

## Rubbers Look a Good Deal Alike in June

But it is different when the snow flies; WHEN THE WEARING TIME COMES,  
you want service, so be wise in time and order BEACON FALLS.  
Your trade will appreciate them, because of their style, fit and quality.

THE BEACON FALLS RUBBER SHOE CO.

207-209 Monroe Street, Chicago, Illinois

NOT IN ANY TRUST



# A STORE DO YOU RUN ONE?

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

## TRADESMAN COMPANY

GRAND RAPIDS, MICH.

# EGG Baking Powder

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

## EGG BAKING POWDER

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

## 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.**

USE THE **CELEBRATED**

# Sweet Loma

**FINE CUT TOBACCO.**

**NEW SCOTTEN TOBACCO CO. (Against the Trust.)**

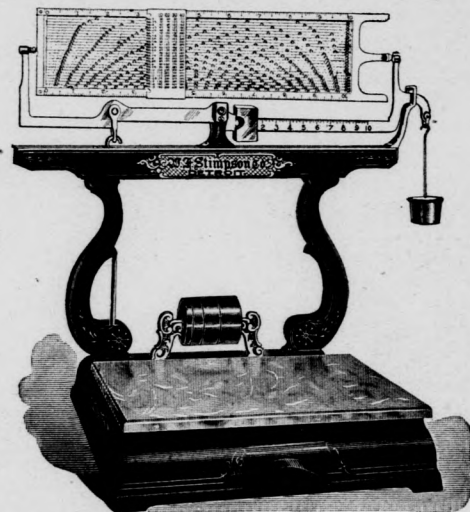
# Capital and Brains

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

## Stimpson Computing Grocers' Scale

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

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



# SCOTTEN-DILLON COMPANY

**TOBACCO MANUFACTURERS**

**INDEPENDENT FACTORY**

**DETROIT, MICHIGAN**

**OUR LEADING BRANDS. KEEP THEM IN MIND.**

### FINE CUT

UNCLE DANIEL.  
OJIBWA.  
FOREST GIANT.  
SWEET SPRAY.

### SMOKING

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

### PLUG

CREME DE MENTHE.  
STRONG HOLD.  
FLAT IRON.  
SO-LO.

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



# MICHIGAN TRADESMAN

Volume XVIII.

GRAND RAPIDS, WEDNESDAY, JUNE 19, 1901.

Number 926

## 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.

## Aluminum Money

Will Increase Your Business.



Cheap and Effective.  
Send for samples and prices.

**C. H. HANSON,**

44 S. Clark St., Chicago, Ill.

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.**



## Tradesman Coupons

### IMPORTANT FEATURES.

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12. Shoes and Rubbers.
14. Clerks' Corner.
16. Fruits and Produce.
17. Butter and Eggs.
18. The New York Market.
19. The Meat Market.
20. Woman's World.
22. Hardware.
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24. Village Improvement.
25. Commercial Travelers.
26. Drugs and Chemicals.
27. Drug Price Current.
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29. Grocery Price Current.
30. Grocery Price Current.
31. Experiments in Hybridization.
- Hardware Price Current.
32. Validity of Future Contracts.

### GENERAL TRADE REVIEW.

The general condition of domestic and foreign trade continues nearly all favorable features. The approach of the heated term, while bringing the usual talk of shutdowns and labor settlements, also brings more seasonable demand for goods and the belated spring trade is reaching far into the summer. The strikes of machinists and other labor organizations are cutting less figure in the general output of work than their importance would seem to indicate as the manufacturers are changing their methods largely to meet the trouble. Thus work is being changed into other hands instead of waiting the pleasure of the old workmen.

The course of values in Wall Street, while showing considerable fluctuation from day to day, shows comparatively little change on the whole. Prices scored a substantial gain during last week, but there is a reactive tendency now which seems likely to restore the average. Talk of further concentration of railway interests has been a prominent factor and has stimulated the values of several systems. Railway earnings continue exceptionally large, some lines reporting an increase of 100 per cent. over the corresponding period of last year. The outlook for crops and the export movement are such as to warrant a continuance of the activity.

Finishing mills in the iron and steel industry are working at full capacity in the endeavor to fill contracts due July 1 and it is difficult to find a maker who will attempt prompt delivery on new business. Billets are in great demand from concerns that require small lots to close up work on hand and these sales foot up a considerable total. Structural material moves freely, and in plates and beams there is no sign of weakness, but wide differences of opinion are expressed as to the amount of orders on hand beyond the end of the month. If published reports of pig iron output and furnace stocks can be considered any accurate criterion, there is no reason to expect dulness in this industry.

With the improvement in furnaces and consequent cheapening of production the number in blast has been reduced from 296 to 252, while the weekly output has increased to a new record of 314,505 tons. Nevertheless, furnace stocks have steadily decreased from 670,531 to 407,723 tons during the last eight months. Contracts for 200,000 tons of Bessemer pig have just been placed at unchanged prices, and \$15.25 is quoted at valley furnaces on new business. Forge and foundry iron has also shared in the increased activity. Coke is naturally in brisk demand and prices are well sustained, despite an output close to the top record each week. Anthracite coal sells readily, and higher prices are expected on July 1.

Textile improvement is more pronounced, especially in the long dormant cotton situation. More liberal sales are reported at Fall River than for many months past and stocks are showing a healthy depletion. It is especially encouraging that the China trade continues to expand and promises soon to equal that enjoyed before the troubles. The change is not so marked in the woolen goods trade, as the dulness had been less pronounced. Orders are increasing in nearly all lines and more mills are beginning to make up stock in anticipation of future demand without orders.

Shipments of boots and shoes from Boston continue heavy and shops are reported well occupied in all parts of the country.

### THE AMERICAN PERIL.

While the London Chamber of Commerce and the New York Chamber of Commerce representatives are wining and dining in London and engaging in good-humored bantering over the keen competition in trade in progress between the merchants of the two countries, statesmen of continental Europe are indulging in the most gloomy forebodings as to the damaging effects of American competition on their trade. The German press is openly unfriendly, while France and Austria have had the subject of the keen American competition under consideration in their Parliaments.

In the Austrian upper house a coalition of European countries against the United States was openly advocated, a few days ago, and the opinion was expressed that the constantly increasing competition of America would eventually make Europe a mere field for the exploitation of American enterprise. The idea on the continent appears to be that the various countries should combine to impose a prohibitive tariff on American goods and to cheapen the cost of transportation in Europe by means of canals and other methods of low-priced transportation, which would enable home producers to compete on more favorable terms with American products.

All this is very complimentary to American industry and push, but it should point out to us the constantly growing enmity which is felt towards us on the continent of Europe. That

Americans are cordially disliked on the continent has long been apparent, but now that European trade is being injured by our competition, this dislike is ripening into open enmity.

While Americans demand free opportunity to trade with the whole world on equitable terms, they have no desire to quarrel with Europe. At the same time our European friends would do well to fully understand that no amount of threats will have the least effect in keeping us out of the world's markets. It is to be hoped that our European friends will soon realize the absurdity of their position and discover that friendly rivalry is their best policy.

### ECCLESIASTICAL INGENUITY.

A great deal of ingenuity is exercised by pastors, deacons and trustees to increase the attendance at church and Sunday school exercises. This is commendable enterprise for the most part and deserves to be encouraged. There is no reason why ordinary business methods should not be applied in the work of doing good. There is no reason why a church should not advertise its services in the hope of having all the pews filled. A congregation in Reading, Pa., had the opportunity recently of seeing twenty-three baby boys and girls baptized. It is openly conceded that this record breaking number was secured by the pastor's offer to give each infant a gold dollar, the money to be placed in a trust company to gather compound interest until the child became of age. The occasion was improved to have a special service, special music and the minister's best sermon.

In the Reading instance the only outright promise made was that of the gold dollar, but the plain insinuation was that members of the congregation would make financial donations and several such were received. This sort of thing might be carried so far that the rivalry between churches would be to the great pecuniary benefit and advantages of the youngsters baptized, just as, when one store offers ten yards of cotton cloth free with a \$5 purchase, another makes it fifteen; so when one church offers a gold dollar, another might raise it to a \$5 piece, and so on and on, auctioneer fashion, until the infant would be assured of a comfortable capital with which to begin life. Almost every Sunday school has prizes for good behavior, picnics and Christmas trees to swell the attendance at least semi-annually. The Reading experiment worked well, and twenty-three is certainly a large number of children to be baptized at a single service. Clearly the churches are becoming very enterprising, are adopting business methods and propose to take advantage of such procedures as have proved profitable in other places. Thus a great field is opened up, not only for following a good example, but for originating new ideas.

If you would know the degree of a man's respect for you, observe his right hand as he greets you in the street.



## Getting the People

What the Merchant Should Expect of His Publisher.

There are extremes in newspaper advertising, as in most other lines of work. The publisher may meet his client with a degree of deference that will lose his respect, as attracting no importance to his advertising management, or he may come with an amount of red tape and such number of arbitrary rules as will render the service irksome and reduce its quantity.

The merchant who wishes to run the newspaper should become its owner. The fact that he pays the publisher a large amount for advertising space should not entitle him to a control of its policy. The publisher is foolish who will needlessly antagonize his patron, but it is for the interest of both that the paper be run to meet the rightful needs of its constituency. It is a mistake for the merchant to say that the paper should be run to suit his ideas in proportion as his hundreds of dollars may compare with the dollar or two of its annual subscription. To be most efficient the paper must be run to serve one patron as well as another, regardless of the extent of his patronage.

It is natural for the wealthy merchant in a town to expect a little more consideration, on account of his influence and importance, as well as on account of the amount he pays for advertising service. This may be a justifiable expectation, but it should be kept independent of any feeling of control on account of the service paid for. The merchant is as much entitled to his personal influence as the physician or the lawyer, but this influence should rest on its proper basis.

The publisher is entitled to an independent personality and the merchant should be glad to recognize this and should strive to contribute to such independence, if it should be unfortunately lacking. Instead of following the natural instinct to run the paper, because he finds it in his power to do so, he should strive to recognize all the independence he can find and so increase it if it is lacking. Every one's independence is needed for his own business and it is not desirable to take over the management of other enterprises unnecessarily.

The publisher should be independent. Independence is not a quality which can be simulated if it be lacking. An arbitrary manner and the devising of red tape—these will deceive no one. The cultivation of a sense of responsibility for what the paper says for its influence in the community and the recognizing of the importance of its business interests will give a newspaper independence.

\* \* \*

A somewhat argumentative advertisement is that of G. E. Hain, which heads the list this week. Mr. Hain has a strikingly-designed, although somewhat complicated, signature which the printer brings out to best advantage by giving it plenty of room. In fact, the recognition of white space is one of the best features of the advertisement. The display is well balanced. The only change I would suggest is that the amount of matter in the paragraph should be lessened and the remainder divided so as to get a moderate display of the word "buggies." It might detract from the general artistic effect, but it would be read by more of those

### HAIN'S PROFIT-SHARING HARDWARE.

## Two More Cars

### Just In And Set Up.

We have had a magnificent trade on buggies this spring, have sold entirely out of our first lot, but now have a complete stock again, if you need a buggy of any kind—better come in while the assortment is large. Our stock embraces everything, Road Wagons, Top Buggies, Surries, Two-Seats and Concords. We can sell you a better grade buggy for an equal amount of money, than any other dealer in Newaygo County for the following reasons: We buy in car-load lots and pay spot cash, thereby getting the lowest prices. We personally visit each factory we buy from, and know exactly what material is used, do not depend on the word of any traveling salesman as to the quality we are buying. You get a guarantee from us as well as the manufacturer on every buggy you buy here, take no chances whatever. Let us show you our line. Prices from \$30.00 to \$90.00.

*G. E. Hain.*  
*Fremont, Mich.*

### BETTER PEAS FOR 12 CENTS

Those who bought the "Lakeside Brand" Extra Marrow-fat Peas of us know that they got the finest quality Peas sold in town, but we have found a still better one in the

This Guarantee on Every Can  
If there is any reason for dissatisfaction, dealers are authorized to return unsold cans for a full refund.

**Royal Tiger Brand**  
Sweet Wrinkled Peas

This Guarantee on Every Can  
If there is any reason for dissatisfaction, dealers are authorized to return unsold cans for a full refund.

Peas large, tender and delicious.  
Cans larger. As we endeavor to give our customers the best quality that can be obtained for the money, we put this brand in stock. Price 12c.

### HORR BROS., CASH GROCERS

## in the lead

We are always in the lead with things good to eat. Fresh groceries, fresh garden stuff every day. Lettuce, Onions, Radishes, Strawberries, Cabbage, etc. Choice butter, fresh eggs, Canned Goods, etc. You will find that

it pays to trade at

**Trowbridge's grocery**  
store in Thompsonville.

### HOLIDAY DRESSES

Are you ready for the country or seashore? Have you all your waists and skirts made? If not, visit our

#### PAPER PATTERN DEPARTMENT

and see what dainty designs there are for Summer wear.

Butterick Patterns for the month of July have just been received.

THE A. H. LYMAN COMPANY.

The

4th of July

will soon be here and you will need a new hat. You can get any trimmed hat at a reduced price if you call on me. I have a nice line of Street Hats and Children's Plain Hats which we offer you

at cost.

Don't fail to inspect my stock before purchasing.

MRS. K. ZERAN.

## ONE SWALLOW

DOESN'T MAKE A SUMMER.

but if it's from our SODA FOUNTAIN it is sure to lead to others. Only the most wholesome and delicious flavors are used in our summer drinks. They refresh one without ill effects.

**City Drug Store**

interested in the subject matter and so tend to sell buggies.

Horr Bros. have a well-written advertisement which is judiciously handled by their printer. I would not use French Clarendon, as in the main line, although it does as well here as it can be made to do anywhere. The place for this type is somewhere else than in advertising—I don't know where.

Trowbridge's grocery affects the ultra new in display by commencing the first line with lower case "i." The printer is not quite consistent in discarding all capitals in the display lines, except proper names, and still using them in the paragraph. The advertisement is artistically displayed and the heavy border is well helped out by white space. I am not advanced enough to be sure that it would not have been better with the usual use of capitals, but I am sure Thompsonville should be spelled with a "v."

The A. H. Lyman Company writes a well-proportioned announcement of resort goods, which is handled fairly well by the printer. It would have been helped had the upper and lower lines been spaced a little farther from the border.

Mrs. K. Zerán would have had a more effective advertisement had some word pertaining to her business received display. At first glance I began to look for fireworks. It would have been better if the dotted border could have been carried all around. The writing is rather labored and the display should have been on a more generous scale. The best feature is the judicious use of white space.

The City Drug Store makes a fairly good pun, which may do for a change. The display is a little large for the space, but it is artistic and well balanced and gives a good result.

### Sold the Check for Twice Its Face.

It is not often that a business man gets a check for money that he would rather be without, but that is what happened to a wholesale lumber dealer of New York the other day.

The check was sent to him by the receiver of a defunct Boston hardware concern and he was entitled to the money as a creditor. Made out on a Boston bank, it called for the payment of four cents as the first "and final" dividend.

After recovering from his surprise the recipient sat down to reckon it all out. There was the two-cent revenue stamp and a two-cent postage stamp on the letter. That meant four cents to send it to him, not counting the cost of paper and envelope and printed form of acknowledgment. To acknowledge its receipt and cash the check would involve an outlay of about twelve cents more, as banks charge for out of town collections.

He was still thinking it over when a friend entered the office and offered twice the face value of the check to secure it as a curio. He sold it in a hurry.

It is claimed that there are fewer gum chewers in Washington than in any other city of its size in America. Any person who walks down a public street masticating a wad of gum immediately becomes the subject of remark. On the other hand, it is asserted that more cigarettes are smoked each day in Washington than in any other city of equal population except those in the extreme southern part of the United States.

**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.



### Sad Tragedy in the Solitude of the Dreary Prairie. Written for the Tradesman.

The sun's rays were burning hot. Not a cloud flecked the sky. As far as the eye could reach through the quivering air the land was level. It spread away in all directions to the horizon with that oppressive flatness that wearies both eye and soul.

In this prairie solitude a flock of sheep were grazing. Near by a boy of 15 was lying flat upon his face, sobbing as if his heart would break. Beside him sat a shepherd dog with lolling tongue and panting breath. A mile or so to the north squatted a small one-storied frame house, with a cluster of rambling sheds, surrounded by a rude barbed wire fence. Towards this a man was riding a lean grey pony.

The faithful dog, realizing that something was wrong, whined in sympathy and pressed his nose against his young master's cheek. With a final convulsive sob the boy rolled over and sat up. His handsome sun-tanned face was stained with tears. As his eyes fell upon the receding man and pony his expressive mouth and chin again began to twitch and quiver. He shook his clenched fist after the man, then told the dog to be quiet as he wanted to talk to him.

"Don," he began, "I'm goin' away," the dog whined uneasily as if he understood, "poor old fellow, you love me if no one else does; but you mustn't mind, for I shall come back some day, when I've made my pile, and get you. That man that took my pony away from me ain't nothin' to me. I call him Dad; but he isn't my dad, an' he's got no right to cuff an' lick me, neither. My father was good an' kind. I can just remember him an' that's all. Then he died an' after awhile that man come an' took his place. Mother said I must call him Father; but I hated him an' wouldn't. You don't remember my mother, because you was only a little puppy when she died two years ago. She was good to me, Don. She loved me even more than you do." The dog wagged his tail and placed a paw lovingly upon the boy's knee. "That brute of a man didn't dare to kick me when mother was alive. You scared him, though, when he struck me a while ago—I only wish you'd torn his heart out instead of his trousers." He patted the dog fondly on the head and, rising to his feet, looked about him.

"If Dad thinks I'm goin' to herd them sheep afoot, while he gads around the country on my pony, he's very much mistaken. If 'twasn't for the sheep, Don, I'd take you along; but you've got to stay an' look after them." The dog whined up into the boy's face, but his drooping tail showed that he understood his sentence. "Now listen, Don, to what I tell you: You're not to follow me. You must stay right here an' keep the sheep together until it is time to drive them home. It's fourteen miles to the railroad an' I'm goin' there to wait until I get a chance to board a freight train. Then Dad can go hang if he ever gets a chance to thrash me again!"

Stooping he patted the forlorn dog affectionately and with tear-dimmed eyes turned his face towards the distant horizon and walked slowly away, looking sadly back many times.

Don did not offer to follow, but with an occasional whine stood watching the diminishing figure of his beloved master until it faded from his sight. Then

he, too, lay down and moaned and cried as if his heart was broken.

It was quite dark when the young runaway, hungry and footsore, reached the railroad. Impatiently he sat down to wait for a train to pass. During his long tiresome tramp over the dreary prairie he had built numerous aircastles about his future success. He had determined to go westward, to Colorado, and in one of the dreams he saw himself the owner of a great gold mine, with wealth and power at his command. It was pleasant to imagine that, while he was surrounded with everything that wealth could buy, his hated stepfather was still toiling on his lonely Kansas sheep-ranch. As he sat by the side of the railroad hunger and blistered feet made him realize that his wealth and power were only in dreams.

An hour went by and then an east-bound train came rushing along. It was moving too rapidly for him to get on, besides he didn't wish to go east. Another hour passed and a headlight away to the eastward hove into view. The boy's heart beat violently with hope and dread. Perhaps it was a passenger train running thirty miles an hour. What if it were a freight train and running as fast as the one that had passed? He would be unable to get on. Then he would be obliged to walk to the nearest town, twenty miles away. That he would be unable to do with his blistered feet and his heart sank within him at the thought. The headlight came nearer and nearer. The rumbling of the oncoming train confused him. His heart almost stood still as he saw that it was a freight train and moving slowly. Could he get on?

He rose as soon as the engine passed and stood close to the moving train. The sharp click, click, clickety, click of the wheels, as they passed over the joints of the rails, filled him with a strange fear. Half the train passed and then, seeing dimly in the darkness a handrail, he sprang to grasp it. He missed it, was caught by the next car and thrown with crushing force upon the track, his feet across the rail. A train-hand thought he heard a shriek, but was not sure, and the great train passed upon its western way.

The stars looked down in silent pity upon the dying boy. The moon sailing in the eastern sky hid her face behind a cloud as if she could not bear to look upon his agony. The night wind sweeping gently over the prairie moaned and sighed. The boy lay quite still, looking up into the friendly sky and thinking of his mother. His dreams of wealth and power were soon to be realized; but in a much different way, for he was to dwell within the "pearly gates" and walk the "golden streets."

The sound of a sharp, joyful bark was borne to him on the wind and before he could recall his wandering thoughts his faithful dog came bounding out of the darkness, yelping and barking with delight. With a sob of joy the boy put his arms around the dog, while his soul sped away to join his mother's.

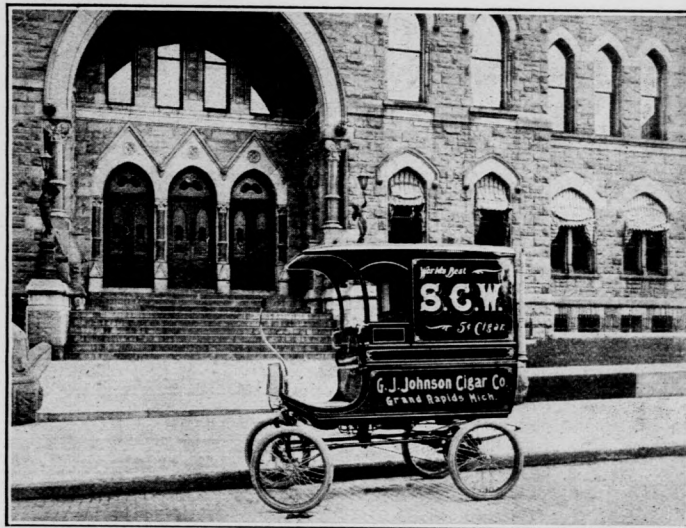
A heartrending howl pierced the silence of the night, then all was still, for poor Don's heart was broken.

Mac Allan.

Just after a girl gets engaged she develops a sudden and most enthusiastic interest in cutting out recipes from the newspapers and pasting poetry in a scrapbook.

A woman can have no higher ideal in life than to be good.

## 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.



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

NATIONAL BISCUIT COMPANY



## Around the State

### Movements of Merchants.

Elsie—James H. Travis has sold his drug stock to R. F. Cameron.

Farmington—E. F. Holcomb has sold his drug stock to R. B. Botsford.

Detroit—Alvin S. Johnson has purchased the drug stock of Jas. H. Joyce.

Lapeer—Geo. L. Grey has purchased the harness stock of E. J. Crankshaw.

Bay Mills—M. Wile & Co. have purchased the general stock of B. Baron & Co.

Lansing—Sherman & Williams have purchased the meat market of Fred Schlegel.

Ann Arbor—Chas. M. Cross has purchased the bazaar stock of Mrs. Amanda M. Adams.

South Haven—Nelson Goodrode has purchased the drug stock of E. E. Napier & Co.

Elkton—Lewis Dondineau succeeds Dondineau & Gregor in the agricultural implement business.

Jackson—C. F. Sanborn has purchased the Benedict grocery stock on North Jackson street.

Flint—Haskell & Stimpson continue the grocery business formerly conducted by Frank H. Haskell.

Battle Creek—John Jackson has purchased the interest of his partner in the meat firm of Jackson & Orr.

Cheboygan—D. C. Horton has purchased the W. E. Allair grocery stock and has added largely to same.

Carr—Fisher Bros. & Smart is the style of the firm organized to succeed R. E. Smart in the grocery business.

Hillsdale—Frank Woodworth has purchased the interest of his partner in the jewelry firm of Stevens & Woodworth.

Mt. Clemens—E. J. Olde & Co., dealers in general merchandise and wool, have sold out to Fred R. Krauseneck.

Detroit—E. I. Grove & Co. have purchased the grocery stocks of Chas. F. DeGrandchamp and Edwin I. Grove.

Boyne Falls—Ira Hilton & Co. will open a furniture and house furnishing goods store in the new Mears block about July 1.

Charlevoix—Horace Fowler has purchased the meat market of Garrett Van Allsburg at the corner of Bridge and Clinton streets.

Dansville—Field & North have engaged in the general merchandise business. Their stock was purchased of Joseph C. Seabolt.

Fredrick C. Miller has gone to Potsdam, N. Y., where he will locate his family for the season. He will return in about two weeks.

Levering—Wm. DeKruif has organized a stock company to continue the agricultural implement business under the style of Wm. DeKruif & Co.

Sanilac Center—The State Bank of Sanilac Center is the name of the new banking enterprise established at this place. It has a capital of \$20,000.

Allegan—George Williams has sold his interest in the meat market of Wiley & Williams to Albert Lockhart. The style of the new firm is Wiley & Lockhart.

Quincy—All of the stock in the Pearce & Lyon Dry Goods Co. has been purchased by E. K. Pearce and Mrs. Geo. Proper and Mr. Pearce has resumed the management of the business.

Port Huron—L. A. Sherman has purchased the interest of his partner, Fred W. Sherman, in the stationery and book stock of the Sherman Co., and will continue the business in his own name.

Otsego—Our merchants are firm believers in the power of music to draw crowds, and have subscribed liberally to a fund to pay for two band concerts in the village each week during the summer.

Marshall—Dr. Madden, of Toledo, representing the New York Racket Co., has made arrangements to open a general store in the building recently occupied by the grocery stock of Charles H. Hillabrant.

Ishpeming—Samuel Blumenthal is closing out his stock of dry goods and clothing preparatory to engaging in the same line of business at Lake Linden. He expects to be established in his new location by Aug. 1.

Ann Arbor—The drug firm of Schumacher & Miller, which has been in existence for the past five years, has been dissolved by mutual consent. Herman F. Miller retires and A. C. Schumacher will continue the business.

Muskegon—The Muskegon Butchers' Association is holding frequent meetings in anticipation of the annual butchers' and grocers' picnic. It will probably will be held on August 7 at Mona Lake and will be one of the largest ever held in Muskegon. The grocers and butchers aim to make a big day of it and, without doubt, other stores will join in.

Saginaw—The Metropolitan Dry Goods Co. has been organized with a capital stock of \$50,000, with the following officers: President and General Manager, E. E. Stone, of Cadillac; Vice-President, W. J. Bartow, of Saginaw, and Secretary and Treasurer, J. H. Sleeth, of Saginaw. The new company will occupy the Bearinger building at 116, 118 and 120 Franklin street. It is a modern structure, four stories high, each floor 60x120 feet in dimensions. It expects to begin business the latter part of September.

### Manufacturing Matters.

Flint—The Flint Vehicle Club has been organized with a capital stock of \$5,000.

Midland—The Dow Chemical Co. has increased its capital stock from \$850,000 to \$1,200,000.

Flint—The capital stock of the Flint Lumber Co. has been increased from \$10,000 to \$15,000.

Hillsdale—The Hillsdale Screen Co. is now capitalized at \$30,000, having recently doubled its capital stock.

Detroit—The capital stock of the Quebradilla Mining Co. has been increased from \$1,000,000 to \$2,500,000.

Northville—The condensed milk factory at this place is to be converted into a cheese factory. Fred M. Warner, of Farmington, has purchased the property.

Kalamazoo—The Dunkley Co. is the style of the new corporation which has been organized to succeed the Dunkley Celery & Preserving Co. at this place and at South Haven.

Portland—Manager McKee, of the Portland Creamery Co., reports that May was the banner month in the history of the company, \$1,200 having been paid to its customers for milk.

Pokagon—Last week the Pokagon Butter & Creamery Co., composed of farmers in the vicinity of this place, sold its building and land in the village for \$223. This is the closing up of a venture which cost those who entered into it, first and last, about \$5,600. In one year the creamery, in its palmy days, ran behind over \$700.

Detroit—The Globe Furniture Co. has filed articles of association. The capital stock is \$10,000 and the organizers are Harry S. Blumenthal, David J. Marymont, Louis A. Weinstein and Alfred J. Meyers.

Port Huron—The Aikman Bakery Co. has been organized with \$15,000 capital and will at once begin the erection of a three-story brick factory at the corner of Tenth and Union streets, adjoining the present Aikman bakery establishment. The company proposes to enter extensively into the manufacture of crackers, bread and sweet goods. The stockholders are S. O. Aikman, W. F. Davidson, A. D. Bennett, F. G. McNutt and Robert A. Haney.

Detroit—The Merchants' Salt Block Co., recently organized, has executed a trust mortgage to the Detroit Trust Co. for \$25,000 to secure an issue of bonds. The proceeds from these bonds will be used to construct the plant on the company's property at the junction of Roulo Creek and the River Rouge. A chemical plant will also be erected, and the company will engage in the manufacture of soda ash. The salt plant will have a capacity of 1,000 barrels a day.

Muskegon—The capital stock of the Grand Rapids Desk Co. has been increased from \$40,000 to \$200,000—\$80,000 preferred and \$120,000 common stock. Old stockholders receive \$40,000 preferred and \$80,000 common for their holdings. New stockholders receive a bonus of common equal to their subscription of preferred. Muskegon capitalists subscribed for \$25,000 of the new stock and all but \$3,000 of the remainder has been taken by Grand Rapids investors.

### Hides, Pelts, Tallow and Wool.

The hide market is strong, with a sharp advance and with stocks held above the selling price. The tanners' trust is in the market for supplies and is about closing the purchase for a large stock. The receipts have been light of late and the demand took them out as received. A scarcity is reported.

Pelts are a neglected article. They can not be bought to pull out even, and pullers leave them to accumulate slowly.

Tallow shows a slight advance and is firm with light offering. There is a tendency for a further advance.

Wool remains slow and sluggish, with little doing. Local buyers are not sure they have a good purchase at the low value. Few Eastern buyers want it and the few throw so close and hit so low a price that it is questionable if a margin is left to the original purchaser. Eastern quotations and slow sales do not induce consignments. The general public knows as much about the future of wool as an old dealer. Each can guess at it, with large stocks in sight. Wm. T. Hess.

After a man has dropped a few thousand dollars in stocks, it is useless to tell him that there is no money in them.

### The Boys Behind the Counter.

Hillsdale—C. F. VanAken, who was recently elected manager of the Pearce & Lyon Dry Goods Co., of Quincy, has returned to Hillsdale, the stock of the company having all been purchased by E. K. Pearce, of Quincy, and his mother-in-law, Mrs. George Proper, of Jonesville.

Traverse City—Jas. D. Middleton, for nine years with Friedman, of Grand Rapids, has taken a place in the silk and dress goods department of the Boston store.

St. Ignace—J. N. Monroe, of Cass City, has entered upon his duties as clerk in C. H. Wilber's drug store.

Saginaw—Geo. C. Luz, of Port Huron, has become a stockholder in the newly-organized Metropolitan Dry Goods Co. and will have charge of the drapery department.

Ovid—Ed. Williams, who has been head clerk at Jillson's, has gone to Lansing to take a position as clerk in E. Glickman's dry goods house.

Ishpeming—August Saunders has resigned his position with S. Johnson & Co. to enter the employ of the Great Atlantic & Pacific Tea Co.

St. Ignace—Ed. Gruber, from Shepherd, will manage W. M. Laclaire & Co.'s jewelry business this summer.

### How to Secure the Rebate on Tobacco.

In order to avail themselves of the tobacco rebate, for which provision will undoubtedly be made by the next Congress, retail dealers must take a correct inventory of all original packages in their possession on July 1. This inventory must be verified by two disinterested witnesses and the work of taking the inventory must not stop until it is completed. In order to obtain the rebate, retailers must have enough stock on hand so that the rebate will amount to \$10, which requires about 417 pounds of manufactured tobacco. The report of the inventory must be made on blanks furnished by the revenue collectors, and merchants must make applications for these blanks direct to the collector and not through their jobbers or traveling salesmen. The blanks must be returned to the collectors within sixty days from July 1. The rebate on cigars and cigarettes is 60 cents per thousand on goods weighing three pounds and over per thousand and 46 cents per thousand on goods weighing less than three pounds.

S. A. Sears, manager of the Wm. Sears & Co. branch of the National Biscuit Co., and erstwhile manager of several other plants operated by the same corporation, is spending a fortnight in the East.

Daniel C. Steketee and Egbert Kuyers, accompanied by their wives, leave Saturday for Buffalo, where they will spend a week at the Pan-American. They will visit New York City before returning.

## Grand Rapids Supply Company,

Jobbers of

### MILL SUPPLIES

Iron Pipe Fittings, Valves, Boiler and Engine Trimmings, Belting, Hose Packing, etc. Write for prices.

20 Pearl Street

Grand Rapids, Michigan

## M. O. BAKER & CO.

TOLEDO, OHIO

NEW  
POTATOES

Prepared to fill orders carlots or less. Write or wire for prices.



## Grand Rapids Gossip

## The Grocery Market.

**Sugars**—The raw sugar market is steady, but unchanged, 96 deg. test centrifugals being still quoted at 4½c. Sales are few, as refiners are indifferent buyers, being well supplied with raw sugar. Importers, however, are still very confident and are storing sugars in anticipation of a better market, influenced by an increased demand for refined sugar. The receipts of raw sugar the past few weeks have been very heavy. The visible supply of raw sugar is 2,190,000 tons, against 1,500,000 tons in 1900. Despite the favorable weather, the anticipated heavy demand in refined did not materialize and buyers seem to have adopted a waiting attitude. Prices remain unchanged. Some buyers appear to think that prices will go lower, but the majority think there is no probability of there being a decline for some time. With the continued favorable weather a better movement is expected and, if this materializes, in all probability an advance in prices will soon follow.

**Canned Goods**—The canned goods market is quiet, with the exception of one or two articles which display some activity. There is the usual run of small orders which, although quite small, aggregate a fair business. There has been quite a fair demand for 3 lb. tomatoes during the past week at previous prices. Values do not seem to improve at all, but rather to the contrary. Corn is quiet. Prospects for the pack are stated to be quite poor in some of the packing districts. The situation on new peas shows increased strength and the trade is taking hold in better shape. Most of the business done in the Baltimore pack was on the cheaper grades—standards, off standards and seconds. The fancy grades continue to go very slowly at the high prices named, in spite of the fact that the pack of these grades undoubtedly is lighter than in years. The quality of the Baltimore pea pack, it is quite generally agreed, will be especially good. There will be few marrowfats, not many having been planted. Reports from Wisconsin are that the crop has been favored with ideal pea growing weather and from Indiana also come good reports. There has been an unusually good demand for gallon apples during the past week, our local packer having cleaned up his entire pack, aggregating something over 3,000 cases. He is also cleaned up on gallon peaches, some grades of 3 lb. peaches, and plums; in fact, by the end of this week he will be entirely cleaned up on everything. Receipts of pineapples at Baltimore during the past week have been the largest of the season, but unfortunately the fruit is small. The packers are securing very few of the finest sliced eyeless and coreless, as well as the grated, and if the cargoes now afloat do not contain any larger pineapples than those which have just arrived there will be a shortage of the extra goods. The spot Red Alaska salmon market continues very strong, with holders asking advanced prices. There is a good enquiry from all points, showing that all markets are becoming well cleaned up. The total pack of salmon on the Columbia River up to June 1, according to recent advices, was 15,201 cases, against 52,100 cases reported for a corresponding period last year. The run, however, is stated to be improving. Sardines are stronger. The

firmer market is due to the report that the fish have stopped running off the Maine coast. The Seacoast Packing Co. has withdrawn its price of \$3 f. o. b. Eastport and all orders are being taken subject to confirmation of price.

**Dried Fruits**—Trade on the spot continues very dull, the warm weather and the increased supplies of green fruits now coming into the markets having cut down the consumptive demand for all dried fruits to very small proportions. Prunes are selling in a small way, 70-80 and 80-90 prunes being in light supply. The new California crop may be all the way from 50,000,000 to 75,000,000 pounds and that of Oregon and Washington 30,000,000 or 40,000,000. The foreign crops, it is now said, will be scarcely equal to last year's. There is some enquiry for three and four crown loose muscatel raisins at unchanged prices. Stocks are light and we believe will all be cleaned up before new crop comes in. There is a very good demand for seeded raisins, a large number of orders having been placed within the last few days. Both peaches and apricots are very quiet. Future apricots, however, attract little attention. Most buyers consider prices asked as being too high and the present outlook is for very little future buying of this article. Currants continue very strong, but the trade is still buying in a limited way only to meet immediate requirements. Holders of actual spot goods are not disposed to sell any round quantity at present quotations, however.

**Rice**—The business transacted was not up to general expectations, but prices continue to be firmly maintained for all styles of rice. The bulk of sales were of domestic sorts, with Japan styles still attracting the most attention. Foreign sorts sold rather slowly, owing to relative higher prices. Buyers, apparently, are purchasing freely for immediate wants, without anticipating future wants. Holders remain confident and it is generally anticipated that a good demand will eventually develop, owing to the short supply throughout the country.

**Tea**—The market was rather dull and trading was small, buyers showing no desire to add further supplies to their present holdings. Importers remain sanguine and prices are steady, particularly for green teas. Black sorts and lower descriptions are more or less neglected. Jobbers continue to report the distributing business slow, buyers still remaining conservative. Prospects are not encouraging and no improvement is expected in the immediate future. Advices from Colombo report that, owing to the increased output, heavier shipments are expected during the month of June. The quality of tea is hardly up to previous offerings, despite the careful plucking, which has been the general rule. This is due, no doubt, to planters having difficulty in coping with the heavy rush of leaf in most districts.

**Molasses**—Owing to the continued warm weather, a material decrease was noted in the demand for molasses and only a small business was done. Spot stocks continue light and dealers remain firm, prices being fully maintained for all grades.

**Nuts**—In nuts there were some rather interesting developments, the market for Brazils being exceedingly strong and showing some advance. The higher market is due to the poor prospects of

the new crop, or, rather, to the probability that the supplies that will be gathered in the South American forests will be small. Comparatively few Brazils have come forward up to date, and the few holders on the spot are exceedingly firm. It is unlikely that any considerable quantity could be purchased at quotations. Sicily filberts are quiet and easy on the spot, with very little buying. Advices from Tarragona state that the prospects for Tarragona almonds are good, but that the crop will be late. Jordan shelled almonds are slightly easier. Peanuts are in good demand at unchanged prices.

## The Produce Market.

**Apples**—While there is a good deal of complaint regarding the apple situation in New York State, any deficiency which occurs there is likely to be made good by the Middle West, some sections of which never had a better yield in prospect. Not all the orchards in Western New York are going to fail, but a majority will not yield as heavily as last year. The effect upon dealers and consumers will scarcely be noticed. It will affect canners and driers more than dealers in fresh fruit. The former are dependent upon good local crops for their raw material. Handlers of fresh fruits can ship to greater distances at a profit.

**Asparagus**—35¢@40¢ per doz.

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

**Beans**—While the price for pea beans is advancing, the price named for future delivery is dropping. The present price of Michigan pea beans in a large way is \$1.90@2 a bushel. Large operators in Michigan have named the price for future delivery about 30¢ a bushel lower than this, which will make next fall's price for October delivery from \$1.60@1.70. The present price is claimed to be based upon legitimate demands. Stocks are getting into few hands. The acreage in Michigan this year is estimated as 30 per cent. larger than last year; in Wisconsin, 10 per cent. larger than last year, and 50 per cent. larger than 1899. Farmers are beginning to think that there is more money in raising beans than wheat.

**Beets**—25¢ per doz.

**Butter**—Creamery is in ample supply and small demand at 18¢. Dairy grades range from 10¢@11¢ for packing stock to 13¢ for choice and 14¢ for fancy.

**Cabbage**—South Carolina fetches \$2.50 per crate and Mississippi commands \$3.25. Local dealers make up half crates of the latter. Home grown, \$1 per doz.

**Celery**—25¢ per bunch. Receipts are small in size and limited in amount.

**Cherries**—Sweet, \$1.75 per 16 qt. case; sour, \$1.25 per 16 qt. case.

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

**Eggs**—The supply is heavy, but dealers are doing their level best to move receipts as fast as they arrive, paying 10¢@10½¢ on track.

**Green Onions**—12½¢ for Silverskins.

**Green Peas**—90¢@1 per bu. for home grown.

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

**Lemons**—Californias command \$3 for 300s and 250s per box. Messinas fetch \$4 for choice and \$4.50 for fancy.

**Lettuce**—Garden, 6¢; head, 60¢ per bu.

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

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

**Onions**—Bermudas command \$1.50 per crate. Egyptians fetch \$2.75 in 112 lb. sacks.

**Oranges**—Mediterranean sweets fetch \$3.25. Seedlings range from \$2.75@3.

**Late Valencias**, \$3.50@3.75.

**Parsley**—40¢ per doz.

**Pie Plant**—60¢ for 50 lb. box.

**Pineapples**—Havana, \$1.50@1.75.

**Florida**, \$1.75@2 per doz.

**Plants**—Cabbage, 75¢; sweet potato, 90¢.

**Potatoes**—Old stock has sustained a decline, selling down to 50¢ per bu.

New stock has declined to \$1.10. Every indication from the early potato fields shows that the crop is very short. Letters received from potato dealers through the Kaw Valley, around Kansas City, show that the crop there will hardly be half. One heavy grower says his crop of 180 acres will not be half of what it was last year, and his neighbors are in the same condition. The crop of the American Bottoms, around St. Louis, is not only short but late. All these conditions are sure to make a firm tone.

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

**Radishes**—12¢ for China Rose; 10¢ for Chertiers.

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

**Spinach**—35¢ per bu.

**Strawberries**—Tuesday was the "big day" for the home grown crop and from now on receipts will gradually decrease. Good shipping stock is in good demand at 75¢@85¢, while soft is plentiful at 50¢@65¢. The Kent county crop will be substantially marketed by the end of next week.

**String Beans**—\$2.25 per bu.

**Summer Squash**—3¢ per lb.

**Tomatoes**—\$1.65 per 4 basket crate.

**Water Cress**—40¢ per doz.

**Wax Beans**—\$2.25 per bu.

Miss Grace VanHoesen sails Saturday from New York for a three month's tour of Europe, accompanied by Miss Christine Keck, a teacher in the public schools. Miss VanHoesen has served Nelson Morris & Co. as book-keeper ever since they established their branch here, thirteen years ago, and enjoys the reputation of being the best book-keeper on the payrolls of the company. Although it is customary to inspect the books of each branch at irregular intervals, the Grand Rapids house has been visited by an auditor but once during the time Miss VanHoesen has been in charge of the books.

The Fred Macey Co., Ltd., has discontinued negotiations for the Luce Furniture Co. plant and has obtained a new option on the Smith tract, running from South Division street to Jefferson avenue, south of the Pere Marquette Railway. It is announced that building material has been ordered and that the work of construction will be begun as soon as Mr. Macey returns from the East, which will be about July 1.

Hon. Peter Doran has filed a petition in the United States Court, praying that Philip F. Ernst, the Ferry general dealer, be declared a bankrupt. Mr. Ernst made a common law assignment on May 21 to L. M. Hartwick, the Hart attorney. It is alleged in the petition filed by Mr. Doran that the assignment was proof of insolvency and constituted an act of bankruptcy. The case will be heard June 27.

The Grand Rapids Refrigerator Co. has begun the construction of a new building at the corner of Market and Ferry streets, 100x110 feet in dimensions. It will be seven stories and basement and built of steel and brick, slow burning construction and equipped with automatic sprinklers.

Alexander Quinin, formerly engaged in general trade at Harrietta, has re-engaged in the grocery business at that place. The Olney & Judson Grocer Co. furnished the stock.

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



## Window Dressing

**Large Windows—Prismatic Glass—Anticipating Events.**

Some merchants are the unfortunate possessors of high, broad and deep windows that have a capacity almost equal to that of their store, and that require a very large quantity of goods to make them presentable. It therefore becomes very much of a conundrum with them to know how to trim their windows with a small quantity of goods. In such a case the best plan is to divide the window into one or two smaller ones by a partition. This can be made of a screen of wood of the depth of the window, which can be screwed to the floor of the window at right angles to the glass. Smooth boards sawed out in some ornamental scroll design will make a pretty division, especially if the screen is polished, stained and oiled or gilded. If this is not done the rough boards can be puffed over with some colored cloth which will generally harmonize with goods displayed. Perhaps a better plan is to fasten uprights at the front and rear of the window, and on a curtain pole supported thereon hang some curtain of suitable material. For decreasing the depth of the window the following plan has been tried: Two rods are fastened parallel to each other on the ceiling of the window, and the ends of a third rod pass over them at right angles, so that it moves freely on them either forward or backward. To this third rod curtains the depth of the window are fastened or hung on rings. If it is desired to decrease the depth of the window this rear curtain is moved forward. If it is desired to increase the depth it is moved backward. In case it is desired to permit the entrance of the window, a screen of wood from one to two feet wide is attached to the movable rod and the curtains hung from a rod running along its lower side. Through the apertures of this screen, which can be made very open, the light enters. Such an arrangement is cumbersome and awkward, and what really should be done with such windows is to have them boxed in with a window box of the proper height. But as this is expensive, the other plan has its advantages in some cases.

\* \* \*

A merchant who is on a dark street or who has a store of such great depth that he needs all possible light from his front windows finds that boxed-in windows deprive him of much light that he can not spare. The light coming in above the window box is not sufficient for his purposes. The writer lately saw a window where this difficulty existed and where it had been corrected by the use of prismatic glass in the portion of the window above the window boxes. The quantity of light entering the store above the window box was more than doubled and the appearance of the windows as well as their usefulness was greatly increased.

\* \* \*

Information on all kinds of subjects is of advantage to the trimmer and among the most important subjects for him to be informed upon, if he has the selection of the goods for window displays, is the subject of styles. If he knows what styles are wanting as well as what styles are coming into favor he will be able to save his house many dollars by pushing in his displays goods that should be sold before the decline in popular favor is too apparent. It is not good business policy to fill up a win-

dow with goods that are markedly out of style. It is far better to anticipate the course of events and trim windows with them while they still enjoy considerable favor. A reduced price on goods before they are out of favor with the public is a fine advertisement and it will enable a dealer to clear up his stock before great efforts are required for the disposal of the goods. High turndown collars will probably be out of it this fall. Therefore see that they receive proper attention in your trims before they fall far behind. If fancy vests are going out of favor do not wait until they are disused by the good dressers of your town, but put them forward while they are still being worn. Watch the styles on the streets of your town. You will get many valuable hints in this way. You will learn what to show and what not to show.—Apparel Gazette.

### Building Up the Hammock Trade.

It is the line of goods not carried by every one which often proves the most profitable for the retail merchant. On such lines there is less competition, with the result that higher profits can be obtained, money can be turned more frequently, and the dealer does not stand the same chance of sustaining loss.

A line to which general merchants should devote attention is that of hammocks. It is true that many retailers engaged in general mercantile lines carry this class of goods, but there are many who do not, although the latter would if they were aware that a fair profit could be made and that the investment in stock was a small item. The hammock display need not be an elaborate one in the general store. It may be confined to one-twelfth of a dozen in each of several different styles and sizes, or it may include a larger stock. The retailer must judge of the requirements of the trade in his locality. If a fair demand for hammocks is already established, no difficulty would probably be encountered in disposing of them, if a dozen were purchased at a time, in each of several different varieties.

In a store where display room is at a premium, a good location as near the front of the store as possible should be secured, although not much space will be required. A sample of each of the different hammocks carried in stock should be shown in the display.

Hammocks may be displayed in the retail store in two ways, according to the space available for the purpose. Probably the best method of displaying them is by attaching each sample hammock to a hook in the ceiling, so that it will hang three or four feet from the floor, but not so high but what the customer can examine it thoroughly. These hooks should be at least a foot apart and if the space is available they can be placed a foot and a half apart. A place in the center of the store between the two counters where the hammocks will be out of the way, but nevertheless can be seen and examined at the pleasure of the customers is a good location.

If space for such display is not available, all of the hammocks can be fastened to one hook in the ceiling, as before described, in as a prominent place as possible.

The stock of the average general merchant should include a fair supply of durable hammocks that will retail at 75 cents to a dollar. A fair supply that will sell at \$1.50 should also be kept in stock, but purchases which must be sold

above this figure should be made sparingly and carefully. In a fairly well-to-do community, undoubtedly the two dollar and the two dollar and a half hammock can be sold, but in the average rural community buyers are usually quite willing to limit their expenditures for this luxury to a dollar or a dollar and a half, and a very good hammock can be sold at these figures.

During May and June the retailer should advertise his hammocks. He should call attention in his advertising matter to the pleasures derived from a hammock and should quote prices, with a description of the article he is selling. A small illustration in a hammock advertisement helps it out and makes it more attractive, ordinarily.

Dealers should not sell hammocks on a less profit than 25 per cent., and if they buy judiciously they ought to make a profit of 30 or 33 1/3 per cent.—Commercial Bulletin.

### How to Detect Adulterated Extracts.

Dealers sometimes adulterate their fruit extracts and essences with fixed oils, alcohol or turpentine. Adulteration by fixed oils is detected by pouring a few drops of the essence on a sheet of paper and heating it. Upon the evaporation of the essence a greasy spot will remain. Alcohol is detected by pouring a few drops of the essence into a glass tube in which a small quantity of chloride of lime has been dissolved. The tube is then heated and well shaken, and upon its being allowed to settle, the essence will float on the denser liquid. To detect turpentine, pour a few drops of the essence on writing paper, and a strong smell of turpentine will remain after the essence has evaporated. The essence of sour orange, mixed with the essence of lemon, produces an aroma similar to that of the essence of bergamot; the latter is much used by confectioners.

# ALABASTINE

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### Plasticon

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

### N. P. Brand of Stucco

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

### Bug Finish

The effective Potato Bug Exterminator.

### Land Plaster

Finely ground and of superior quality.

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**TRADESMAN COMPANY, Grand Rapids, Mich.**



### Naming the Grocery Store.

Modern merchants no longer designate their grocery store by this commonplace name. The idea that the grocery department needed special attention in nomenclature probably originated with the department stores. At least some of the larger Eastern department stores conceived the idea of designating the grocery department as their "Pure Food Department." In the case of some of the Eastern department store managers this was undoubtedly a wise move. They frequently sold anything but pure foods, and the use of this name threw suspicion away from the adulterated products which they kept in stock and to some extent undoubtedly created a feeling of confidence with the consumers.

Now that the idea of giving the grocery store a distinctive descriptive name has been originated and put in effect, it might be well for the retailers if they resorted to such nomenclature to some extent. In selecting a name for the grocery store be careful to select one that is not conventional, and which will attract attention through the description which the wording conveys to the public. One modern grocer in this city advertises himself as "A Purveyor of What to Eat." This description conveys the idea, by inference at least, that he purveys what is good to eat, and following the idea to its logical conclusion you judge that his stock is selected with rare judgment and care, and in such a manner that it will meet your requirements for foods.

Another merchant advertises his grocery business as the "Pure Food Store." This name is also somewhat appropriate, although it has been used to such an extent that it has lost some of

its force. Other names that might be suggested for a grocery business would include: "Delicacy Store," "The Economy Grocery," "The Home Trade Purveyors of What to Eat," "Home of Pure Foods," "Home of Food Delicacies," "Purveyors to the Table," etc. While this list of names for the retail grocery business is not a comprehensive one, it may result in suggestions that will help the man in choosing a better name for his business. In the East the Delicatessen store is a name frequently applied to those retailers who deal in fish, cheese, butter, eggs, canned fish, and such delicacies as home made canned fruit, jellies and bakery goods. The Northwest has comparatively few such establishments and the name is not commonly in use.

One thing should be avoided in naming the grocery department, and that is an appellation which make the business ridiculous. For instance "Coffee and Tea Emporium" or "Granulated Sugar Bazaar" would scarcely be appropriate. It is far better to designate the store as a common, ordinary grocery than to give it a name that will result in a laugh every time it is seen and will put the business in the light of a huge joke. If you are going to specialize the name of your business be sure and give it a dignified name that will convey some meaning to those who see it, and that will attract attention—in other words choose a name that will advertise you.—Commercial Bulletin.

### Familiar Illustration.

"Papa, what is a king?"  
"A king, my child, is a person whose authority is practically unlimited, whose word is law, and whom everybody must obey."  
"Papa, is mamma a king?"

### Desks With Hiding Places.

A desk manufacturer says that in the last year he has received more orders for desks with hidden springs and secret compartments than in ten preceding years put together. Some of them have intricate mechanism, and by pushing secret buttons the walls are made to fly open and narrow crevices revealed.

As to the cause for this new demand for hidden nooks and crannies in desks he is able to give no satisfactory explanation. It would seem, however, that the man of affairs finds himself the possessor of secrets so grave that not even the stenographer is allowed to share them and that the common roll-top desk is forced to give way to the intricate, many-panelled contrivance which alone is able to hide important papers from the prying eyes of clerks and office boys.

"Accepting this theory as plausible," said the manufacturer, "it would logically follow that women are burdened with more than their share of secrets, for fully two-thirds of these combination desks are intended for female customers. Why they are going to take the pains of locking up incriminating documents while their tongues are still at liberty is another puzzle, but then the fad savors of the mysterious all the way through, and the feminine phase of the situation is in keeping with the rest of the circumstances."

### What Hurt Him.

"I shall sue him for libel," said the man who is making large sums of money out of the credulity of the masses.  
"For what?"  
"He called me a common swindler. It's pretty hard for a man who has worked as I have to be original to be referred to as 'common.'"

## To Our Country Trade

Last year we had a splendid success in offering our country trade a package of white ware, which was just the thing for Harvest trade. That is what the farmer wants, good solid white ware 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	6 40
10 doz. 7 inch Alpine shaped Plates.....	52	5 20
1 doz. 8 inch Round Nappies.....	96	96
1 doz. 9 inch Round Nappies.....	1 44	1 44
1 doz. Covered Chambers.....	3 84	1 92
1 doz. 1 1/2 pint Bowls.....	64	64
1 doz. 8 inch Platters.....	80	80
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 white ware 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.



## Are you ready for the Question?

**W**HETHER it is better to go on using the antiquated book-keeping methods of the past, with the annoying and loss-producing pass book, or change to the up-to-date coupon book system, which places the credit transactions of the merchant on a cash basis and enables him to curtail his losses and annoyances to the lowest possible extent.   
If you care to consider making a change, send to **TRADESMAN COMPANY, Grand Rapids, Mich.**, for samples and quotations, both of which are to be had for the asking.





Devoted to the Best Interests of Business Men

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

**TRADESMAN COMPANY**

One Dollar a Year, Payable in Advance.

Advertising Rates on Application.

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

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

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

E. A. STOWE, EDITOR.

WEDNESDAY, - - JUNE 19, 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 12, 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 fifteenth day of June, 1901.

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

#### THE BEST TEMPERANCE ADVOCATE.

A great deal has been said and written in favor of temperance. There are many and strong organizations whose prime motive it is to promote it. Speeches and sermons without number have been delivered in support of the cause, pamphlets, books and newspapers have been circulated for the same purpose, and yet intemperance is a widespread vice. Pretty much everybody will agree as to the truth of the bulk of the arguments indulged in by the temperance workers. Unquestionably they do a great deal of good, and yet they fall far short of establishing thorough reform. A valuable ally which has recently entered the field is a reliable life insurance company which has devised and which offers a policy whereby those who are total abstainers from alcoholic beverages can be insured for an equal sum for considerably less than the most moderate drinkers. The indication is that total abstainers are looked upon by the insurance men as the best possible risk and one they can afford to take more cheaply than any other.

While the temperance talks, sermons, lectures, appeals and interesting articles are all very well in every way, the truth about it is that plain, ordinary, every-day business is one of the most influential and effectual workers. No one wishes to employ a man addicted to drink. The great corporations watch their men very closely in this respect. The railroads are particularly careful. Their engineers, firemen, dispatchers and conductors—indeed all in a position of any responsibility—are subjected to closer surveillance than most people appreciate. The same regulations apply in a variety of other employments, and the young man who has the habit of drinking is liable to lose his job, and he knows it. This is the most effective sort of temperance work in which any-

body can indulge. A young man is made to understand that if his habits are not correct he need look for no preferment, nor indeed for any permanency. Those who win the high places in business life are those who have shown ability to govern themselves, their appetites and their habits. The day when even occasional drunkenness is overlooked is passing. The enactment of prohibitory laws naturally excites rebellion and raises the question of interference with personal liberty, but the rule of the employer which says a man must not drink comes down to a very simple business matter, and the employe has the alternative of obeying it and keeping his job or disobeying and losing it. After all that is said and done, business is the most effective temperance agent in this country.

#### CHICAGO A SEAPORT.

One of the all-consuming ambitions of every inland city situated at or near a waterway, be that waterway ever so small, a canal or bayou, is to become a seaport. Memphis, St. Louis, Chicago and other lake cities have nursed that ambition, and some of them have by no means been disillusioned. Chicago now believes that she has solved the problem, and may henceforth consider herself a seaport. Recently a steamship, called the Northman, arrived in Hamburg direct from Chicago, having passed through the lakes, the connecting canals and down the St. Lawrence to the sea.

The fact that the Northman is a small vessel, and was compelled to unload a portion of her cargo to get through the canals, and the further fact that the trip consumed thirty-five days, are only incidental, the main thing, from a Chicago standpoint, being that a vessel has actually made the voyage from Chicago to a European port with a cargo.

While it is more than probable that Chicago will not rest satisfied with one experiment, and will send other steamers, still the result of the first effort clearly shows that, as a paying move, the all-water route to Europe from Chicago is hardly likely to prove a success, and, consequently, the seacoast ports, like New York, Philadelphia and Boston, are in no serious danger of losing trade.

The success of a port depends upon its comparative proximity to the destinations of vessels calling for cargoes, and the dispatch with which cargoes can be carried to those destinations. The fact that the trip from Chicago occupied thirty-five days makes the route to the inland city impracticable as a paying investment. Even if the time could be reduced by some days it would still be an uncommonly slow route. Moreover, the size of the canals which must be traversed makes it impossible for any but small vessels to get through. Small vessels do not pay, and the transferring of a portion of the cargo, which will be always necessary to get through the canals, would make the cost of freight room prohibitive.

While the trip of the Northman to Europe demonstrates that Chicago can be reached from the sea, a fact which was well known already, it has not demonstrated that Chicago can be made a practicable seaport.

America now figures as an exporter of golf sticks. Willie Walledoff Astor, however, still holds the record as being the greatest stick America has exported up to date.

#### KILLING HANDICRAFTS.

Within the memory of those whose heads begin to show the frosts of advancing years the greater portion of the industries of the country were either carried on by hand labor or the memory was still fresh of the changes from the introduction of machinery. The textile trades were among the first to be emancipated from manual limitations in the invention of the spinning jenny and the power loom. Gradually the hands of steel have been reaching out into other lines from that day to this, until to-day the great mass of all industrial operations are either carried on by automatic machines or by those requiring comparatively little skill in manual guidance. The story is familiar to all.

It was natural that there should be an opposition to this encroachment upon the province of the handworkers, and it will be recalled that in many cases the introduction of machines was resisted by mobs and violence. It was apprehended, and very plausibly, that the workmen were to be robbed of their avocations, being forced to starve or seek others. It took a long time to demonstrate to the ignorant mind that, while there might be individual hardship in the adjustment to new conditions, the introduction of machinery does not reduce the aggregate demand for human labor. Such opposition as was stubbornly interposed in the march of natural improvement in methods only served often to work more injury to the craft concerned than was brought by the change in the manner of doing the work.

The greatest enemy to the crafts in the industrial world is the organized interference with its natural evolution on the part of their membership. This interference operates in various ways. One of these is the driving of the industries away from different localities. For example, in Grand Rapids the machinists have for many years maintained very thorough organizations. This fact has always stood in the way of the establishment of metal working enterprises here, although on the other hand it has operated to the advantage of other towns making a specialty of such work, like Dayton, where the industries are too strong to be domineered by organization. Probably we have our compensation in the fact that wood-working is very likely so controlled there as to send it here where it is too great and varied for union domination. But it works a double injury to the disciple of union methods in that it does injure the crafts to thus arbitrarily drive them from pillar to post and it also drives the trades eventually into the hands of non-union workers.

Handicrafts are killed by arbitrary interference with the production of the work. The introduction of machines, if it does not facilitate the work, of course proves a failure. If it is a success it increases the production, which in turn creates its demand, and, aside from temporary inconvenience to some who may not be able to meet the changes, the results are beneficial to all.

There is probably nothing in the ordinary course of human industry that can work greater injury to a trade than a prolonged and bitter strike. Not only does the interference cut off the aggregate of the work done, but it puts a spur upon the movements to do away with the particular kind of labor greater than can result from any other cause. While even under these circumstances there

may be no diminution in the total demand for human effort, there is often such a violence to the particular trade as to work lasting harm.

A writer in a recent magazine notes the great development of the automatic processes of steel working of which Pittsburg is the center. He makes the statement that the deathblow to the high priced skilled ironworker was the Homestead strike of ten years ago. While that was in progress the engineers took up the work of designing apparatus which should do away with the great mass of high priced labor by producing greater results in the hands of comparatively few skilled attendants. The wonder now, in going over a great steel plant, is to see the vast rooms almost tenantless and the great machines doing their work apparently of their own volition. Many millions were spent in the improvement of methods and there was probably no lessening of the demand for human skill and work, but of the high priced ironworkers who walked out on strike many at least were forced to seek other employment; their craft was killed. Miners' strikes have filled the mines with machinery and in many other trades the influence in this direction has been potent; but no other has equaled the iron strike in its influence on the trade, unless it may find a rival in the present contest with machinists.

This bids fair to have even a greater influence on account of the wide area involved and the greater variety of the work. Nothing can be conceived of likely to work more serious harm to a handicraft as to its relation to its present workmen than the insane struggle now going on. This injury is working out in many ways. All over the country operators are devising automatic apparatus for doing their work. Boys are being instructed in the care of these devices as rapidly as possible. In many cases the manufacture is modified by dispensing with much of that requiring experienced skill. Then in many cases the schools are being drawn upon for their undergraduates in engineering courses and members of manual training classes. Even were the strike to cease now, the influence will be widespread—continue it a few weeks longer and the handicraft, as far as the old workers are concerned, will be killed.

The world and its industries do not stop for strikes. If we cease our tasks others take them up—the world will move right on; but our handicraft will suffer or be destroyed by the injury it may receive at our hands.

Enterprising game dealers in the West are said to be arranging a storage trust of quail. Several states have adopted laws forbidding the slaughter of Bob White for two years, and these forehanded and sharp-sighted men of affairs are preparing to accumulate big stocks of these delicate birds before the protective laws go into effect. They expect to control the prices of quail in the principal cities of the country for a considerable period. This is a shrewd plan, and it seems likely to be gainful to the promoters. The laws were probably made for their benefit.

In Brittany fairs are held annually at which the peasant girls assemble to sell their hair. The married women probably assemble to sell their husbands' hair.

It is a peculiar fact that almost every automobilist is a cyclist as well.



**THE PATRONAGE OF EDUCATION.**

Mr. Carnegie's donation of \$10,000,000 to the four universities of Scotland is said to have astounded the British public. The learned foundations of the United Kingdom are largely the creations of individual munificence; but the bestowal of a sum so immense by a private person is altogether exceptional. Mr. Carnegie's generosity has, of course, elicited only words of praise so far as he is concerned; but grounds have been found for a difference of opinion as to its possible consequences. It was Mr. Carnegie's intention to make education free for all in the Scotch universities, but it has been questioned whether it is not a mistake to relieve the rich of the necessity of paying their own way. It has often been contended that the most helpful benevolence is that which enables the poor to support themselves and thus confer upon them the inestimable boon of independence. But if it is wrong to pauperize the poor, why, it is asked, should unneeded benefactions be bestowed upon the wealthy or well-to-do classes? Is not that the best policy which compels men of every class to depend as far as possible upon their own resources? But while the general principle, thus defined, may be sound enough, Mr. Carnegie has probably taken the wiser course in providing for the payment of the tuition fees of all students in the Scotch universities without the slightest discrimination on any ground whatever. He has in this way established a basis of fundamental equality between the students, and made each of the universities an impartial alma mater.

A stronger objection, perhaps, is that Mr. Carnegie's donation to the universities may prove injurious to other institutions competing with them in the work of education in Scotland. Rich men, as a rule, are inclined to help colleges already well endowed rather than poor and struggling institutions of learning. This may be because the educational service of the smaller colleges is underrated by wealthy patrons of learning who have not carefully considered the question of their comparative merit. H. W. Horwill refers, in the June Atlantic Monthly, to the growing impression that the small college is doomed as a misfortune. Notwithstanding the greater variety of studies pursued in the larger colleges, he holds that the small college contributes more to the promotion of true culture. The larger colleges have more professors and are better provided with the mere apparatus of learning; but Mr. Horwill thinks that the small college makes more of the study of "the humanities," and does more to emphasize the value of intellectual discipline. A wealthy college, provided with all the equipment necessary to impart instruction in every branch of learning, and giving diplomas to graduates in elective courses of study, might be supposed to be better adapted to meet the demands of an age in which the boundaries of knowledge have been so greatly extended and which offers so many golden opportunities for the specialist and the expert; but there are thoughtful men of the old school who insist that this claim is based upon a totally false conception of the true purpose of education. It would hardly be worth while to attempt the review of the whole argument here. The pressure of competition tends to promote technical education. Time counts in the race for what is called success in life, and the youth who devotes three or four years at

college to the study of the humanities must begin his career behind one whose entire schooling has been a preparation for trade or some particular profession. The advantage gained by an earlier start may be offset by the superior mental power and greater breadth of view acquired by a more general culture and a more symmetrical development.

Mr. Horwill thinks that the small college is preferred to more numerous attended institutions, because it brings the student into intimate contact with a more perfect social organism and affords a better opportunity for the exercise of personal influence by its teachers. In the larger colleges and universities it is impossible to give to students much individual attention in the classroom or anywhere else. But, if Mr. Horwill's conclusions be admitted, it follows that a small college might lose a good part of its efficiency through the excessive generosity of a wealthy and sympathetic friend. In reality, most small colleges need help. Their professors should be better paid, and they should be furnished with larger libraries and a more thorough scientific equipment.

**BOOKS VS. BEER.**

It has been asserted, with all the assurance of fact, that a community can not thrive without the saloon. Among the stimulants of trade this is always to be put down first. Men will go oftener where this want can be gratified; the trade thus brought to a town will be a permanent one and, with this for a leading idea, many a town naturally "dry" has been changed into a "wet" one.

With the same assurance it has been asserted that the thrift coming from such business is limited to that particular commodity; that any business directly or indirectly having a tendency to demoralize both dealer and customer is not a legitimate one; that far better off without such an incentive is any community, even if the absence of the saloon should lead to the desertion of the streets of the town discouraging it.

Without presenting the claims of either side of this question, the idea is growing that as a trade getter the public library, when compared with the saloon, has the better of it at least ten to one. It is no longer a matter of experiment. In the Northwest the matter has been tested and it has been found that the extension of library privileges to farmers has proved a means of drawing trade. A farmer who can buy or sell at either of two towns will often prefer the one at which he or his family can obtain a book, and the book must be returned to the library, which brings him again.

A question which always comes to the surface when treating such matters is that of expense and it will not be a strange statement that the farmer will be sure to "kick" if he is charged anything for book-borrowing. Without dwelling on this phase of the subject longer than to say that therein the farmer is like his urban brother, it is pleasant to state that this feature of the village library has also been settled satisfactorily. It has been found that when a library in a small city has been established its running expenses—rent, light, fuel, printing, etc.—are not increased by the opening of it to farmers; that, as a rule, the only increased expense is in the wear and tear of the books, so that the additional cost is slight—a cost that is many times overbalanced to the town by the trade which the library

brings. As a matter of expense, then, it seems to come down to a question of book vs. beer, with the book on one side at nothing and the beer on the other at five cents a glass or, in times of lively competition, "two for five!"

With the commercial side thus satisfactorily disposed of, the moral side at once presents itself. It is not necessary to take up space for that. A good book—and that is what the good library is certain to have—is the source of ever-increasing good and the beer, with its demoralizing fellow-drinks, is just as certain the source of ever-increasing evil. The one is the radiating center of well-kept farms, of well-built roads and of self-respecting communities; the other of demoralized neighborhoods, where the produce of the fields, be it much or little, is spent at the bar, at the expense of home and comfort and thrift and all that pertains to them.

In Wisconsin there are 100 libraries. Of these thirty-eight are open to farmers, without charge. In some instances this noteworthy liberality has yielded a direct return in increased trade and, what is better still, the farmers have willingly voted upon themselves a small township tax to assist in supporting the library. During the last two years the State law has been amended to authorize school districts and townships to vote money to support neighboring libraries on condition that the people of the district furnishing such help may have the privilege of the library without cost.

It would be easy to go farther into details, but there is no need of it. Instead of discussing the saloon pro and con as a trade getter, the library, as a competitor, steps forward and claims the decision at the rate of 5 to 0. Instead of reasoning, it states facts, the results of tests, and there they are. Finances aside, which really settles the question, it is submitted that the library building is a better feature in the landscape than the saloon, its patrons are never of the objectionable class and the rosy-cheeked country girl driving home from the library with her book is far more comely as a type than the bleary-eyed, bloated-faced sot that staggers home, a disgrace to himself and the community that tolerates him.

Reports of gold deposits in the Aleutian Islands of great richness are brought by experts returning. These are of the opinion that both placer and quartz mining will at an early day be under high development in many of the Aleutian Islands and some of the experts stake their professional reputation upon their report that the ores of these islands are richer in gold deposits than the ores of any mine within the boundaries of the United States, using the word as distinguishing the states from the outlying territories.

New England people say that the rage for antique furniture which has been rampant during the past ten years seems now to be dying out and people are beginning to be willing to look at furniture of modern, convenient style. The supply of genuine old furniture possible to be obtained by purchase from descendants of the early settlers must have been pretty well exhausted.

A new corporation in San Jose, Cal., proposes to manufacture a beverage known as prune coffee, and composed of 70 per cent. of prunes and the remainder cereals. The goods contain no coffee, chicory or chemicals. The taste is said to be something like coffee.

**FIELD FOR TRADE EXPANSION.**

While there is ample ground for self-complacency over the fact that the United States now holds first place as the great commercial nation, enjoying a greater foreign trade than any other country, there are yet some lines in which we make anything but a creditable showing, and this, too, in cases where we clearly ought to lead all others. Take the cotton goods trade, for instance. Although we grow the bulk of the world's supply of raw cotton, and should be able to manufacture it into cloth more cheaply than any other nation, yet the fact remains that Great Britain does the lion's share of the business in manufactured cotton goods.

While there may be some excuse for British supremacy in the cotton goods trade of the Far East, because of her position with respect to India and her facilities for pushing trade in China, there is no possible excuse for British supremacy in the cotton goods trade of Latin-American countries. Yet it is a fact that Great Britain controls the vast bulk of this trade. According to the American Consul at Manchester, Great Britain sold to Latin-American countries during 1900 1,784,547,000 yards of cotton cloth, while, during the same time, the United States to the same Latin-American countries sold only 198,814,000 yards. Consul Grinnel also says that the British average price was about 4½ cents, while the American average was 5 cents.

The Latin-American countries are almost at the very edge of our great cotton fields, and this country ought certainly to be able to sell to these countries more cheaply than could any other, as the cost of manufacturing here should be lower, and all the carriage and commission charges which cotton exported to England in the raw state must pay are saved by domestic manufacturers, particularly Southern manufacturers.

Why we fail to secure control of the Latin-American markets for cotton goods is a question which might be profitably considered at the forthcoming industrial convention at Philadelphia. Is it because we do not properly canvass the trade, or do not manufacture the class of goods that the Latin-American people desire? The backwardness of American business houses in exploiting the trade possibilities of Latin-America has often been commented on, but the results have not been great as an outcome of the discussion. We not only do not cater to the Latin-American tastes, but we have not yet learned to put up merchandise in packages of the proper size. Transportation in most Central and South American countries is on mule back, and packages must be prepared with that fact in view.

Angora goats are used as land clearers in Illinois. A herd of 130 has just cleared 1,800 acres near Decatur. The goats eat anything in the way of leaves, buds and small shoots, and when a goat comes to a sapling which he can not break down alone four or five others join him, throw their weights on the trunk and bend it over, while others climb on the branches.

It is said that there were at least 200,000 mustangs scattered over the plains of Arizona, New Mexico and Texas ten years ago, and that now nearly all of them are gone. Three causes are assigned for their disappearance, one of which will suffice for mention: "They were shot and made into 'canned beef.'"



## Dry Goods

### Weekly Market Review of the Principal Staples.

**Staple Cottons**—Bleached cottons show a fair improvement in the way of more numerous orders for small quantities. Wide sheetings are quiet, as are also cotton flannels and blankets. There is a moderate demand for denims that is readily met by sellers. Other coarse colored cottons are quiet, and in some cases in the buyers' favor.

**Prints and Gingham**—Prices on printed calicoes for the new season are practically all made and buyers now have a solid basis upon which to operate, and an improvement in all sections of this market has been noted. At the prices at which the best lines of staple prints are quoted, buyers feel that they are running no risk, consequently their more liberal action. Fancies have shown no change as yet.

**Dress Goods**—The initial dress goods market is a scene of quiet conditions. Developments have been of an unimportant character and the market is merely marking time. As the days pass orders of modest volume filter in on certain lines of goods; but they are insufficient in aggregate to call for more than passing mention, furnishing, as they do, no clear indications of the promises of the duplicate season. The business that is coming in is almost wholly from the jobbing trade, being simply sufficient to indicate that the jobbers' salesmen have secured some modest orders. The cutting-up trade is not yet ready to place further orders, and will not be until the salesmen have taken to the road; their lines are not yet ready and it looks as though it will be two or three weeks before the garmentmakers' salesmen will be able to get out on the road with the new lines. It seems that the sample pieces are not being delivered as promptly, in many instances, as garment manufacturers could wish, and some complaint is heard in consequence. It is but another instance of the buyer paying the penalty of his dilatory attitude earlier in the season. The jobber's business in heavyweight fabrics should not be long in developing now, although the retailer may pursue a very careful attitude owing to the backward character of his spring season. In skirting fabrics considerable business has been done on plain goods and mixtures. The plaid back, while a dormant fabric, is not without its friends. In fact, there appears to be a growing opinion that the popularity of this fabric will be revived in a considerable measure during the course of the present season.

**Underwear**—Fleeced goods have again been the interesting feature of the heavyweight underwear market. The jobbing market was considerably upset by information received that a number of the manufacturers were to reduce the price of fleeced goods so as to bring them back to the old rate before the 25 cent advance. This, however, was unfounded. On the contrary, another advance of 12½¢ is contemplated June 22. This will make a total advance of 37½¢ since May 7. At present writing we can find only that the manufacturers have stood by their agreement of advance prices and shorter hours very well. No specific charges of broken faith have been heard, although rumor is, of course, somewhat active, as is always the case. Considering these facts, we believe that it is a safe policy to or-

der these goods as soon as possible. Salesmen on the road report that it is almost impossible to get orders to-day on these goods, owing to the fact that prices are so very stiff, and buyers are not yet educated up to that point. They feel that breaks are likely to occur, as they have in the past.

**Hosiery**—There has been a moderate demand for staples, but it is far from vigorous. This is due largely to the weather without doubt, which has been hard on the retailers, but since the advent of good weather, this part of the business has picked up very decidedly.

**Bathing Suits**—The business is starting along well in the bathing suit division of the retail market, and in the Southern Coast States it has been booming for some time. This promises to be an especially good business this season.

**Carpets**—The daily press of New York have recently started rumors of a renewed effort to form a carpet trust. We understand that invitations were sent out, but the promoter did not succeed in attracting any one to hear his honeyed words. Two years previous the same effort was made by promoters who were selfishly interested in what they could get out of the scheme. Carpet manufacturers generally understand their business far better than outsiders and, while it is true that instances have occurred within two years where the Lowell and Bigelow carpet mills were consolidated, and recently the Hartford and Higgins carpet mills, this was not done by promoters but by the concerns directly interested. When a larger combination is formed, it will be done, if at all, by the manufacturers themselves. But we are confident that, even in the latter case, it will be in the far distant future, as there have been so many disastrous failures among the various industrial trusts that the average manufacturer of textile goods looks with suspicion on such promotions as schemes of the promoters to make money for themselves at the expense of other people who are gullible enough to help them float a scheme which will ultimately collapse for lack of funds to pay dividends on excessively watered stock. The trust craze will pass away, as other wild-cat schemes have in the past.

Hard hearts are apt to grow harder and soft heads to grow softer.

Are you not in need of

## New Shelf Boxes

We make them.

KALAMAZOO PAPER BOX CO.  
Kalamazoo, Michigan

## 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

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.

## Hosiery

A good line of hosiery is a drawing card. We have a complete line of Gents', Ladies' and Children's hosiery in blacks, tans, grays and fancy colors.

Gents' from 45 cents up to \$4.50 per dozen.

Ladies' from 75 cents up to \$4.50 per dozen.

Children's from 50 cents up to \$3.50 per dozen.

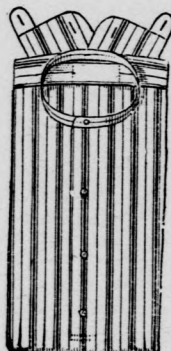
Write for samples.

P. STEKETEE & SONS,

WHOLESALE DRY GOODS,

GRAND RAPIDS, MICH.

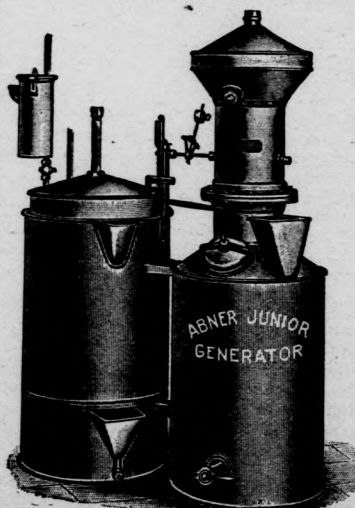
## Several Lots



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.



## Abner Junior Generator

The best Acetylene Gas Generator on the market for private houses, schools, churches, lodge halls, stores, etc. From 10 to 50 lights. Write for local agency, information, etc.

The Abner Acetylene Gas Co.,  
38 La Salle Street, Chicago, Ill.



# Clothing

## The Shirtwaist a Practical Garment For Business Men.

Now that shirt manufacturers and designers have had an entire season to study the shirtwaist problem and to see the possibilities of it if it is handled and solved in a sensible, practical, manly way, the likelihood is that we will see the shirtwaist worn to a greater extent than fashion students now imagine or predict for the coming summer.

Last season the shirtwaist sprang into prominence before the shirtmaker had time to grapple with the demand and supply something practical and a garment that should be constructed on sensible lines. The result was that all sorts of garments were brought out and all of them were built on a wrong idea. The shirtmakers studied to copy the ladies' shirtwaists instead of studying the problem from a manly standpoint. Universal ridicule was the result and the shirtwaist was branded as effeminate.

After a season's deliberation the shirtmakers now bring out more practical, sensible garments from which tucks, box plaits, full sleeves and other effeminate frills are eliminated, and the garment loses its former objectionable features with the exception of the name.

The same garment under any name than shirtwaist would be adopted by more men.

The most practical styles are the blouse and the Norfolk. These styles differ at the waist—the former has a fullness that drops over the upper edge of the trouser band, and the latter fits into about the same snugness as the negligee shirt at the waist line.

The blouse shirtwaist is being put upon the market by the leading firms in two distinct styles. The one has suspender attachments and the other has the drawstring through the hem at the bottom to enable the wearer to adjust it to the waist. The shirtwaist with the invisible suspenders will be most suited to the many men who can not bear the pressure of a belt on the stomach necessary to hold up the trousers. In this class of shirtwaists the construction is of such a nature that the suspenders are supported on the shoulders by tape-loops sewed to the shirtwaist. The ends are attached to buttons sewed on the inside of the waist. Opposite these buttons, on the outside of the waist, are attachments for the trousers. This takes all strain from the waist or belt and suspends the trousers from the shoulders by means of the invisible suspenders.

This arrangement also serves to keep the waist in place and prevent the short lower end from coming outside the trousers. A belt is worn merely to give finish to the coatless costume.

In the blouse style where the drawstring is used, the suspenders can also be worn. In this case the suspenders are put on first and attached directly to the trousers. The shirtwaist is then put on and the bottom adjusted to the waist by the drawstring. The fullness then bags, giving the blouse effect. In this style there is no short end to come out from beneath the trouser band. This latter style is best suited for men who prefer to leave off the suspenders—adding to the coolness and comfort of the costume.

The Norfolk style is made form fitting—about the same as a shirt but has a band at the waist line. Buttonholes are worked in this band and the trousers (with waistband buttons inside) are

buttoned to the waist. This style of shirtwaist supports the trousers.

The selection of fabrics will have much to do with the popularity of the shirtwaist the coming summer, and manufacturers whose stocks will be in greatest demand are the ones who are showing modest colors and very modest patterns.

Fabrics that will look well and sell well in the negligee shirt will not all be appropriate for the shirtwaist. It must be considered that the shirtwaist does not have a coat to hide the greater part of it, hence combinations of colors are not so desirable as solid colors, or a delicate color tempered with white. Two-toned effects (not considering white as one) will soon tire the eye and the wearer.

One of the most desirable, practical shirtwaists for business wear would be the black silk. It suggests itself in many ways and would undoubtedly out-sell the fancy ones if placed side by side on the counter.

Several years ago some very prominent Chicago newspaper men inaugurated a style of their own which was decidedly becoming and practical. It was the wearing of soft black shirts (silk) without coats or vests and also without suspenders. Why the style was not more generally adopted at that time is not known. Black is not so easily soiled as the light colors and will consequently look fresher under the most trying conditions natural in large cities.

The shirtwaist for men is a common-sense idea and becomes more favored now that the ridiculous newspaper notoriety has spent itself. As long as this coatless style of dress makes a man look neat and clean there is no reason to advance why it should not be worn during hot weather.

The success of the shirtwaist will depend to a very great extent on the manner in which the summer trousers are made. The old conventional methods of making trousers must give way to something more modern in the waist treatment which will eliminate the useless amplitude over the hips.

The needs to make a pair of trousers which shall best associate with the shirtwaist are: A shorter waist, especially behind—a waist that will not show to any extent a belt worn on the waistband of the trousers. Another need is a snugger fit over the hips—a fit that will put the weight of the trousers on the back and hips without undue pressure on the abdomen. The buckle and old-fashioned strap-adjustment at the back must be done away with, as it spoils the neatness of the trousers at that point and is conspicuous when the coat is left off. A careful study of the belt loops is necessary. In this some attention should be paid to the prevailing belt width. In many lines of outing trousers the belt loops are large enough to allow a three-inch business card to slip through when the prevailing belt only measures 1½ inches wide (the widest) and down to ¾ of an inch in swell goods. A valuable pointer as to the neatest method of putting on the belt loops was given by a leading Chicago tailor, who says: Sew each loop on the inside of the top part of the trousers' waistband, then turn it forward so as to allow a quarter of an inch of it to project or be above the top line of the waistband. Sew the bottom of the loop to the front of the waistband in such a width as to neatly take the prevailing belt—about 1¼ inches or 2 inches at most for this season. By so constructing the loops the upper edge of the waistband is covered and the result is a clean, neat finish between the trousers and the shirtwaist.

Negligee trousers made with the needs just stated will fit snugly, carry the weight on the hips and will not bag or sag in the crotch. Everything for the success of the shirtwaist depends upon the neatness of the rest of the costume, and dealers who are out to make a success of the shirtwaist should not be unmindful of this very important fact—that the trousers will play an equally important part in the midsummer costume.—Apparel Gazette.



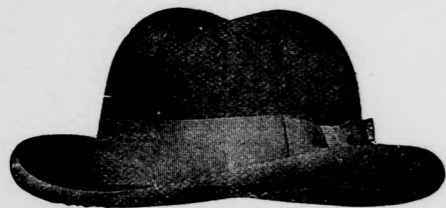
**FREE** We will furnish (to clothing dealers only), our handsomely illustrated Fall and Winter sample book showing a big assortment of cloth samples representing our

**Boy's and Children's Ready-to-Wear Clothing,**

enabling you to select your season's order and present requirements as thoroughly as though selected from our enormous wholesale stock. Sample Book ready for distribution July 15th. Limited issue. Order the book now to prevent disappointment. You can do a large profitable business with it.

**DAVID M. PFAELZER & CO.,** Largest Manufacturer of Boy's Clothing  
CHICAGO, ILLINOIS.

Send  
Us  
Your

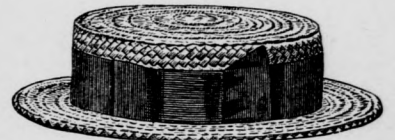


Mail  
Or=  
ders



Prices Right

Prompt Attention



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

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 invitation 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



## Shoes and Rubbers

### Requirements of a Good Custom Made Shoe.

When a man has his shoes made to measure he naturally expects to obtain an article that is superior to ready-made work, and he also expects to obtain footgear that fits perfectly. His presumption is that the stock which will enter into their composition will be carefully selected from among the very choicest material; that the labor will only be intrusted to the most skilled mechanics, and that the one who measures his foot will be so absolutely perfect in his calling that it would be a physical impossibility for him to fail in fitting that foot.

In order to receive a better fitting shoe made from a better quality of stock and of superior workmanship he is willing to pay the extra dollar or more which they will cost him.

As a matter of fact, however, a custom-made shoe, cut to measure and made on lasts that have been fitted up expressly for the purpose, often fails to give the perfect satisfaction that was expected of it. Every one who has had any great amount of experience in custom work will agree with us in the above proposition. In work made to measure the maker may strictly adhere to the given measurements of ball, instep and heel, and yet the shoe may not feel right on being worn, may fail to conform in all parts to the shape of the foot and may wrinkle and crease instead of preserving that smoothness which is of so much importance as far as looks are concerned.

In order to attain as nearly as possible to perfection in the production of custom work the following points must be strictly observed: The lateral formation of the bottom of the last must conform in every particular to the contour of the sole of the foot. Any variation of the sole of the shoe from that of the bottom of the foot, laterally, will result in the shoe being forced out of shape by the pressure of the foot, for as the foot will not yield and conform to the shape of the shoe in those points where they differ in form, the shoe must yield and give way until it assumes the shape of the foot.

This is the breaking-in process which a new shoe not conforming to the shape of the foot must necessarily undergo before it can be worn with comfort, and by that time the original form of the shoe has been altered greatly for the worse as far as appearance is concerned.

For measured work, a last as nearly correct in the various measurements as can be procured should be selected. A diagram of the bottom of the foot to be fitted should be obtained by placing the foot on a sheet of paper and tracing around it with a pencil held vertically. The profile of the sole of the last selected must conform to the diagram thus obtained. Then the last must be fitted by means of leathers to the exact measurements of the various parts of the foot. If there are prominent or abnormal points to be considered, such as large joints, it is best to begin with these. At the great toe joint where the foot is often enlarged the added leather should extend to the bottom of the last, thus increasing the width of the sole at this point.

In increasing the size of a last over the instep it must be observed that the instep is not in the center of the last, but about one-third of the distance from

the inside of the foot. The increase should be made accordingly at this point, so as to preserve the original form of the last although adding to the height of the instep. To enlarge the ball of the foot to any considerable degree the extra fullness should mostly be added to the inner side of the front of the last, or just above and at the side of the joint of the great toe. By observing the above rules any portion of a last may be increased several sizes without changing its original form.

Some cutters of custom work, having taken a measure, proceed to cut a pattern from it, using for this purpose one of the regular patterns which approximates in size and form to it, adding to or reducing it in those parts that require it. Others prefer to fit up the last first and cut the pattern from it in the same manner as used for regular shop work. The former plan is correct theoretically, but it can not be successfully used except by those who are practical draftsmen, while the latter plan, being more simple, can be used by any one who understands the ordinary rules while ignorant of the more theoretical branches of the craft.

In the production of custom work many curiously shaped feet will be encountered. Sometimes they are abnormally mis-shapen as the effect of rheumatic complaints. In some cases the toes overlap each other, and very frequently the great toe joint is so distended as to require much extra room at this point. The custom cutter is supposed to clothe these feet comfortably and at the same time in such a manner that they may present a proper appearance.

The two feet are seldom exactly of a size, the left foot being generally larger than the right one. The reason of this is that the left foot sustains the pressure of any exertion put forth by the right arm. In striking a blow, in pulling or in pushing with the right hand, the resisting pressure is always borne by the left foot, and the weight thus continually brought to bear on it causes a consequent distention of its muscles and arteries, thus increasing its dimensions. For this reason the left foot should always be measured except in the case of one who is left handed, when the principles are reversed. The more precise mechanics prefer to measure both feet, and to make outline diagrams of the soles of each, which is always the best plan and involves but a slight amount more of time or trouble.

That portion of the foot between the ball and the instep, generally called the waist, is an important point to be observed in fitting up the last, as much depends on the shoe fitting accurately here, both as to its wearing qualities and the comfort of the wearer. In a shoe that is loose or baggy here the upper leather will crack long before the sole is worn out, and as it allows the foot to press forward the great toe is forced against the upper at every step taken in walking.

The heel measurement should also be closely observed, as when there is too much room at this point the heel will be apt to slip up and down when walking, creating an unpleasant sensation and being very destructive to the stockings.—O. W. Boyden in Boot and Shoe Recorder.

#### The Unlucky Burglar.

"Talk about hard luck," said Jimmy Dore. "I broke into a lawyer's house last night, an' the lawyer got the drop on me an' advised me to git out."  
"Huh!" exclaimed the other crook, "you got off dead easy."  
"Dat ain't all of it. Den he charged me \$10 for his advice."

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

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

**HIRTH, KRAUSE & CO.**  
MANUFACTURERS  
GRAND RAPIDS, MICHIGAN

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

**Rindge, Kalmbach, Logie & Co.,**  
Grand Rapids, Michigan

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



**The Vital Test—An Advertisement Which Paid.**

Some few days ago, while looking over the columns of the Tradesman, I ran across an article touching on advertising and, as we believe in letting our light shine, that it may be as a beacon light to our store, we thought to try the experiment along the lines suggested in the article named—Individuality in Advertising—and took for our example a line of ladies' shoes of special make and at a price within the reach of all and calling attention to them in an original little local, which explains itself as follows:

I am only a little thing, cast down and trodden under feet by both the rich and the poor alike, but the people all like me because I am so neat and sweet. My name is "Try Me," and I was born in a small New England city called Lynn, in the State of Massachusetts, in the workshop of G. A. Creighton & Son, who make thousands like me, because the good ladies all over America are calling for me whenever they need a good and comforting friend to accompany them on their travels, be it at home or aboard, because I have a "sole" as women have souls and know how to comfort them. I am a hard worked subject, but as I am made to "last" I do not grumble, but fulfill my mission on earth, doing my duty where that duty calls, be it in a mansion or in a hovel. I am everywhere the same, treating all alike, and this is why the ladies like me so, as I can only give my service to the ladies; being by nature neat, trim and of a perfect form, our nature's blend together. Well now, my dear lady readers, if you have not as yet met me I will say that I have taken up my home for the present with F. M. Witbeck, proprietor of the Witbeck Hardware Co.'s store at Millburg, where I can be seen and my service engaged for life for the small sum of \$2 to the rich and poor alike, and, dear lady, don't cast me aside with contempt because I give my service so cheap, as many others no better than I would charge you from \$3 to \$5 for the same service. Call and I know my acquaintance will be agreeable to you, for I am only a poor little ladies' shoe called "Try Me," made to wear and fit and beautify the feet, and for sale at \$2 at Witbeck Hardware Co.'s store, Millburg, Mich.

Allow us to say that we have met with more than remunerative returns for the experiment and increased the sales of our shoe department more than any advertisement we ever put out, except, perhaps, the matrimonial advertisement we ran two years ago, which increased our trade \$700. The little "Try Me" does the business and can be changed to fit any line of shoes sold. We do not care to set ourselves up as an expert, but, if you can make use of this in your valuable paper, you are at liberty to do so. Perhaps it may do some one some good, as it is not copyrighted, and it is original, so far as we know.

We received a request from the Boot and Shoe Recorder for permission to publish same.

I wish the Tradesman the success it deserves as a trade paper.

F. M. Witbeck.  
Millburg, Mich.

**How to Get On With Customers.**

There is an old adage that you can catch more flies with molasses than with vinegar. If some clerks would just jot this down it would materially assist them in many sales.

Too often a clerk will allow himself to be drawn into an argument in regard to the respective merits or styles of shoes he is showing, when by feeling out the customer and falling in with his or her ideas, or in other words, "getting into the band wagon," he could very often make a sale that by the other method he would be apt to lose; not only that,

but he would also make a customer for the store, and one that was perfectly satisfied.

Instead of stubbornly trying to force your ideas upon a customer, keep the main fact in mind that what you are there for is to sell the goods, and like a skillful general, advance, retreat, counter-march, etc., until the desired end is attained.

Politically coercing goes a long way with the average customer, for instance, with the woman who knows more about the shoes than the clerk, and leaves no opening for an attack until she makes the remark that he need not tell her anything about leather, as her father was a shoemaker in the old country.

The astute clerk immediately remarks that nothing pleases him better than to hear that, as he feels convinced that she will certainly see the merits of this (handing her a shoe to inspect which she had examined before, but had forgotten about), and will estimate the value of it much better than he could explain it, that she is the kind of customer he always prefers to serve, as she knows what she is looking at. The flattered woman or man will catch at this bait and buy nine times out of ten. The writer has seen this case exemplified many times, and knows from actual experience "which way the wind blows."

**Quality in Rubbers.**

In selecting their rubber boots and shoes for the coming season dealers will do well to remember that the question of quality was never a more interesting one than right now. The fitting qualities and the general appearance of the goods are, as ever, important factors, but under the circumstances not to be mentioned in the same breath with quality.

The temptation to "skin the goods," or to adulterate them more than good judgment would permit of, is a natural consequence of the little war between the rival companies as to the matter of price. Some of the producers are firm in their position, that under any circumstances the quality of their production will not be impaired, and the dealers will buy goods on these promises. If they are deceived, they are likely to discover it sooner or later, and in that event there is trouble ahead for somebody.

Prices will change by and by, for it is said to be a fact that they must, and then there will be no incentive strong enough to induce a dealer to do business with a manufacturer who has deceived him. Let there be no deception.

**Care of Patent Leather.**

The amount of patent leather goods being sold this year is greater than ever before, and it necessarily follows that retail merchants should be guarded against the loss in this line as far as possible. How many merchants take the necessary care of patent leather shoes? While in a store the other day it was very noticeable the condition in which these shoes were put back in stock. After showing several pairs to a customer, they were thrown along the ledges and other shoes were thrown on top of them. They were left in this condition until the rush of the day was over, when they were hurriedly put into the cartons without anything between them, so that the surface of one shoe rested directly against the surface of the other.

**[Rubbers For Service.]**

Extension heel (so-called) rubbers may cost more than the ordinary rubber to produce and may cost the retailer a little more money. In either or both cases they are well worth the difference. They give the dealer something to talk about, and the something will interest at least 90 per cent. of the rubber footwear buying public. For the coming season dealers should make it a point to investigate these extension heels.

**Care in Attaching Heels.**

The nails in the heel of a shoe protruding at about the time the heel commences to wear away is a serious point. It may be that the operative is careless and does not use the right length nail, or it may be that the correct size is not at hand and another is substituted, with results mentioned. Substitution is very apt to creep in and many a case of shoes damaged by so doing. Too much care can not be used in attaching heels, for the reputation of a manufacturer is often at stake on this account.

Praise a man and he'll not call you a liar.

Adopt 20th century methods and buy direct from the manufacturer.

**C. M. Henderson & Co.**  
"Western  
Shoe Builders"  
Chicago

**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 IMPROVED Welsbach HYDRO-CARBON LAMPS**

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

**GUARANTEED**  
TO BE  
**5 TIMES**  
**CHEAPER THAN KEROSENE**  
AND TO GIVE  
**3 TIMES MORE LIGHT**

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

OUR GUARANTEE MEANS SATISFACTION OR MONEY REFUNDED

Write for illustrated catalogue and special prices to  
**A. T. KNOWLSON, 233-235 Griswold St., Detroit**  
Conducting Michigan supply depot for Welsbach Company.

**A. B. KNOWLSON,**

—Wholesale—

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

Write for delivered prices.

OFFICE: COR. PEARL AND MONROE,

GRAND RAPIDS, MICH.



## Clerks' Corner.

### Told to Keep a Still Tongue in His Head.

"There is one serious trouble with you, Mr. Barker," said the junior partner of the house of Biglow, Payson & Wardner. "You don't know when to keep your mouth shut, if you'll excuse the remark."

Barker colored, hesitated a moment, then he said:

"Why, the mistake involved only a small amount, and it was my mistake, and I thought it would be the square thing to tell the man about it."

"I thought," he added, after a moment's pause, "that it wouldn't do the house any particular harm to have the confidence of the man—as a mere matter of policy—even if it did cost \$4.38."

"I think," said Mr. Wardner, coldly, "that I am the best judge of the business policy of the house. We had his confidence already, so far as that goes. It's a lucky thing for you that the amount was a small one or I think that you would have found yourself without a job within five minutes. As it is, please try and remember that the man who keeps a still tongue in his head stands the best show of getting on here. The mistake was in our favor, and, while \$4.38 may not seem much to you, there is a principle involved. That's all."

"I'll try and keep the principle in mind, sir," said Barker humbly.

"As he went out he said: 'I should call it lack of principle, but he's the doctor.'"

The morning after this conversation took place a well-dressed man came into the office and asked for Mr. Wardner. Barker happened to catch his eye and walked up to the railing that barred out the public. The other men were too busy to notice him.

"Mr. Wardner isn't in. I think that he has gone out of town," said Barker.

The stranger looked very much annoyed. "Do you know when he will be back?" he asked.

"Rather uncertain, but he may be back to-morrow. Is there any message that you would care to leave?"

"I ought to have made an appointment," muttered the stranger, looking at his watch. "It's rather an important matter that I wanted to see him about, but I expect that there's no help for it. I might telegraph, I suppose, and get him in here. Has Mr. Pollock, of Pollock & Sims, been in here yet?"

"I haven't seen him."

"Well, I guess he will call me here. Where is your telephone?"

"Will you allow me to use it?"

"Certainly," said Barker, opening the gate and indicating the boxed telephone. "I'm sorry that Mr. Wardner isn't in."

The stranger bowed politely in acknowledgment and walked into the box, closing the door behind him. In a minute or two he came out and took a seat close by it, pulling out a handsome morocco notebook and making some memoranda with an air of intense absorption.

Presently the telephone bell rang sharply and the stranger got up and went into the box again.

"Hello!" he said.

"Hello!" said the other end. "Is this Biglow, Payson & Wardner?"

"Yes, sir."

"I want to talk to one of the firm."

"Well, I'm Mr. Wardner; who is this?"

"This is the Probity and Integrity bank, Mr. Wardner. There's a man in here who has just presented a check for \$3,000 from Pelham & Sykes, of Pittsburgh. It's endorsed 'Identification waived,' but we thought it was just as well to take no chances, and he says that your people know him."

"What's his name?"

"J. P. Donahue. He says he is a stock man."

"Undersized man, with blue eyes and a long, red mustache?"

"Yes, sir. You know him, do you?"

"Oh, he's all right. Wait a moment; hold the wire. Mr. Biglow has just come in. I'll speak to him about it."

The stranger covered the transmitter with his hand for a minute and then taking it away, said: "Hello, Probity!"

"Yes, sir."

"Yes, Donahue is all right—a little twist to his nose, isn't there?"

"Yes, sir. I'm very much obliged. We thought that he was all right, but we thought that we would make sure. Good-by."

"Good-by."

The stranger hung up the receiver and walked out of the box. As he passed Barker he said: "I'm very much obliged. I wish that you'd tell Mr. Wardner when he returns that Mr. Hollis called and is staying at the Auditorium."

"I will, certainly," said Barker.

"Thank you," said the stranger, and with another polite bow he walked out.

But it happened that Barker was very busy and forgot all about the matter until a day or two after, and then there was a stir in the office. Mr. Fabin, the Vice-President of the Probity, came in to see Mr. Biglow, and Mr. Biglow came out of his office after a few minutes' conversation with the banker and called Mr. Wardner in. Then voices raised in anger were heard through the partition.

Barker was not particularly curious, but he liked to know things, and he found business at the copying press close to the door.

"It doesn't make any difference," he heard the banker say, angrily. "We applied to you for information, as we had a perfect right to do under the circumstances, and on your assurance we paid out \$3,000. Now you seem to want to disclaim responsibility entirely."

"See here," Wardner broke in, "I've already told you that I did not give any assurance. I was out of town that day, and I could hardly have answered your call at the telephone here."

"Our teller is positive that you did—that you described the man and said, after consultation with Mr. Biglow here, that he was all right."

"Mr. Wardner never held any consultation with me on the subject. I don't know any stockman of the name of Donahue—or any other name. Furthermore, I know that Mr. Wardner was out of town on Tuesday."

"I've no doubt that you will make your story good," sneered the banker. "At the same time we shall sue you. Frankly, I don't expect that we shall win the case, but several little stories of the little cheats that you people have practiced have come to us, and I think that there has been some dirty work here, and if there is a chance to ferret it out we don't mind spending a little money to do it. There isn't much distinction in my mind between a small swindle and a big one. You may withdraw your account from our bank at once."

"I warn you not to make any charges against us unless you have pretty solid foundation for them," said Wardner. "You come in here and say that a man presented a check for \$3,000, which you find to be a forgery. You say that on Tuesday morning at 10 o'clock you called us up by telephone and asked if the man was all right—"

Barker walked quietly back to his desk and began writing industriously. In a minute or two the two members of the firm and the banker came out of the private office and confronted the office force.

"Was Mr. Wardner here at any time on Tuesday, gentlemen?" asked Biglow.

The clerks looked at each other in wonder, and said that they thought not. Barker said that he was sure that he was not.

"Do any of you remember what time it was when I arrived at the office?"

The stenographer said she remembered that it was 12 o'clock, because she was waiting for him to go through the correspondence that Mr. Wardner usually attended to.

"Thank you," said Mr. Biglow.

"Now one question more. Did any of you answer a telephone call from the Probity and Integrity Bank?"

A general chorus of denial.

"You had better investigate a little more," said Mr. Biglow, turning to the banker. "Good day!"

"It doesn't satisfy me, however," said the banker. "You don't bear a very good—"

Here he checked himself and went out.

Barker drew a deep breath and then bent over his work. "The policy of the house doesn't seem to be working well," he said to himself, "but I can be depended upon to keep my mouth shut."

### The Financial Influence of the Diploma. Written for the Tradesman.

With the coming of the summer high school, college and university swing open their doors and send out into active life a host of young men and young women armed with the diploma, as a testimonial of what they have done to prepare themselves for the work they are to enter upon. What the commercial value of the diploma is there is little need to discuss. Prized or laughed at, the fact is patent that the number of students in these higher institutions of learning is rapidly increasing and the holder and the defender of the "sheepskin" are insisting that it stands for a higher order of American citizenship, that trade, comprising a part of that citizenship, is made better by what the diploma stands for and that the diploma, in itself, is an incentive to greater trade activity.

At this late day there is little inclination to challenge the first two assertions; but there is a strong sentiment outside of the cities to the effect that there is a tendency to overproduction in the educational, as in the other, markets of the world. The ubiquitous taxpayer in the country, as elsewhere, is loudly insisting that the common school, with the time-honored Three R's, is all that healthy childhood needs to get ready for this workaday world and that anything more than these "cometh of evil." Country life and living have nothing to do with the "dead languages and the higher mathematics and the fardol of the sciences." Muscle and backbone are the essentials for farm industry and anything beyond plain

"readin', 'ritin' an' 'rithmetic" is about sure to lift the boy and girl above their position and unfit them for their destined work. One store is all the farmers of a neighborhood or district want and the essentials of the country storekeeper are wit enough to buy and sell to advantage and sense enough to make change. Everybody knows that whatever creates excitement paralyzes trade and that is just what follows every high school graduation in the country.

Without waiting for the inevitable "therefore," and with no desire to enter into extensive argument, it may be well to say that here, as elsewhere, fact is better than theory and that more than one country merchant can be found who has learned from experience that the reverse is true—that the occasion of which the presentation of the diploma is the culmination is, in itself, an incentive to trade and has a tendency to lead to trade of the better sort. There are excitements and excitements. Political excitement attendant upon a presidential election is detrimental to trade until the future policy of the country has been determined upon; but that is where the financial welfare of the country centers the business attention of the country upon a single event which has gained possession of men's minds by a general anxiety, and is hardly to be classed with the little flurry centering in the graduating exercises of a high school in city or country.

Here is a case in hand: The little village of Rexleigh, under the management of an intelligent school board and an up-to-date teacher, introduced a course of study four years ago, and last year the first class, five in number, was graduated. There was considerable solicitude about it. The graduation took place in June and for six weeks before nothing else was thought of or talked of. The "event" was advertised far and wide, and for a circuit of miles, when the day came, the interested populace—and that in the country means everybody—came in from all points of the compass. After the graduation there was a general reception, which was followed in the evening by a "graduation ball" under the management of the alumni—or those who would have been the alumni had the course of study been determined upon years before. When it was over and the storekeeper at Rexleigh was asked what he thought of "graduations as such" he answered that he did not quite grasp the "as such" idea, but that financially he was better off by several hundred dollars all told and he hoped that "graduations as such" would be a permanency—an experience which has not been confined to Rexleigh.

It is to be hoped that the diploma, financially, will no longer be considered the sign of calamity. It is far from that. It may not stand for all the virtues that its strongest supporters claim, nor yet for all the evils its enemies assert, but from the trade point of view it is not an evil, as the returns of many a country trader abundantly testify.

R. M. Streeter.

The Cleveland rivals of the Standard Oil Company have given up the battle against that concern and are combining to sell out their interests to their foe. The Standard Oil is to pay about \$1,000,000 for the whole of the properties. There are three of the concerns—Schofield, Shurmer & Teagle; the Cleveland Refining Company, and the Scio Refining Company. R. T. Wilson, of New York, is credited with engineering the deal, which extinguishes the last spark of competition with the Standard Oil Company in Ohio.



WILE BROS. &amp; WEILL, BUFFALO, N. Y.

## SOME SHOP TALK

The top of our line for 1901 is a \$13.50 Suit and a \$15.00 Overcoat.

The other end is a \$3.75 SUIT and a \$3.75 OVERCOAT!

We are not pushing hard on the lower end in good times like these, and facing a prosperity market. Everybody wants to wear a better Suit or Overcoat. We have bonded our examiners same as Bank Clerks. We know—every garment now leaving our house—must be made well.

For the asking, you can have by Express prepaid, samples of  
**SOME OF OUR LEADERS!**

A FEW ONLY OF WHICH WE MENTION.

### \$6.50 Raglan Overcoats!

Regular Terms.

To Retail at \$12.50.

A true Raglan Shape. All Wool Oxfords—in all the new and useful shades. Finished with the care and skill of a coat twice the price. Swell trimmings, best value in sight.

### \$5.50 SUITS

Regular Terms.

To Retail at \$10.00.

All Wool Cassimeres and Cheviots, without a shred of shoddy. French faced, Satin Piped, Lined with fine Italian.

### \$7.50 SUITS

Regular Terms.

To Retail at \$12.50.

Pure all-wool Fancy Worsted, extra heavy weight—Patterned by artists. Built in all colors on the best hair cloth, which gives it a tailor-made look.

### \$5.50 Kersey Overcoats

Regular Terms.

To Retail at \$10.00.

Black, Blue and Olive—Raw edge. Made with conscience, trimmed with conscience, sold with conscience. Better coat than last season. No better value in the market.

WRITE FOR SAMPLES—EXPRESS PREPAID

✍ Write for Our Booklet of Buffalo and the Exposition.

# WILE BROS. & WEILL,

Cor. Ellicott & Carroll Sts., Buffalo, N. Y.

MAKERS OF PAN-AMERICAN GUARANTEED CLOTHING

THE EXPOSITION WILL MAKE BUFFALO FAMOUS

OUR CLOTHING HAS MADE BUFFALO FAMOUS



## Fruits and Produce.

### Made a Specialty of Horseradish.

A very interesting story about Augustus Cliff, a Chicago dealer in produce and fancy groceries, is told in Printers' Ink. Cliff has built up a considerable business in a small basement store by novel advertising methods. A few years ago, when he made up his mind to do some advertising, he also decided that a single staple from his stock must bear the expense of the campaign. Horseradish having never been advertised much, Cliff decided to feature it. He also sank his own identity under the business name of "Horseradish Jack," by which name thousands of people know him.

Cliff's first advertisement was a grotesque wagon, drawn by a jackass—Cliff's trade-mark. This wagon attracted much attention. It was covered with cleverly worded signs. Cliff now uses from twenty to fifty lines of want advertisements in the daily papers. Here is how some of his advertisements read:

Wanted—Forty married women, not over 40 years old, to call for samples of horseradish. Horseradish Jack, 68 Randolph street.

Wanted—Furnished room within a mile of business center. Landlady must eat horseradish. Get sample at Horseradish Jack's.

Personal—No Pain, No Gas—Just plain horseradish at 10 cents a bottle. Horseradish Jack.

Personal—If young lady who rode on Madison street cable last night will try horseradish she will improve her complexion. Horseradish Jack for sample bottle.

Cliff's advertising was heard from right from the start. People who came in to try horseradish out of curiosity learned that he sold good butter, cheese, eggs, condiments, etc. His horseradish business has gradually grown to enormous proportions. A while ago he bought a forty acre farm and planted it to the much wanted root. Even this large crop is not enough for present needs and he has contracted with a number of farmers for further acreage. All his advertising is of the funny or grotesque order.

During the past five years nearly every cent of profit on the staple has been spent in exploiting it, while barrels have been given away in samples. The appropriation has crept up to \$25 per day, but this sum is laid out in small mediums—want advertisements, programmes, circulars and novelties. A glass fruit dish is given in return for each empty bottle brought back to the store, and in nearly every case the customer who claims this premium makes purchases of other articles sufficient to compensate for the gift. An enviable trade has been built up with hotels, restaurants, clubs and wholesalers, and the entire business of the little basement store is made to hinge upon the one article that advertises it.

### Uncle Sam's New Vegetables.

Have you ever eaten a crosne, a stachys or a vegetable marrow?

These are some of the new fruits and vegetables which the agricultural department is about to introduce into the United States.

Some time ago Congress appropriated \$20,000 to collect valuable fruits and vegetables in foreign countries. An expedition was sent to Italy and other Mediterranean countries in search of new foods. The vegetable marrow is the most familiar of the lot. It is a sort of summer squash, and looks like a large green cucumber. It is eaten before it is fully ripe, and is digestible. The department suggests that it should be served with meat. The finest marrows come from Algeria. One of the most important finds was the crosne, a little known French vegetable. It comes originally from Japan and looks like a

string of large beads. These beads or tubers are two or four inches long and about as large as one's finger. The plant is boiled or fried and served with meat. It is extremely hardy and will grow in any ground.

A new variety of strawberry was also found. It is known as the "large fruited, ever bearing strawberry." Ordinary berries will yield only a few weeks, while the new variety will produce for months from the same stem. A new muskmelon has been brought from Smyrna, which is said to be superior in sweetness and flavor to anything in this country.

An attempt is also to be made to introduce the pistache nut into general use. In Italy this nut is more popular than the walnut. Several superior varieties of asparagus, lettuce and onions were also brought back from Europe.

### Snappy Retailing.

A merchant can do a good deal in the way of increasing his business by thinking for the people about him. We are creatures of habit to a large extent, and we fall into ruts and ways of living. The people of a community get into the habit of buying certain things. They do not branch out much, not because they would not be willing to, but it has never occurred to them to do it and they do not know how.

The merchant steps in at this point, and makes some suggestions to those of his patrons to whom this would apply. The patron is pleased with the interest manifested by the merchant and the suggestions are adopted without injury to the buyer and to the benefit of the seller. By judicious practice along this line a merchant can increase his business in a year sufficiently perhaps to pay a profit and thus make the difference between no profit and a favorable result. The idea is worth trying. —Commercial Bulletin.

### The Typewriter Who Was Too Observing.

"Mr. Smoothly?"

"Yes."

"That Mrs. Gunhild, the charming widow, who is such a great friend of our typewriter, called again to-day and guess what she said about you."

"Oh, I can't," said the old gentleman, beginning to get interested. "What was it?"

"I heard her say to Miss Brown that she thought you were such a handsome looking man and held your age so well."

"She did, eh?" he replied, pushing out his chest and pretending that it didn't make any particular difference to him what she had said.

"But," the young lad continued, "Miss Brown told her she ought to see you preparing to go out for lunch. She said it took you five minutes whitening the enamel on your false teeth and ten minutes more to get the side hair slicked up over your bald spot."

Thirty minutes later.

"Gordon," said Mr. Smoothly, speaking to his confidential office man, "the dull season is upon us and we must retrench, cut down expenses for a while. To-night pay Miss Brown, the typewriter, and let her go."

A Chicago man having paid \$1,200 for a whistling canary, a New York authority on caged song birds says that whistling canaries are not rare, and that \$1,200 is much too great a price. He says whistling canaries could be had from \$100 to \$150. In order to teach canaries to whistle, they are taken from the nest when but a few days old and placed in a cage, near which a music box that plays but one or sometimes two tunes is kept constantly in action. The authority mentioned also says he once knew of a canary that could whistle My "Country, 'Tis of Thee."

## 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.

## 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.

## Awnings, Tents, Flags

Order your Awnings before it gets hot.

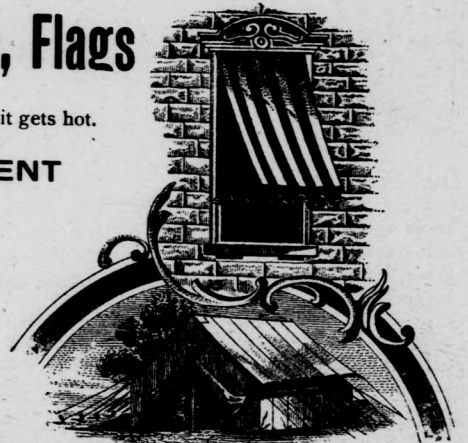
### TENTS TO RENT

Stack binder and thresher covers, horse and wagon covers.

We make everything made of canvas.

THE M. I.  
WILCOX CO.

210 TO 216 WATER STREET, TOLEDO, OHIO



**BOUR'S  
COFFEES  
MAKE BUSINESS**



## Butter and Eggs

Observations by a Gotham Egg Man.

Talking about washed eggs, a receiver told me a tale the other day that will bear repeating. It is in confirmation of what I have always claimed—that eggs had better be left dry and dirty than washed, when intended for distant shipment. To begin at the beginning, I saw this lot of eggs in the receiver's store the day they arrived—it was perhaps two weeks or more ago. The consignment contained firsts, dirties and checks, and the eggs in question constituted a grade by themselves. There was a question as to what they were. They were clean and handsome but weak before the candle, and there was some discussion as to their selling value. Passing the store one day last week the receiver recalled the matter to my memory and told me his experience with the eggs. "I sold them," he said, "to a cheap buyer at 10½c at mark. Shortly afterwards he came back and said he found he could not use them at all; he urged me to take them back and do the best I could with them for his account. Well, I did so and found another buyer at 11c, the market for under grade eggs having improved a little in the meantime. But the second buyer found all sorts of trouble with the goods; every man he sold to made a great kick, many of the eggs were returned, and the bulk of the lot finally came back to me for the second time. They had gone rapidly to the bad, become 'stinkers,' and in spite of their nice looks were finally closed out at \$1.50 a case." These eggs were evidently washed and it only goes to show how keeping quality is ruined by the process. Of course egg packers who have a local trade where eggs can be put out at once and very promptly consumed can wash dirties to advantage to the extent of such outlets, but to wash them for distant shipment is foolish if not dishonorable.

\* \* \*

The circumstances leading to continued very free storage of eggs seem to be about as anticipated when the April speculators set the pace so high. When everybody was grabbing for April eggs at prices equivalent to a range of 14@15c delivered at the seaboard—generally 14@14½c—Western egg collectors were very free sellers. They were making pretty good profits as a rule and let everything go. Few of them had any confidence in storing eggs at the prices ruling and those who loaded up with April packings were chiefly the storage houses and egg jobbers in various parts of the country. But this demand slackened after April and the lessened outlet from high priced buyers served to reduce first cost considerably at country points. Then Eastern freight rates took a tumble and between the lower first cost and the reduction in transportation charges, storage goods could be put in Eastern houses on a considerably lower basis than during April. The May weather was bad for quality only for about a week; as a rule the month was cooler than usual and much of the supply was very good for storing. The lower cost of May eggs at Eastern storage points led to steady large inward movement, in which Western packers themselves took part to a very considerable extent. Probably the actual cost to May storers in Eastern houses was fully 2c per dozen less than the prices paid for the April accumulations, con-

sidering both the reduced cost of the eggs and the reduced freight rates. And still production is keeping up well and accumulations of fine eggs have been added to by the storage of cheap stock obtained already in considerable quantity during depressed market conditions. There is likely to be further free storing of under grades; whenever lines of goods can be bought at 10@11c—even if they show heat pretty badly—there are likely to be speculative buyers among the cheap trade and as the season advances the prediction that storage accumulations would not reach the maximum until early fall seems more and more probable.—N. Y. Produce Review.

### Bogus Commission Merchants.

There are plenty of these the year around, but they usually become more numerous and more active in the fall, when farmers have more produce to ship, and are especially active in seeking consignments of poultry. Their methods of securing shipments are numerous, and their schemes for evading payment for goods received are even more numerous. They manage to secure lists of names of shippers, often by sneaking around the stores of reputable receivers and stealing the names from their consignments. They secure lists of names of producers in certain localities by cunningly devised advertisements, and in other ways. Then the usual way is to send out a letter in imitation of typewriting, often on a letter head adorned with a cut of an immense building, showing the place of business. This letter sets forth the peculiar advantages enjoyed by the writer for getting higher prices for consignments than any one else in the trade, and often promises absolutely several cents per pound more than the ruling market price. This one thing alone is enough to stamp any such promiser as a fraud. But it usually brings heavy shipments. It may be that, with some products, and in some cases, remittances are made for first shipments at promised prices, with the expectation that this will bring other and larger shipments—and it usually does. But sooner or later, there is trouble. In some cases no remittance is made, and a visit shows that the bird has flown. Some firms or individuals have scooped in thousands of dollars in this way in a few weeks' time, and then perhaps got around the corner and opened up under another name, only to go through the same game. Or the shipper may receive word that the market went all to pieces, and his shipment had to be sold for what it would bring, often not enough to pay freight. Or it arrived in bad order. Or—dozens of other excuses. These frauds are familiar in all large markets. A remedy? Yes! Don't ship to them. They can not do business without shippers.—Poultry Monthly.

"There are," says The Buffalo Express, "some businesslike young women employed as demonstrators at the food exhibits on the Pan-American grounds. One of them dishes out apple butter (or some such dope) on a cracker, to whomsoever will eat. A young man took his dose the other day and then, wishing to be jocular, remarked with an ingratiating air: 'That's good apple butter. Just like mother used to make.' The young woman struggled with her desire to be polite for a moment; then her business instinct triumphed, and she replied: 'Much better. Your mother had neither the knowledge nor the facilities to make such apple butter.'"

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.

## J. W. Keys

General Produce and Commission Merchant,

Detroit, Mich.

I want your consignments of

## Butter, Eggs, Poultry.

Correspondence solicited. Please investigate. Send for weekly quotations.

References: City Savings Bank,  
Commercial Agencies.

## 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	Neahtawanta
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

### The Imperial Gas Lamp

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

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

## Butter and Eggs Wanted

Write for Cash Prices to

R. Hirt, Jr.,

34 and 36 Market Street, Detroit, Mich.

References: City Savings Bank and Commercial Agencies.

## WANTED

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

GEO. N. HUFF & CO.,  
55 CADILLAC SQUARE, DETROIT, MICH.

## 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.

## 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

Grand Rapids, Michigan



## The New York Market

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

New York, June 15—There is some speculative business going on in the coffee market and perhaps this sustains the whole situation, for prices are fairly firm. The demand for actual coffee, however, is mighty slack. Importers and roasters seem to have fairly large stocks on hand and for the time being are showing no interest beyond daily transactions. At the close Rio No. 7 is worth only 6c in an invoice way and this is lower than for some time. In store and afloat the amount aggregates 1,220,653 bags. The receipts at Rio and Santos from July 1 last year to June 12, 1901, have aggregated 10,558,000 bags—almost 2,000,000 more than last year and more than 2,000,000 more than two years ago. There is a fairly active trade in the mild coffees and Good Cut-a is firmly held at 8½c.

Notwithstanding the time of year, there seems to be no great amount of activity in sugar. Of course, in the aggregate a good deal of sugar is moving, but orders for large lots are not frequent and would-be purchasers seem to think that the less they carry the better off they will be. Arbuckles seem to be the busier of the two big concerns, if one may judge from the fact of their being five days behind in deliveries.

Teas are dull and easy for greens; easy and dull for blacks. Indifference all around is the way one man reports the situation. Prices are steady, however, and it is difficult to find sellers who are willing to make any concessions. They seem confident as to the future.

In the better grades of rice there is a fair trade going on, but, as a rule, the same old story is told of quietude. Orders are for small quantities and the only redeeming feature is that prices are firm. Exporters are doing little and seem to be content with that.

Canned Goods—Business is fairly good, although with the supply of fresh fruits now on hand there is, of course, less call for the canned article. From all parts of the country come reports of active canneries and the chances seem to be favorable for a good big pack of everything under the sun. Apples in New York State are pretty sure to be short crop and, so far as Baldwins are concerned, the output will be very light indeed. Prices are about as last noted. Best brands of tomatoes, 75¢@77½c.

There has been some call for currants, but, aside from this, the dried fruit market lacks animation. They are worth, in barrels from 9¢@9½c; cases, 9½¢@10½c. Prunes seem to be doing a little better, but there is room for improvement. Peaches are quiet; California unpeeled bags, 5½¢@10½c; peeled, 11¢@18c.

Holders of spices are not making any great effort to dispose of stocks, but, as the situation now stands, it is a good time to buy. The demand is light, however, and, while matters might be worse, they will probably have that tired feeling until cooler weather.

There is no demand for any grade of molasses—good, better or best. The weather is not adapted to the use of this article just at present and neither buyer nor seller is apparently interested in the molasses situation. Syrups are quiet, as buyers and sellers "can not agree."

Best Western creamery butter is marked up a peg this week and closes fairly firm at 19½c; firsts, 18½¢@19c; seconds, 17¢@18c; imitation creamery, 14½¢@17c; factory, 13¢@14½c—latter for fancy; renovated, 16¢@17c.

For the best full cream cheese 9c is paid. This is the top, however, and

some very good stock has moved for less; colored, 8½¢@8¾c. Above are for large sizes, which seem to be the only kind taken, and the result is an accumulation of small sizes. The supply of white cheese is not excessive; in fact, is rather limited.

With lighter arrivals and a reduction of previous accumulations the egg market is in a fairly satisfactory condition. Quotations are about 13c for Michigan, Indiana and Northern Ohio stock of regular packing. The general run of stock is about 12c for Western.

There is a little better feeling in beans, with prices practically without change from last week. Choice marrows, \$2.50; medium, \$2.02½; pea, \$2.05.

Some red Alaska salmon, it is said, has been offered for \$1.27½ spot. The general rate is 2½¢@5c more.

The acreage of tomatoes in New Jersey is said to be smaller than usual and canners are offering \$6 a ton. A tomato famine is not anticipated.

Lemons at the auction yesterday showed a tendency to higher rates and an advance of about 25c was made.

A woman would never be successful in running for an office; she would have to stop too often to see if her hat was on straight.

## From Grower to Grocer

For a number of years we have shipped fruit to grocermen 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.

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No fruit shipped on commission.

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Established 1876

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Carlots a Specialty

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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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We do a general storage, and solicit your patronage.

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For a Quick Sale and Money  
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Egg Receiver

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REFERENCE—NEW YORK NATIONAL EXCHANGE BANK, NEW YORK

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You will find a friend you can stick to  
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All sales case count.



# The Meat Market

Consumes a Ton of Frogs' Legs Daily.  
From the New York Sun.

One ton of frogs' legs a day! That is the size of the June supply for New York City. As the season lasts from April 1 to October 1, the frog eaters ought to be able to jump well enough to live things up when the melancholy autumn days set in.

Frogs' legs come to town in various ways. Some of them arrive attached to the frogs to which they belong. Other come independently; simple frogs' legs unadorned. They do not even have any skin to conceal the pale beauty of their complexion. The only unnecessary ornaments they wear are two rather splay feet and half a spinal column, which same nest of bones, by the way, is a monument to the thrift of the canny Canadian.

But let us begin with Master Froggie while he is still on his native swamp. He's not a particular beast when it comes to a place to live. Almost any old mud hole will do for a frog. Latitude is nothing to him, and he does not care a croak about questions of longitude either. East, West, North or South, he flourishes everywhere.

Froggie does not care where he comes from, but the persons who eat his legs do. At any rate, they would if they knew anything about it. Early in the spring the supply comes from the South; a little later the Jersey home product comes in; then the Canadians and the Northern New Yorkers get to work. They are last of all, but also best of all.

Fulton Market is the place to go if one wants to study the fascinating subject of frogs' legs—in the uncooked state, of course. There are several men there who know a little about frogs and a great deal about their legs—the frogs' legs. Two of these men backed each other up in the following statements: "Canadian frogs are the best. Frogs from the South come early in the season, but the meat is too soft. It is like everything else from the South, it is hard to keep. The Southerners are lazy, too, or not up to date. They ship the whole frog instead of just the hind legs, the only part worth anything."

"Lots of these frogs come from the lower Chesapeake and around Baltimore. They are packed in grass and shipped in crates. A good many die on the way and anyhow they might just as well be killed when they are caught so that only the legs need be shipped."

"The French-Canadians, who corral most of the frogs which come to us from Canada, are more accommodating. They ship only the legs as you see them here. But they are too hasty themselves. They pack the legs too soon after killing the frog and while the flesh is still warm. That causes it to spoil, and we lose a good deal that way. They ought to let it cool naturally before they begin packing."

"But why do they leave this piece of the back sticking onto the legs? It is quite ornamental, but does not look as if it would be good picking for a hungry man."

"Good picking? You could not get enough meat off that piece of back to fill a hole in a baby's tooth. It is pure waste. They leave it on to make weight. Frogs' legs are bought and sold by the pound and that spinal sample makes a good deal of difference when you have several hundred dozen pairs of legs. Sometimes they put in whole frogs; that is both pairs of legs and the back; that's all there is to a frog and there's nothing but bones to the back and the front pair of legs. There are tricks even in the frog leg trade."

Most of the frogs from this part of the

country are natives of Jersey, but they are a picayune product of the effete East; mere babies alongside of the whoppers sent in from the West. The legs that come from the Missouri frogs look like chicken drumsticks. Some of the frogs from the banks of the Big Muddy weigh two pounds and half of that goes to a pair of hind legs, which would make a pretty fair meal for a man with not too hearty an appetite.

But the Missouri frogs are true sons of the West; hardy products of the wild, free life of the frontier. In other words they are as tough as a bronco, or a cowboy, or certain luck, or anything else of a purely Western breed.

But for all these frogs' legs, attenuated ones from Hackensack, flabby, lazy ones from Dixie, brawny busters from out West, and fine-fettled ones from along the St. Lawrence, there is a demand which jumps at the supply as a frog himself would jump at a fly.

"Look at that," said one dealer, picking up a pair of legs on each of which was just about one mouthful of meat—if the mouth wasn't too big. "They send us those because they know we'll take all we can get and still want more. The demand is always ahead of the supply."

Anybody who was ever a small boy knows that there are several ways of catching a frog. Probably a good many of those sent here are netted. A few are shot, but that is a rank waste of material, as all small boys know. A piece of red flannel, a common fish-hook, an old pole, a club, a tin pail—why, if a Jefferson county boy can't glut the home market with that outfit he isn't worth his salt.

"Frogs' legs?" said a man who was once a Jefferson county boy. "I've caught thousands of frogs. Just tied a piece of red flannel on a hook and dangled it in among the lily pads. In a minute I'd see a big fellow coming out of the shadows to investigate and all his friends and neighbors were right behind him just waiting to be caught. Oh, it was too easy! I had another boy in the boat to hit 'em on the head with a club and then we'd skin 'em and toss the hind quarters into the pail. They'd kick around in there sometimes for an hour or more."

"It's hard to kill a frog. I've known 'em to hop out of the boat after they'd had their heads clubbed. They never hopped in, though. Very intelligent animal, a frog. I used to catch 'em and keep 'em in a tub of water. Then I'd catch a bumblebee by the wings and throw him down hard onto the water and while he was buzzing around trying to get off, the frog would jump for him and get him."

"But the bumblebee had his revenge all ready and you couldn't count one-two before a look of pained surprise would come into that frog's eyes. The bumblebee had stung him. With that rare intelligence, however, for which I give the species credit, the frog would then take his fore foot, reach down and pull the bumblebee out. That is a fact."

"They work those forefeet very cleverly, anyway. When hooked, a frog will often take hold of the fishline and try to get the hook out. Failing that, he will hold the line so as to ease up on the hook. As for what they eat, I once found a big frog which had choked to death on a swallow. I suppose the bird had come down to the river bank to get mud for his nest. At any rate, there it was, with its tail sticking out of the frog's mouth. I've caught frogs that had eaten little catfish about four inches long."

"I've gone home with a two-quart pail full of frogs' legs as the result of an afternoon's work. The trouble then was to dispose of them. Ship them? We never thought of that. I don't believe there was much of a market anywhere

then. Nobody would buy them there in the village except an old Frenchman who ran a little hotel and he gave us only 10 cents a dozen for them. Ah, but when the circus came around then we were in clover. They were the old overland circuses and they seemed to appreciate the sterling qualities of Indian River frogs' legs, for they paid us 25 cents a dozen for them."

Frogs' legs don't sell by the dozen nowadays; at least, not in the New York market. Only the best hotels and restaurants buy them, but one of the largest of these establishments will order fifty pounds at a time. At this season the average is about four pairs of legs to the pound. But the extremes are the little Jersey frogs, which run about twenty pairs to the pound, and the big Missourians at a pound a pair.

The Fulton Market dealers also keep some live frogs in stock to supply special orders.

"We occasionally have a customer who wants live frogs, or wants them killed and skinned while he waits, so we have a small supply on hand for that purpose. It's a mistake, though, to cook frogs' legs too fresh. They're not like fish, that should be lifted from the water to the coals, if possible. Here's our live stock," showing a tank containing thirty or more frogs, half of them camped on a shingle which was floating around. They were of all sizes and shades.

"There's a good deal of difference between them in color and markings, but they may all come from the same locality," said the dealer. "It's hard to tell by looking at him where a frog comes from. The difference is more in quality of the meat."

"Are frogs like chickens? More tender in the spring?"

"No. They seem to be just about the same all through the season. Six months of jumping on and off a bank doesn't seem to toughen them up any."

"Are there frog farms where they are raised for the market?"

"I don't know. I've heard that there are, but I don't know. A few years ago I read of a young woman who had fenced in a Jersey swamp with wire netting and was going to make her everlasting fortune in frogs. She had practiced with a revolver and would stand on the edge of her farm and shoot frogs as fast as she could load and fire. But I guess some people think a frog is a fish when it comes to stories."

"People seem to be getting over their objection to frogs' legs because they didn't think a frog was an appetizing animal, don't they?"

"Judging by the demand for frogs' legs they do. Folks will eat most everything nowadays. They're beginning to eat snails, but we have to import those."

Over here there is nothing but the little snail like a periwinkle. Crabs are the great thing just now. Soft shell, of course. There must be at least 7,000 dozen of them eaten every day."

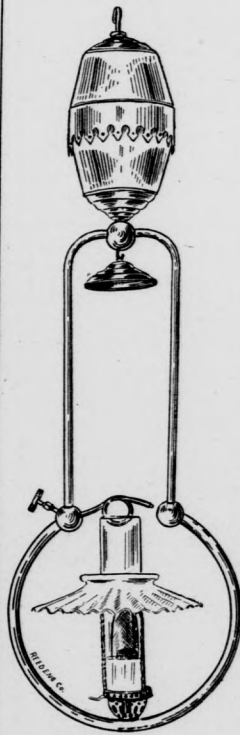
"You say folks eat everything. Is there much of a demand for eels?"

"Well, not in the best places. People haven't succeeded in overcoming their prejudice against things that wriggle like a snake."

"Wouldn't a boneless shad be likely to wriggle?"

"I suppose so, but there is no such thing. At any rate, I've never seen one, and I've seen a few fish in my day."

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FRUIT AND PRODUCE COMMISSION  
DETROIT MICH.

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.



## Woman's World

Graphic Glimpse at the Life of the Studio Girl.

One of the most interesting personages in New York is the studio girl. You do not hear much about her, and her name does not figure in the columns of the society journals, but, nevertheless, she is present in great numbers, and, in a way, has established a quiet, demure, perfectly proper feminine Latin Quartier that is as peculiar to New York as the naughty quarter is to Paris.

The studio girl is the true cosmopolitan. She comes from everywhere—from seedy little Southern towns and the prairies of the Far West and little New England farmhouses, and she is studying everything under the sun. Sometimes it is art, sometimes music, or it may be acting or singing or physical culture or dancing or dressmaking or millinery; but it is always something by which she hopes to not only make a living, but, perhaps, earn fame and fortune, since nowadays the extra competent and progressive woman worker has not only a chance to earn her bread and butter, but Bar le Duc preserves to go on it.

"Is New York really the center of culture and information on every point?" I asked one of the students.

"Do you find the advantages here so much better than in other cities?"

"Not at all," she replied; "we merely come to get the trade mark 'Studied in New York' branded on us. It is like the flim-flam waving of hands with which conjurors do their tricks. The public would not believe in us if we did not do it. The superior prestige of having studied in New York or Europe is worth just so much cold cash in your salary."

When a girl comes on to study anything she begins by going to a boarding-house, and if anything on earth can reconcile one to the shortness of life it is a New York boarding-house. She is given a dark and dingy cubby-hole of a room, reeking with a smell of perennial boiled beef and cabbage, which floats up through the register, and with an adamantine bed and prehistoric chair that make a lump come in her throat every time she thinks of home and mother. After a few weeks of this she meets up with one or two other homesick girls similarly located, and they decide to club together and start to house-keeping.

This is easily done in New York. There are innumerable buildings, consisting of small flats, furnished or partly furnished, that are dignified with the entrancingly fascinating name of "studios," and which may be had for a moderate rental, as rents go in New York. Here the girls install themselves with a small gas stove, and with the aid of the delicatessen shop around the corner, where they may buy all sorts of cooked food, even to so little as one slice of roast fowl, they enjoy all the comforts of a home at less price than even the most second-rate of boarding-houses.

Of course, their housekeeping is full of makeshifts that would probably cause their orderly and particular mothers to faint with horror. Every inch of room is at a premium in a studio, and every article of furniture is made to do double duty. The Turkish couches, bereft of their spreads, are beds at night. The fancy cushions have their embroidered covers whipped off and cotton ones put

on and become merely pillows. A curtained alcove is an armchair in disguise, and it is a point of honor not to try to penetrate into the secrets that a screen may conceal. Generally one of the little household is studying music and a rented piano will form part of the furnishing, and another will be attending the art classes, so that the rooms will be plastered over with sketches and studies. There are sure to be books and the pretty things girls collect without knowing how, and the little rooms will be filled with that sense of comfort and culture that the art student calls an "atmosphere of home."

Sometimes the girls cook their own meals, taking turn and turn about, or they may prepare only breakfast in the studio and go out to a restaurant for dinner; but in any event they are sure to be hospitable, and the most thoroughly delightful entertainment I have enjoyed in many a day was a dinner I was invited to in one of these little establishments recently.

In this particular case the studio is inhabited by three young women, one of whom is studying physical culture and a new system of elocution and voice culture, another who is a charming musician, and the third is an artist whose friends believe, at any rate, that she is a second Rosa Bonheur. The studio had only two rooms, a big parlor, with the piano, taking up all one end, and with the walls adorned with hundreds of animal sketches and studies in various poses of the friends and guests of the establishment. Back of this apartment was a room with a big couch on either side; one wall was almost covered by portieres, a big table piled with books was in the center, and an artistic screen was set across the corner.

"This room looks just like any ordinary pretty sitting-room, does it not?" enquired one of my hostesses.

I assented.

"Well," she went on, "in reality it is a regular architectural Jekyll and Hyde affair. Those couches are our beds. In addition, they are box couches, and in the bottom we keep our clothes. That innocent appearing portiere that looks as if it might be hanging before a door that led into another suite of apartments, really leads only into the bath tub, which is set in a little angle of the wall. I will take the fancy cover off of this table and put a white cloth on, and, behold, from having been a sitting-room, and a dressing-room, and a bath-room, the apartment becomes a pretty dining-room. I will also now fold up the screen, which hides the stove, and set it aside, and thus add the kitchen annex."

Then we all got dinner together, thereby forever disproving the old adage that too many cooks spoil the broth. The artist and the physical culturist made a trip down to the delicatessen shop, coming back laden with packages. The musician composed a salad that was a spring poem in itself, and I brewed a pot of coffee, and what a feast we had, although no two dishes on the table were alike and we had to serve the olives in the musician's silver pin tray.

We lingered, and lingered over it, each talking shop. There were funny little tales of the studio, and the life class, and bits of anecdotes about the famous people each had met, and just to show what a new theory of voice culture she was studying would do, the girl who was studying elocution got



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For every occasion recommend it.

The first sale brings continued business.

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up and gave a wonderful monologue where she ran the whole scale, from the shrill scream of a scolding fishwife to the deep, guttural of an old beer-drinking German. That suggested a recitation with music and the musician went over to the piano and the elocutionist recited "They Are Hanging Danny Deever in the Morning" to a low, sobbing accompaniment of the "Dead March in Saul" that was weirdly thrilling, while the artist got out paper and charcoal and caricatured us all.

After dinner some of the other girls in other studios dropped in, and then they told me about a queer kind of a woman's work exchange they had instituted among themselves.

"All of us are taking special lessons that are terribly expensive," said the physical culture girl, "and we trade off our information to each other. Now, for instance, I am studying a new kind of facial massage that any woman can give herself and that is warranted to remove the wrinkles and make her a perfect Venus. I am also studying fancy dancing, as I propose to teach that in connection with my other work. Millie, here, is studying millinery and can make you a genuine imported French hat while you wait. At night I give Millie lessons in massage, and have taught her to dance, while she has constructed me a hat in which I expect to paralyze my native town when I return home. Sallie has exchanged a lot of original drawings for a course of instruction in manicuring, and Sarah traded off a costly theory in harmony for a tucked taffeta jacket that a girl who is a good amateur musician, but whose business is dressmaking, desired to possess. It is a fair exchange of ideas and information, you know, and I think there is hardly one of us who has not picked up something besides the thing she came to study."

The studio girl seldom has much money. Often she is paying for her lessons and her stay in New York with the little savings she accumulated while teaching the district school or clerking in a store, or else the people at home are making sacrifices to send her the small monthly remittance, and she must make it go as far as she can. Still, she is a practical young woman and she knows that the culture that comes from seeing the best plays and hearing the best music is as much a part of her education as the lessons she came for. Theater and opera tickets in New York are cruelly high, if one sits in the seats of the mighty, but the studio girl has no pride of place. She climbs up to the gallery, and from that vantage ground she listens, with her soul on fire, to the great music, that serves only as an accompaniment to the chatter of society's voice in the boxes below or she follows a play with a comprehension that misses no shade of fine meaning or touch of humor or pathos. No wonder that New York actors are accused of playing to the galleries!

The studio girl is beginning to pack up and go back home now, and it is like the going of a little army of missionaries, who are destined to spread sweetness and light, higher culture, and a better way of doing things all over the country. Next fall the women in some little Oklahoma village are going to have their frocks better made by a dressmaker who has learned honest craftsmanship and who will not give bad work for good money. City women will arise and bless the name of a milliner who has inspirations in hats and

the skill to carry them out. Sickly women will be beguiled into health through the medium of up-to-date physical culture, children will be taught the proper way to breathe and speak, and even the lost art of knowing how to read will be revived in many communities. There will be more pictures and better pictures, and a higher understanding of good music, because the studio girl is elevating and setting up a new standard wherever she is.

She is among the brightest and the bravest of the world's workers, and here's to the studio girl—God bless her—wherever she may go, but whatever life may bring her, I doubt there will ever be anything better than the memories of these happy, gay, busy days, full of fun and frolic and work and glorified with the long, long dreams of youth.

Dorothy Dix.

#### Masculine and Feminine Talents.

A man can take his life in his hand and go boldly into the trackless prairie to meet a herd of savage buffaloes or he can traverse the horrors of an African jungle without a shudder in his body; but he can not enter a fancy wool shop to match a special hue without breaking into a violent perspiration and finally rushing away without fulfilling his task.

A man can suffer amputation of a limb in heroic silence, but he can not endure a mustard plaster on his chest without shrieking aloud for mercy.

A man can bear the deprivation of his health with the calmness of a stoic, but he can not lose his collar stud on the bedroom floor without a violent outburst of temper.

A man can endure the pangs of hunger on a desert island with a brave spirit, but he can not eat his bride's first pudding without a smothered ejaculation.

A man can smile grimly under the tortures of the rack, but he can not tread on a tin tack with his bare feet without a bitter howl.

A man can walk forty miles a day, and arrive fresh and bright at the end of his journey, but he can not nurse a baby half an hour without complaining that he is utterly worn out.

A man can calculate to the uttermost farthing the cost of the Suez canal, but he can not estimate the price of a woman's bonnet without egregious errors.

A man can possess the physical strength of a Samson, but he can not help take down the pictures for the annual spring cleaning without feeling completely exhausted with his labors.

A man can beard the savage tiger in his lair without a quiver of his muscles, but he can not bring an unexpected friend to dinner on a wash day without trembling in every limb.

She can come to a conclusion without the slightest trouble of reasoning on it, and no sane man can do that.

Six of them can talk at once and get along first rate, and no two men can do that.

She can safely stick fifty pins into her dress while he is getting one under his thumb nail.

She is as cool as a cucumber in half a dozen tight dresses and skirts, while a man will sweat and fume and growl in one loose shirt.

She can talk as sweet as peaches and cream to the woman she hates, while two men would be punching each other's head before they had exchanged ten words.

She can throw a stone with a curve that would be a fortune to a base ball pitcher.

She can say "no" in such a low voice that it means "yes."

She can dance all night in a pair of shoes two sizes too small for her and enjoy every minute of the time.

She can appreciate a kiss from her husband seventy-five years after the marriage ceremony is performed.

She can go to church and afterwards tell you what every woman in the congregation had on, and in some rare in-

stances can give you some faint idea of what the text was.

She can walk half the night with a colicky baby in her arms without once expressing the desire of murdering the infant.

She can—but what's the use? A woman can do anything and everything, and do it well.

She can drive a man crazy for twenty-four hours and then bring him to paradise in two seconds by simply tickling him under the chin, and there does not live that mortal son of Adam's misery that can do it.

#### 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. q26

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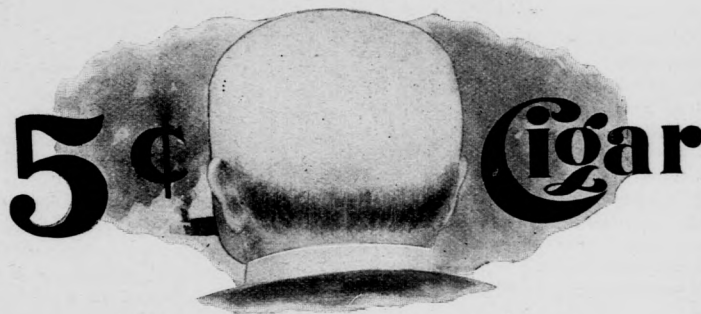
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Phipps, Penoyer & Co., Saginaw, Michigan.  
Moreland Bros. & Crane, Adrian, Michigan.



## Hardware

### Window Display Adapted to the Hardware Business.

Almost any kind of advertising effort will show results. Window advertising is the least expensive, and the results are most immediate. Two per cent. of gross sales would be a conservative estimate for newspaper and circular advertising; which means \$500 yearly on a \$25,000 business. The window advertising will cost practically nothing, as at least cost can be realized out of any of the goods which might become shop-worn, and no goods at all should be damaged if windows are properly secured against flies and the trimming changed every week.

Newspaper, circular and window advertising should be worked in conjunction. The combined result is best. We are unconsciously directed by impressions. The saying that "We are creatures of habit," is simply in line with the psychological fact that impressions once formed in our minds are constantly recurring when anything kindred is under consideration. What we wish to do is to place psychological signboards of our business in the minds of the public. The newspaper may make a faint impression, and the window display clinch it, or vice versa. They help each other.

If you will write a newspaper advertisement each week and trim your windows each week, and never fail, doing the one will make the other easier. The advertisement suggests the window trim and the window trim the advertisement. This may be hard work for the first six months, but it will gradually become easier, and soon your material for advertising, both newspaper and window, will exceed your space. The passing public will come to recognize the regular changes and look for them.

As far as possible make "good windows." Freak windows may be all right occasionally, as during carnival or fair time, but they take a great deal of time, destroy goods and bring no immediate results.

Use neat display cards. They help rivet the impressions you are striving to make. Do not put prices on trademark goods, or standard brands, which are carried elsewhere in your city. Your competitors will study your windows, and if your prices are high they will use them against you. If the prices are low, they may go still lower, and the tendency will be to reduce the profits on good staple lines that you all carry. Prices are, of course, always attractive, and may be put on lines of which you control the sale or on any line where qualities vary and the make is not known. Besides prices, display cards might describe new goods or make pointed suggestions. In a builders' hardware window a card might read, "Let us figure on your building bill."

As to the windows themselves the window seat should be quite deep, and not more than 15 or 18 inches high inside; the glass not being over two feet from the sidewalk. The entire window should be enclosed with wire cloth screens, made in sections, and held in place by buttons, one section being a door on loose pin hinges. This will keep insects out in summer, and prevent pilfering of small articles. Sections can be removed at any time to admit articles too large to be taken through the door. If the frames are made light and oil finished, they will obstruct the

light very little, are easily cleaned, and will serve as a background for the trimming; although background trimming shuts off the light, and the effect of the window from the customer who has entered the store.

For the bottom of the window a frame, made in sections, for easy handling raised about six inches at the back and slanting to the front, covered with black cloth, is very serviceable in displaying tools, builders' hardware and small articles.

One line of goods at a time in a window is generally better unless the windows are very large. Large quantities of one article always attract attention. Few people would notice one only of a common, everyday article like a ten-gallon carrying can or milk cooler, but a window full of either of them in a graduated pile extending to the ceiling would cause any number of people to stop. My neighbor, the grocer, tells me that when he puts on the walk one or two watermelons, very few ask for them, but when he stacks up half a carload, every other man buys one. Thus a great many attractive window displays can be made by using quantities of common articles.

A study and faithful practice of window trimming will lead to better store service in every way. You become more critical of each individual line as you take it up for display. You ask yourself if you are carrying the right quality, in proper quantity, at the right price? In establishing your signboards in the public mind you will see the more clearly how necessary also is intelligent, courteous and prompt service. This study will shake you out of the rut in which you may be working, you will read the trade journals, scan them more eagerly for ideas, and come to realize that the prosperous merchant has no time for kicking against the inevitable; that the retailer can not look to legislation for success, and if he is making a failure, the cause of it is in his own methods.—W. M. Woodward in Iron Age.

### The Woman and a Bit of Mud.

She was a most gorgeous personage. She rode in a glittering victoria of the latest build, the chain attached to the horses' outfit clanged beautifully, the coachman couldn't have sat up any straighter without having a disaster to his backbone, and not a woman she met could come within a thousand miles of her white tulle hat, with the pink roses under the brim.

Her gown was a mass of delicate chiffon frills and lace. Altogether a large pair of gold bonbon tongs should have gone with the outfit to lift her out and into the carriage, because she could not have been touched any other way without spoiling her appearance.

Considering all this, she might have bestowed a sweet and gracious smile on lesser atoms of humanity, but instead of that she wore her haughtiest, most disdainful frown. It evidently came straight from Paris, packed in violet sachets, it was so perfect in its way.

Women wearing their last year's frocks simply withered up under it and tried to hide behind lamp-posts and trees until she got by. The queen of Sheba could not have appeared more arrogant, more imperious and disregardful of the rest of the world.

Just then a high tandem cart spun by her carriage, the leader kicked his heels in equine playfulness and a large, fat, whole-souled chunk of mud landed squarely on the untouchable regal lady's nose.

After that the women in the last year's gowns felt lots better and more resigned.

## "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. Chandeliers, 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.

## Weins' Sanitary Dustless Floor Brush



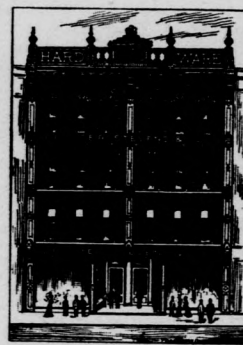
A floor brush that will lay the dust while you sweep. It is made with a reservoir in the brush which contains kerosene oil; the oil feeds to one row of special fiber which absorbs and holds it. Kerosene will improve and harden a floor and will clean and brighten a carpet. For further information write to the manufacturers.

WIENS BRUSH CO., Milwaukee, Wis.

## FREIGHT TRACERS

One copy for R. R. Co., one for your customer, one for yourself, all written at one time—50 CENTS PER BOOK of 100 full triplicate leaves.

BARLOW BROS., GRAND RAPIDS, MICH.



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

Foster, Stevens & Co.,

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

10 & 12 Monroe St.

Grand Rapids, Mich.

RELOUZE SCALE & MFG CO.

# Scales

PRINTING FOR HARDWARE DEALERS

HOUSEHOLD COUNTER MARKET CANDY POSTAL SCALES

Tradesman Company  
Grand Rapids.



# SOME IMPOSITIONS

Which Must Be Endured in Order to Retain Trade.

The sermon this week is going to be the recital of an incident which seems to prove that a man who refuses to be imposed on cannot succeed in the grocery business. Now, don't get hot and howl and hiss until you've heard what I have to say.

A man whom I have known for years failed in the grocery business last month. He was formerly a high-salaried master mechanic, but had an accident to one of his hands and had to get into other fields.

This man is one of the most intelligent men I ever met. He is, without exception, the most scrupulously just man I have known. He insists that his fellow-creatures render to him his due to the last fraction of a grain and he renders their due to them with the same scrupulous exactness.

I knew him to go three squares out of his way one night to pay a cent to a newsdealer who hadn't been able to make the right change one night before.

Well, this man cast about for some business to go into and he hit upon the grocery business. He figured it all out, he told me, reaching at last the conclusion that a man that dealt in the necessities of life was safer than the one who dealt in the luxuries.

So he became a grocer and stayed a grocer just one year. Then he gave up the fight and is now doing nothing.

This man told me only the other day that no man who insisted on being granted the same rights that he respected in others could succeed in the grocery business.

"The grocer," he said, "is at the mercy of adde-pated or dishonest women who try to work him all they can. Every day they make unjust claims upon him, and if he refuses to be imposed on, they leave him for some weaker brother who does not refuse to be imposed on. If he gives in and truckles and allows himself to be cheated with his eyes wide open, he may get along, but I would rather starve than be a creature like that!"

"Tut! tut! man," I said, "you're excited. Cool down a bit and explain yourself."

"It's jus. here," he went on, "as you know, I have never believed in being trod on. I don't go about with a chip on my shoulder, but I do insist that I get what's coming to me, and I always try to give other men what's coming to them. I made a big mistake to go in the grocery business on that account, for you can't preserve that sort of independence there."

I said nothing and in a minute he went on.

"One of the best customers I had," he continued, "was a Mrs. Reynolds, wife of a Congressman, and well-fixed. Her bills with me used to run up to \$20 and \$25 every week and she was a good customer. Because she was, she thought she could impose on me. I thought she couldn't and we had a clash. That was the first eye-opener I had."

"How did she impose on you?" I asked.

"She never imposed on me at all," he answered, "although she tried hard enough. For instance, one evening she sent a servant for five pounds of French chops. It was a hot, muggy day, and I'd had a good deal of trouble with my meat, although it was all right when I sent those chops out. I cut the chops

off and sent them down. An hour after, the servant came back with 'em, saying that Mrs. Richards had decided to have something else for supper and to please take them back. Well, I didn't have anybody in sight to buy that many chops, and I knew they wouldn't keep very well anyhow, so I explained it to the servant and told her I couldn't take them back. She got impudent and finally went out after leaving the meat on the counter. I sent 'em to the house again with a note, and the upshot of it was that the next day Mrs. Richards called and paid her bill and never bought of me again. I couldn't explain it to her at all."

"The businesslike way to have done in that case," I observed, "was to have remembered that the woman was a good customer and stood the loss yourself."

"Yes," was the ex-grocer's reply. "I agree that that would have been the usual way, but I'd starve to death before I'd be kicked about like that."

"And every day I had things of that sort," he continued. "Women would find out that they didn't want a roast after they had ordered it and to throw it on my hands they would swear it was tainted. I knew it wasn't; so did they, but they refused to pay for it. I told two parties who did this to either pay for the meat or never come in my store again. They stayed away after that."

"Well, this is a sample of the impositions that I had to contend with the whole time I was in business. I lost one very good customer by refusing to make an unwarranted deduction in her bill. She said she hadn't gotten a certain bag of flour. I knew she had received it, for I had personally put up her order. It was on the slip, too, but she just got it into her stubborn head that she wouldn't pay for it. The amount was only something like 50 cents, but I refused to submit and told the lady she would have to pay. She refused and took her trade away."

"How much stuff did that woman buy of you in a week?" I asked.

"Oh, I suppose about \$18 or \$20," he replied.

"And what profit did you make on it?"

"Well, she bought good stuff," he replied; "I suppose 10 per cent. net."

"In other words," I said, "for a paltry 50 cents you sacrificed a weekly profit of \$1.80 to \$2 the year around."

"It wasn't that," he retorted, "it was the principle of the thing."

And that reply, I think, sizes up the man's undiplomatic temperament pretty well.

Still, there is an awful lot of truckling in every grocery store—even the biggest, that you'd think would be more independent. For instance, I sat one day beside the manager's desk in one of the largest retail grocery stores in Philadelphia. A clerk came to him with an empty olive-oil bottle. A customer—a woman—had brought it back with the complaint that it was cracked when she got it, and most of the oil had been spilled. She wanted a new bottle.

The clerk and the manager talked the thing over while I sat there. The clerk's opinion was that the woman was slick and had only lost a little oil, if any. The bottle, he said, had ashes on it when it was brought in, which looked as if it had been emptied in the regular way and thrown out.

The first question the manager asked was, "Is she a good customer?" The clerk said she was. After that the manager enquired very little into the merits of the case—the keynote had been struck by that enquiry, "Is she a good customer?" The complaint was allowed, and the woman got her extra bottle of oil—the all-sufficient reason being that "she was a good customer."

The "principle of the thing" usually walks the plank where it's a case of holding trade. Is absolute independence possible in such cases?—Stroller in Grocery World.

## S. A. MORMAN & CO.

GRAND RAPIDS, MICH.

25 CANAL STREET,

Wholesale

Petoskey Lime

Sheboygan Lime

Akron and Louisville Cement

Atlas Portland Cement

Michigan Portland Cement

Sewer Pipe

Fire Brick

Flue Lining

Hard Wall Plaster

Granite Wall Plaster, Plastercon,

Gypsum Wall Plaster

Stucco, Hair, etc.

Write for Prices.

## 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.

## Grand Rapids Bark and Lumber Co.

Dealers in

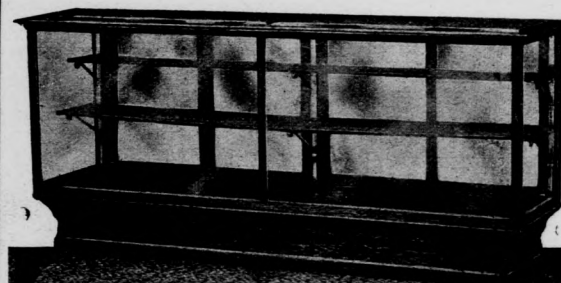
HEMLOCK BARK, LUMBER,  
SHINGLES, RAILROAD TIES,  
POSTS, WOOD

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.



SUNDRIES CASE.

Also made with Metal Legs, or with Tennessee Marble Base.  
Cigar Cases to match.

## Grand Rapids Fixtures Co.

Bartlett and S. Ionia St., Grand Rapids, Mich.

## Appetizing, Delicious Baker's Goods

often start a customer's dealings with the grocer. Everything is good and pure that we use in our bakery. You and your customers can always depend upon our brands as the best that can be procured, and they are not made by a trust. Make it a point to give your patrons quality always and they will stick to you. STANDARD CRACKERS are packed in "green hoop" barrels See quotations in price current.

E. J. KRUCZ & CO., DETROIT

Shipped  
knocked  
down.  
Takes  
first  
class  
freight  
rate.



## Village Improvement

### Influence of Commercial Bodies on Civic Improvement.

The day is past when improvement of home surroundings is wholly a matter of private choice; when only an occasional "sweet will" decides whether weeds or flowers shall grow over the premises and sidewalks, and whether the principal ornaments of the rear yard shall be tin cans.

Neatly kept yards, well trimmed sidewalks and clean streets are now regarded as high evidence of the city's prosperity as much as large factories, and are one of its best means of attracting desirable citizens. The city must advertise as well as the business man to-day if it would attract capital, good men and women and law-abiding citizens.

Efforts are made by many cities to draw factories and business enterprises to settle within their limits. The advantages of railroad and steamer communication, the nearness of markets for raw material, the excellence of labor—all are arguments frequently used with manufacturers and investors to prove a city's opportunities. But in recent days it has been recognized that another element must be named: attractiveness of the home life, the beauty and healthfulness of the city, the excellence of its schools—all these are now seen to be essential to the growing town. In view of this, the improvement and beautifying of the city streets, parks, boulevards, and even of its yards and houses, become matters not simply of individual preference but of public concern. The investment in attractiveness is no longer municipal extravagance but prudent expenditure—hence the organization of improvement associations, usually composed of the people of a neighborhood, or in smaller cities of an entire community, has come to be a recognized method of encouraging an esprit de corps which is essential to the best growth. Such societies have as their purpose not only the beautifying of external conditions but also general improvement and instruction. The Neighborhood Improvement Association is not, it is true, a recent form of organization, but its extension and importance are more fully recognized at this time.

The improvement association seeks the general good and asks assistance from every class of kindred social, educational and civic organizations. In the list of the possible helpers are the commercial and municipal bodies of many cities. While these are formed voluntarily or by law for the promotion of business enterprises or for legislation for the city's government and the moral, physical and financial safety of the corporation, yet the application of these functions is wide and varied. Local municipal bodies—city, town and village councils, etc.—have it within their power very materially to assist these organizations by encouraging and passing well-planned ordinances for securing the general purposes for which they are formed so far as they pertain to common interests.

It is within the power of these civic bodies

1. To see that streets and alleys are cleaned and kept neat and attractive.
2. To provide for the collection of garbage, ashes, refuse, etc.

Both of these are important not only for the sake of appearance, but more especially for the sake of the general

health of the community. With good laws, well enforced, backed by the interest of active improvement associations, a town may be revolutionized in a short time. Without the active assistance of well-organized, interested citizens, it is difficult to accomplish proper enforcement of even good laws. An improvement association is an excellent director of public opinion and educator of personal interests.

3. To make reasonable but exact rules for good sidewalks, roadways, planting of trees, etc.
4. To provide for parks.

5. In short, to put into form of ordinances, and to provide for their enforcement, proper laws for municipal care of public health and improvement and to enlist members of improvement associations or similar organizations in their best development.

It is important that the work be in harmony, remembering that members of other societies often are willing to give freely of their time and effort to encourage this feature.

In almost every city the boards of trade, the commercial clubs, and similar organizations are the representative organizations for business purposes. Their object is the proper advertising of the city's interests. No better means can be used to accomplish this purpose than that suggested by the encouragement of the organization of improvement associations within the limits of the city. This is as legitimate a purpose as any scheme for public welfare can be. It is, therefore, suggested that members of this organization ought

1. To become familiar with the plans for home and neighborhood beautifying of other cities through a committee on

improvement. It is not sufficient to know only one's own community. The cities and towns of every section have their special features. In the East there is the beauty that comes with age, dignity and steady improvement. In the West there are unusually liberal laws for general beautifying. By some means these efforts ought to be understood.

2. To encourage the organization of improvement societies in the city, having one for each neighborhood if the city be large enough. It is necessary that some one take the initiative and give the movement the benefit of well organized beginnings. It is important, too, that there be a body easily reached, to which definite information may go until the improvement society has found its place. What more natural than that representative organizations of the city's interests should foster a definite movement of this kind?

3. To assist by influence, counsel and funds in practical organization of improvement societies among property holders. A society of this kind will do better if given sufficient means from the beginning to follow up its work of encouragement, prizes for good work, examination into conditions, dissemination of information and the score or more of directions into which it may extend its efforts.

4. To bring proper pressure to bear upon factory owners to assist in the beautifying of their neighborhoods, thus emphasizing the attractiveness to the sturdy laboring classes of the city itself. It may be difficult to attain this directly, either by law or by effort of commercial organizations, but neighborhood organizations—which interest employer and employee—will often attain

it. There is no longer any reason for the existence in most cities of the ugly, unsightly and disgraceful appearance of many factories and their neighborhoods. Unite the people of the neighborhood for a common purpose, interest the factory owner at least to the extent of cleaning and beautifying his own premises, and the results are soon attained.

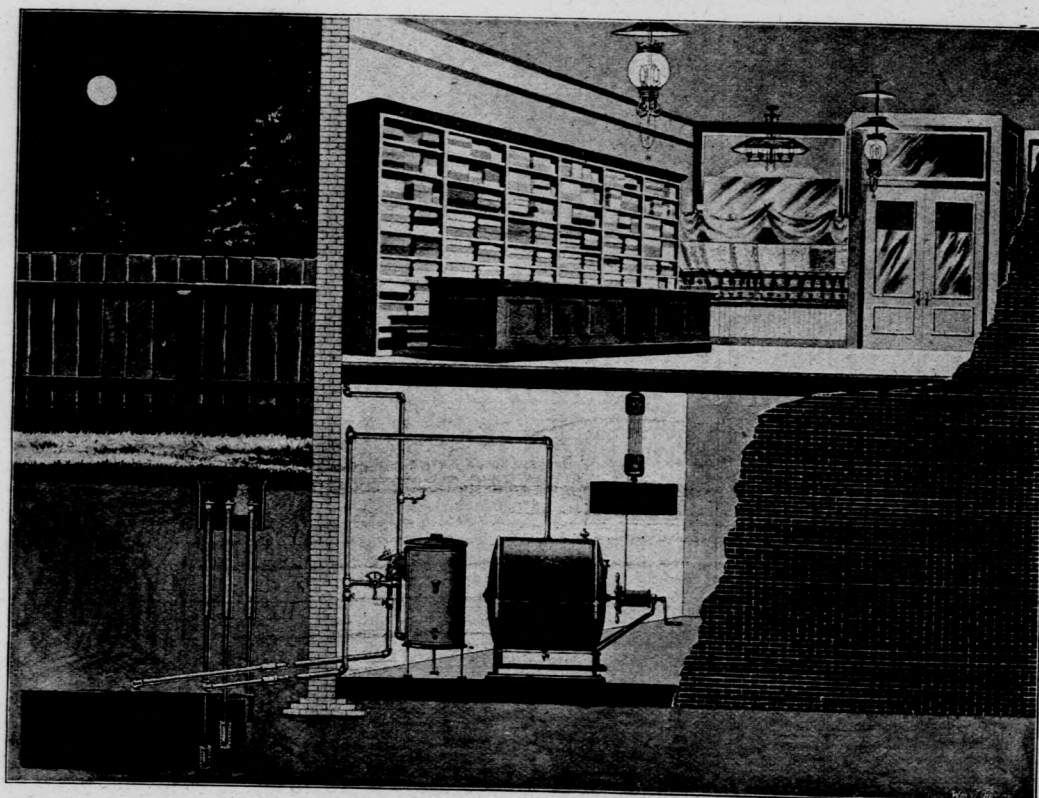
5. Encourage the union of local societies with other societies through the league, for mutual information and assistance. Nothing will bring better returns than this work and contributions for club funds for the purpose. The difficulty in the past has been the isolation of the organizations and the waste of energy through lack of knowledge of what others attempted. It is the aim of the National League, with the encouragement of commercial organizations and local societies, to unite their efforts and to disseminate information.

With such a union of effort of all local bodies organized for the city's good, there must come most excellent results, with the city's good name greatly magnified. Numerous are the illustrations of its excellent advantages, proving that the reasons here given are not theory but practice. E. L. Shuey.

### A Little-Known Postal Rule.

From the Kansas City Journal.

D. C. Whitman complained to the postoffice authorities that his mail was delayed by reason of going to another D. C. Whitman in the city and he invoked a curious law, which is to the effect that where two persons of the same name and initials reside in a city the mail carriers must give the oldest resident first pick of the mail. In this instance one Mr. Whitman has resided in Kansas City fifteen years, but the other Mr. Whitman has been here twice as long so that hereafter he will get first call on the correspondence.



The above represents our Gasoline Gas Machine installed for store lighting with the arc system. The machine is equally adapted for lighting residences, hotels, public or private buildings of all classes, furnishing gas for cooking, running gas engines, etc. Write us for more information.

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



# 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.

## A New Side Line for the Drummer.

For a number of years the American people have been dissatisfied with the teaching of English in the schools. Be the school public or private there is the same complaint—the English taught is a disgrace to the school management and the public who support and tolerate the instruction or, rather, the lack of it. From six years old until eighteen the children are under the instruction of teachers acceptable to the school boards and the city or county examiners, and yet, when the pupils pass from the schoolroom to active life, their English is reprehensible from every point of view. The sentence is long and involved and it fails to convey the intended idea. Its words are pronounced without regard to any standard authority. Spelling has become one of the lost arts and from Cape Cod to the Golden Gate the people of the American Nation are noted for the part the nose takes in the daily expression of ideas. Take it all in all, the English language in the mouths of the Americans is degenerating and the question is asked oftener than it is answered, "What is to be done about it?"

"Large bodies move slowly" and the largest body on the face of the earth is the average school board. Behind that board are the taxpayers whom the board members faithfully represent and it is the opinion of board and taxpayer that the last high school graduate is the most fitting person to engage as teacher in the common school grades, irrespective of the fact that often the poorest scholars of the graduating class are the most clamorous for positions. The unsound scholarship thus inaugurated at the teacher's desk accounts alike for the poor teaching and the poor instruction and it follows, naturally, that at poor English in whatever form it appears is the inevitable result. The other and usually brighter graduates engage in other and more remunerative callings, the young men especially turning their talents towards business in some form. Bright-minded and eager to get on, they readily adapt themselves to whatever is required of them; and to-day there is no class of men better trained, mentally, morally and physically for the demands made upon them than the average graduate of high school and college.

From these educated young men the business houses choose their workmen—not with the old-time indifference, but with the idea of selecting a man who can fitly represent them. A firm to-day that thinks well of itself engages no traveling man who looks, dresses and talks like a guy from the backwoods. Intelligence and culture among traveling men are now at a premium—a change due to the fact that business houses are employing only such men. True, these men are the classmates of the undesirable teacher so heartily com-

plained of, but they are out in the world rubbing against men with wit enough and force enough in them to correct what they find amiss in manner and speech and dress, so that they soon are able to stand unabashed in the presence of a king.

Now, then, public opinion to the contrary, this army of trained traveling men are the country's real schoolmasters. From the earliest period of recorded time trade has been the world's leading civilizer, and the Roman drummer in barbarian Gaul accomplished his mission as a civilizer sooner and more effectively than Caesar with his much-vaunted legions, although civilization with the trader was only a side line. The writer of this can not agree with the pessimist that the modern barbarism is as great as that that confronted the Roman general, but it is willing to submit that the degenerate English in the United States can be restored to its pristine purity in no better way than by calling upon the American drummer to take up the matter as a side line. He will not, indeed, discuss upon his rounds the parts of English speech and syntax. There will be no talks between bargains of faulty constructions and the advantage of a plain, straightforward letter in a plain, easily-read handwriting; but it is his own simple, correct language that will accomplish the purpose, exactly as it is his necktie and the cut of his garments that make him the model to be copied by every dealer and clerk he comes in contact with. Of his qualifications there can be no doubt. Chance has brought to this desk a letter from a school teacher and another from a traveling man. The drummer's letter is better ten to one. The penmanship is neat and attractive; the stationery indicates the gentleman. The mechanical parts of the letter are faultless. The writer shows his knowledge of punctuation and of the paragraph and the composition would make the writer of the other letter envious if he could appreciate its superiority to his own—this one fact proving what this article insists on, that the American drummer to-day uses better English than the school teacher, that he is doing more for the purity of the language than the school teacher, and that, if he could be induced to "take hold of it as a side line," the degeneration would cease, the slipshod habits of speech would disappear and the American people as a whole would be quaffers, as their fathers were, of "the pure well of English undefiled."

R. M. Streeter.

## Second Game of Ball Between Local Nines.

Grand Rapids, June 17—Two picked nines from the Grand Rapids traveling men met in a friendly but very hotly-contested game on the grounds at the end of the Division street car line last Saturday afternoon. Captain L. F. Baker not being physically able to play, on account of rheumatism, and Captain S. H. Simmons being unable to get home from his work on the road, the two teams were in a very able manner captained by Messrs. Bodwell and Ballard. Very noticeable improvement in the players from the game of the previous week was discernible, even with the naked eye. Bodwell's team outplayed Ballard's very considerably, but that does not signify that all of the best timber was on that side, for at times the best players meet with disastrous results. Whitwam proved himself a player with a brilliant future, playing through the entire game without a single error. D. E. Keyes, in center field, covered himself all over with honors. MacEachron, on second, and Colleshaw, on third, both played good ball. Mar-

tin went lame in the first innings and his place was very ably filled by W. B. Holden. By the way, Will sizes up great in his base ball toggery. Rysdale made a catcher's record and, as pitchers, Brothers Bodwell and Charley Reynolds put balls through that were very hard to find. Ballard did excellent work catching and Snitzler again proved himself a winner on third, catching everything that came within fifty feet of him. Burleson played ball at this game, and Barker officiated as the umpire, and everything he called had to go, as he said he was armed for protection if it were necessary. Watson, in center field, and Sledright, on left, put up good work for their team. Van had his smile with him, as he thinks that is as necessary in playing ball as in selling stationery. Harper, Stephenson and Brown, in their respective places, all did good work. Another game will be played next Saturday at the same place, and it is hoped all the players will report not later than 2:30. A much larger audience was present than last Saturday and the increase of ladies was very pleasing, and we hope more will come next Saturday, which will be the last practice game prior to the big game at Reed's Lake on Saturday, June 29, when the annual family picnic will take place. A. T. Driggs again had to do something for the boys and brought out with him line markers for the bases. Thanks, Brother Driggs. They were appreciated.

The following is the score:

BODWELL'S TEAM	A	B	R	H	O	A	E
W. Harper, s s	7	2	2	0	1	1	
Bodwell, 1 b & p	6	2	2	5	0	0	
MacEachron, 2 b	5	2	2	1	1	0	
Colleshaw, 3 b	4	3	3	2	2	2	
Rysdale, c	6	4	4	15	1	0	
Stephenson, r f	5	2	1	0	0	0	
Watson, c f	4	3	1	0	0	0	
R. Harper, p & 1 b	6	2	3	4	6	1	
Sledright, l f	4	1	3	0	0	0	
Totals,	47	21	21	27	11	4	

BALLARD'S TEAM	A	B	R	H	O	A	E
Ballard, c	5	1	1	9	2	0	
Snitzler, 3 b	5	1	0	1	1	3	
Reynolds, p	5	1	3	0	5	2	
Burleson, l f	5	0	0	0	0	0	
Brown, s s	3	2	1	1	1	1	
Whitwam, 2 b	4	2	1	5	4	0	
A. Harper, 1 b	4	2	1	9	0	0	
Martin, r f	1	0	0	0	0	0	
Holden, r f	3	0	0	0	0	1	
Keyes, c f	4	0	1	2	0	0	
Totals,	39	9	8	27	13	7	

Innings..... 1 2 3 4 5 6 7 8 9  
Bodwell's..... 1 0 2 2 5 2 4 4 1—21  
Ballard's..... 2 0 0 4 0 0 0 3 0—9  
Earned runs—Bodwell's, 7. Two base hits—R. Harper. Three base hits—W. Harper. Double play—Whitwam and A. Harper. Stolen bases—MacEachron, Stephenson, Watson, R. Harper, Ballard, Whitwam, Keyes. Struck out—by R. Harper, 9; by Bodwell, 6; by A. Harper, 7. Left on bases—Bodwell's, 8; Ballard's, 3. Base on balls by R. Harper, 1; by A. Harper, 6. Hit by pitched ball—Bodwell, MacEachron, Ballard. Passed balls—Rysdale, 4; Ballard, 4. Time—2:15. Umpire—L. F. Baker.

JaDee.

J. Geo. Heinzelman (Rindge, Kalm-bach, Logie & Co.) is moving his family to his cottage at Ottawa Beach this week, where they will remain during the season.

The man who looks continuously past his work to his pay misses the largest part of his compensation. Work well done brings a satisfaction more solid than that of the dollar earned.

## The Grain Market.

Owing to the action of the Chicago Board of Trade "farmers" in selling scenery, wheat has been crowded down for future deliveries fully 3c per bushel during the week, while cash wheat remains at a premium. As harvest is fully ten days to two weeks late, no new wheat will be in condition to use until the fore part of August and the millers will have to scramble for wheat until then. The growing crop around here is about an average, but the acreage is less than usual, while in the Southern tiers of counties the report is very discouraging in regard to yield, as many fields are being plowed up and the ground prepared to plant beans. One dealer at Charlotte claims that he has sold a carload of beans to be planted on ground originally sown with wheat. The Northwest, on the other hand, gives a glowing account of a promising harvest. Our exports keep up well, as we have exported since the first of July last 204,000,000 bushels, or about 13,000,000 more than at the corresponding time last year. However, all of our surplus will be wanted, as Germany and France will need to import some 60,000,000 bushels more than they did last year, and at present it looks as though this amount would have to be furnished by the United States, as other export countries have not been blessed with the large harvest that we expect to be.

Corn has slumped, all caused by the growing corn weather, as the plant has made good progress the last few warm days. Prices are somewhat easier.

Oats is the only cereal which is backward and promises a small crop, which naturally keeps prices up.

Rye is slow, but, owing to the poor crop in Germany, prices are sustained.

Beans have advanced 5c a bushel and more are wanted.

No change is noted in flour or mill stuff and the demand keeps up. Eastern dairies are calling for it.

Receipts of grain have been rather small, except in wheat, as follows: wheat, 56 cars; corn, 4 cars; oats, 6 cars; beans, 2 cars; flour, 2 cars; hay, 1 car; potatoes, 1 car.

Millers are paying 69c for wheat.

C. G. A. Voigt.

A Clayton correspondent writes: A traveling man, representing a Lansing wholesale house, has become quite famous in his town as a fortune-teller, and on his trip here is visited by some of the young society belles, who are anxious to know what the future has in store for them.

The powers are prompt enough to get out of China, now that there is a prospect of their having to pay their own freight. One of the chief features of our higher civilization is the art of pulling in expenses when we are unable to live longer off of others.

## 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

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

### Examination Sessions.

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.

### Some of the Uses of Formaldehyde.

On its first introduction into the United States, formaldehyde was recklessly recommended as a harmless preservative of all sorts of readily decomposable food products. Thorough investigation and careful observation since have confined it within certain limits as to the strength that can be used with perfect impunity. Used in excess, it impairs digestion and may have a destructive action on the mucous lining of the digestive tract; but when used in foods and medicines only in the proportion which extensive experience has proved sufficient for preservative purposes, the writer considers it as entirely harmless, and this opinion is shared by a host of competent and careful observers.

The experiments here to be reported on relate wholly to pharmaceutical preparations.

The official waters, even when distilled, become turbid and inhabited by growths of some sort, which render them unsightly. The official syrup of hypophosphites, syrup of tar, the distilled extract of witch-hazel, the solutions of the scale salts of iron, and the haloid salts of the alkaloids, kept on hand to facilitate rapid dispensing, are all more or less prone to become moldy or to change in some way. One half of 1 per cent. of the solution of formaldehyde marketed by various reputable manufacturers has been found sufficient to act as a perfect preservative of all the fluids mentioned; and certainly no harm can result from using less than 2½ minims to the fluidounce of any of them.

The odor of formaldehyde is sharp and dominating. In rose, peppermint, anise, and spearmint waters it is not perceptible, while the addition of the preservative will guard them against change in the dispensing bottle for as long as three months. The 50-per-cent. solution of magnesium sulphate is very apt to develop a copious, stringy growth. This may be entirely prevented by adding ½ per cent. of the formaldehyde solution; the odor of the latter will be scarcely noticeable. In syrup of hypophosphites the spirit of lemon quite disguises the presence of the formaldehyde, and the syrup preserved with it remains perfectly clear for about three weeks. As a matter of experiment, a gallon of mucilage of quince seed has been preserved by means of formaldehyde for nearly seven months, being as sweet at the end of this time as when made. Mucilages, on keeping, as a rule, become thin, but this quince mucilage, at the present time of writing, is still unchanged in every way.

Of course, the consent of the doctors to the addition has always been obtained. Formaldehyde has been in use for more than a year and no ill effects

whatever have been reported. Powdered orris root is readily attacked by an insect. A package of it, however, being left in the paper and placed in a tin box, has been preserved by occasionally dropping on the bottom of the box a dram or so of the regularly marketed solution (about 40 per cent. strength).

From his experience thus far, the writer believes formaldehyde may be safely used to preserve many things from change; that it should not be used in more than the proportion of 1 per cent. of the solution, nor without the knowledge and consent of the physicians concerned in the use of the preparations so preserved.

Some attention should be given also to its reducing power. While it reduces silver nitrate, and would under extraordinary conditions of exposure reduce many other substances, in the diluted state in which it is used, it appears to effect no change. That its odor remains unaltered after a long time is fair although not scientific evidence of its stability in the presence of reducible substances.

In this connection the writer wishes to add, for the benefit of those who use large quantities of mucilage of acacia, that if kept in a bottle uncorked the product will keep for months without change.

John E. Groff.

### Be Sure and Specify the Brand.

The retail druggist who does not "specify the brand" when ordering drugs, chemicals, pharmaceuticals, etc., but leaves the selection of their make and character to his wholesaler, does not do his full duty towards himself and his customers. Failure to specify, on his part, is virtually to give the wholesaler carte blanche in the matter, and the latter will naturally fill the order with those brands upon which he realizes the greatest profit; nor is he to be blamed for so doing. It is not his business, and he should not be expected to look out for the interests of a customer too careless, or too indifferent, to look out for them himself.

It is contrary to all experience that one and the same man, or firm, should attain to the same degree of excellence in all of the products turned out by him or them, as every druggist would realize on a little reflection. He knows, for instance, that one concern may have achieved a deservedly high reputation for its chloroform or its ether; another for its chloral, while another may stand first as makers of the alkaloids of cinchona, and others still for those of opium. And so we might go down the entire list, not merely of chemicals, but of drugs and pharmaceuticals, and everything, in fact, that enters into stocking a drug store.

The druggist who desires to have and to keep his stock up to the highest attainable point of excellence must study the claims which the various manufacturers make for their wares; he must call his own experience, and that of others, into play and decide whether or not these claims are justified, and, having thus determined which are the best and most desirable for his trade, let him specify these makes and brands in his orders, and insist on having them.

It is not enough that you count one in the world's population. The world does not greatly need a larger population. What this old sphere is crying for is not for more people to roost on it, but for more people to boost on it,

### The Drug Market.

Opium—Is reported more active in the primary markets and tending higher. No change has been made here.

Morphine—Is steady at unchanged prices.

Quinine—At the Amsterdam bark sale last Thursday nearly all the bark offered was sold at an advance of 5 per cent. over last sales. The article is therefore very firm and a further advance is expected.

Cocaine—Is in good demand at firm prices.

Harlem Oil—Will be lower July 1, on account of the removal of the revenue stamps.

Menthol—Is weak and continues to decline.

Naphthaline Balls—As the season is about over, prices have declined.

Oil Bergamot and Lemon—Both have declined 5c per lb.

Oil Cedar Leaves—Is very scarce and extreme prices are asked for stocks in hand.

Oil Pennyroyal—Is very firm at the advanced price.

Oil Peppermint—Is scarce and advancing.

Gum Asafoetida—Is easier and has declined.

Buchu Leaves—The war in South Africa has interfered with the gathering of the leaves, stocks are small and prices rule high.

Caraway Seed—The new crop is reported large and prices are lower.

Linseed Oil—Has advanced 2c, on account of higher prices for seed.

Turpentine—Has advanced.

### Preservation of Chloroform.

Prof. Ramsey reports an examination of a number of samples of chloroform obtained from the stock of hospitals where deaths had occurred during its use, and found carbonyl chloride present in all cases. He was inclined to believe that this chloride caused spasmodic contraction of the glottis after the lungs had become thoroughly charged with the chloroform vapor.

The effects of freshly purified chloroform and of chloroform taken from ordinary stock were contrasted, the results being much in favor of the former. He suggested that by simply shaking the chloroform with slaked lime and filtering carbonyl chloride would be removed, having been decomposed into carbonate and chloride of calcium.

Dr. David Brown, however, shows the fallacy of this treatment and says that distillation is the proper procedure. We must not lose sight, however, of the statement of Ramsay that he did find decomposed chloroform in the stock of certain hospitals; and it is the duty of the pharmacist to see that each lot of chloroform, when ready to leave his hands, is of the quality demanded by the Pharmacopoeia. There can be no reasonable doubt, we think, that chloroform is a highly dangerous drug in itself—that is to say, even if of absolute purity, it will still often act in what we may call a treacherous manner; but, of course, its nature will not be improved by the presence of other poisonous agents.

### Oxygenated Water in Surgery.

Employed to prevent the infection of wounds, this agent has disadvantages, according to Camille Moreau, namely, explosiveness, alteration of caoutchouc and leather appliances, provoking pain in the wound, and inducing secondary hemorrhage by destroying catgut ligatures and dissolving the blood-clots. ps.

## 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.

## 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.**  
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The Michigan Wall Paper Jobbers.

## FOURTH OF JULY GOODS

Fireworks, Flags, Etc.

Net trade price list to dealers only. Celebration displays supplied on short notice. Quick shipments, low prices, complete stock.

**Fred Brundage,**  
Wholesale Druggist, Muskegon, Mich.



## WHOLESALE DRUG PRICE CURRENT

Advanced—Linseed Oil, Turpentine.

Declined—Asafoetida, Oil Bergamot, Oil Lemon, Menthol.

Acidum		Conium Mac.		Sella Co.	
Aceticum	60¢ 8	Copaiba	1 15¢ 25	Tolutan	50
Benzoleum, German.	70¢ 75	Cubebæ	1 50¢ 1 60	Prunus virg.	50
Boracic	30¢ 42	Exechthitos	1 00¢ 1 10	Tinctures	
Carbolicum	30¢ 42	Erigeron	1 10¢ 1 20	Aconitum Napellis R	60
Citricum	47¢ 50	Gaultheria	1 85¢ 1 90	Aconitum Napellis F	60
Hydrochlor.	30¢ 5	Geranium, ounce	75¢ 6	Aloes and Myrrh	60
Nitrosum	8¢ 10	Gossypii, Sem. gal.	50¢ 60	Arnica	60
Oxalicum	12¢ 14	Hedeoma	1 68¢ 1 75	Assafoetida	60
Phosphoricum, dil.	15¢ 15	Junipera	1 50¢ 2 00	Atropa Belladonna	60
Salepylicum	52¢ 55	Lavendula	90¢ 2 00	Aurant Cortex	60
Sulphuricum	13¢ 40	Limonia	1 30¢ 1 40	Benzoin	60
Tannicum	1 10¢ 1 20	Mentha Piper.	1 50¢ 2 00	Benzoin Co.	50
Tartaricum	38¢ 40	Mentha Verid.	1 50¢ 1 60	Barosma	50
Ammonia		Morhuæ, gal.	1 10¢ 1 20	Cantharides	50
Aqua, 16 deg.	40¢ 6	Myrica	4 00¢ 4 50	Capsicum	50
Aqua, 20 deg.	60¢ 8	Picis Liquida	10¢ 12	Cardamon	50
Carbonas	13¢ 15	Picis Liquida, gal.	35¢ 35	Cardamon Co.	50
Chloridum	12¢ 14	Ricina	1 00¢ 1 06	Castor	1 00
Aniline		Rosmarini	1 00¢ 1 00	Catechu	50
Black	2 00¢ 2 25	Rose, ounce.	6 00¢ 6 50	Cinchona	50
Brown	80¢ 1 00	Succini	40¢ 45	Cinchoch	50
Red	45¢ 50	Sabina	90¢ 1 00	Columba	50
Yellow	2 50¢ 3 00	Santal	2 75¢ 7 00	Cubebæ	50
Bacæ		Sassafras	48¢ 53	Cassia Acutifol.	50
Cubebæ, po. 25	22¢ 24	Sinapis, ess., ounce.	1 50¢ 1 60	Cassia Acutifol Co.	50
Juniperus	60¢ 8	Tigili	40¢ 50	Digitalis	50
Xanthoxylum	1 70¢ 1 75	Thyme	40¢ 50	Ergot	50
Balsamum		Thyme, opt.	1 60	Ferri Chloridum	35
Copaiba	55¢ 60	Theobromas	15¢ 20	Gentian	50
Peru	60¢ 65	Potassium		Gentian Co.	50
Terabin, Canada	55¢ 60	Bi-Carb.	15¢ 18	Gulaca	50
Tolutan	45¢ 50	Bichromate	13¢ 15	Gulaca ammon.	50
Cortex		Bromide	52¢ 57	Hyoeyamus	50
Ables, Canadian	18	Carb	12¢ 15	Iodine	75
Cassia	12	Chlorate, po. 17@19	16¢ 18	Iodine, colorless	75
Cinchona Flava	18	Cyanide	34¢ 38	Kino	50
Euonymus atropurp.	18	Iodide	2 30¢ 2 40	Lobelia	50
Myrica Cerifera, po.	12	Potassa, Bitart. pure	28¢ 30	Myrrh	50
Prunus Virgin.	12	Potassa, Bitart. com.	6¢ 15	Nux Vomica	50
Quillaja, gr'd	12	Potassa Nitras, opt.	7¢ 10	Opil.	75
Sassafras	12	Potassa Nitras	6¢ 8	Opil, deodorized	1 50
Ulmus	15	Prussiate	23¢ 26	Quassia	50
Extractum		Sulphate po.	15¢ 18	Rhatany	50
Glycyrrhiza Glabra	24¢ 25	Radix		Rhel	50
Glycyrrhiza, po.	28¢ 30	Aconitum	20¢ 25	Sanguinaria	50
Hæmatox, 15 lb. box	11¢ 12	Althea	30¢ 33	Serpentaria	50
Hæmatox, 1s.	13¢ 14	Anchusa	10¢ 12	Stromonium	50
Hæmatox, 1/4s.	14¢ 15	Arum po.	20¢ 25	Tolutan	50
Hæmatox, 1/8s.	16¢ 17	Calamus	20¢ 25	Valerian	50
Ferra		Gentiana, po. 15	12¢ 15	Veratrum Veride	50
Carbonate Precip.	15	Glycyrrhiza, pv. 15	16¢ 18	Zingiber	20
Citrate and Quinia	2 25	Hydrastis Canaden.	16¢ 18	Miscellaneous	
Citrate Soluble	75	Hydrastis Can. po.	12¢ 15	Æther, Spts. Nit. 2 F	30¢ 35
Ferrocyanidum Sol.	40	Hellebore, Alba, po.	18¢ 22	Æther, Spts. Nit. 4 F	34¢ 38
Solut. Chloride	15	Inula, po.	18¢ 22	Alumen	2 1/2¢ 3
Sulphate, com'l.	2	Ipeacac, po.	3 60¢ 3 75	Alumen, gro'd. po. 7	30¢ 4
Sulphate, com'l, by	80	Iris plox. po. 35@38	35¢ 40	Anatto	40¢ 50
Sulphate, pure	7	Jalap, pr.	25¢ 30	Antimoni, po.	40¢ 50
Flora		Maranta, 1/4s.	22¢ 25	Antimoni et Potass T	40¢ 50
Arnica	15¢ 18	Podophyllum, po.	75¢ 1 00	Antipyrin	25
Anthemis	22¢ 25	Rhel	75¢ 1 00	Antifebrin	20
Matricaria	30¢ 35	Rhel, cut	75¢ 1 00	Argenti Nitras, oz.	10¢ 12
Folia		Rhel, pv.	75¢ 1 00	Arsenicum	10¢ 12
Barosma	45¢ 48	Spigella	35¢ 38	Balm Gilead Buds.	38¢ 40
Cassia Acutifol, Tin-	20¢ 25	Sanguinaria, po. 15	40¢ 45	Bismuth S. N.	1 80¢ 1 85
nevelly	20¢ 25	Serpentaria	40¢ 45	Calcium Chlor., 1s.	10
Cassia, Acutifol, Alx.	25¢ 30	Senega	60¢ 65	Calcium Chlor., 1/4s.	10
Salvia officinalis, 1/4s	12¢ 20	Smlax, officinalis H.	40¢ 45	Calcium Chlor., 1/8s.	10
and 1/4s	12¢ 20	Smlax, M.	40¢ 45	Cantharides, Bus. po	80
Uva Ursi	8¢ 10	Sellæ	10¢ 12	Capsici Fructus, at.	15
Gummi		Symplocarpus, Foti-	25¢ 30	Capsici Fructus, po.	15
Acacia, 1st picked	65	us, po.	25	Caryophyllus, po. 15	12¢ 14
Acacia, 2d picked	65	Valeriana, Eng. po. 30	15¢ 20	Carmine, No. 40	3 00
Acacia, 3d picked	65	Valeriana, German.	15¢ 20	Cera Alba	50¢ 55
Acacia, sifted sorts.	65	Zingiber a	14¢ 16	Cera Flava	40¢ 42
Acacia, po.	45¢ 65	Zingiber j.	25¢ 27	Coccus	40
Aloe, Barb. po. 18@20	12¢ 14	Semen		Cassia Fructus	35
Aloe, Cape, po. 15	12¢ 14	Anisum, po. 15	12¢ 15	Centraria	10
Aloe, Socotri. po. 40	12¢ 14	Apium (graveleons).	13¢ 15	Cetaceum	45
Ammoniac	55¢ 60	Bird, 1s.	40¢ 6	Chloroform	55¢ 60
Assafoetida, po. 40	40¢ 45	Cardul.	12¢ 13	Chloroform, squibbs	1 10
Benzoinum	50¢ 55	Cardamon	1 25¢ 1 75	Chloral Hyd Crst.	1 40¢ 1 65
Catechu, 1s.	13¢ 14	Coriandrum	8¢ 10	Chondrus	20¢ 25
Catechu, 1/4s.	13¢ 14	Cannabis Sativa	4 1/2¢ 5	Cinchonidine, P. & W	38¢ 48
Catechu, 1/8s.	13¢ 14	Cydonium	75¢ 1 00	Cinchonidine, Germ.	38¢ 48
Camphora	68¢ 73	Chenopodium	15¢ 16	Cocaine	6 55¢ 6 75
Euphorbium, po. 35	40	Diplexis Odorata	1 00¢ 1 10	Corks, list, dis. pr. ct.	70
Galbanum	1 00	Foeniculum	70¢ 8	Creosotum	35
Gamboge	65¢ 70	Lini	40¢ 5	Creta, prep.	2
Gualacum, po. 25	30	Lini, gr'd. bbl. 4	4 1/2¢ 5	Creta, prep. bbl. 75	2
Kino	30.75	Lobelia	35¢ 40	Creta, precip.	9¢ 11
Mastic	60	Pharlaris Canarian.	4 1/2¢ 5	Creta, Rubra	9
Myrrh	60	Rapa	4 1/2¢ 5	Crocus	25¢ 30
Opil. po. 4.90@5.00	3 40¢ 3 50	Sinapis Alba	9¢ 10	Cudbear	24
Shellac	25¢ 35	Sinapis Nigra	11¢ 12	Cupri Sulph.	6 1/2¢ 8
Shellac, bleached	40¢ 45	Spiritus		Dextrine	70¢ 10
Tragacanth	60¢ 90	Frument, W. D. Co.	2 00¢ 2 50	Ether Sulph.	78¢ 92
Herba		Frument, D. F. R.	2 00¢ 2 25	Emery, all numbers.	82
Absinthium, oz. pkg	25	Frument	1 25¢ 1 50	Emery, po. 90	85¢ 95
Eupatorium, oz. pkg	20	Juniperis Co. O. T.	1 65¢ 2 00	Flake White	12¢ 15
Lobelia, oz. pkg	28	Juniperis Co.	1 75¢ 3 50	Galla	23
Majorum, oz. pkg	25	Saacharum N. E.	1 90¢ 2 10	Gambler	8¢ 9
Mentha Pip. oz. pkg	23	Spt. Vini Gall.	1 75¢ 6 50	Gelatin, Cooper	60
Mentha Vir. oz. pkg	25	Vini Oporto	1 25¢ 2 00	Gelatin, French	35¢ 60
Rue	39	Vini Alba	1 25¢ 2 00	Glassware, flint, box	75 & 5
Tanaacetum V oz. pkg	25	Sponges		Less than box	70
Thymus, V. oz. pkg	25	Florida sheeps' wool	2 50¢ 2 75	Glue, brown	11¢ 13
Magnesia		Nassau sheeps' wool	2 50¢ 2 75	Glue, white	15¢ 25
Calcined, Pat.	55¢ 60	carriage	2 50¢ 2 75	Glycerina	17 1/2¢ 25
Carbonate, Pat.	18¢ 20	Velvet extra sheeps' wool, carriage	1 50	Grua Paradisi	25
Carbonate, K. & M.	18¢ 20	Extra yellow sheeps' wool, carriage	1 25	Humulus	25¢ 55
Carbonate, Jennings	18¢ 20	Grass sheeps' wool, carriage	1 00	Hydrarg Chlor Mite	1 00
Oleum		Hard, for slate use	75	Hydrarg Chlor Cor.	1 10
Absinthium	6 50¢ 7 00	Yellow Reef, for slate use	1 40	Hydrarg Ox Rub'm	1 10
Amygdale, Dulc.	38¢ 65	Syrups		Hydrarg Ammoniat	1 20
Amygdale, Amarae	8 00¢ 8 25	Acacia	50	Hydrarg Unguentum	50¢ 60
Anisi	1 85¢ 2 00	Aurant Cortex	50	Hydrargyrum	85
Aurant Cortex	2 10¢ 2 20	Zingiber	50	Ichthyobolia, Am.	65¢ 70
Bergamit	2 65¢ 2 85	Ipecac	50	Indigo	75¢ 1 00
Caliputi	80¢ 85	Pharlaris Canarian.	50	Iodine, Resubi.	3 40¢ 3 60
Caryophylli	75¢ 80	Ferri Iod.	50	Iodoform	3 60¢ 3 85
Cedar	80¢ 1 10	Rhel Arum	50	Lupulin	50
Chenopodi	2 75	Smlax Officinalis	50¢ 50	Lycopodium	80¢ 85
Cinnamomi	1 20¢ 1 30	Senega	50	Maels	65¢ 75
Citronella	35¢ 40	Sellæ	50	Liquor Arsen et Hy-	

Nux Vomica, po. 15		Soda, Boras, po.		Soda et Potass Tart.		Soda, Carb.		Soda, Bi-Carb.		Soda, Ash		Soda, Sulphas.		Spts. Cologne.		Spts. Ether Co.		Spts. Myrra Dom.		Spts. Vini Rect. bb.		Spts. Vini Rect. 1/2bbi		Spts. Vini Rect. 10gal		Strychnia, Crystall.		Sulphur, Subl.		Sulphur, Roll.		Tamarinds		Terebenth Venice.		Theobromæ.		Vanilla		Zinci Sulph.					
35¢	37	9¢	11	23¢	25	1 1/4¢	2	3¢	5	3 1/4¢	4	2	2 60	50¢	55	2	2 00	8¢	46	38¢	46	60¢	65	9 00¢	16 00	8	80¢	1 05	2 1/4¢	4	2 1/4¢	3 1/4	8¢	10	28¢	30	60¢	65	9 00¢	16 00	8				
Pepsin Saac, H. & P.		Pisces Liq. N.N. 1/2 gal.		Pils Liq., quarts.		Pils Liq., pints.		Pili Hydrarg. po. 80		Piper Nigra. po. 22		Piper Alba. po. 35		Pils Burgun.		Plumbi Acet.		Pulvis Ipeacac et Opil		Pyrethrum, boxes H.		P. & D. Co. doz.		Quassia		Quinia, S. P. & W.		Quinia, S. German.		Quinia, N. Y.		Rubia Tinctorum.		Saecharum Lactis pv		Salacin		Sanguis Draconis.		Sapo, W.		Sapo M.		Sapo G.	
35¢	37	1 00	2 00	1 00	2 00	1 00	2 00	10¢	12	30¢	1 50	100¢	12	100¢	12	100¢	12	30¢	1 50	18¢	20	4 50¢	4 75	40¢	50	12¢	14	10¢	12	12¢	14	18¢	20	4 50¢	4 75	40¢	50	12¢	14	10¢	12	12¢	14	10¢	12
Pisces Liq. N.N. 1/2 gal.		Pils Liq., quarts.		Pils Liq., pints.		Pili Hydrarg. po. 80		Piper Nigra. po. 22		Piper Alba. po. 35		Pils Burgun.		Plumbi Acet.		Pulvis Ipeacac et Opil		Pyrethrum, boxes H.		P. & D. Co. doz.		Quassia		Quinia, S. P. & W.		Quinia, S. German.		Quinia, N. Y.		Rubia Tinctorum.		Saecharum Lactis pv		Salacin		Sanguis Draconis.		Sapo, W.		Sapo M.		Sapo G.			
1 00	2 00	1 00	2 00	1 00	2 00	1 00	2 00	10¢	12	30¢	1 50	100¢	12	100¢	12	30¢	1 50	18¢	20	4 50¢	4 75	40¢	50	12¢	14	10¢	12	12¢	14	18¢	20	4 50¢	4 75	40¢	50	12¢	14	10¢	12	12¢	14	10¢	12		
Pisces Liq. N.N. 1/2 gal.		Pils Liq., quarts.		Pils Liq., pints.		Pili Hydrarg. po. 80		Piper Nigra. po. 22		Piper Alba. po. 35		Pils Burgun.		Plumbi Acet.		Pulvis Ipeacac et Opil		Pyrethrum, boxes H.		P. & D. Co. doz.		Quassia		Quinia, S. P. & W.		Quinia, S. German.		Quinia, N. Y.		Rubia Tinctorum.		Saecharum Lactis pv		Salacin		Sanguis Draconis.		Sapo, W.		Sapo M.		Sapo G.			
1 00	2 00	1 00	2 00	1 00	2 00	1 00	2 00	10¢	12	30¢	1 50	100¢	12	100¢	12	30¢	1 50	18¢	20	4 50¢	4 75	40¢	50	12¢	14	10¢	12	12¢	14	18¢	20	4 50¢	4 75	40¢	50	12¢	14	10¢	12	12¢	14	10¢	12		
Pisces Liq. N.N. 1/2 gal.		Pils Liq., quarts.		Pils Liq., pints.		Pili Hydrarg. po. 80		Piper Nigra. po. 22		Piper Alba. po. 35		Pils Burgun.		Plumbi Acet.		Pulvis Ipeacac et Opil		Pyrethrum, boxes H.		P. & D. Co. doz.		Quassia		Quinia, S. P. & W.		Quinia, S. German.		Quinia, N. Y.		Rubia Tinctorum.		Saecharum Lactis pv		Salacin		Sanguis Draconis.		Sapo, W.		Sapo M.		Sapo G.			
1 00	2 00	1 00	2 00	1 00	2 00	1 00	2 00	10¢	12	30¢	1 50	100¢	12	100¢	12	30¢	1 50	18¢	20	4 50¢	4 75	40¢	50	12¢	14	10¢	12	12¢	14	18¢	20	4 50¢	4 75	40¢	50	12¢	14	10¢	12	12¢	14	10¢	12		
Pisces Liq. N.N. 1/2 gal.		Pils Liq., quarts.		Pils Liq., pints.		Pili Hydrarg. po. 80		Piper Nigra. po. 22		Piper Alba. po. 35		Pils Burgun.		Plumbi Acet.		Pulvis Ipeacac et Opil		Pyrethrum, boxes H.		P. & D. Co. doz.		Quassia		Quinia, S. P. & W.		Quinia, S. German.		Quinia, N. Y.		Rubia Tinctorum.		Saecharum Lactis pv		Salacin		Sanguis Draconis.		Sapo, W.		Sapo M.		Sapo G.			
1 00	2 00	1 00	2 00	1 00	2 00	1 00	2 00	10¢	12	30¢	1 50	100¢	12	100¢	12	30¢	1 50	18¢	20	4 50¢	4 75	40¢	50	12¢	14	10¢	12	12¢	14	18¢	20	4 50¢	4 75	40¢	50	12¢	14	10¢	12	12¢	14	10¢	12		
Pisces Liq. N.N. 1/2 gal.		Pils Liq., quarts.		Pils Liq., pints.		Pili Hydrarg. po. 80		Piper Nigra. po. 22		Piper Alba. po. 35		Pils Burgun.																																	

## Stationery

Our stationery department is now complete with new fall styles of

## Tablets and Box Papers

Selected from the leading manufacturers.

We also have a full line of  
Blank Books, Memorandums,  
Pocket Books,  
Crepe Papers, Tissue Papers,  
Pen-holders, Pencils,  
Inks, Etc.

We shall have the best line of HOLIDAY  
Goods ever shown in Michigan.

Hazeltine & Perkins  
Drug Co.,

Grand Rapids, Mich.



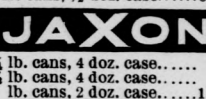
## GROCERY PRICE CURRENT

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

ADVANCED		DECLINED	
Domestic Cheese		Dried Apples	
Cattle Bone		Rock Salt	

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Akron Stoneware..... 15		Baking Powder..... 1	
Alabastine..... 1		Bath Brick..... 1	
Ammonia..... 1		Bluing..... 1	
Axle Grease..... 1		Brooms..... 1	
		Brushes..... 1	
		Butter Color..... 2	
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Chewing Gum..... 3		Fresh Meats..... 14	
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		Snuff..... 9	
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		Soda..... 9	
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		Stove Polish..... 10	
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3		4		5		
Strawberries		Mexican		Sugar Squares.		
Standard	85	Choice	16	Sultanas.	13	
Fancy	1 25	Fancy	17	Tutti Frutti.	16	
Succotash		Guatemala		Vanilla Wafers.	16	
Fair.	90	Choice	16	Vienna Crimp.	8	
Good	1 00	Java		E. J. Krue & Co.'s baked goods		
Fancy	1 20			Standard Crackers.		
Tomatoes				Blue Ribbon Squares.		
Fair	85	African	12 1/2	Write for complete price list		
Good	90	Fancy African	17	with interesting discounts.		
Fancy	1 00	O. G.	25	CREAM TARTAR		
Gallons.	2 40	P. G.	29	5 and 10 lb. wooden boxes.	30	
CATSUP		Mocha		Bulk in sacks.	29	
Columbia, pints.	2 00	Arabian.		DRIED FRUITS		
Columbia, 1/2 pints.	1 25	Package		Apples		
CARBON OILS		New York Basis.		Sundried	@ 4	
Barrels	@ 10 1/2	Arbuckle	11 1/2	Evaporated, 50 lb. boxes.	@ 5	
Perfection	@ 9 1/2	Dillworth	11 1/2	California Fruits		
Diamond White	@ 8 1/2	Jersey	11 1/2	Apricots	8 @ 10	
D. S. Gasoline	@ 12	Lion	11 1/2	Blackberries		
Deodorized Naphtha.	@ 10 1/2	McLaughlin's XXXX sold to		Nectarines		
Cylinder	29 @ 34	retailers only. Mail all orders		Peaches.	8 @ 11	
Engine.	19 @ 22	direct to W. F. McLaughlin &		Pears.		
Black, winter	@ 10 1/2	Co., Chicago.		Pitted Cherries.	7 1/2	
CHEESE		Extract		Prunelles		
Acme	@ 9 1/2	Valley City 1/2 gross	75	Raspberries		
Amboy	@ 9 1/2	Felix 1/2 gross	1 15	California Prunes		
Carson City	@ 9	Hummel's toll 1/2 gross	85	100-120 25 lb. boxes	@ 3 1/2	
Elsie	@ 10	Hummel's tin 1/2 gross	1 43	90-100 25 lb. boxes	@ 4	
Emblem	@ 9 1/2	Substitutes		80-90 25 lb. boxes	@ 4 1/2	
Gem	@ 10	Crushed Cereal Coffee Cake		70-80 25 lb. boxes	@ 5 1/2	
Gold Medal	@ 9 1/2	12 packages, 1/2 case	1 75	60-70 25 lb. boxes	@ 5 1/2	
Ideal	@ 9	24 packages, 1 case	3 50	50-60 25 lb. boxes	@ 6 1/2	
Jersey	@ 9 1/2	CONDENSED MILK		40-50 25 lb. boxes	@ 7 1/2	
Riverside	@ 9 1/2	4 doz in case.		30-40 25 lb. boxes	8 1/2	
Brick	14 @ 15	Gall Borden Eagle	6 40	1/2 cent less in 50 lb. cases		
Edam	@ 90	Crown	6 25	Citron		
Lelden	@ 17	Daisy	5 75	Leghorn.	11	
Limburger	13 @ 14	Champion	4 50	Corsican	12	
Pineapple	50 @ 75	Magnolia	4 25	Currants		
Sap Sago	18 @ 20	Challenge	3 75	California, 1 lb. package.	11 1/2	
CHEWING GUM		Dime	3 35	Imported, 1 lb. package.	12	
American Flag Spruce	55	Leader	3 80	Imported, bulk.	11 1/2	
Beeman's Pepsin	60	COUPON BOOKS		Peel		
Black Jack	55	50 books, any denom.		1 50	Citron American 19 lb. bx.	13
Largest Gum Made	60	100 books, any denom.		2 50	Lemon American 10 lb. bx.	10 1/2
Sen Sen	55	500 books, any denom.		11 50	Orange American 10 lb. bx.	10 1/2
Sen Sen Breath Perfume.	1 00	1,000 books, any denom.		20 00	Raisins	
Sugar Loaf	55	Above quotations are for either		London Layers 2 Crown.		
Yucatan	55	Tradesman, Superior, Economic		or Universal grades. Where	London Layers 3 Crown.	1 70
CHICORY		1,000 books are ordered at a time		customer receives specially	Cluster 4 Crown.	
Bulk	5	printed cover without extra		charge.	Loose Muscatels 2 Crown	6 1/2
Red	7	Coupon Pass Books		Can be made to represent any	Loose Muscatels 3 Crown	6
Eagle	4	denomination from \$10 down.		50 books	Loose Muscatels 4 Crown	7
Frank's	6 1/2	50 books		1 50	L. M. Seeded, 1 lb.	8
Schenker's	6	100 books		2 50	Sultanas, bulk	
CHOCOLATE		500 books		11 50	Sultanas, package	
Walter Baker & Co.'s		1,000 books		20 00	FARINACEOUS GOODS	
German Sweet	23	Credit Checks		500, any one denom.	2 00	Beans
Premium	31	1,000, any one denom.		3 00	Dried Lima	7
Breakfast Cocoa	46	2,000, any one denom.		5 00	Medium Hand Picked	1 80
Runkel Bros.	21	Steel punch		75	Brown Holland	
Vienna Sweet	21	CRACKERS		Cereals		
Vanilla	28	National Biscuit Co.'s brands		Cream of Cereal		90
Premium	31	Butter		Grain-O, small		1 35
CLOTHES LINES		Seymour		6	Grain-O, large	2 25
Cotton, 40 ft. per doz.	1 00	New York		6	Grape Nuts	1 35
Cotton, 50 ft. per doz.	1 20	Family		6	Postum Cereal, small	1 35
Cotton, 60 ft. per doz.	1 40	Salted		6	Postum Cereal, large	2 25
Cotton, 70 ft. per doz.	1 60	Wolverine		6 1/2	Farina	
Cotton, 80 ft. per doz.	1 80	Soda XXX		6 1/2	24 1 lb. packages	1 50
Jute, 60 ft. per doz.	80	Soda, City		8	Bulk, per 100 lbs.	3 00
Jute, 72 ft. per doz.	95	Long Island Wafers.		13	Hominy	
COCOA		Zephyrette.		13	Flake, 50 lb. sack	80
Cleveland	41	Faust		7 1/2	Pearl, 200 lb. bbl.	2 40
Colonial, 1/2s	35	Farina		6	Pearl, 100 lb. sack	1 17
Colonial, 1/4s	36	Extra Farina		6 1/2	Maccaroni and Vermicelli	
Epps	42	Saltine Oyster		6	Domestic, 10 lb. box.	60
Huyler	45	Sweet Goods-Boxes			Imported, 25 lb. box.	2 50
Van Houten, 1/2s	12	Animals		10	Pearl Barley	
Van Houten, 1/4s	20	Assorted Cake.		10	Common	2 40
Van Houten, 1/8s	38	Belle Rose		8	Chester	2 90
Van Houten, 1s	70	Bent's Water.		16	Empire	3 40
Webb	30	Cinnamon Bar.		9	Grits	
Wilbur, 1/2s	41	Coffee Cake, Iced.		10	Walsh-DeRoo Co.'s Brand.	
Wilbur, 1/4s	42	Coffee Cake, Java.		10	Wheat	
COCOA SHELLS		Cocoanut Macaroons.		10	24 2 lb. packages	2 00
20 lb. bags	2 1/2	Cocoanut Taffy.		16	100 lb. kegs	3 00
Less quantity	3	Cracknells.		16	200 lb. barrels	5 70
Pound packages	4	Creams, Iced.		8	100 lb. bags	2 90
COFFEE		Cream Crisp.		10 1/2	Peas	
Roasted		Cubans		11 1/2	Green, Wisconsin, bu.	1 30
A.T.C.		Currant Fruit.		12	Green, Scotch, bu.	1 40
HIGH GRADE		Frosted Honey.		12	Split, lb.	3
COFFEES		Frosted Cream.		12	Rolled Oats	
Special Combination	15	Ginger Snaps, 1/2 gross or sm'll		9	Roll'd Avena, bbl.	4 20
French Breakfast	17 1/2	Ginger Snaps, N. B. C.		6	Steel Cut, 100 lb. sacks	2 25
Lenox, Mocha & Java	21	Grandma Cakes.		10 1/2	Monarch, bbl.	3 90
Old Gov't Java and Mocha.	24	Graham Crackers.		8	Monarch, 1/2 bbl.	2 05
Private Estate, Java & Moc	26	Graham Wafers.		12	Monarch, 90 lb. sacks.	1 90
Supreme, Java and Mocha	27	Grand Rapids Tea.		16	Quaker, cases	3 20
Dwinnell-Wright Co.'s Brands.		Honey Fingers.		10	Sago	
White House, 60-1s.	29	Iced Honey Crumpets.		10	East India	2 1/2
White House, 30-2s.	28	Imperial.		8	German, sacks	3 1/2
Excelsior M. & J., 60-1s.	21 1/2	Jumbles, Honey.		8	German, broken package.	4
Excelsior M. & J., 30-2s.	20 1/2	Laid Fingers.		12	Tapioca	
Royal Java & Mocha	20 1/2	Lemon Snaps.		12	Flake, 110 lb. sacks.	4 1/2
Arabian Mocha	28 1/2	Marshmallow.		16	Pearl, 130 lb. sacks.	3 1/2
Aden Moch.	22 1/2	Marshmallow Creams.		16	Pearl, 24 1 lb. packages	6
Mocha & Java Blend	23	Marshmallow Walnuts.		16	Wheat	
Fancy Maricaoibo	18 1/2	Mary Ann		8	Cracked, bulk	3 1/2
Javo Blend	17 1/2	Mixed Plenic.		11 1/2	24 2 lb. packages	2 50
Golden Santos	17	Milk Biscuit.		7 1/2	FLAVORING EXTRACTS	
Ja-Mo-Ka	15 1/2	Molasses Cake.		8	FOOTE & JENKS'	
Excelsior Blend.	14 1/2	Molasses Bar.		9	JAXON	
No. 55 Blend.	14	Moss Jelly Bar.		12 1/2	Highest Grade Extracts	
Rio		Oatmeal Crackers.		12	Vanilla	Lemon
Common	10 1/2	Oatmeal Wafers.		12	1 oz full m. 1 20	1 oz full m. 80
Fair	11	Orange Crisp.		9	1 oz full m. 2 10	1 oz full m. 1 25
Choice	13	Orange Gem.		9		
Fancy	15	Penny Cake.		8		
Santos		Pilot Bread, XXX.		7 1/2		
Common	11	Pretzelettes, hand made.		8		
Fair	14	Pretzels, hand made.		8		
Choice	15	Scotch Cookies.		9		
Fancy	17	Sears' Lunch.		7 1/2		
Peaberry	13	Sugar Cake.		8		
Maricaoibo		Sugar Gum.		8		
Fair	12					
Choice	16					



6



Vanilla 1.20 2 oz panel. 75  
Lemon 2 oz panel. 20 4 oz taper. 1 50  
3 oz taper. 20 4 oz taper. 1 50



D. C. Lemon D. C. Vanilla  
2 oz. 75 2 oz. 1 24  
3 oz. 1 00 3 oz. 1 60  
6 oz. 2 00 4 oz. 2 00  
No. 4 T. 1 52 No. 3 T. 2 08  
2 oz. Assorted Flavors 75c.

**Our Tropical.**  
2 oz. full measure, Lemon. 75  
4 oz. full measure, Lemon. 1 50  
2 oz. full measure, Vanilla. 90  
4 oz. full measure, Vanilla. 1 80

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

**FLY PAPER**  
Tanglefoot, per box. 35  
Tanglefoot, per case. 3 20

## FRESH MEATS

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

**Pork**  
Dressed. 7  
Loins. 8 1/4  
Boston Butts. 8 1/4  
Shoulders. 8 1/4  
Leaf Lard. 8

**Mutton**  
Carcass. 8 1/4 @ 9  
Lambs. 9 1/4 @ 10

**Veal**  
Carcass. 7 1/2 @ 8

## GRAINS AND FLOUR

**Wheat**  
Wheat. 69

**Winter Wheat Flour**  
Local Brands

Patents. 4 25  
Second Patent. 3 75  
Straight. 3 55  
Clear. 3 15  
Graham. 3 25  
Buckwheat. 4 00  
Rye. 3 25  
Subject to usual cash discount.

Flour in bbls., 25c per bbl. additional.  
Ball-Barnhart-Putman's Brand  
Diamond 1/4s. 3 75  
Diamond 1/2s. 3 75  
Diamond 3/4s. 3 75  
Worden Grocer Co.'s Brand  
Quaker 1/4s. 3 75  
Quaker 1/2s. 3 75  
Quaker 3/4s. 3 75

**Spring Wheat Flour**  
Clark-Jewell-Well's Co.'s Brand  
Pillsbury's Best 1/4s. 4 40  
Pillsbury's Best 1/2s. 4 30  
Pillsbury's Best 3/4s. 4 20  
Pillsbury's Best 1s. 4 20  
Ball-Barnhart-Putman's Brand  
Duluth Imperial 1/4s. 4 30  
Duluth Imperial 1/2s. 4 20  
Duluth Imperial 3/4s. 4 10  
Lemon & Wheeler Co.'s Brand  
Wingold 1/4s. 4 35  
Wingold 1/2s. 4 25  
Wingold 3/4s. 4 15  
Olney & Judson's Brand  
Ceresota 1/4s. 4 35  
Ceresota 1/2s. 4 25  
Ceresota 3/4s. 4 15  
Worden Grocer Co.'s Brand  
Laurel 1/4s. 4 35  
Laurel 1/2s. 4 25  
Laurel 3/4s. 4 15  
Laurel 1s. & 1 1/4s. paper. 4 15

**Meal**  
Bolted. 2 00  
Granulated. 2 10

**Oats**  
Car lots. 31 1/2  
Car lots, clipped. 34 1/2  
Less than car lots.

**Feed and Millstuffs**  
St. Car Feed, screened. 18 00  
No. 1 Corn and Oats. 17 50  
Unbolted Corn Meal. 17 00  
Winter Wheat Bran. 15 50  
Winter Wheat Middlings. 16 50  
Screenings. 16 00

**Corn**  
Corn, car lots. 43 1/2

**Hay**  
No. 1 Timothy car lots. 11 00  
No. 1 Timothy ton lots. 12 00

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

7

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

**JELLY**  
5 lb. palls. per doz. 1 85  
15 lb. palls. 35  
30 lb. palls. 62

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

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

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

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

**MOLASSES**  
New Orleans  
Fancy Open Kettle. 40  
Choice. 35  
Fair. 26  
Good. 22

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

**OLIVES**  
Bulk, 1 gal. kegs. 1 25  
Bulk, 3 gal. kegs. 1 10  
Bulk, 5 gal. kegs. 1 00  
Manzanilla, 7 oz. 80  
Queen, pints. 2 35  
Queen, 19 oz. 4 50  
Queen, 28 oz. 7 00  
Stuffed, 5 oz. 1 90  
Stuffed, 10 oz. 2 30

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

Glory Mayflower  
Satchel & Pacific  
Bottom Square

1/4. 28 60  
1/2. 34 60  
1. 44 80  
2. 54 1 00  
3. 66 1 25  
4. 76 1 45  
5. 90 1 70  
6. 1 06 2 00  
8. 1 28 2 40  
10. 1 50 2 80  
12. 1 60 3 15  
14. 2 24 4 15  
16. 2 34 4 50  
20. 2 52 5 00  
25. 5 50

**Sugar**  
Red. 4 1/4  
Gray. 4 1/4

**PARIS GREEN**  
Bulk. 14  
Packages, 1/4 lb. each. 18  
Packages, 1/2 lb. each. 17  
Packages, 1 lb. each. 16

**PICKLES**  
Medium  
Barrels, 1,200 count. 4 50  
Half bbls, 600 count. 2 75

**Small**  
Barrels, 2,400 count. 5 50  
Half bbls, 1,200 count. 3 30

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

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

**PROVISIONS**  
Barreled Pork

Mess. 15 50  
Back. 15 50  
Clear back. 15 50  
Shog cut. 15 00  
Pig. 15 50  
Bean. 12 25  
Family Mess. 15 50  
Rump Butts Beef. 11 50

**Dry Salt Meats**  
Bellies. 9 1/4  
Briskets. 9 1/4  
Extra shorts. 8 1/4

**Smoked Meats**  
Hams, 12 lb. average. 11 1/4  
Hams, 14 lb. average. 11 1/4  
Hams, 16 lb. average. 10 1/4  
Hams, 20 lb. average. 10 1/4  
Ham dried beef. 12 1/2  
Shoulders (N. Y. cut). 7 1/2  
Bacon, clear. 10 1/4  
California hams. 8  
Boneless hams. 11  
Boned Hams. 16  
Picnic Baked Hams. 12  
Berlin Hams. 8 1/4  
Mince Hams. 9

**Lards-In Tierces**  
Compound. 6 1/2  
Kettle. 9  
Vegetable. 7 1/2  
80 lb. Tubs. advance. 7 1/2  
30 lb. Tubs. advance. 7 1/2  
20 lb. Tubs. advance. 7 1/2  
10 lb. Palls. advance. 7 1/2  
5 lb. Palls. advance. 7 1/2  
3 lb. Palls. advance. 7 1/2

8

**Sausages**  
Bologna. 5 1/4  
Liver. 6  
Frankfort. 7 1/4  
Pork. 7 1/4  
Blood. 6 1/4  
Tongue. 9  
Headcheese. 8

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

**Pigs' Feet**  
1/4 bbls., 40 lbs. 1 50  
1/4 bbls., 80 lbs. 3 50

**Tripe**  
Kits, 15 lbs. 70  
1/4 bbls., 40 lbs. 1 25  
1/4 bbls., 80 lbs. 2 25

**Casings**  
Pork. 21  
Beef rounds. 3  
Beef middles. 10  
Sheep. 60

**Butterine**  
Solid, dairy. 11 @ 13  
Rolls, dairy. 11 1/4 @ 13 1/4  
Rolls, creamery. 14 1/4  
Rolls, creamery. 14

**Canned Meats**  
Corned beef, 2 lb. 2 75  
Corned beef, 14 lb. 17 50  
Roast beef, 2 lb. 2 75  
Potted ham, 1/4s. 50  
Potted ham, 1/2s. 50  
Deviled ham, 1/4s. 50  
Potted tongue, 1/4s. 50  
Potted tongue, 1/2s. 50

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

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

**SALERATUS**  
Packed 60 lbs. in box.  
Church's Arm and Hammer. 3 15  
Deland's. 2 10  
Dwight's Cow. 3 15  
Emblem. 2 10  
L. P. 3 00  
Wyandotte, 100 1/4s. 3 00

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

**SALT**  
Buckeye  
100 3 lb. bags. 3 00  
50 6 lb. bags. 3 00  
22 14 lb. bags. 2 75  
In 5 bbl. lots 5 per cent. discount and one case 24 3 lb. boxes free.

**Diamond Crystal**  
Table, cases, 24 3 lb. boxes. 1 40  
Table, barrels, 100 3 lb. bags. 3 00  
Table, barrels, 40 7 lb. bags. 2 75  
Butter, barrels, 280 lb. bulk. 2 65  
Butter, barrels, 20 14 lb. bags. 2 85  
Butter, sacks, 28 lbs. 27  
Butter, sacks, 56 lbs. 67

**Common Grades**  
100 3 lb. sacks. 2 25  
60 5 lb. sacks. 2 15  
28 10 lb. sacks. 2 05  
56 10 lb. sacks. 40  
3 lb. sacks. 22

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

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

**Higgins**  
56 lb. sacks. 25

**Solar Rock**  
Common. 95  
Granulated Fine. 95  
Medium Fine. 1 00

**SALT FISH**  
Cod  
Georges cured. 6  
Georges genuine. 6 1/4  
Georges selected. 7  
Strips or brisks. 6 1/4 @ 10 1/4  
Pollock. 3 1/4

**Halibut.**  
Strips. 10  
Chunks. 12

**Trout**  
No. 1 100 lbs. 5 75  
No. 1 40 lbs. 2 60  
No. 1 10 lbs. 75  
No. 1 8 lbs. 61

**Herring**  
Holland white hoops, bbl. 11 25  
Holland white hoops, 1/4 bbl. 6 00  
Holland white hoop, keg. 82  
Holland white hoop mechs. 87  
Norwegian. 11  
Round 100 lbs. 3 00  
Round 40 lbs. 1 50  
Sealed. 19  
Bloaters. 1 60

**Mackerel**  
Mess 100 lbs. 12 25  
Mess 40 lbs. 5 20  
Mess 10 lbs. 1 38  
Mess 8 lbs. 1 13  
No. 1 100 lbs. 10 50  
No. 1 40 lbs. 4 50  
No. 1 10 lbs. 1 20  
No. 1 8 lbs. 1 00  
No. 2 100 lbs. 7 00  
No. 2 40 lbs. 3 10  
No. 2 10 lbs. 85  
No. 2 8 lbs. 71

9

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

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

**SHOE BLACKING**  
Handy Box, large. 2 50  
Handy Box, small. 1 25  
Bixby's Royal Polish. 85  
Miller's Crown Polish. 85

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

**SOAP**  
B. T. Babbitt brand—  
Babbitt's Best. 4 00  
Beaver Soap Co. brands

**GRAND PAS**  
WONDER SOAP

50 cakes, large size. 3 25  
100 cakes, large size. 6 50  
50 cakes, small size. 1 95  
100 cakes, small size. 3 85  
Bell & Bogart brands—  
Coal Oil Johnny. 3 90  
Peekin. 4 00  
Detroit Soap Co. brands—  
Queen Anne. 3 15  
Big Bargain. 1 75  
Umpire. 2 15  
German Family. 2 45  
Dingman Soap Co. brand—  
Dingman. 3 85  
N. K. Fairbanks brands—  
Santa Claus. 3 25  
Brown. 2 40  
Fairly. 4 00  
Fels brand—  
Naphtha. 4 00  
Gowans & Sons brands—  
Oak Leaf. 3 25  
Oak Leaf, big 5. 4 00

**JAXON**  
Single box. 3 00  
5 box lots, delivered. 2 95  
10 box lots, delivered. 2 90

Johnson Soap Co. brands—  
Silver King. 3 60  
Calumet Family. 2 70  
Scotch Family. 2 40  
Cuba. 2 40  
50 cakes. 1 95  
Ricker's Magnetic. 3 90  
Lautz Bros. brands—  
Big Acme. 4 00  
Acme 5c. 3 25  
Marselles. 4 00  
Master. 3 70  
Proctor & Gamble brands—  
Lenox. 3 00  
Ivory, 6 oz. 4 00  
Ivory, 10 oz. 6 75  
Schultz & Co. brand—  
Star. 3 00  
A. B. Wrisley brands—  
Good Cheer. 3 80  
Old Country. 3 20  
Scouring.  
Sapollo, kitchen, 3 doz. 2 40  
Sapollo, hand, 3 doz. 2 40

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

**SPICES**  
Whole Spices  
Allspice. 12  
Cassia, China in mats. 12  
Cassia, Batavia, in bund. 28  
Cassia, Saigon, broken. 38  
Cassia, Saigon, in rolls. 55  
Cloves, Amboyana. 17  
Cloves, Zanzibar. 14  
Mace. 55  
Nutmegs, 75-80. 50  
Nutmegs, 85-10. 40  
Nutmegs, 115-20. 35  
Pepper, Singapore, black. 18  
Pepper, Singapore, white. 28  
Pepper, shot. 20  
Pure Ground in Bulk  
Allspice. 16  
Cassia, Batavia. 28  
Cassia, Saigon. 28  
Cloves, Zanzibar. 17  
Ginger, African. 15  
Ginger, Cochlin. 25  
Ginger, Jamaica. 25  
Mace. 65  
Mustard. 18  
Pepper, Singapore, black. 20  
Pepper, Singapore, white. 28  
Pepper, Cayenne. 20  
Sage. 20

**SYRUPS**  
Corn  
Barrels. 22  
Half bbls. 22  
1 doz. 1 gallon cans. 3 20  
1 doz. 1/2 gallon cans. 1 80  
2 doz. 1/4 gallon cans. 92

10

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

**STARCH**  
Kingsford's Corn  
40 1-lb. packages. 6 1/4  
20 1-lb. packages. 6 1/4  
6 lb. boxes. 7 1/4

**Kingsford's Silver Gloss**  
40 1-lb. packages. 7  
6 lb. boxes. 7 1/4

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

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

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

**Best Gloss Starch**  
50 POUNDS  
LARGE LUMP  
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CHAS. POPE GLUCOSE CO.  
CHICAGO.

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**Best Gloss Starch**  
50



12	13	14	15
<b>Lubetsky Bros.' Brands.</b> B. L. .... \$35 00 Gold Star .... 35 00 H. Van Tongeren's Brand. Star Green .... 35 00 <b>Fine Cut</b> Uncle Daniel .... 58 Ojibwa .... 38 Forest Giant .... 38 Sweet Spray .... 35 Cadillac .... 57 Sweet Loma .... 38 Golden Top .... 28 Hiawatha .... 58 Telegram .... 28 Pay Car .... 34 Prairie Rose .... 50 Protection .... 38 Sweet Burley .... 40 Sweet Loma .... 38 Tiger .... 39 <b>Plug</b> Flat Iron .... 36 Creme de Menthe .... 60 Stronghold .... 40 Solo .... 35 Sweet Chunk .... 37 Forge .... 33 Red Cross .... 24 Palo .... 36 Kyo .... 36 Hiawatha .... 41 Battle Axe .... 37 American Eagle .... 54 Standard Navy .... 38 Spear Head, 16 oz. .... 43 Spear Head, 8 oz. .... 45 Nobby Twist .... 49 Jolly Tar .... 39 Old Honesty .... 45 Toddy .... 35 J. T. .... 38 Piper Heidsieck .... 64 Boot Jack .... 81 Jelly Cake .... 36 Plumb Bob .... 32 <b>Smoking</b> Hand Pressed .... 46 Double Cross .... 37 Sweet Core .... 40 Flat Car .... 37 Great Navy .... 37 Warpath .... 27 Bamboo, 8 oz. .... 29 Bamboo, 16 oz. .... 27 I X L, 6 lb. .... 28 I X L, 30 lb. .... 32 Honey Dew .... 37 Gold Block .... 37 Flagman .... 40 Chips .... 35 Kilo Dried .... 24 Duke's Mixture .... 40 Duke's Cameo .... 40 Honey Dip Twist .... 39 Myrtle Navy .... 39 Yum Yum, 1 1/2 oz. .... 39 Yum Yum, 1 lb. pails. .... 37 Cream .... 37 Corn Cake, 2 1/2 oz. .... 25 Corn Cake, 1 lb. .... 23 Plow Boy, 1 1/2 oz. .... 39 Plow Boy, 3 1/2 oz. .... 37 Peerless, 3 1/2 oz. .... 34 Peerless, 1 1/2 oz. .... 36 Indicator, 2 1/2 oz. .... 28 Indicator, 1 lb. pails .... 31 Col. Choice, 2 1/2 oz. .... 21 Col. Choice, 8 oz. .... 21 <b>TABLE SAUCES</b> <b>LEA &amp; PERRIN'S SAUCE</b> The Original and Genuine Worcestershire. Lea & Perrin's, large. .... 3 75 Lea & Perrin's, small. .... 2 50 Halford, large. .... 3 75 Halford, small. .... 2 25 Salad Dressing, large. .... 4 55 Salad Dressing, small. .... 2 75 <b>TWINE</b> Cotton, 3 ply. .... 16 Cotton, 4 ply. .... 16 Jute, 2 ply. .... 12 Hemp, 6 ply. .... 12 Flax, medium .... 20 Wool, 1 lb. balls .... 7 1/2 <b>VINEGAR</b> Malt White Wine, 40 grain. .... 8 Malt White Wine, 80 grain. .... 11 Pure Cider, B. & B. brand. .... 11 Pure Cider, Red Star. .... 12 Pure Cider, Robinson. .... 10 Pure Cider, Silver. .... 11 <b>WASHING POWDER</b> Gold Dust, regular. .... 4 50 Gold Dust, 5c. .... 4 00 <b>Rub-No-More</b> Rub-No-More .... 3 50 Pearline .... 2 90 Scourine. .... 3 50 <b>WICKING</b> No. 0, per gross. .... 20 No. 1, per gross. .... 25 No. 2, per gross. .... 35 No. 3, per gross. .... 55 <b>WOODENWARE</b> <b>Baskets</b> Bushels .... 95 Bushels, wide band. .... 1 15 Market .... 30 Splint, large .... 4 00 Splint, medium .... 3 50 Splint, small .... 3 00 Willow Clothes, large. .... 6 25 Willow Clothes, medium. .... 5 75 Willow Clothes, small. .... 5 25	<b>Butter Plates</b> No. 1 Oval, 250 in. crate. .... 45 No. 2 Oval, 250 in. crate. .... 50 No. 3 Oval, 250 in. crate. .... 55 No. 5 Oval, 250 in. crate. .... 65 <b>Egg Crates</b> Humpty Dumpty .... 2 25 No. 1, complete .... 30 No. 2, complete .... 25 <b>Clothes Pins</b> Round head, 5 gross box. .... 45 Round head, cartons. .... 62 <b>Mop Sticks</b> Trojan spring .... 90 Eclipse patent spring .... 85 No. 1 common .... 75 No. 2 patent brush holder. .... 85 12 lb. cotton mop heads. .... 1 25 Ideal No. 7 .... 90 <b>Pails</b> 2-hoop Standard. .... 1 40 3-hoop Standard. .... 1 60 2-wire, Cable. .... 1 50 3-wire, Cable. .... 1 70 Cedar, all red, brass bound. .... 1 25 Paper, Eureka .... 2 25 Fibre .... 2 40 <b>Toothpicks</b> Hardwood .... 2 50 Softwood .... 2 75 Banquet .... 1 50 Ideal .... 1 50 <b>Tubs</b> 20-inch, Standard, No. 1. .... 6 00 18-inch, Standard, No. 2. .... 5 00 16-inch, Standard, No. 3. .... 4 00 20-inch, Cable, No. 1. .... 6 50 18-inch, Cable, No. 2. .... 6 00 16-inch, Cable, No. 3. .... 5 00 No. 1 Fibre .... 9 45 No. 2 Fibre .... 7 95 No. 3 Fibre .... 7 20 <b>Wash Boards</b> Bronze Globe. .... 2 50 Dewey .... 1 75 Double Acme. .... 2 75 Single Acme. .... 2 25 Double Peerless. .... 3 25 Single Peerless. .... 2 60 Northern Queen .... 2 50 Double Duplex .... 3 00 Good Luck .... 2 75 Universal .... 2 25 <b>Wood Bowls</b> 11 in. Butter .... 75 13 in. Butter .... 1 00 15 in. Butter .... 1 75 17 in. Butter .... 2 50 19 in. Butter .... 3 00 Assorted 13-15-17 .... 1 75 Assorted 15-17-19 .... 2 50 <b>WRAPPING PAPER</b> Common Straw .... 1 1/4 Fiber Manila, white .... 3 1/2 Fiber Manila, colored .... 4 1/2 No. 1 Manila, colored .... 4 1/2 Cream Manila .... 3 Butcher's Manila. .... 2 1/2 Wax Butter, short count. .... 13 Wax Butter, full count. .... 20 Wax Butter, rolls. .... 15 <b>YEAST CAKE</b> Magic, 3 doz. .... 1 00 Sunlight, 3 doz. .... 1 00 Sunlight, 1 1/2 doz. .... 50 Yeast Cream, 3 doz. .... 1 00 Yeast Foam, 3 doz. .... 1 00 Yeast Foam, 1 1/2 doz. .... 50 <b>FRESH FISH</b> White fish. .... Per lb. Trout .... 8 Black Bass .... 10 11 Halibut .... 15 Cliscos or Herring. .... 4 Bluefish .... 12 1/2 Live Lobster .... 18 Botted Lobster .... 18 Cod .... 10 Haddock .... 7 Pike .... 8 Perch .... 4 Smoked White .... 10 1/2 Red Snapper .... 11 Col River Salmon .... 12 Mackerel .... 16 <b>HIDES AND PELTS</b> The Cappon & Bertsch Leather Co., 100 Canal Street, quotes as follows: <b>Hides</b> Green No. 1. .... 6 Green No. 2. .... 5 Cured No. 1. .... 7 1/2 Cured No. 2. .... 6 1/2 Calfskins, green No. 1. .... 9 Calfskins, green No. 2. .... 7 1/2 Calfskins, cured No. 1. .... 10 Calfskins, cured No. 2. .... 8 1/2 <b>Pelts</b> Pelts, each. .... 50 @ 1 10 <b>Lamb</b> <b>Tallow</b> No. 1. .... 4 1/2 No. 2. .... 3 1/2 <b>Wool</b> Washed, fine. .... 15 @ 16 Washed, medium. .... 18 @ 20 Unwashed, fine. .... 11 @ 12 Unwashed, medium. .... 14 @ 15 <b>CANDIES</b> <b>Stick Candy</b> Standard .... 7 1/2 Standard H. H. .... 7 1/2 Standard Twist .... 8 Cut Leaf. .... 9 Jumbo, 32 lb. .... 7 1/2 Extra H. H. .... 7 1/2 Boston Cream .... 8 Beet Root. .... 8 <b>Mixed Candy</b> Grocers. .... 6 Competition. .... 7 Special. .... 7 1/2 Conserved. .... 8 1/2 Royal. .... 9 Ribbon. .... 9 Broken. .... 9 1/2 Cut Leaf. .... 9 English Rock. .... 9 Kindergarten. .... 9 Bon Ton Cream. .... 9 French Cream. .... 10 Candy Pan. .... 10 Hand Made Cream mixed. .... 15 1/2 Crystal Cream mix. .... 13 <b>Fancy-In Pails</b> Champ. Crys. Gums. .... 8 Pony Hearts. .... 15 Fairy Cream Squares. .... 12 Fudge Squares. .... 12 Peanut Squares. .... 12 Fruit Tab., as., wrap. .... 12 Sugared Peanuts. .... 10 1/2 Salted Peanuts. .... 12 Starlight Kisses. .... 10 San Blas Goodies. .... 12 Lozenges, plain. .... 9 1/2 Lozenges, printed. .... 10 Choc. Drops. .... 11 1/2 Eclipse Chocolates. .... 11 1/2 Choc. Monumentals. .... 14 Victoria Chocolate. .... 15 Gum Drops. .... 5 Moss Drops. .... 9 1/2 Lemon Sours. .... 10 Imperials. .... 10 Ital. Cream Opera. .... 12 Ital. Cream Bonbons. .... 12 20 lb. pails. .... 12 Molasses Chews, 15 lb. pails. .... 14 lb. pails. .... 14 Golden Waffles. .... 12 <b>Fancy-In 5 lb. Boxes</b> Lemon Sours. .... 2 55 Peppermint Drops. .... 2 50 Chocolate Drops. .... 2 55 H. M. Choc. Drops. .... 2 55 H. M. Choc. Lt. and Dk. No. 12. .... 2 1 00 Gum Drops. .... 2 30 Licorice Drops. .... 2 75 Lozenges, plain. .... 2 55 Lozenges, printed. .... 2 60 Imperials. .... 2 60 Mottos. .... 2 60 Cream Bar. .... 2 60 Molasses Bar. .... 2 55 Hand Made Creams. .... 2 90 Cream Buttons, Pep. and Wint. .... 2 55 String Rock. .... 2 55 Wintergreen Berries. .... 2 60 <b>Caramels</b> Clipper, 20 lb. pails. .... 9 Standard, 20 lb. pails. .... 10 Perfection, 20 lb. pls. .... 12 1/2 Amazon, Choc. Cvd. .... 15 Kosker 2 for 1c pr bx. .... 15 Big 3, 3 for 1c pr bx. .... 55 Dukes, 2 for 1c pr bx. .... 60 Favorite, 4 for 1c, bx. .... 60 AA Cream Carls 3 lb. .... 50 <b>FRUITS</b> <b>Oranges</b> Florida Russett. .... 2 Florida Bright. .... 2 Fancy Navels. .... 2 Extra Choice. .... 2 Late Valencia. .... 2 40 Seedlings. .... 2 30 Medt. Sweets. .... 3 50 @ 4 00 Jamalas. .... 2 Rodi. .... 2 <b>Lemons</b> Messina, 300s. .... 3 50 @ 4 50 Messina, 360s. .... 3 50 @ 4 00 California 360s. .... 3 25 @ 3 50 California 300s. .... 3 25 @ 3 50 <b>Bananas</b> Medium bunches. .... 1 50 @ 2 00 Large bunches. .... 1 50 @ 2 00 <b>Foreign Dried Fruits</b> <b>Figs</b> Californias, Fancy. .... 2 Cal. pkg. 10 lb. boxes. .... 2 Extra Choice, 10 lb. boxes. .... 9 1/2 Fancy, 12 lb. boxes. .... 12 Pulled, 6 lb. boxes. .... 12 Naturals, in bags. .... 5 <b>Dates</b> Fards in 10 lb. boxes. .... 5 Fards in 60 lb. cases. .... 5 1/2 Hallows. .... 5 lb. cases, new. .... 5 Salrs, 60 lb. cases. .... 4 1/2 @ 5 <b>NUTS</b> Almonds, Tarragona. .... 17 Almonds, Ivica. .... 17 Almonds, California, soft shelled. .... 16 @ 18 Brazilia. .... 11 Hiberna. .... 12 1/2 Walnuts, Grenobles. .... 13 1/2 Walnuts, soft shelled. .... 13 1/2 California No. 1. .... 13 1/2 Table Nuts, fancy. .... 14 Table Nuts, choice. .... 13 Pecans, Med. .... 10 Pecans, Ex. Large. .... 11 Pecans, Jumbos. .... 12 Hickory Nuts per bu. .... 12 Ohio, new. .... 2 Cocoanuts, full sacks. .... 2 3 50 Chestnuts, per bu. .... 2 <b>Peanuts</b> Fancy, H. P., Suns. .... 5 1/2 @ Fancy, H. P., Suns. Roasted. .... 6 1/2 @ 7 Choice, H. P., Extras. .... 7 Choice, H. P., Extras. Roasted. .... 7 Span. Shild No. 1 n/w. .... 7 @ 8	<b>AKRON STONEWARE</b> <b>Butters</b> 1/2 gal., per doz. .... 48 2 to 6 gal., per gal. .... 6 8 gal. each. .... 52 10 gal. each. .... 65 12 gal. each. .... 84 15 gal. meat-tubs, each. .... 1 20 20 gal. meat-tubs, each. .... 1 60 25 gal. meat-tubs, each. .... 2 25 30 gal. meat-tubs, each. .... 2 70 <b>Churns</b> 2 to 6 gal., per gal. .... 6 1/2 Churn Dashers, per doz. .... 84 <b>Milkpans</b> 1/2 gal. flat or rd. bot., per doz. .... 48 1 gal. flat or rd. bot., each. .... 6 <b>Fine Glazed Milkpans</b> 1/2 gal. flat or rd. bot., per doz. .... 60 1 gal. flat or rd. bot., each. .... 6 <b>Stewpans</b> 1/2 gal. fireproof, ball, per doz. .... 85 1 gal. fireproof, ball, per doz. .... 1 10 <b>Jugs</b> 1/2 gal. per doz. .... 60 1 gal. per doz. .... 45 1 to 5 gal., per gal. .... 7 1/2 <b>Sealing Wax</b> 5 lbs. in package, per lb. .... 2 <b>LAMP BURNERS</b> No. 0 Sun. .... 35 No. 1 Sun. .... 45 No. 2 Sun. .... 45 No. 3 Sun. .... 1 10 Tubular. .... 45 Nutmeg. .... 50 <b>LAMP CHIMNEYS—Seconds</b> Per box of 6 doz. No. 0 Sun. .... 1 56 No. 1 Sun. .... 1 78 No. 2 Sun. .... 2 48 <b>First Quality</b> No. 0 Sun, crimp top, wrapped & lab. .... 2 00 No. 1 Sun, crimp top, wrapped & lab. .... 2 15 No. 2 Sun, crimp top, wrapped & lab. .... 3 15 <b>XXX Flint</b> No. 1 Sun, crimp top, wrapped & lab. .... 2 75 No. 2 Sun, crimp top, wrapped & lab. .... 3 75 No. 2 Sun, hinge, wrapped & lab. .... 4 00 <b>Pearl Top</b> No. 1 Sun, wrapped and labeled. .... 4 00 No. 2 Sun, wrapped and labeled. .... 5 00 No. 2 hinge, wrapped and labeled. .... 5 10 No. 2 Sun, "Small Bulb," for Globe Lamps. .... 80 <b>La Bastie</b> No. 1 Sun, plain bulb, per doz. .... 1 00 No. 2 Sun, plain bulb, per doz. .... 1 25 No. 1 Crimp, per doz. .... 1 35 No. 2 Crimp, per doz. .... 1 60 <b>Rochester</b> No. 1 Lime (65c doz) .... 3 50 No. 2 Lime (70c doz) .... 4 00 No. 2 Flint (80c doz) .... 4 70 <b>Electric</b> No. 2 Lime (70c doz) .... 4 00 No. 2 Flint (80c doz) .... 4 70 <b>OIL CANS</b> 1 gal. tin cans with spout, per doz. .... 1 40 1 gal. galv. iron with spout, per doz. .... 1 58 2 gal. galv. iron with spout, per doz. .... 2 78 3 gal. galv. iron with spout, per doz. .... 3 75 5 gal. galv. iron with spout, per doz. .... 4 85 3 gal. galv. iron with faucet, per doz. .... 4 25 5 gal. galv. iron with faucet, per doz. .... 4 95 5 gal. Tilting cans. .... 7 25 5 gal. galv. iron Nacefas. .... 9 00 <b>LANTERNS</b> No. 0 Tubular, slide lift. .... 4 85 No. 1 B Tubular. .... 7 40 No. 15 Tubular, dash. .... 7 50 No. 1 Tubular, glass fountain. .... 7 50 No. 12 Tubular, slide lamp. .... 13 50 No. 3 Street lamp, each. .... 3 60 <b>LANTERN GLOBES</b> No. 0 Tub., cases 1 doz. each, box, 10c .... 45 No. 0 Tub., cases 2 doz. each, box, 15c .... 45 No. 0 Tub., bbls 5 doz. each, per bbl. .... 2 00 No. 0 Tub., Bull's eye, cases 1 doz. each. .... 1 25 <b>MASON FRUIT JARS.</b> Pints .... 6 25 Quarts .... 6 50 Half Gallons .... 9 00 Caps and Rubbers. .... 2 70 Rubbers. .... 25 & 35	

# How's Your Stock?

How is your lap robe and fly net stock? If you want some more robes—nice ones, which it pays to handle—or some fly nets, at all kinds of prices, write or telephone us and they will be off to you on the first train. They say our stock in these goods is the best selected in Michigan. A descriptive price list will be mailed you if you want it.

**Brown & Sehler**  
Grand Rapids, Mich.

**GOLD MEDAL, PARIS, 1900**

**Walter Baker & Co. Ltd.**

PURE, HIGH-GRADE

**COCOAS AND CHOCOLATES**



Their preparations are put up in conformity to the Pure-Food Laws of all the States. Under the decisions of the U. S. Courts no other chocolate or cocoa is entitled to be labelled or sold as "Baker's Chocolate" or "Baker's Cocoa."

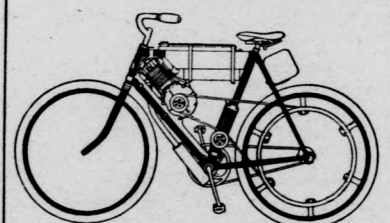
Grocers will find them in the long run the most profitable to handle, as they are absolutely pure and of uniform quality.

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

**WALTER BAKER & CO. Limited,**  
DORCHESTER, MASS.

Established 1878.

**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**

**TO THE TRADE:**

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

**AJAX DYNAMITE WORKS,**  
Bay City, Mich

**Glover's Gem Mantles**

are superior to all others for Gas or Gasoline.

**Glover's Wholesale Merchandise Co.**

Grand Rapids, Mich.

Manufacturers Importers and Jobbers of</



## Experiments in Hybridization for a Hardy Orange.

A large crop of paper bags seems to be the yield of a little tree which stands in the grounds of the Department of Agriculture at Washington. There are about fifty of these bags, each with the neck tied firmly, as close inspection discloses, about one of the terminal twigs. The effect is rather grotesque.

The tree is the particular charge of Prof. Herbert J. Webber, who, with his assistant, is responsible for its bagging. It is a species of orange tree, the variety having been brought to the United States from China about ten years ago with the idea of using it for hedges. It is evergreen, grows about thirty feet high, and has sharp thorns. The fruit is small and runty, and quite unfit for food. But the fact that it flourishes as far north as Maryland, Kentucky, Indiana and Missouri gives it a great value to the scientists who are experimenting with a view to securing a more hardy breed of orange.

And this is the explanation of the crop of paper bags. The blossoms of the tree have just been crossed with the St. Michaels and Sanguina oranges, which are the standard varieties of sweet Florida fruit. Prof. Webber is trying to secure a hybrid which will retain the edible qualities of the sweet Florida orange, and at the same time preserve the hardiness of the Chinese mother tree.

One plant with these characteristics would be worth more than a bonanza gold mine. It would serve as the parent stock for thousands of plants which would be grown throughout the Gulf States, revolutionizing the agricultural industries there, and yielding millions to the growers.

Experiments with this end in view began several years ago. At the present time the Department has about 300 hybrid seedlings. It is expected that some of these will bear their first fruit this fall, although the majority of them will not bear much before next year.

The 300 hybrid seedlings which Prof. Webber has secured represent a deal of patient labor. To cross varieties which are closely related is a comparatively simple matter; but the Chinese orange and the Florida variety have been so long separated, and have grown in such different environments, that they have almost forgotten that they belong to the same genus, and they do not take kindly to each other. Consequently not more than one blossom out of a hundred fertilized with the foreign pollen bears fruit; and then not more than seven out of fifteen seeds in that fruit will germinate and produce a plant.

The paper bags are used to protect the flower which has been fertilized with the pollen of the sweet orange. The first step in the operation of cross-fertilization is the removal of the pollen-bearing stamen from the blossom. This is done with small scissors and pincers. The petals are also removed, leaving the stigma exposed. This is all done before the blossoms are fully opened; for by that time there is danger that bees or other insects might have carried the pollen from some open blossom and deposited it on the stigma.

When the stamen has been completely removed pollen is gathered from the blossoms of the trees in the Government greenhouses and shaken lightly upon the prepared flower. Then the bag is tied tightly in place to make sure that no pollen from the same tree becomes mingled with that already used.

After the fruit has had time to begin forming the bags are removed and the twig is marked with a tag giving the name of the other parent.

As soon as the seedlings bud they are sent to different parts of the country to be grafted on plants which have already been started. Thus it is soon discovered whether the plant is sufficiently hardy, and the only remaining question is as to the quality of the fruit.

## The Cost of Doing Business.

The following communication from a successful New England house is deserving of the careful attention of every retail hardware merchant, emphasizing as it does the importance of knowing the cost of doing business as a condition of success:

It is surprising that many good business men deceive themselves in regard to the cost of doing business—that is, the total cost as compared with the total sales. If they are making a good profit such a mistake may do little harm, but if the profit is small the error may be disastrous. We occasionally hear of a retail business being done at about a cost of 10 per cent., but if the matter was investigated it would probably be found that several items of expense had been omitted and that the actual cost was nearer 25 per cent.

Interest on the capital should be charged at a fair rate, say 5 per cent. The salary of each partner should be figured as part of the expense. All clerk hire, commissions, rent, taxes, insurance, heating, lighting, advertising, traveling, postage and office expense, breakage and repairs, freight and cartage, as well as all material used in the store, such as paper, twine, etc., should be included; in fact, the expense of doing business covers every cent paid out except the invoice cost of the goods, and no concern can live unless they add to the invoice cost enough profit to cover all expense of every description. If the invoice cost of an article is \$1 and it is sold for \$1.25, it is easy to say we are making 25 per cent., but if the cost of doing business is 25 per cent. of the sales, we are selling at a loss of about 6 per cent., instead of a profit of 25 per cent. It should be remembered that 33 1/3 per cent. should be added to the cost to cover the expense of 25 per cent. on the sales. It often happens that a line of goods must be sold at an advance of 5 per cent. or 10 per cent. over invoice cost, but if \$100 are sold at 5 or 10 per cent. advance, another \$100 must be sold at 40 to 45 per cent. over invoice cost to keep the sales on a paying basis. Jobbers sometimes make a failure by selling goods on a margin of 2 1/2 to 10 per cent., when their expenses average 10 per cent. on the total sales.

After inventory is taken it is a good plan to look the thing squarely in the face and ascertain the total cost of doing the year's business. If the result is unsatisfactory it may lead to greater care in the future.

A business which only pays expenses can not be called profitable; especially as bad debts are not figured in the regular expenses, and no allowance is made for goods which prove to be unsalable.

## Trying a Lawsuit by Telephone.

An Indianapolis correspondent calls our attention to the part played by the telephone in a recent divorce case at Noblesville, Ind. A Mrs. Nagle brought suit for divorce. On the day appointed for the trial her attorney, Mr. Fippen, could not attend and called up the Noblesville judge and explained the circumstances, suggesting that the case be tried by telephone. The judge consented, the witnesses were sworn, and in answer to questions asked them by Mr. Fippen, thirty miles away, submitted their testimony to the judge, after which Mr. Fippen delivered his argument, talking into the judge's ear by telephone. The divorce was granted.

Give a man an inch and he wants a tumbler full.

## Hardware Price Current

Ammunition	
Caps	
G. D., full count, per m.	40
Hicks' Waterproof, per m.	50
Musket, per m.	75
Ely's Waterproof, per m.	80

Cartridges	
No. 22 short, per m.	2 50
No. 22 long, per m.	3 00
No. 32 short, per m.	4 95
No. 32 long, per m.	5 80

Primers	
No. 2 U. M. C., boxes 250, per m.	1 20
No. 2 Winchester, boxes 250, per m.	1 20

Gun Wads	
Black edge, Nos. 11 and 12 U. M. C.	60
Black edge, Nos. 9 and 10, per m.	70
Black edge, No. 7, per m.	80

Loaded Shells	
New Rival—For Shotguns	

No.	Drs. of Powder	oz. of Shot	Size Shot	Gauge	Per 100
120	4	1 1/2	10	10	\$2 90
129	4	1 1/2	9	10	2 90
128	4	1 1/2	8	10	2 90
126	4	1 1/2	6	10	2 90
125	4 1/4	1 1/2	5	10	2 95
124	4 1/2	1 1/2	4	10	3 00
200	3	1	10	12	2 50
208	3	1	8	12	2 50
236	3 1/4	1 1/2	6	12	2 50
265	3 1/4	1 1/2	5	12	2 70
264	3 1/2	1 1/2	4	12	2 70

Discount 40 per cent.

Paper Shells—Not Loaded	
No. 10, pasteboard boxes 100, per 100	72
No. 12, pasteboard boxes 100, per 100	64

Gunpowder	
Kegs, 25 lbs., per keg	4 00
1/2 kegs, 12 1/2 lbs., per 1/2 keg	2 25
1/4 kegs, 6 1/4 lbs., per 1/4 keg	1 25

Shot	
In sacks containing 25 lbs.	
Drop, all sizes smaller than B.	1 40

Augurs and Bits	
Snell's	60
Jennings genuine	25
Jennings' imitation	50

Axes	
First Quality, S. B. Bronze	6 00
First Quality, D. B. Bronze	9 00
First Quality, S. B. S. Steel	6 50
First Quality, D. B. Steel	10 50

Barrows	
Railroad	12 00
Garden	29 00

Bolts	
Stove	60
Carriage, new list	65
Plow	50

Buckets	
Well, plain	\$4 00

Butts, Cast	
Cast Loose Pin, figured	65
Wrought Narrow	60

Chain	
Com.	7 c.
BB	8 1/2 c.
BBB	8 3/4 c.

Crowbars	
Cast Steel, per lb.	6

Chisels	
Socket Firmer	65
Socket Framing	65
Socket Corner	65
Socket Sinks	65

Elbows	
Com. 4 piece, 6 in., per doz.	net 65
Corrugated, per doz.	1 25
Adjustable	40&10

Expansive Bits	
Clark's small, \$18; large, \$26	40
Ives' 1, \$18; 2, \$24; 3, \$30	25

Files—New List	
New American	70&10
Nicholson's	70
Heller's Horse Rasps	70

Galvanized Iron	
Nos. 16 to 20; 22 and 24; 26 and 28; 27, List 12 13 14 15 16	28
Discount, 65	17

Gauges	
Stanley Rule and Level Co.'s	60&10

Glass	
Single Strength, by box	80&20
Double Strength, by box	80&20
By the Light	80&20

Hammers	
Maydole & Co.'s, new list	33 1/2
Yerkes & Plumb's	40&10
Mason's Solid Cast Steel	30c list

Hinges	
Gate, Clark's 1, 2, 3	60&10

Hollow Ware	
Pots	50&10
Kettles	50&10
Spiders	50&10

Horse Nails	
Au Sable	40&10

House Furnishing Goods	
Stamped Tinware, new list	70
Japanned Tinware	20&10

Iron	
Bar Iron	2 25 c rates
Light Band	3 c rates

Knobs—New List	
Door, mineral, jap. trimmings	75
Door, porcelain, jap. trimmings	85

Lanterns	
Regular 0 Tubular, Doz.	5 00
Warren, Galvanized Fount	6 00

Levels	
Stanley Rule and Level Co.'s	dls 70

Mattocks	
Adze Eye	\$17 00 dls 70—10

Metals—Zinc	
600 pound casks	7 1/4
Per pound	8

Miscellaneous	
Bird Cages	40
Pumps, Cistern	75&10
Screws, New List	85
Casters, Bed and Plate	50&10&10
Dampers, American	50

Molasses Gates	
Stebbins' Pattern	60&10
Enterprise, self-measuring	30

Pans	
Fry, Acme	60&10&10
Common, polished	70&5

Patent Planished Iron	
"A" Wood's patent planished, Nos. 24 to 27	10 75
"B" Wood's patent planished, Nos. 25 to 27	9 75
Broken packages 1/4c per pound extra.	

Planes	
Ohio Tool Co.'s, fancy	50
Scotch Bench	60
Sandusky Tool Co.'s, fancy	50
Bench, first quality	50

Nails	
Advance over base, on both Steel and Wire	
Steel nails, base	2 65
Wire nails, base	2 65
20 to 60 advance	Base
10 to 16 advance	5
8 advance	10
6 advance	20
4 advance	30
3 advance	45
2 advance	70
Fine 3 advance	50
Casing 10 advance	15
Casing 8 advance	25
Casing 6 advance	35
Finish 10 advance	25
Finish 8 advance	35
Finish 6 advance	45
Barrel 1/2 advance	85

Rivets	
Iron and Tinned	50
Copper Rivets and Burs	45

Roofing Plates	
14x20 IC, Charcoal, Dean	6 50
14x20 IX, Charcoal, Dean	7 50
20x28 IC, Charcoal, Dean	13 00
14x20 IC, Charcoal, Alloway Grade	5 50
14x20 IX, Charcoal, Alloway Grade	6 50
20x28 IC, Charcoal, Alloway Grade	11 00
20x28 IX, Charcoal, Alloway Grade	13 00

Ropes	
Sisal, 1/2 inch and larger	8 1/4
Manilla	12

Sand Paper	
List acct. 19, '86	dls 50

Sash Weights	
Solid Eyes, per ton	25 00

Sheet Iron	
Nos. 10 to 14	com. smooth. com.
Nos. 15 to 17	\$3 20
Nos. 18 to 21	3 30
Nos. 22 to 24	3 40
Nos. 25 to 26	3 70
No. 27	3 80
All Sheets No. 18 and lighter, over 30 inches wide, not less than 2-10 extra.	

Shovels and Spades	
First Grade, Doz.	8 00
Second Grade, Doz.	7 50

Soldier	
1/2x1/2	19

Squares	
Steel and Iron	70

Tin—Melyn Grade	
10x14 IC, Charcoal	\$ 8 50
14x20 IC, Charcoal	8 50
20x14 IX, Charcoal	9 75
Each additional X on this grade, \$1.25.	

Tin—Alloway Grade	
10x14 IC, Charcoal	7 00
14x20 IC, Charcoal	7 00
10x14 IX, Charcoal	8 50
14x20 IX, Charcoal	8 50
Each additional X on this grade, \$1.50	

Boiler Size Tin Plate	
14x56 IX, for No. 8 Boilers, } per pound..	10
14x56 IX, for No. 9 Boilers, }	

Traps	
Steel, Game	75
Oneda Community, Newhouse's	40&10
Oneda Community, Hawley & Norton's	65
Mouse, choker, per doz.	15
Mouse, delusion, per doz.	1 25

Wire	
Bright Market	60
Annealed Market	60
Coppered Market	50&10
Tinned Market	40
Coppered Spring Steel	40
Barbed Fence, Galvanized	3 25
Barbed Fence, Painted	2 95

Wire Goods	
Bright	80
Screw Eyes	80
Hooks	80
Gate Hooks and Eyes	80

Wrenches	
Baxter's Adjustable, Nickeled	30
Coe's Genuine	30
Coe's Patent Agricultural, Wrought	70&10



**VALIDITY OF FUTURE CONTRACTS.**

The Supreme Court of the United States recently rendered an interesting and important decision in a case directly involving the validity of contracts for future delivery. The suit, which is known as the case of Clews et al. vs. Jamison et al., was to recover the difference between the price at which the defendants, stock brokers in Chicago, agreed to purchase a certain number of shares of stock and the price at which it sold at auction after the defendants had declined to receive it.

The action was dismissed by the Circuit Court and the Circuit Court of Appeals, both United States courts, on the ground that the contract was a gambling one. The Supreme Court reversed the decisions of the lower courts, holding that there was nothing in the contracts involved in the case, nor in the evidence adduced, from which it could be inferred that the laws against gambling in Illinois had been violated.

It was admitted by all the parties to the suit that the transaction was according to the rules of the Chicago Stock Exchange, which prohibited, under penalty of suspension, sales for mere collection of differences, and also provided that every sale must be one in good faith for the delivery, either present or future, of the article sold, and that sales "for the account" should be made upon the basis of an intended actual delivery of the stock at the time when due. The court declared that it would not say that these rules prevented gambling on the exchange, but if gambling were carried on it must be in violation of and not pursuant to the rules.

This decision affirms in very clear terms the validity of contracts for the future delivery of any commodity. Such contracts are, on their face, perfectly legal and valid contracts, and it must be proved beyond dispute that no delivery was ever intended on the part of both parties in order to establish that any particular transaction was mere gambling, and not a bona fide contract for future delivery.

This decision appears to be of great value from a commercial standpoint.

**Danger in Colored Hosiery.**

The London Lancet printed an interesting article a fortnight ago in which it was shown that arsenic sometimes occurs in dyed stockings of bright colors.

Indeed, dermatitis, or inflammation of the skin, has been traced to the wearing of stockings containing arsenic. The arsenic appeared to be present partly in a soluble and partly in an insoluble form. In another article in the Lancet was a curious list of mineral substances that were found in dress materials. No arsenic was found in any one specimen of the material submitted to examination, although there were present salts of zinc, aluminum, chromium, tin, magnesium and iron.

In one case, that of pink flannel, the material was loaded with Epsom salts. The materials examined were all more or less brilliantly colored with aniline dyes. In recording the results of this enquiry it was stated that from time to time dermatitis had been referred to the use of highly dyed fabrics, and although dyes may not be injurious per se, yet certain poisonous agents, such as mordants, may be used in their preparation.

**Talking of Taxing American Canned Goods.**

The customs authorities in Great Britain are still wrestling with the subject of duties on such articles into the manufacture of which sugar enters. But the ramifications of the tariff are so great that the process of fixing duties on

the different articles affected is a slow and perplexing one; and we are told that for the time being the customs officials are accepting the statements of the importers as to the proportion of sugar, glucose or molasses certain articles contain in order that the passing of the goods through the customs might be facilitated. Although a rate of duty has been fixed on California canned apricots, an announcement has yet to be made on other kinds of canned fruit. The rate on canned apricots is 7s., or about \$1.75 per 112 pounds. If this is any criterion of what the rate will be on the other lines of canned fruits, it is evidently going to be rather high.

**At Graduating Time.**

The graduates are going forth—  
God bless them, every one—  
To run this hard and stubborn world  
Just as it should be run;  
But much I fear they'll find that facts  
Don't always track with dreams;  
And running this old earth is not  
As easy as it seems.

As seniors we are prone to think  
Our wisdom is complete  
We've but to ask—the world will lay  
Its trophies at our feet  
But schooldays done and work begun,  
We learn to our regret  
The College of Experience  
We have not mastered yet.

Ambition beckons on to us  
And eagerly we press  
Toward a distant, gleaming goal,  
The Temple of Success.  
It seems a pleasant journey at  
The dawning of life's day;  
But as we stumble on it grows  
A long and weary way.

The world has garlands and applause  
At graduation time;  
And then forgets us the next day,  
When we attempt to climb.  
Life is a battle, where each one  
Must seek and hold his own.  
He who would rise above the crowd  
Must scale the heights alone.

This is the rule of life to-day  
As it has ever been;  
The world bestows its smiles on those  
Who have the strength to win.  
Beneath all outward semblances  
It looks for merit true.  
It little cares how much you know,  
But asks, what can you do?

When you have left your college halls  
You're barely at the start.  
For Wisdom's height is infinite  
And long the ways of Art.  
You'll find that in the school of life  
Acts count for more than dreams  
And running this old earth is not  
As easy as it seems.

**A New Fake For Adulterating Lard.**

The State Board of Health of Indiana has received a sample of a powder that possesses more than ordinary interest. Itinerant vendors are going about through small towns and rural districts of the State selling this powder to farmers and dealers in lard. When some of the powder is added to lard the effect is to harden it so that it will remain firm even during the hottest weather. The only name given for the substance is "lard hardener." Dr. Hurty, the State chemist, has been at considerable trouble and expense in making an analysis of the powder in his private laboratory. He has found that the powder contains 10 per cent. of alum and 90 per cent. of hydrate of alumina. He says these ingredients add weight and other properties that are not natural to lard. He says also that lard which contains the "hardener" will carry a larger percentage of water than usual without betraying its presence.

**New Manufacturing Corporation on the Straits.**

Mackinaw City, June 17—The Northern Michigan Turning Works has filed articles of incorporation, with a capital of \$30,000, fully paid in. The following officers have been elected for the ensuing year:

President—P. E. Hackett.  
Vice-President and General Manager—Geo. W. Alden.

Secretary and Treasurer—J. M. Morley.

Director—Geo. B. Morley.

The two newly-acquired members of the company are the Morley brothers, of Saginaw. George B. Morley is President of the Second National Bank of Saginaw and J. M. Morley is a capitalist and real estate dealer of Saginaw.

**The Government on the Pea Louse.**

The Department of Agriculture has issued a report on the ravages of the green-pea louse, giving warning that this insect, one of the most important of those which ravaged the crops of the country during the past two seasons, will widen its range geographically and increase the amount of destruction. Since its first appearance in May, 1899, at Bridges, Va., its devastation has steadily increased, and it has now become the cause of great loss in the principal pea-growing regions of the United States. The estimated loss it caused along the Atlantic Coast States in 1899 is estimated at \$3,000,000; and in 1900 this had reached \$4,000,000 by the middle of June. In some farms in Maryland 80 per cent. or more of the crop was destroyed. Vigorous efforts are making to control its spread, and the official bulletin gives a detailed description and means of fighting it.

**The Two Thousand Pill Game.**

The postoffice authorities of Washington are now investigating the case of a doctor who advertised to cure deafness, without fail, for \$18.50. Persons sending this amount were forwarded 2,000 pills, with instructions to take one each day, and on no account to miss a day or the charm would be broken, and it would be necessary to start all over again. As the truth of the doctor's claim can not be proved until the end of five and a half years, the authorities are puzzled what course to take.

Merchants who expect to take advantage of the rebate on manufactured tobaccos July 1 should bear in mind that they must make application to the revenue collector of their district for the proper blanks on which to make their report.

The summer hotel fire at West Baden, Ind., having had its origin in the kitchen, is supposed to have been caused by one of the cooks having spilled a dish of chile con carne on the floor.

As a general proposition it is safe to assume exceptional virtues for the celebrity of whom the world speaks evil.

The man who has succeeded in living on \$1.15 per week isn't in it with the man who lives on his wife.

**Business Wants**

Advertisements will be inserted under this head for two cents a word for each insertion and one cent a word for each subsequent insertion. No advertisements taken for less than 25 cents. Advance payments.

**BUSINESS CHANCES.**

**FOR SALE OR RENT—DESIRABLE RESIDENCE** and barn at 24 Kellogg street, Grand Rapids. Large lot. All modern improvements. E. A. Stowe, New Blodgett Building. 907

**FINE STOCK OF BAZAAR AND MILLINERY**; also fine corner brick store, newly painted and papered; new sidewalks; goods are all new and up-to-date. Store—stock and fixtures \$3,000 if taken in thirty days. Address No. 899, care Michigan Tradesman. 899

**FOR SALE—RETIRED FROM MERCANTILE BUSINESS**, "The Busy Big Store," general stock about \$12,000; sales last year, \$33,391.58; healthy and growing. Located at Bellevue, Mich.; elegant farming trade. We enjoy the trade of the town in groceries, dry goods, boots and shoes, crockery, carpets and working clothing. Good discount to cash buyer. Reference, Bellevue Bank. Address C. D. Kimberly, Bellevue, Mich. 898

**FOR SALE—SECOND HAND SODA FOUNTAIN**; easy terms. Also two cigar and tobacco store signs—Scotch girl and Uncle Sam; one ten-ball parlor pool table. Charles A. Jackson, Benton Harbor, Mich. 906

**MERCHANT TAILORING STOCK FOR SALE**. Stock consists of a fine line of cassimeres for suits and pants patterns. Enquire of L. C. Cronkhite, Edmore, Mich. 904

**FOR SALE—CLEAN GROCERY AND CROCKERY STOCK**, invoicing about \$1,200; in one of the best growing towns in Northern Michigan. Address A. P., care Michigan Tradesman. 903

**FOR SALE CHEAP FOR CASH ONLY**—Bazaar stock in one of the best villages in the State; goods clean and up-to-date. Address W. M., care Michigan Tradesman. 902

**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

**MONEY IN CEMENT STOCK—THE TWENTIETH CENTURY PORTLAND CEMENT CO.**, of Fenton, Mich., incorporated under the State law of Michigan, for the purpose of manufacturing Portland cement and its accessories, offer inducements to investors in cement stocks. Only capital stock of the company is offered for sale. Full information will be furnished by addressing C. L. Corrigan, Sec'y, Fenton, Mich. 885

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

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

**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.; invoices \$200; just the thing for merchant to do his own printing. Will take \$100 spot cash. Address No. 893, care Michigan Tradesman. 893

**A SPLENDID OPPORTUNITY FOR ANY** person who has a grocery or general stock of merchandise to be brought into a business that will make him large profits. Any person or firm who is interested in the sale of grocery or general stock will please communicate with the Nicaragua Company, Dayton, Ohio. 870

**FOR SALE—SODA FOUNTAIN**, \$35 CASH; cost \$475. W. G. Ruple, Shelby, Mich. 901

**FOR SALE—THE BEST STOCK OF GROCERIES**, having the best trade in one of the best towns and in one of the best fruit and potato sections of Michigan; doing a prosperous business; also have a fine shipping business in fruit and potatoes; also a warehouse which I will dispose of. Object of selling, have other business elsewhere that will require all of my attention. Address No. 856, care Michigan Tradesman. 856

**FOR SALE—STOCK OF GENERAL MERCHANDISE** and fixtures, invoicing \$3,000 to \$3,500; cash discount; best farming district in Northern Indiana; good reasons for selling. Address No. 810, care Michigan Tradesman. 810

**I WILL SELL HALF INTEREST IN MY** furniture business. The goods are all new and up-to-date; located in a town of 7,000; has been a furniture store for thirty years; only two furniture stores in the town. Address all correspondence to No. 813, care Michigan Tradesman. 813

**FOR SALE—A GOOD CLEAN STOCK OF** groceries, crockery, glassware, lamps and china, inventorying about \$3,300. Will accept \$3,000 cash if taken soon; location, the best and central in a hustling business town of 1,500 population, fifty miles from Grand Rapids; this is a bargain for some one; best of reasons for selling. Address B, care Michigan Tradesman. 777

**IF GOING OUT OF BUSINESS OR IF YOU** have a bankrupt stock of clothing, dry goods, or shoes, communicate with The New York Store, Traverse City, Mich. 728

**PARTIES HAVING STOCKS OF GOODS OF** any kind, farm or city property or manufacturing plants that they wish to sell or exchange correspond with the Derby & Choate Real Estate Co., Flint, Mich. 709

**WANTED—MERCHANTS TO CORRESPOND** with us who wish to sell their entire stocks for spot cash. Enterprise Purchasing Co., 153 Market St., Chicago, Ill. 885

**FOR SALE—DRUG STOCK INVOICING** \$2,000, in good corner store in the best town in Western Michigan. The best of reasons for selling. Address No. 583, care Michigan Tradesman. 583

**MISCELLANEOUS**

**WANTED—SALESMEN TO VISIT GROCERY** trade and introduce our Account System. Liberal proposition. F. E. Barr & Co., Battle Creek, Mich. 908

**WANTED—POSITION AS REGISTERED** pharmacist. Address No. 905, care Michigan Tradesman. 905

**PHARMACIST, SITUATION WANTED**. Box 99, Grattan, Mich. 900

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

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

**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

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



# MICA AXLE GREASE

has become known on account of its good qualities. Merchants handle Mica because their customers want the best axle grease they can get for their money. Mica is the best because it is made especially to reduce friction, and friction is the greatest destroyer of axles and axle boxes. It is becoming a common saying that "Only one-half as much Mica is required for satisfactory lubrication as of any other axle grease," so that Mica is not only the best axle grease on the market but the most economical as well. Ask your dealer to show you Mica in the new white and blue tin packages.

## ILLUMINATING AND LUBRICATING OILS

PERFECTION OIL IS THE STANDARD  
THE WORLD OVER

HIGHEST PRICE PAID FOR EMPTY CARBON AND GASOLINE BARRELS

STANDARD OIL CO.

Are you going  
to the  
Pan-American  
Exposition?

The

Michigan Central

is the short and direct route.  
For particulars see M. C. Agents or  
write to

O. W. Ruggles, G. P. & T. A., Chicago  
J. S. Hall, D. P. A.,  
Detroit

**ENGRAVERS** BY ALL THE  
LEADING PROCESSES

PORTRAITS, BUILDINGS,  
MACHINERY,  
STATIONERY HEADINGS,  
EVERYTHING.

HALF-TONE  
ZINC-ETCHING  
WOOD ENGRAVING

**TRADESMAN COMPANY**  
GRAND RAPIDS, MICHIGAN.

## MERCANTILE ASSOCIATIONS

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

**Grand Rapids Retail Grocers' Association**  
President, FRANK J. DYK; Secretary, HOMER 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. HOKR.

**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.

## A Summer Trip For a Name

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

### TRAIN No. 7.

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

It is a daylight train with parlor car from Fort Wayne to Grand Rapids, and buffet parlor car from Grand Rapids to Harbor Springs. North of Grand Rapids it makes as fast time as the famous early morning flyer, the "Northland Express." Think up an appropriate, catchy name for this train, suggesting its speed, comfort and points reached and get the ticket. Any one can try.

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

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

## 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.

	ex Su	ex Su	ex Su	ex Su
Lv. G'd Rapids	7:45a	2:10p	10:45p	5:20p
Ar. Cadillac	11:20a	5:40p	2:10a	9:00p
Ar. Traverse City	1:30p	7:50p	4:15a	.....
Ar. Petoskey	2:50p	9:15p	5:35a	.....
Ar. Mackinaw City	4:15p	10:35p	6:55a	.....

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

#### Going South.

	ex Su	ex Su	Daily	ex Su	Daily
Lv. G'd Rapids	7:10a	1:50p	6:50p	12:30p	11:30p
Ar. Kalamazoo	8:50a	3:22p	8:35p	1:45p	1:00a
Ar. Ft. Wayne	12:10p	6:50p	11:45p	To Chicago	.....
Ar. Cincinnati	6:25p	.....	7:15a	.....	.....

Trains arrive from the south at 6:45 a. m. and 9:10 a. m. daily, 2:00 p. m., 9:45 p. m. and 10:15 p. m. except Sunday.

**MUSKEGON** Except Sunday  
Lv. Grand Rapids 7:35am 2:05pm 5:40pm  
Ar. Muskegon 9:00am 3:20pm 7:00pm  
Sunday train leave Grand Rapids at 9:15am.  
Sunday train leaves Grand Rapids 7:00pm.  
Arrives at Muskegon 8:25pm.  
Trains arrive from Muskegon at 9:30am daily, 1:30pm and 5:20pm except Sunday and 6:50pm Sunday only.

#### CHICAGO TRAINS

##### G. R. & I. and Michigan Central.

**TO CHICAGO** Except Sunday  
Lv. G'd Rapids (Union depot) 12:30pm 11:30pm  
Ar. Chicago (12th St. Station) 5:25pm 6:55am  
12:30pm train runs solid to Chicago with Pullman buffet parlor car attached.  
11:30pm train has through coach and Pullman sleeping car.

##### FROM CHICAGO

Except Sunday  
Lv. Chicago (12th St. Station) 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.



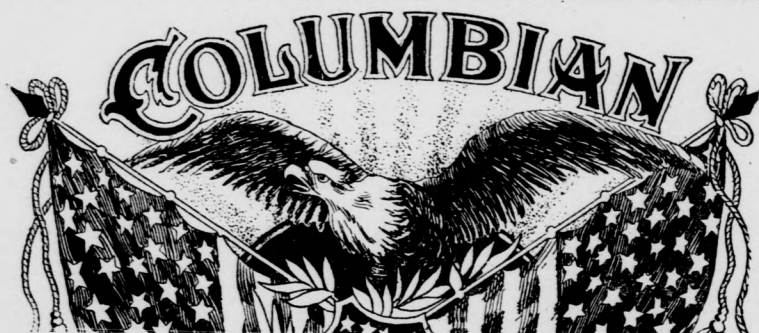
## It Costs Less

to handle high grade premiums than any form of advertising you can adopt

### Our Silverware Premiums Are Standard

for Quality, Durability and Beauty. That's why they attract new cash trade, and that's why they hold it. It's less expensive than other plans, and results are better. We have a new idea for running it. We furnish all printed matter, etc., free with the goods. It's a winner. You keep your trade interested. You get them talking. You don't have to cut prices. You get cash returns before you give the article. You increase your trade and hold all you now have. Write for particulars.

**TRIO SILVER CO., 135 Wabash Ave., Chicago.**



## Michigan's Famous Cigars

Manufactured by

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

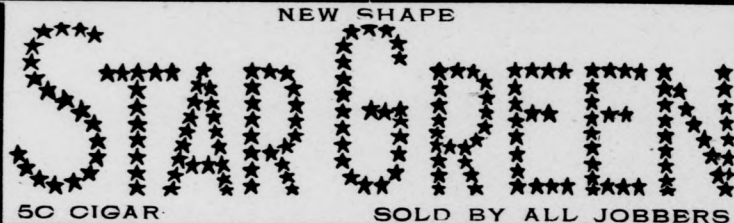


## TANGLEFOOT SEALED STICKY FLY PAPER

CATCHES THE GERM AS WELL AS THE FLY.

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

Order from Jobbers.



## 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.....	09
Chimneys, No. 1, box.....	1 78		Shelf Paper, gro. sheets.....	2 50
Dressing Combs, rubber.....	39		Silver Plated Knives and Forks, Rogers', doz.....	92
Envelopes, 250 in box.....	19		Silver Plated Teaspoons, Rogers', doz.....	35
Grocer's Pass Book.....	05		Silver Plated Teaspoons, Coin, doz.....	23
Galvanized Iron Tubs, No. 1.....	4 95		Telescope Vials, each.....	19
Galvanized Iron Pails, 10 quart.....	1 65		Tumblers, 1/2 pint, by bbl., doz.....	67
Hammocks, "Palmer," each.....	48		Tea Cups and Saucers, doz.....	36
Hair Brushes, per doz.....	78		Tanglefoot Fly Paper, 50 sheets.....	50
Harmonicas.....	35		Thread, Clark's M. E., doz.....	46
Ink, Thomas', 3 doz. case.....	82		Thread, Merriek's, doz.....	17
Ice Cream Freezers, each.....	1 25		Thread, Cromwell's, doz.....	
Jellies, per bbl., doz.....	19			



## How Much Did You Say?

Well, we didn't say, but we know every butcher would be better off if he would quit guessing at weights. He may think his long experience in weighing meats has made him infallible, but the end of the year will tell him better than we can that every penny must be taken care of. The MONEY WEIGHT SYSTEM of our Automatic Boston Computing Scales will take care of your business and save you money. Our scales are sold on easy monthly payments.

**The Computing Scale Co.**

Dayton, Ohio