
Davenport, m	3	3	1	1	0	1	
Keyes, s s	4	1	0	0	3	0	
Ballard, 1 f	4	2	2	1	0	0	
Brink, c	3	0	1	5	0	1	
Driggs, *	1	0	0	0	0	0	
Totals,	39	11	23	26	10	4	

Innings..... 1 2 3 4 5 6 7 8 9  
"Per Simmons," 3 4 2 0 4 4 6 4 0-27  
"Baker's Dough," 1 3 0 0 0 1 1 5 0-11

\*Batted for Brink in the ninth.  
†Burns out hit by batted ball.

Two base hits—Simmons, Reynolds 2. Sledright, Martin, Emery, Bodwell 2. Davenport. Stolen bases—Simmons 2. Reynolds, MacEachron 2. Sledright, Emery, Bodwell, Ballard. Double play—Pierce and Snitzler. Base on balls—By Simmons 4, by Emery 5. Sacrifice hit—MacEachron. Struck out—By Simmons 3, by Emery 2. Passed balls—By Rysdale 2, by Brink 3. Hit by pitcher—Bodwell. Left on bases—"Per Simmons" 5, "Baker's Dough" 7. Time—2.40. Umpire—Fred Bertleson.

Ja Dee.

**Fulfilling the Promises Made By His Friends.**

Grand Rapids, June 10—I wish to extend to every member of the Michigan Knights of the Grip my sincere thanks for the noble work that has been done. In my letter to you March 1 I asked you to get just one new member. Our books show that we have taken

in more new members than were taken in during the years 1899 and 1900.

Some of us have not sent in that one yet. Will you do it? I do want to see our membership doubled this year.

Tell the boys that we have done—and are doing—more for the commercial traveler than any association in America.

We have calls from other states, asking us to come over and show them how to get mileage books, hotel privileges and better recognition in every line.

Now, brother, here is another red application blank. Get it filled out right away and send it in.

I want your name on my record book as one of the hustlers. We must put in 300 more by July 1.

It is easy to get new members. If you do not believe it, ask the Saginaw and Lansing boys.

They get them and tell us that they do not have to sit up nights to do it.

Six of our brothers have made their last trip and laid down their grips since our last assessment.

So we must call on you again and I hope every brother will respond promptly.

Do not let the dear ones that were left behind suffer one moment for the lack of what is due them from us.

Nothing succeeds like success. Nobody sells \$500 insurance as cheaply as we do, and it is good.

Yours for the Association,  
Geo. F. Owen, Pres.

Dr. A. P. Grinnell, of Burlington, has been making investigations as to the use of narcotics in Vermont, and is astounded at the facts disclosed. His statement seems almost incredible that "in the regular drug stores and in 160 of the 172 general stores in the State of Vermont there is sold every month 3,300,000 doses of opium, besides what is dispensed in patent medicines, and besides what the doctors dispense, which gives one and one-half doses of opium to every man and woman in the State above the age of 21 years every day of the year. By dose I mean one grain opium, one-eighth grain morphine, one-half ounce paregoric, and twenty drops laudanum. The amount consumed each month means a half dose for every man, woman and child in the State every day of the year." The facts on which this statement is based were conservatively considered, Dr. Grinnell says. Where information was refused he made no estimates, and the showing of consumption would be even larger if all the sales could be tabulated. No explanation of this undue use of narcotics is offered by the doctor, but it is ascribed by others in large part to the difficulty of obtaining intoxicants in towns where the prohibition law is enforced.

Farmers in Florida, in the low country of South Carolina, and in the southern part of Georgia, are experimenting with fond expectation in the cultivation of cassava and sugar cane, in the hope of developing two ideal money crops. Their interest has been excited by the success of an experimental cassava starch factory in De Land, Fla., which, in three years, has marketed 2,400 tons of starch, and by expert reports on the high quality and yield of sugar made from cane grown in Florida and Georgia.

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

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

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

### Philosophy of Commercial Training in College of Pharmacy.

That this is an age of commercial expansion every one who reads newspapers has been told innumerable times of late. That this commercial expansion has not been satisfied with new islands and oriental ports, but has invaded our "sanctums" of education, may not be realized as generally. Whereas some deplore the fact that courses in the so-called bread-and-butter studies seem more and more to displace the classics, others see in the introduction of commercial courses into our highest institutions of learning a decided step in advance. Many manufacturing and business houses have scientifically and technically trained men, not only as heads of manufacturing departments, but as administrative heads of the business. The demand for men with a good general education and special training being recognized, our higher educational institutions have shown themselves ready to meet it as far as lies in their power. The recent clamor for "business training" in the college, and schools of pharmacy is merely another manifestation of the same movement. The apprenticeship of former days is practically a thing of the past, and its place has been but partly filled. In pharmacy, where the apprenticeship has been clung to with greater tenacity than in almost any other calling demanding more than average intelligence, the statement that "the greater proportion of retail druggists, perhaps 80 per cent. of them, are very poor business men" shows that even as a business training the modern apprenticeship has failed ignominiously.

In all callings, the systematic instruction in schools and colleges is rapidly taking the place in very large part of the former training as apprentice in shop and store. It is a mistake, however, to suppose that this systematic training at school or college may fully take the place of the experience of shop or store or office, although it unquestionably does part of the work better. No college or university, no matter what its standing, can give the "business training" which the business man needs. It can lay the foundation for such training, and without doubt can lay such foundation better than the shop or store or office. A knowledge of political economy, of finance, of business methods can be acquired at college, but the "training" should follow under the direct guidance of business men in actual business.

In order to meet this demand in part at least, the University of Wisconsin three years ago gave its pharmacy students, for the first time, a course on "The economic functions of the State," consisting of a series of lectures, historical and critical, on the State in its

relation to industry, trade, and the professions, with special reference to pharmacy. With the establishment of a school of commerce last year at the University, there will be available next year a course which will supplement the above along more strictly commercial lines. This course will not be in imitation of any work of the so-called business college, but similar to courses given at present at several of the European schools of commerce.

It is well that the scientific method should be applied to an education in business, but druggists should not acquire the erroneous opinion that such a course, no matter how good, will make "trained" model business men. The "trained" man is the one who has gone through the school of experience. If in addition he has been so fortunate as to have spent a college generation in touch with young men and women full of ambition to grow strong in the college atmosphere, and with teachers who should never grow old, he may be thankful for the opportunities he has enjoyed and should make the most of them. Success in life thereby becomes more probable, but will still depend largely on his ambition and inherent common sense to find that sphere of activity for which he is best fitted. A scientific course on business methods ought to result in good, but it must not be expected that all who take such a course will for this reason become good business men. The remedy for the present deficiency in "business training" will lie fully as much in the class of men who in the future enter pharmacy as in any and all business courses that can be offered.—Prof. Kremers in Pharmaceutical Era.

### How to Increase the Sale of Perfume.

To increase the sale of perfume the principal medium to employ is, of course, advertising. The daily newspaper furnishes, perhaps, the best means of conveying to the minds of the public the fact that your delicate odors and delightful extracts are to be desired. Neat cards with dainty samples of a certain favorite odor attached, distributed among the people as souvenirs, please them and bring them to your perfume counter, although it may be for any other odor than the one advertised.

It is foolish for a druggist or dealer in perfumes to say a lot of things about his perfumes and perfume department unless both appearance and reality substantiate what he is saying. The perfumes in the store should be neatly and tastefully arranged, and the goods sold in bulk should be in a very convenient and proper place. The fancy goods must be arranged nicely in a show case which occupies a conspicuous position.

Ladies all like perfume. Treat them to it by scenting their handkerchiefs when they visit your store. Tell them about the particular odor you have presented in this manner, and if they like it they will be sure to get it the next time they want perfume. If a customer brings an unsuitable bottle, for instance an eight-ounce or even larger (as sometimes happens,) for 25 cents' worth of perfume, present the person with a smaller bottle, accompanied by a polite remark, such as: "I'll give you a nice glass-stoppered bottle to keep your perfume in." This glass-stoppered bottle later on acts greatly as an incentive to purchase more perfume, and the donor is sure to be remembered.

All manufacturers have a long list of odors. As we can not keep them all we

must limit our purchases to the better odors and carry those of all leading manufacturers. In this way we can satisfy the public and give them anything they may want.

A good salesman can increase the sale of perfume to a great extent. He will show the perfumes well while making a sale. He will remark about some late odors just received, show them, and allow their delicate fragrance to be inhaled. Give customers a good look at your goods instead of hurrying them into buying something which perhaps they would rather not have had.

We should make a study of perfumes, learn how they are made, where the manufacturers are located, etc., etc., so that a customer can be readily answered correctly any question he may ask.

A window display of perfume is a great advertiser. I think the best manner to advertise them in this way is to display only one odor at a time and dress the window accordingly. For instance, if we are showing violet perfume, the decorations and colors of our show bottles should all have exactly the same color as the violet perfume we are showing. We can use colored waters in showing goods in this way, thereby not only protecting our goods from the injurious sunlight, but also making it appear as though we had a mammoth stock. If in the violet season, or if violets can be procured, bunches of them in the window make the trim a very attractive one.

If the perfumes we are showing are white rose or red carnation, we can use white roses or red carnations to beautify the displays. The prices should be conspicuously displayed in the windows, and mention should be made that any other odor can be had at prices ranging from so and so to so and so.

Circular letters are also an excellent means of gaining new customers as well as reminding our old patrons of the arrival of new odors, or calling their attention to our perfume department. These letters should be sent mainly to the better class of people, and to those who purchase perfumes. A good quality of paper should always be used; an elegant and cheap grade will not make the impression that is made with a neat and good quality of paper.

Perhaps the greatest piece of advertising we can accomplish is the scenting of a public building—for instance, an opera house. Select a time when a good entertainment is to be given, and when the house will be filled with people. The perfume can be sprayed with large atomizers half an hour before the doors are opened. Large placards should be hung up in conspicuous places, announcing (in large type) that the house has been perfumed by "Jones, Smith & Co." A blotter scented with the odor and giving the name of it, the place where it can be purchased, and the price, should be placed on every seat. The manufacturer will be glad to aid the retailer in this kind of advertising by furnishing the perfume to spray and also the blotters. A local advertisement in a daily paper or papers run at the same time, announcing this wholesale perfuming, and calling attention to the odor, will simply work wonders.

C. J. Sacksteder.

### Paste for Metal Collapsible Tubes.

It is claimed that a cement made of equal parts of rosin and shellac, dissolved in six parts of alcohol, adheres to white metal with the greatest tenacity, and may even be used for cementing two pieces of this metal together,

### The Drug Market.

Opium—Is without change.  
 Morphine—Is steady.  
 Quinine—Is firm. The bark sale at Amsterdam on the 13th will decide whether there is to be a further advance.  
 Cocoa Butter—Is higher abroad and has been advanced in this market.  
 Menthol—Is in better supply and has again declined.  
 Oil Cassia—Is lower in primary markets and prices have been reduced.  
 Oil Neroli—Has again advanced and the reported failure of the crop has been confirmed.  
 Oil Pennyroyal—Is in light supply and advancing.  
 Buchu Leaves—Are very scarce and are steadily advancing.

### Some Examples of Drug Store English.

"Ten cents worth of solomonias salts tartar."  
 "Please send 10 cts worth of sprites of sweet nighter."  
 "Pueging pills."  
 "10 insect 10 supplpher."  
 "5 cts pkg Hour hound."  
 "Poward alun 5c."  
 "Sweet spirit Knight."  
 "S tolu S squills ipecache paragaric equal parts 15 cents and 5c worth of muriate of amonia this seepate."  
 "Liclus powder, 1 bot vasline, 1 black nippel."  
 "One plate two pakges dimon dies black."  
 "Tincture of murr for heling the gums."  
 "Chaunted sedlitz."  
 "Slaughter beck corn salve."  
 "Salterbug's cod liver oil."

### The Best She Could Do.

Louise (in surprise)—You don't mean to say Grace Pretty married a millionaire old enough to be her father? Good gracious! Why did she do such a thing? Muriel—Why, she couldn't catch one old enough to be her grandfather.

## Fred Brundage

### Wholesale Druggist

32 and 34 Western av., Muskegon, Mich.

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

Prompt shipment and right prices.

## Are You Short on Wall Paper

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

HEYSTEK & CANFIELD CO.

Grand Rapids, Mich.

The Michigan Wall Paper Jobbers.

WHOLESALE DRUG PRICE CURRENT

Advanced—Buchu Leaves, Oil Pennyroyal. Declined—Menthol, Oil Cinnamon.

Table listing various drugs and their prices, including sections for Acidum, Ammonia, Aniline, Baccæ, Balsamum, Cortex, Extractum, Ferru, Flora, Folia, Gummi, Mastice, Myrrh, Opil, Shellac, Tragacanth, Herba, Magnesia, Oleum, and Syrup.

Table listing various chemicals and their prices, including Menthol, Morphia, S. N. Y. Q., Morphia, Mal., Moschus Canton., Myristica, Nux Vomica, Os Sepia, Pepsin Saac, H. & P., P. Co., Pielis Liq., N. N. 1/2 gal., doz., Pielis Liq., quarts., Pielis Liq., pints., Pli Hydarg., Pipi Nigra., Pipi Alba., Plix Burgun., Plumbi Acet., Pulvis Ipeac et Opil., Pyrethrum, boxes H. & P. D. Co., doz., Pyrethrum, pv., Quassia., Quinia, S. P. & W., Quinia, S. German., Quinia, N. Y., Rubia Tinctorum., Saeccharum Lactis pv., Salacin., Sanguis Draconis., Sapo, W., Sapo M., Sapo G., Selditz Mixture., Snaps., Snaps, opt., Snuff, Maccaboy, De Voes., Snuff, Scotch, De Vo's., Soda, Boras., Soda, Boras, po., Soda et Potass Tart., Soda, Carb., Soda, Bi-Carb., Soda, Ash., Soda, Sulphas., Spts. Cologne., Spts. Ether Co., Spts. Myrela Dom., Spts. Vini Rect. bbl., Spts. Vini Rect. 1/2 bbl., Spts. Vini Rect. 10gal., Spts. Vini Rect. 5 gal., Strychnia, Crystal., Sulphur, Subl., Sulphur, Roll., Tamarinds., Terenth Venice., Theobroma., Vanilla., Zinc Sulph.

Stationery advertisement for Hazeltine & Perkins Drug Co., Grand Rapids, Mich. The ad features decorative borders and text: '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.

Table with columns: ADVANCED (Domestic Cheese, Common Starch, Shelled Almonds, Seeded Raisins) and DECLINED (Pearl Tapioca, German Sagos).

Index to Markets By Columns

Index to Markets By Columns: A (Akron Stoneware, Alabastine, Ammonia, Axle Grease), B (Baking Powder, Bath Brick, Carbon Oil, Diamond, Frazer's, LXL Golden), C (Candles, Canned Goods, Catsup, Carbon Oils, Cheese, Chewing Gum, Chicory, Chocolate, Clothes Lines, Cocoa, Cocoa Shells, Coffee, Condensed Milk, Coupon Books, Crackers, Cream Tartar), D (Dried Fruits), F (Farinaceous Goods, Fish and Oysters, Flavoring Extracts, Fly Paper, Fresh Meats, Fruits), G (Grains and Flour), H (Herbs, Hides and Pelts), I (Indigo), J (Jelly), L (Lamp Burners, Lamp Chimneys, Lanterns, Lantern Globes, Licorice, Lye), M (Matches, Meat Extracts, Molasses, Mustard), N (Nuts), O (Oil Cans, Olives, Oyster Pails), P (Paper Bags, Paris Green, Pickles, Pipes, Potash, Provisions), R (Rice), S (Saleratus, Salt Soda, Salt, Salt Fish, Sauerkraut, Seeds, Shoe Blacking, Snuff, Soap, Soda, Spices, Starch, Stove Polish, Sugar, Syrups), T (Table Sauce, Tea, Tobacco, Twine), V (Vinegar), W (Washing Powder, Wicking, Woodenware, Wrapping Paper), Y (Yeast Cake).

Main market price table with columns: 1 (ALABASTINE, AXLE GREASE, BAKING POWDER, JAXON, BATH BRICK, BLUING, BROOMS), 2 (Shoe, Stove, BUTTER COLOR, CANDLES, CANNED GOODS, Beans, Blueberries, Brook Trout, Clams, Corn, French Peas, Gooseberries, Hominy, Lobster, Mackerel, Mustard, Soused, Tomato, Mushrooms, Oysters, Peaches, Pears, Peas, Pineapple, Pumpkin, Raspberries, Russian Caviar, Salmon, Sardines), 3 (Strawberries, Succotash, Tomatoes, CATSUP, CARBON OILS, CHEESE, CHEWING GUM, CHICORY, CHOCOLATE, CLOTHES LINES, COCOA, COCOA SHELLS, COFFEE, RIO), 4 (Mexican, Guatemala, Java, Mocha, Package, New York Basis, Extract, CONDENSED MILK, COUPON BOOKS, Credit Checks, CRACKERS, Oyster, Sweet Goods-Boxes), 5 (Sugar Squares, Sulfanas, Tutti Frutti, Vanilla Wafers, Vienna Crimm, E. J. Krue & Co.'s baked goods, Standard Crackers, Blue Ribbon Squares, Write for complete price list with interesting discounts, CREAM TARTAR, DRIED FRUITS, Apples, California Fruits, Apricots, Blackberries, Nectarines, Peaches, Pears, Pitted Cherries, Raspberries, California Prunes, Currants, Peeli, Raisins, FARINACEOUS GOODS, Beans, Cereals, Farina, Hominy, Soda, Oyster, Sweet Goods-Boxes, Grits, WALSH-DE ROO CO.'S BRAND, JAXON Highest Grade Extracts).



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



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



American. 70 English. 80



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

Continuation of market price table, including items like Sugar Squares, Sulfanas, Tutti Frutti, Vanilla Wafers, Vienna Crimm, E. J. Krue & Co.'s baked goods, Standard Crackers, Blue Ribbon Squares, Write for complete price list with interesting discounts, CREAM TARTAR, DRIED FRUITS, Apples, California Fruits, Apricots, Blackberries, Nectarines, Peaches, Pears, Pitted Cherries, Raspberries, California Prunes, Currants, Peeli, Raisins, FARINACEOUS GOODS, Beans, Cereals, Farina, Hominy, Soda, Oyster, Sweet Goods-Boxes, Grits, WALSH-DE ROO CO.'S BRAND, JAXON Highest Grade Extracts, Vanilla, Lemon, Sugar Cake, XXX.



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Table with 1 column: Lubetsky Bros. Brands, B. L., Gold Star, Phelps, Brace & Co.'s Brands, Royal Tigers, Royal Tigerettes, Book Filled Tigerettes, Female Tigerettes, Night Hawk, concha, Night Hawk, navel, Vincents Portlando, Ruhe Bros. Co., Hilson Co., T. J. Dunn & Co., McCoy & Co., The Collins Cigar Co., Brown Bros., Bernard Stahl Co., Banner Cigar Co., Seidenberg & Co., Fulton Cigar Co., A. B. Ballard & Co., E. M. Schwarz & Co., San Telmo, Havana Cigar Co., C. Costello & Co., LaGora-Fee Co., S. I. Davis & Co., Hene & Co., Benedict & Co., Hemmeter Cigar Co., G. J. Johnson Cigar Co., Maurice Sanborn, Bock & Co., Manuel Garcia, Neuva Mundo, Henry Clay, La Carolina, Standard T. & C. Co., H. Van Tongeren's Brand, Star Green, Fine Cut, Uncle Daniel, Ojibwa, Forest Giant, Sweet Spray, Cadillac, Sweet Loma, Golden Top, Hiawatha, Telegram, Pay Cut, Prairie Rose, Protection, Sweet Burley, Sweet Loma, Tiger, Plug, Flat Iron, Creme de Menthe, Stronghold, Solo, Sweet Chunk, Forge, Red Cross, Palo, Kyo, Hiawatha, Battle Axe, American Eagle, Standard Navy, Spear Head, Nobby Twist, Jolly Tar, Old Honesty, Toddy, J. T., Piper Heidsieck, Boot Jack, Jelly Cake, Plumb Bob, Hand Pressed, Double Cross, Sweet Core, Flat Car, Great Navy, Warpath, Bamboo, 8 oz., Bamboo, 16 oz., 1 X L, 6 lb., 1 X L, 30 lb., Honey Dew, Gold Block, Flagman, Chips, Klin Dried, Duke's Mixture, Duke's Camo, Honey Dip Twist, Myrtle Navy, Yum Yum, 1 1/2 oz., Yum Yum, 1 lb. palls, Cream, Corn Cake, 2 1/2 oz., Corn Cake, 1 lb., Flow Boy, 1 1/2 oz., Flow Boy, 3 1/2 oz., Peerless, 3 1/2 oz., Peerless, 1 1/2 oz., Indicator, 2 1/2 oz., Indicator, 1 lb. palls, Col. Choice, 2 1/2 oz., Col. Choice, 8 oz., TABLE SAUCES, Lea & Perrin's, large, Lea & Perrin's, small, Halford, large, Halford, small, Salad Dressing, large, Salad Dressing, small, TWINE, Cotton, 3 ply, Cotton, 4 ply, Cotton, 2 ply, Hemp, 6 ply, Flax, medium, Wool, 1 lb. balls, VINEGAR, Malt White Wine, 40 grain, Malt White Wine, 80 grain, Pure Cider, B. & B. brand, Pure Cider, Red Star, Pure Cider, Robinson, Pure Cider, Silver, WASHING POWDER, Gold Dust, regular, Gold Dust, 5c.

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Table with 1 column: Pearlline, Scourline, WICKING, No. 0, per gross, No. 1, per gross, No. 2, per gross, No. 3, per gross, WOODENWARE, Baskets, Bushels, wide band, Market, Splint, medium, Splint, small, Willow Clothes, large, Willow Clothes, medium, Willow Clothes, small, BUTTER PLATES, No. 1 Oval, 250 in crate, No. 2 Oval, 250 in crate, No. 3 Oval, 250 in crate, No. 5 Oval, 250 in crate, Egg Crates, Humpty Dumpty, No. 1, complete, No. 2, complete, Clothes Pins, Round head, 5 gross box, Round head, cartons, Mop Sticks, Trojan spring, Eclipse patent spring, No 1 common, No. 2 patent brush holder, 1 1/2 lb. cotton mop heads, Ideal No. 7, Pails, 2-hoop Standard, 3-hoop Standard, 2-wire, Cable, 3-wire, Cable, Cedar, all red, brass bound, Paper, Eureka, Fibre, Toothpicks, Hardwood, Softwood, Banquet, Ideal, Tubs, 20-inch, Standard, No. 1, 18-inch, Standard, No. 2, 16-inch, Standard, No. 3, 20-inch, Cable, No. 1, 18-inch, Cable, No. 2, 16-inch, Cable, No. 3, No. 1 Fibre, No. 2 Fibre, No. 3 Fibre, Wash Boards, Bronze Globe, Dewey, Double Acme, Single Acme, Double Peerless, Single Peerless, Northern Queen, Double Duplex, Good Luck, Universal, Wood Bowls, 11 in. Butter, 13 in. Butter, 15 in. Butter, 17 in. Butter, 19 in. Butter, Assorted 13-15-17, Assorted 15-17-19, WRAPPING PAPER, Common Straw, Fiber Manila, white, Fiber Manila, colored, No. 1 Manila, Cream Manila, Butcher's Manila, Wax Butter, short count, Wax Butter, full count, Wax Butter, rolls, YEAST CAKE, Magic, 3 doz., Sunlight, 3 doz., Honey Dew, Yeast Cream, 3 doz., Yeast Foam, 3 doz., Yeast Foam, 1 1/2 doz., FRESH FISH, White fish, Trout, Black Bass, Halibut, Chicos or Herring, Bluefish, Live Lobster, Billed Lobster, Cod, Haddock, No. 1 Pickerel, Pike, Perch, Smoked White, Red Snapper, Col River Salmon, Mackerel, HIDES AND PELTS, The Cappon & Bertsch Leather Co., 100 Canal Street, quotes as follows: Hides, Green No. 1, Green No. 2, Cured No. 1, Cured No. 2, Calfskins, green No. 1, Calfskins, green No. 2, Calfskins, cured No. 1, Calfskins, cured No. 2, Pelts, each, Lamb, Tallow, No. 1, No. 2, Wool, Washed, fine, Washed, medium, Unwashed, fine, Unwashed, medium.

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Table with 1 column: CANDIES, Stick Candy, Standard, Standard H. H., Standard Twist, Cut Leaf, Jumbo, 32 lb., Extra H. H., Boston Cream, Beet Root, Mixed Candy, Grocers, Competition, Special, Conserve, Willow Clothes, Ribbon, Broken, Cut Leaf, English Rock, Kindergarten, Bon Ton Cream, French Cream, Dandy Pan, Hand Made Cream mixed, Crystal Cream mix, Fancy-In Bulk, San Blas Goodies, Lozenges, plain, Lozenges, printed, Choc. Drops, Eclipse Chocolates, Choc. Monuments, Victoria Chocolate, Gum Drops, Moss Drops, Lemon Sours, Imperials, Ital. Cream Opera, Ital. Cream Bonbons, 20 lb. palls, Molasses Chews, 15 lb. palls, Pine Apple Ice, Maroons, Golden Waffles, Fancy-In 5 lb. Boxes, Lemon Sours, Peppermint Drops, Chocolate Drops, H. M. Choc. Drops, H. M. Choc. L. and O. K. No. 12, Gum Drops, Licorice Drops, Lozenges, plain, Lozenges, printed, Imperials, Mottos, Cream Bar, Molasses Bar, Hand Made Creams, Cream Buttons, Pep. and Wint., String Rock, Wintergreen Berries, Caramels, No. 1 wrapped, 3 lb., Pennv Goodies, FRUITS, Oranges, Florida Russett, Florida Bright, Fancy Navels, Extra Choice, Seedlings, Meds. Sweets, Jamaicas, Rodi, Lemons, Messina, 300s, Messina, 300s, California 300s, California 300s, Bananas, Medium bunches, Large bunches, Foreign Dried Fruits, Figs, Californias, Fancy, Cal. pkg. 10 lb. boxes, Extra Choice, 10 lb. boxes, soft shelled, Fancy, 12 lb. boxes, Pulled, 6 lb. boxes, Naturals, in bags, Dates, Fards in 10 lb. boxes, Fards in 10 lb. cases, H. H. lowi, lb. cases, new, Sairs, 60 lb. cases, NUTS, Almonds, Tarragona, Almonds, Ivica, soft shelled, Brazils, Fibers, Walnuts Grenobles, Walnuts, soft shelled, California No. 1, Table Nuts, fancy, Table Nuts, choice, Pecans, Med., Pecans, Ex. Large, Pecans, Jumbos, Hickory Nuts per bu., Ohio, new, Cocoanuts, full sacks, Chestnuts, per bu., Peanuts, Fancy, H. P., Suns, Roasted, Choice, H. P., Extras, Choice, H. P., Extras, Roasted, Span. Shld No. 1 w

15

Table with 1 column: AKRON STONWARE, Butters, 1/2 gal., per doz., 2 to 6 gal., per gal., 8 gal. each, 10 gal. each, 12 gal. each, 15 gal. meat-tubs, each, 20 gal. meat-tubs, each, 25 gal. meat-tubs, each, 30 gal. meat-tubs, each, Churns, 2 to 6 gal., per gal., Churn Dashers, per doz., Milkpans, 1/2 gal. fat or rd. bot., per doz., 1 gal. fat or rd. bot., each, Fine Glazed Milkpans, 1/2 gal. flat or rd. bot., per doz., 1 gal. flat or rd. bot., each, Stevpanns, 1/2 gal. fireproof, ball, per doz., 1 gal. fireproof, ball, per doz., Jugs, 1/2 gal. per doz., 3/4 gal. per doz., 1 to 5 gal., per gal., Sealing Wax, 5 lbs. in package, per lb., LAMP BURNERS, No. 0 Sun., No. 1 Sun., No. 2 Sun., Tubular, Nutmeg, LAMP CHIMNEYS—Seconds, No. 0 Sun., No. 1 Sun., No. 2 Sun., First Quality, No. 0 Sun, crimp top, wrapped & lab., No. 1 Sun, crimp top, wrapped & lab., No. 2 Sun, crimp top, wrapped & lab., XXX Flint, No. 1 Sun, crimp top, wrapped & lab., No. 2 Sun, crimp top, wrapped & lab., No. 2 Sun, hinge, wrapped & lab., Pearl Top, No. 1 Sun, wrapped and labeled, No. 2 Sun, wrapped and labeled, No. 2 hinge, wrapped and labeled, No. 2 Sun, "Small Bulb," for Globe Lamps, La Bastie, No. 1 Sun, plain bulb, per doz., No. 2 Sun, plain bulb, per doz., No. 1 Crimp, per doz., No. 2 Crimp, per doz., Rochester, No. 1 Lime (85c doz), No. 2 Lime (70c doz), No. 2 Flint (80c doz), Electric, No. 2 Lime (70c doz), No. 2 Flint (80c doz), OIL CANS, 1 gal. tin cans with spout, per doz., 1 gal. galv. iron with spout, per doz., 2 gal. galv. iron with spout, per doz., 3 gal. galv. iron with spout, per doz., 5 gal. galv. iron with spout, per doz., 3 gal. galv. iron with faucet, per doz., 5 gal. galv. iron with faucet, per doz., 5 gal. Tilting cans, OIL LANTERNS, No. 0 Tubular, side lift, No. 1 B Tubular, No. 15 Tubular, dash, No. 1 Tubular, glass fountain, No. 12 Tubular, slide lamp, No. 3 Street lamp, each, LANTERN GLOBES, No. 0 Tub., cases 1 doz. each, box, 10c, No. 0 Tub., cases 2 doz. each, box, 15c, No. 0 Tub., bbls 5 doz. each, per bbl., No. 0 Tub., Bull's eye, cases 1 doz. each, MASON FRUIT JARS, Pints, Quarts, Half Gallons, Caps and Rubbers, Rubbers, 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, 20c A MONTH is all it costs for the VERY BEST GAS LIGHT equal to 10 or 12 coal oil lamps anywhere if you will get the Brilliant Gas Lamp. Brilliant Gas Lamp Co., 42 State, Chicago

STONEWARE

We can ship promptly all sizes of Stoneware—Milk Pans, Churns and Jugs. Send us your order. W. S. & J. E. GRAHAM Grand Rapids, Michigan

SAVE TIME AND STAMPS! PELOUSE POSTAL SCALES THE HANDSOMEST AND BEST MADE THEY TELL AT A GLANCE THE COST OF POSTAGE IN CENTS AND ALSO GIVE THE EXACT WEIGHT IN OZS. NATIONAL GROSS \$300 UNION 2 1/2 CENTS 5 1/2 PER OZ. THEY SOON PAY FOR THEMSELVES IN STAMPS SAVED. PELOUSE SCALE & MFG. CO., CHICAGO.

Are you not in need of New Shelf Boxes We make them. KALAMAZOO PAPER BOX CO. Kalamazoo, Michigan

STENCIL. Get our prices and try our work when you need Rubber and Steel Stamps Seals, etc. Send for Catalogue and see what we offer. Detroit Rubber Stamp Co. 99 Griswold St. Detroit, Mich

To Our Country Trade Last year we had a splendid success in offering our country trade a package whiteware, which was just the thing for Harvest trade. That is what the farmer wants, good solid whiteware for the least money. Goods which can stand a tumble and prices can't be beaten. We Offer for This Month Only Shipped direct, or any time in July, from factory:

- 10 doz. Alpine shape handled Teas. \$64 64 00
10 doz. 7 inch Alpine shaped Plates. 52 50 20
1 doz. 8 inch Round Nappies. 96 96 20
1 doz. 9 inch Round Nappies. 1 44 1 44
1 doz. Covered Chambers. 3 84 1 92
1 doz. 8 inch Bowls. 64 64 00
1 doz. 8 inch Platters. 80 80 00
1/2 doz. 10 inch (11 1/4) Platters. 1 44 72
Price for above first-class goods without package \$18.08
We can furnish the same package in second selection for \$14.89, making 12 cups and 12 saucers 53 cents and the dinner plates 42 cents a dozen, etc.
We have 50 packages. Order now before they are all gone. Every piece is embossed and is not the cheap looking old style cable shape. Write for special whiteware catalogue.
DeYoung & Schaafsma, General Agents in Crockery, Glassware, Lamps, Corner Canal and Lyon Streets, (Second Floor) Grand Rapids, Mich.
Order your jelly tumblers and common tumblers now. All the glassware factories shut down July 1.

20c A MONTH is all it costs for the VERY BEST GAS LIGHT equal to 10 or 12 coal oil lamps anywhere if you will get the Brilliant Gas Lamp. Brilliant Gas Lamp Co., 42 State, Chicago



**THE GOOD OLD DAYS.**

**When Staples Were Sold in Bulk Instead of Packages.**  
Written for the Tradesman.

"Gimme a pound o' sody," said the oldest inhabitant, as he deposited his coin on the counter, and when he reached for the nicely wrapped package that the clerk had taken from the shelf, he sighed and remarked: "Times is changed."

The Oldest has a habit of making remarks, and they are not always noticed, but this time his mournful intonation attracted attention from the store loafer, and he was interrogated.

"What's the matter with the times, Uncle? Don't you like McKinley?"

"It hain't McKinley. McKinley can't help it. It hain't nobody's fault mebbe, an' then ag'in mebbe it is. But times is different to what they used to be."

"Bother you to get trusted, perhaps," grinned the store loafer; but the Oldest ignored the sally.

"Everything's different to what it was exceptin' mostly funerals an' taxes. They come along pretty reg'lar—jest about like they used to. But storekeepin' hain't what it was. Them times, when a feller asked fer a pound o' sody he got it weighed right out an' done up afore his eyes, an' he knowed what he was agittin'. Now the's so many different kinds it makes your head buzz to keep track of 'em. The's the Hammerstroke sody an' the Shock o' Wheat sody, an' the Heifer Calf sody, till, if I hadn't put my hull mind to it, I couldn't 'a' remembered half of 'em. The woman's pretty blamed petickler, too, an' if I don't jest git the one special kind she wants, the's trouble right off.

"Then the's starch. A feller used to could git starch an' it was all right, too, an' no growlin' to home, but now the's Electricity an' Di'monds an' Lightnin' Bugs an' Injy Rubber starch an' the's only one kind in the hull lot the old lady says she kin starch a biled shirt with fit to wear to a dog fight.

"N' then the's salt. The' wouldn't no man ever think the' c'd be more'n one kind o' salt, without it'd be rock salt an' cookin' salt, but it hain't so no more. The's sack salt an' bar'l salt an' Black Di'mond salt an' solar salt an' table salt, an' nineteen hundred different brands besides. The woman says she has ter have one kind fer butter an' another fer meat an' another fer table use an' another fer pickles. If the's any sense to so much foolery I'd like to know what it is."

And the Oldest glared around the store, bidding defiance to any would-be disputant of his position. But as nobody took up the gauntlet, he waited a becoming length of time, and then proceeded with his discourse:

"T'other day I ups an' went to the Boston store for flour. I mostly do my tradin' here, an' when I ask fer flour they know what I want an' no questions asked; but this time I went to t'other place cus it was handy, and I ses, ses I, 'gimme a sack o' flour,' ses I.

"An' the young feller what was there he ses to me, ses 'e, 'Spring or Winter?' ses 'e.

"Hay?' ses I, fer I thought I had heerd wrong, bein' as I'm gettin' kind o' deaf like, an' thought I must 'a' be'n mistook.

"Spring or Winter?' ses 'e ag'in. 'Spring fer bread an' Winter fer pastry,' ses 'e.

"I expect mos' likely I'll want this fer summer,' ses I, 'cus a sack o' flour

don't last no great while to our house nohow, but I'll be dingef if I ever heerd afore that it made any difference about gittin' yer flour what time o' year a feller wanted his vittles cooked."

"Then ye jest orter 'a' heerd that feller laugh. He's the unreasonablest laugher I ever did see. He jest laughed an' hollered an' yelled till he a'most busted, an' then he ses to t'other Smart Alec what works there, he ses, ses 'e, 'Whatcher think o' this man? He dunno the difference twixt Spring an' Winter wheat flour! Guess we'll hafter put a bell onto you, Uncle, fer yer liable to git lost."

"I was gittin' jest a little bit hot about them times, so I ses to the feller that I didn't know nothin' about the cookin' end of the house nohow, an' I'd jest see the woman afore I bought the flour, an' I come to the old stand ag'n an' when I tol' 'em I wanted a sack o' flour I got it, an' I never heerd nothin' about it when I got home.

"Them's some o' the things what makes me think that times hain't what they was, an' I hain't sure at all that what they couldn't be improved to what they be."

Geo. L. Thurston.

**As Advertised.**

An indignant farmer returned to a horse dealer's about an hour after purchasing a horse.

"Look here, sir!" he exclaimed, "I don't want this horse you sold me. He shies. I can't get him to cross the bridge."

"That's the reason I sold him," said the dealer, calmly. "Why did you come to me for the horse?"

"I saw your advertisement in the paper."

"I thought so. I gave my reason for selling him."

"Yes; to be sold, you stated, for no other reason than that the owner wanted to go out of town."

"Well, if you can get out of town with him," said the dealer, "it will be more than I can do."

**Its First Use.**

"Maria," said a business man, residing in the suburbs, to his wife, "you have been wanting a telephone in the house for a long time. The workmen will come and put one in to-day. Call me up, after they have gone away, to see if it works all right."

Late in the afternoon there was a call at the telephone in his office downtown.

Putting the receiver to his ear, he recognized the voice of his wife, pitched in a somewhat high key.

"Is that you, James?" she asked.

"Yes."

"Will you please go out right now and mail that letter I gave you this morning?"

He had forgotten it, of course, and he obeyed.

**Five Pounds of Corn Make One of Beef.**

From the Topeka Daily Capital. The Kansas State Agricultural College has just sold in Kansas City 126 head of calves twelve months old. These calves were taken at weaning time and put in feed lots and fed the same as fattening steers are usually fed. They gained an average of 400 pounds each and sold at the top market price.

The remarkable feature of this experiment is that it required only 500 pounds of corn to make 100 pounds of beef, while in ordinary feeding 1,000 pounds of corn are required for 100 pounds of beef. On this account this experiment promises to bring about a radical change in the methods of producing beef on Kansas farms.

**Good Light—the Pentone Kind**

Simple and practical. Catalogue if you wish.

**Pentone Gas Lamp Co.**

Bell Phone 2929 141 Canal Street  
Grand Rapids, Michigan

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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.

**Cured by Dr. Rankin.**



S. Postma, 242 Hamilton St.

TO WHOM IT MAY CONCERN:

This is to certify that Dr. Rankin cured me of a bad case of Catarrh, which had attacked my nose, throat, ears, bronchial tubes, stomach and bowels. I had tried many physicians without success before going to Dr. Rankin. I now consider myself cured.

S. POSTMA.

Go or write to

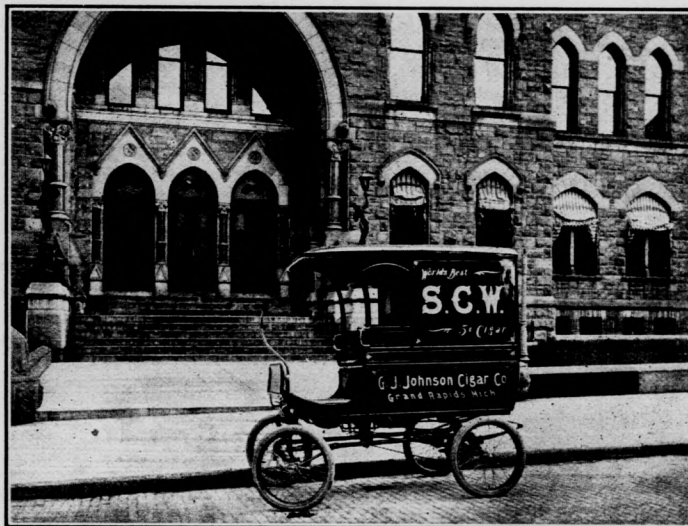
**DR. C. E. RANKIN**  
**Powers' Opera House Block**  
Grand Rapids, Michigan

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.

**Thirty Miles an Hour**



This beautiful auto, which was designed with especial reference to its adaptation to the cigar business, has started out on a tour of the State under the supervision of Abe Peck, formerly of Lowell. The motive power is steam, which is generated by gasoline, only 5 gallons per day being required. The auto can easily make 30 miles an hour and can climb any sand hill with rapidity. It will visit every town in Michigan—and probably other states later—carrying the name and fame of the justly celebrated S. C. W.

**G. J. Johnson Cigar Co.,**  
Grand Rapids, Mich.

## NOT AN IDLE MOMENT.

## First Day's Experience of a New Druggist.

Before purchasing this uptown drug store the young graduate in pharmacy, whose father had let him have the money to go into business for himself, spent about half a day in standing across the street in a spot where he wouldn't attract attention, in order to watch the doors of the drug store, so as to find out what sort of trade it had. The number of persons he saw going into the store satisfied him, and so he paid the figure and took the store over. He closed the plant up for a couple of days in order to have repairs made and to restock, and then, one morning last week, he opened up for business, a fine feeling of proprietorship inflating him.

Quite a lovely young thing, with a huge feather boa, was the first to enter. "I want a two-cent stamp," she said, tendering the young graduate in pharmacy a \$20 bill.

"Er-uh—I don't believe I can change that note," said the new proprietor, wondering inwardly at the nerve of the lovely young thing, and saying to himself, "It's a wonder she wouldn't offer to buy a nickel piece of soap or something to have that bill changed."

"Oh, indeed!" said the lovely young creature with the boa, haughtily. She gave the young pharmacist a freezing succession of looks and swept out.

A little boy was the next. He had a piece of paper in his hand, and he walked hesitatingly up to the new proprietor of the drug store.

"Ah, just let me have that prescription, my little man," said the pharmacist, extending his hand.

"It ain't no 'scription," replied the kidlet. "Maw, she wants t' set th' kitchen clock, an' says t' me t' come here and fin' out what time it is an' t' have th' man put it down on a piece o' paper, so's I wouldn't fergit it," and the youngster held out the piece of paper. The young graduate in pharmacy disappointedly took it, jotted down the time on it, and the boy plodded out. The new proprietor idly picked up the little frame that he had already bought for the purpose of framing the first bill he took in over his counter and sighed a bit.

The next was a little girl. "Well, what did your mamma send you for?" asked the new proprietor, beaming upon the child.

"Mamma didn't send me," said the little girl, "but I came over to see if you had any cigar boxes. I want to make a wagon for my dolly."

The new proprietor plowed around in his cigar showcase and found an empty cigar box, and handed it over to the child with another stifled sigh.

The next to come in was a middle-aged man, not badly dressed.

"Hey there, doc, what's good for a stomach ache?" he enquired of the young graduate in pharmacy. "My youngest boy is bellerin' with a stomach ache, and my wife down town, and I don't know what to do for him."

"Jamaica ginger's a pretty good thing for that," said the young graduate in pharmacy, starting for the part of the store where he kept his stock of Jamaica ginger.

"That so?" said the middle-aged man, starting for the door. "Good thing. I've got a bottle of that over at the house, and I'll give the kid a dose of it," and he went out.

Another small boy slouched in, clutching a dime in his grimy little right fist.

"Paw, he wants a pack of playin' cards for ten cents," said the youngster.

"Don't keep playing cards, son," replied the new proprietor, a bit curtly. "Neither do I keep hay or horseshoe nails," he growled under his breath, as the boy ambled out.

A hatchet-faced woman rushed in a little later on.

"Young man," she said to the new proprietor, "do you know where the Tinkatink family, that used to live up the street, are now living?"

"No'm," replied the young graduate in pharmacy, drearily.

"Don't know where they moved to?" said the hatchet-faced woman in a tone of surprise mingled with reproach. "Why, that is queer. Are you perfectly sure that you don't know where the Tinkatinks moved to?"

"Yes'm," replied the pharmacist.

"Yes'm what?" said the hatchet-faced woman, raucously. "Do you mean that you do know where the Tinkatinks moved to and just don't want to tell me?"

"I never heard of the Tinkatink family in all my life, ma'am," said the new proprietor, miserably.

"Well, why didn't you say so in the first place?" wrathfully declaimed the hatchet-faced woman, moving toward the door. "The idea of your keeping me waiting this way—the very idea!" and she banged the door as she went out.

A fat, rosy-faced, well-groomed man was the next to enter.

"Well, I ought to sell this one a bottle of tooth powder or something," said the young pharmacist to himself as he advanced.

"Morning," said the rosy-cheeked man. "I'm Dr. Pulsefeel, practicing around the corner. Be glad to send you my patients living in this neighborhood. Nice little place you've fitted up, eh? How's trade?"

"Well, I haven't had an idle moment since I took down the shutters," truthfully replied the young graduate in pharmacy.

A story of a wealthy young man, who wants to feel that he is a man among the men of muscle, comes from St. Louis. Arthur L. Cabanne, 25 years old, son of J. Charles Cabanne, one of the most prominent men in St. Louis, has forsaken the pleasures of society life for the more sturdy occupation of fitting himself for a career in the great steel industry. Educated, a former lieutenant in the army during the Spanish-American war, he has entered the employ of the Spickle-Harrison-Howard Steel Foundry, in East St. Louis, and serves twelve hours a day as third molder's helper for \$1.80 a day. An athlete, he is able to shoulder the heavy burdens which fall his way and wheels barrows full of pig iron, silica or coal to the mouths of the furnaces. Shoulder to shoulder with the big negro laborers and grimy toilers, he bears his share of the work, spreads his lunch out with his fellows and is one of them. He endeavored to keep his venture a secret and entered the place under the name of William Jones, but a former coachman of the family was employed in the works and, noticing him, spread the report among his fellows, and before night of the first day he was known. He expects to spend five years as an apprentice, learning the practical side of the industry, and rise to the top if he can.

Men are like chickens; they always want to get on the highest roost.

Active work promotes healthy appetite.

## Store Tips.

It is inadvisable to have store cleaning going on when customers are about. Dust and dinginess must be kept out of a store at all costs.

Window panes, show cases and mirrors should be crystal clear and glistening always.

Not one lad in seventeen is ever taught how to wield a broom and only one in seventeen hundred ever teaches himself.

Lay aside crumpled, wrinkled, soiled or imperfect scarfs or other articles and odds and ends for a special sale at a genuinely low price to insure quick passage.

A soiled collar seen in a stock is as damaging as a fly in the milk.

Slamming in a store in business hours is liable to cost a dollar per bang.

A small store well filled with attractive goods is better than a big place half stocked.

Adrian Dimment, of Milwaukee, is the official death herald of the Hollanders of Milwaukee. Although he is nearly 84 years old he manages to call on the 236 Holland families of the city in about a day and a half. When he makes his rounds the children, seeing him in the distance, inform their parents that "Diminy is coming." His coming is anxiously awaited, even by the neighbors of these families. The announcement, always in the Holland language, is prefaced by presenting the compliments of the bereaved family. Then follow the name of the deceased, age and time and place of funeral. Unless any other information is desired, which is usually the case, Mr. Dimment continues on his route, with short intervals at the homes of the families upon whom he calls at 10, 12 and 3 o'clock, which are the hours for luncheon and meals.

This custom of announcing deaths among Hollanders was brought over from the old country, where all births and deaths are announced by a man wearing a uniform similar to that of the German pallbearers.

## 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—MY ENTIRE STOCK OF** hardware, paints, stoves, etc., including good will of business and lease of building; location best in town. M. A. Randall, Cheboygan, Mich. 896

**FOR SALE—JOB PRINTING OUTFIT:** 7x11 press; 26 fonts type; complete line of fixtures, etc. Invoiced \$200; just the thing for merchant to do his own printing. Will take \$100 spot cash. Address No. 893, care Michigan Tradesman. 893

**FOR SALE OR RENT—TWO-STORY FRAME** building—living rooms attached—good horse barn; also small stock of agricultural tools, with building for tools; also set hay and stock scales; situated on railroad, about eighteen miles from Grand Rapids, in best farming and fruit district in Michigan. Address all correspondence to R., care Michigan Tradesman. 891

**PHARMACIST WANTED AT ONCE.** Telephone Guy Lockwood, Jones, Mich. 888

**\$850 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 TWENTH** 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

**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, Orton, Mich. 879

**FOR SALE—WHOLE OR PART INTEREST** in a general hardware, tinmithing and plumbing stock, involving about \$3,500, in a good factory town in Southern Michigan. Address No. 824, care Michigan Tradesman. 824

**FOR SALE—A NICE, CLEAN GENERAL** stock, inventories about \$1,800, in good farming community. Reason for selling, other business. Address No. 860, care Michigan Tradesman. 860

**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 grocery 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—THE BEST STOCK OF GRO-**ceries, 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

**FOR SALE—SECOND HAND SODA FOUN-**tain; easy terms. Charles A. Jackson, Benton Harbor, Mich. 843

**FOR SALE—STOCK OF GENERAL MER-**chandise and fixtures, involving \$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, inventories 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 CORRE-**spond 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 INVOLVING** \$2,000, in good corner store in the best town in Western Michigan. The best of reasons for selling. Address No. 563, care Michigan Tradesman. 583

## MISCELLANEOUS

**PHARMACIST, SITUATION WANTED.** Write Druggist, Fennville, Mich. 897

**WANTED—SITUATION BY YOUNG MAR-**ried man in some retail dry goods store; eight years' experience; A1 references. A. C. McElhenie, Butler, Ind. 895

**WANTED—POSITION AS TRAVELING** salesman, collector or solicitor. Address L. Lock Box 231, Coopersville, Mich. 894

**WANTED—BY EXPERIENCED MAN,** position as clerk and stock-keeper or manager of dry goods, clothing, shoe or general store; eight years' experience; best of references. Clerk, Gulliver, Mich. 887

**WANTED—REGISTERED PHARMACIST** to take charge. Give age and salary expected. Address O. J. Reyberg, Alto, Mich. 890

**WANTED—A BLACKSMITH;** good location for right man; good references required. Address Nelson Toland, Stanley, Mich. 889

**WANTED—TRAVELING SALESMAN TO** handle our Air Rifle as a side line on commission. Rapid Rifle Co., Limited, Grand Rapids, Mich. 892

**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 SALES-**man for Ohio. The Computing Scale Co., Dayton, Ohio. 871

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

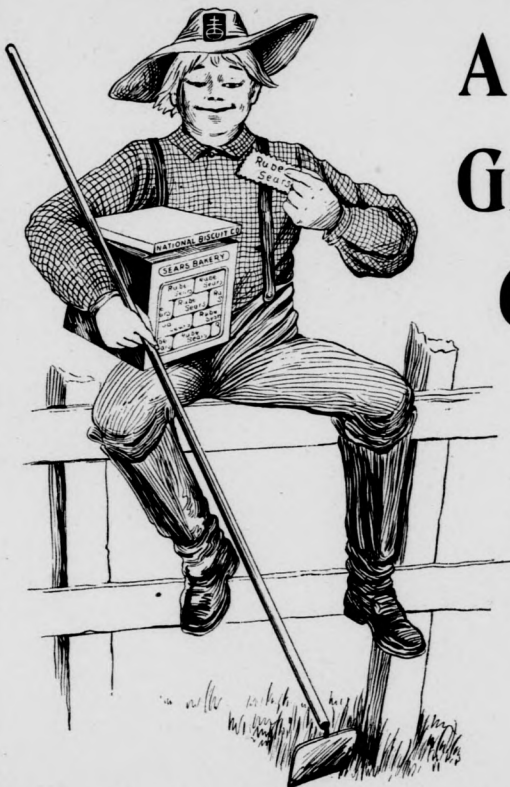
**WANTED—REGISTERED PHARMACIST** at once. State salary and age. Address No. 838, care Michigan Tradesman. 838

## From Grower to Grocer

For a number of years we have shipped fruit to grocerymen on orders by mail and it has proved satisfactory to the buyer and to myself. The fruit is raised on the high ground just outside the city limits. I have a large and convenient packing house and good shipping facilities, long distance telephone and mail delivery at 8:30 o'clock every week day morning by rural route No. 4. My orders are always shipped complete in the afternoon of the day received, which will forward the fruit twenty-four hours quicker than if bought on the city market the next morning. I can give prompt service and good stock put in full sized packages. I can furnish of my own raising strawberries, raspberries, gooseberries, currants, cherries, plums and red, white and blue grapes—by the thousand baskets, ton or car load. Peaches and pears I can obtain of nearby neighbors.

Give me a trial or standing order and we will try to please you. Give plain shipping directions. No fruit shipped on commission.

WM. K. MUNSON,  
Proprietor Vine Croft,  
Grand Rapids, Mich.



# A Grand Cake

Best  
Yet

## RUBE SEARS

8 cents, in cans or boxes.

SEARS BAKERY, GRAND RAPIDS.

Are you going to the  
**Pan-American Exposition?**  
The  
**Michigan Central**  
is the short and direct route.  
For particulars see M. C. Agents or write to  
O. W. Ruggles, G. P. & T. A., Chicago  
J. S. Hall, D. P. A., Detroit

**ENGRAVERS** BY ALL THE LEADING PROCESSES  
PORTRAITS, BUILDINGS, MACHINERY, STATIONERY HEADINGS, EVERYTHING.  
**HALF-TONE ZINC-ETCHING WOOD ENGRAVING**  
**TRADESMAN COMPANY**  
GRAND RAPIDS, MICHIGAN.

### MERCANTILE ASSOCIATIONS

**Michigan Retail Grocers' Association**  
President, C. E. WALKER, Bay City; Vice-President, J. H. HOPKINS, Ypsilanti; Secretary, E. A. STOWE, Grand Rapids; Treasurer, J. F. TATMAN, Clare.

**Grand Rapids Retail Grocers' Association**  
President, FRANK J. DYK; Secretary, HOMER 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. McPHERSON; Treasurer, R. A. HERR.

**Traverse City Business Men's Association**  
President, THOS. T. BATES; Secretary, M. B. HOLLY; Treasurer, C. A. HAMMOND.

**Owosso Business Men's Association**  
President, A. D. WHIPPLE; Secretary, G. T. CAMPBELL; Treasurer, W. E. COLLINS.

**Pt. Huron Merchants' and Manufacturers' Association**  
President, CHAS. WELLMAN; Secretary, J. T. PERCIVAL.

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

**Calumet Business Men's Association**  
President, J. D. CUDDIHY; Secretary, W. H. HOSKING.

**St. Johns Business Men's Association**  
President, THOS. BROMLEY; Secretary, FRANK A. PERCY; Treasurer, CLARK A. PUTT.

**Perry Business Men's Association**  
President, H. W. WALLACE; Secretary, T. E. HEDDLE.

**Grand Haven Retail Merchants' Association**  
President, F. D. VOS; Secretary, J. W. VERHOEKS.

**Yale Business Men's Association**  
President, CHAS. ROUNDS; Secretary, FRANK PUTNEY.

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

### Travelers' Time Tables.

#### PERE MARQUETTE

##### Railroad and Steamship Lines.

Fast trains are operated from Grand Rapids to Chicago, Detroit, Toledo, Saginaw, Bay City, Petoskey, Ludington, Manistee, Muskegon, Traverse City, Alma, Lansing, Belding, Benton Harbor, St. Joseph, and intermediate points, making close connections at Chicago with trains for the south and west, at Detroit and Toledo with trains east and southbound. Try the "Mid-Day Flyers," leaving Grand Rapids 12:05 noon, each week day, arriving at Detroit 4:05 p. m. and Chicago 5:00 p. m.

H. F. MOELLER, G. P. A.,  
W. E. WOLFENDEN, D. P. A.

#### GRAND Rapids & Indiana Railway

March 10, 1901.

Going North.		Going South.	
Lv.	Ar.	Lv.	Ar.
G'd Rapids	7:45a	G'd Rapids	7:10a
Cadillac	11:20a	Kalamazoo	8:50a
Traverse City	1:30p	Pt. Wayne	12:10p
Petoskey	2:50p	Cincinnati	6:25p
Mackinaw City	4:15p		

Trains arrive from the north at 6:00 a. m., 11:30 a. m., 5:15 p. m. and 10:15 p. m.

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.

#### CHICAGO TRAINS

G. R. & I. and Michigan Central.

To Chicago	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 Pullman 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.

### A Summer Trip For a Name

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

**TRAIN No. 7.**

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

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

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

If more than one person suggests the name that is selected, the ticket goes to the one whose letter is received first. All names must be in before June 22d. Address

C. L. LOCKWOOD, G. P. A.  
Grand Rapids & Indiana Railway  
Grand Rapids, Mich.

# 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**

W. A. Phelps, Pres. D. C. Oakes, Vice-Pres. C. A. Phelps, Sec'y and Treas.



## TANGLEFOOT SEALED STICKY FLY PAPER

CATCHES THE GERM AS WELL AS THE FLY.

Sanitary. Used the world over. Good profit to sellers.

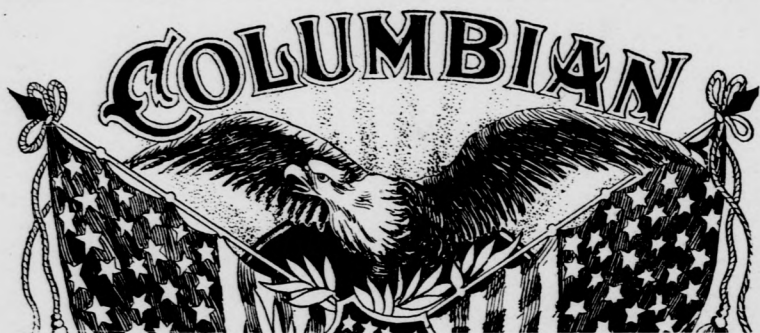
Order from Jobbers.

NEW SHAPE



50 CIGAR

SOLD BY ALL JOBBERS



# Michigan's Famous Cigars

Manufactured by

**COLUMBIAN CIGAR COMPANY, Benton Harbor Mich.**

## H. Leonard & Sons, Grand Rapids

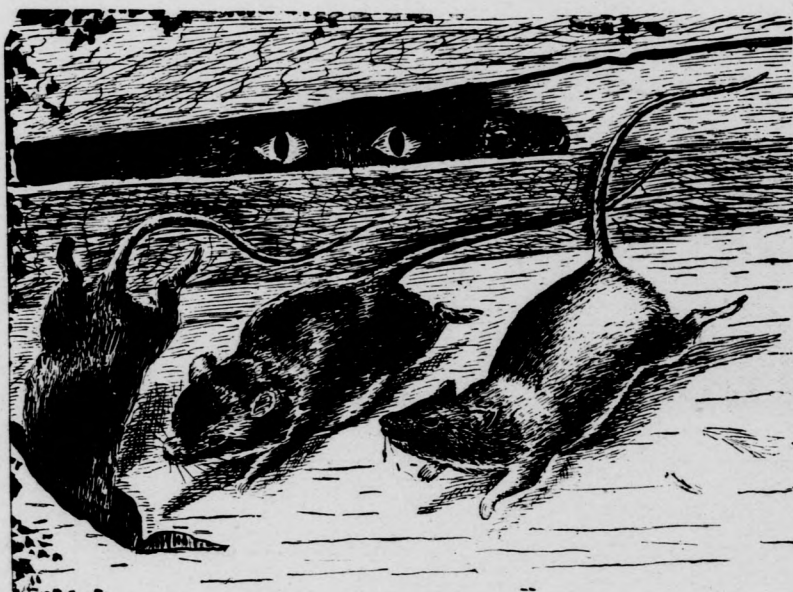
Price list Staple Crockery, Glassware, Notions and House Furnishing Goods. Send for Catalogue. "The Commercial Traveler" sent to Merchants only on request—175 pages at

### MAIL ORDER PRICES

Base Balls.....	38c and \$	68	Lead Pencils, gro.....	50
Butter Plates, wire end.....	42		Lemon Squeezers, glass, doz.....	40
Baskets, bushel.....	90		Lawn Mowers, 14 in., each.....	2 15
Baskets, handled.....	30		Milk Jars, Paper Cap, gro.....	5 00
Bags, paper, see Catalogue.....			Mantles, Gasoline, doz.....	80
Brooms.....	\$2 25, \$2 00 and	1 75	Playing Cards.....	90
Burners, No. 1.....	40		Plates, Breakfast.....	71
Candy Jars, 2 quart.....	2 00		Stone Butter Jars, 1 gal. each.....	06
Clothes Baskets, 30 in.....	3 75		Stone Milk Pans, 1 gal., each.....	06
Chimneys, No. 1, box.....	1 78		Shelf Paper, gro. sheets.....	09
Dressing Combs, rubber.....	39		Silver Plated Knives and Forks, Rogers', doz.....	2 50
Envelopes, 250 in box.....	19		Silver Plated Teaspoons, Rogers', doz.....	92
Grocer's Pass Book.....	05		Silver Plated Teaspoons, Coin, doz.....	35
Galvanized Iron Tubs, No. 1.....	4 95		Telescope Valises, each.....	23
Galvanized Iron Pails, 10 quart.....	1 65		Tumblers, 1/2 pint, by bbl., doz.....	19
Hammocks, "Palmer," each.....	48		Tea Cups and Saucers, doz.....	67
Hair Brushes, per doz.....	78		Tanglefoot Fly Paper, 50 sheets.....	36
Harmonicas.....	35		Thread, Clark's M. E., doz.....	50
Ink, Thomas', 3 doz. case.....	82		Thread, Merrick's, doz.....	46
Ice Cream Freezers, each.....	1 25		Thread, Crownell's, doz.....	17
Jellies, per bbl., doz.....	19			

# DOWN A RAT HOLE

Don't dump all of your profits down a rat hole; it is careless business management if you do not get every cent belonging to you in the retail business. Get a System that will watch your sales like a cat watches for a rat. You could have had Our System in your store and had it paid for long ago if you had only taken our advice. The saving itself would have paid for it many times over. We sell all of our scales on easy monthly payments. Drop us a postal and get results.



**THE COMPUTING SCALE CO.**  
DAYTON, OHIO