

MICHIGAN TRADESMAN

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

Eighteenth Year

GRAND RAPIDS, WEDNESDAY, JUNE 26, 1901.

Number 927

The Best Is the Cheapest

There's room for argument here, but there's none when the CHEAPEST IS ALSO THE BEST.

BEACON FALLS are the BEST first quality rubbers on the market and the CHEAPEST.

Made in all styles. Write for catalogue.

THE BEACON FALLS RUBBER SHOE CO.
BEACON FALLS, CONN.



ASTORE DO YOU RUN ONE?

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

TRADESMAN COMPANY

GRAND RAPIDS, MICH.

Grocers Will Please Commit to Memory

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

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

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

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

C. ELLIOTT & CO., Detroit, Mich.

B. DESENBERG & CO., Kalamazoo, Mich.

SYMONS BROS. & CO., Saginaw, Mich.

JACKSON GROCER CO., Jackson, Mich.

MEISEL & GOESCHEL, Bay City, Mich.

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

Cadillac

Fine Cut and Plug
THE BEST.
Ask for it.

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

WHEAT GRITS

Contain the Heart of the Wheat

With the addition of sugar and milk (or cream) or sugar and butter, they are an ideal and complete food. No better Cereal Food can be produced and the price is less than that asked for other and less desirable cereals. Easily cooked, delicious to eat, easy to digest, easy to buy (\$2.00 per case of 24 2-lb. packages).

Walsh-DeRoo Milling Co., Holland, Mich.

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.

MICHIGAN TRADESMAN

Volume XVIII.

GRAND RAPIDS, WEDNESDAY, JUNE 26, 1901.

Number 927

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, July 8 to 15, 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.



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.

Tradesman Coupons

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MADE FROM GOD'S BOUNTY.

In the course of one of his several addresses to the students of the Chicago University last week, John D. Rockefeller remarked:

So much has been said of late on the subject of success that I forbear making particular suggestions. The chances for success are better to-day than ever before. Success is attained by industry, perseverance and pluck, coupled with any amount of hard work, and you need not expect to achieve it in any other way.

It is supposed that the great capitalist, in characterizing the requisites of "success," meant success in securing wealth. Industry, perseverance and pluck manifested in hard work have long been considered important to every man who has any duties and cherishes any ambitions; but there is another element of Mr. Rockefeller's success that he did not think proper to mention. He got early in the Pennsylvania oil fields as a laborer. He made some small investments which happened to turn out well. He made some fortunate strikes in sinking wells. After this, his great talent for organizing business combinations carried him up to the head of the vast interests over which he presides.

There were other men of industry, perseverance and pluck in the oil regions at the same time with Mr. Rockefeller. They worked hard; they invested their little savings, and possibly they sunk a well or two, but only struck "dusters." They failed from no fault of their own, but simply because they did not happen to find fortune. No man knows what is hidden in the earth, and while one man, by accident or good fortune, "strikes it rich," the others, with just as much merit, fail to find anything.

There is the multimillionaire Senator of Montana. Many thousands of men spent their labor, money and health mining in that territory before it was a State. He got possession, before its value was known, of one of the richest mines in the world. The gold in it

pays all expenses of working, while the copper—for it is a copper mine—is all profit. Industrial electricity has created an unlimited demand for copper. Of all the men who mined in Montana, Senator Clark has had the greatest success.

When such men as Rockefeller and Clark, whose millions were made out of the illimitable bounty which God had placed in the earth and put exclusively in their possession, talk about their industry and perseverance and pluck as the causes of their unexampled wealth, does it not seem that they are keeping back a part, and the greatest part, of the truth? Let every man who has given the best years of his life to honest, faithful, courageous and intelligent exertion, to do his duty and secure an honorable subsistence for himself and family, answer, if those special sharers of God's bounty have not failed to give thanks where thanks are due.

THE OFFICIAL LANGUAGE.

There is discussion just now in official circles in the Philippines whether English or Spanish shall be made the recognized language for formal documents and proceedings in the archipelago. The argument in favor of Spanish of course is that the natives know that tongue and most of them know no other. As a matter of convenience and expediency Spanish has much to commend it. On the other hand, however, the Spaniards have had little to say about the Philippines since that fine May morning when Mr. Dewey created some commotion in Manila harbor. Since then, by solemn treaty, the islands have been turned over to the United States and of necessity the military and civil authorities sent from this country are proficient in English and not in any other tongue. If English is made the legal language, the Filipinos will have to learn it and that will be a good thing for them.

It is entirely in keeping that insular possessions should recognize and speak the language of the possessors. Cuba and Puerto Rico when under Spain spoke Spanish, while a few miles away, in Barbadoes and Trinidad, English possessions, the English language is spoken by rich and poor alike. The time will surely come when in Cuba, Puerto Rico and throughout the Philippines English will be the prevailing language, not alone of commerce and business but of all the people. Of necessity the change will be slow, slower in the Philippines than in Cuba and Puerto Rico because farther removed from the United States. The adoption of English as the official language in the Philippines will hasten the day when all the natives will speak it fluently. Although the Cubans are to have a government of their own, in time Spanish will be discarded in favor of English. There is every reason why in American possessions the American tongue should be made official and its prevalence promoted as rapidly as possible.

What an awful change it must be for the ice man when he dies.

GENERAL TRADE REVIEW.

The last weeks of June are usually waiting ones, pending the semi-annual settlement in dividends and interest payments. During the week stock movement has been quiet, but price changes have generally been upward, showing that the situation is strong. That this should be the case is remarkable in view of the fact that the average of stock prices is maintained at a higher level than for many years past. The estimate of from \$125,000,000 to \$150,000,000 for the semi-annual settlements exceeds those for any other July on record. While the week is accounted dull it is interesting to note that the number of shares changing hands—400,000—exceeds that of last year by over 100 per cent. The railway list established another new record of 103.98, from which there is now a slight recession. Earnings continue phenomenal for the season; in fact midsummer promises to bring no reduction.

A favorable feature of the general situation is the good crop reports from all parts of the country. While temporarily affecting the price of the staple grains slightly, there is such an assurance of a good domestic and foreign demand as makes a continuation of the present activity inevitable.

Owing to the revival in cotton manufacture, that staple makes a gain of ¼c. Advances have come sooner than expected in cotton goods, many lines hardening perceptibly under the expanding demand. Restricting output has had a beneficial effect at Fall River print cloth mills, while seasonable weather all along the Atlantic coast stimulated trade in dry goods and clothing to such an extent that some response in the partially manufactured product was inevitable. Exportation is also a sustaining factor, although this buying is confined to a few of the cheaper grades. Heavy textiles also find a market and reports from woolen mills indicate much greater activity. Reorders from the clothing trade have become frequent and the industry is attaining a more satisfactory position. It is a new and gratifying condition at mills that makes it possible for some manufacturers to refuse new orders on the ground that their capacity is sold far ahead.

Finished steel moves freely on old contracts and there is an especial rush at the mills just now. Some of the larger plants report their full capacity engaged for the third quarter of the year, but others are taking all business offered where delivery is not asked before July 1. There is little fear of inactivity among producers, who look for a big autumn trade. Shipbuilding was never more vigorously pushed, and plates are not likely to accumulate at mills, while steel bars are readily taken at full prices. Builders' hardware and all forms of structural material are in request. Consumption of pig iron continues sufficiently heavy to prevent any softness in prices.

If you eat well you will feel well and act well.

Getting the People

Temptation to Relax Advertising During Heated Term.

There is a great temptation to relaxation in the work of advertising at the approach of the heated term. It is argued that many buyers and consumers are away and that business is so much broken up that it is well to join in the summer rest.

This is a mistaken policy. While a few days may be too hot for trade, taking the summer through, there is scarcely more interruption on this account than is caused by the vicissitudes of the weather during the remainder of the year. People eat and dress during the summer months and the average of trade for the long quiet days is not so low as the dealer is apt to think it.

Summer leisure is not inimical to the interests of the advertiser. A most serious difficulty, as all know, is to reach the attention of busy people during the rushing seasons. The great study at such times is to so write and print that he who runs may read—the most prominent display and the shortest, crispest and most easily comprehended sentences.

Summer leisure enables the advertiser to reach the attention of his clientele by easier means. The newspaper is read at greater length. The advertisements gain a correspondingly greater attention. It will answer at such times to elaborate more in the writing in the conviction that it is all read and often re-read.

But it is argued that people go from home. What of that? As a rule, the interest in home matters is even the greater for that. The paper is usually forwarded and, in direct proportion to the distance, becomes of the more interest. It is read and re-read, advertisements and all, to an extent that can never be gained at the home.

But people can't buy when they are away. True, but they buy when they return. It is a mistaken idea in advertising that every line of work must be in reference to the immediate purchase. The value of advertising is cumulative. Every time the firm name and business are associated in the mind of customers, or possible customers, there is an addition to the advertising assets. Every returning resorter brings such an addition to the work of publicity if he has been furnished with that which will interest and gain attention.

Do not stop advertising during the summer months. Keep your space full of fresh interesting matter. Change it as often as though your customers were all at home. It may appear to signify but little from day to day, but it is bread cast upon the waters and will return even after many days.

* * *

Chidester & Burton make the kind of display most calculated to gain the attention, the goods and price. They probably know whether the cheap idea is necessary to make sales to their customers and would not use it unless experience had taught them its utility. There are those, however, who use it from a mistaken idea of its utility. As a general rule, straight goods at fair prices are most inviting to best custom. The compositor has done well to use as much white as possible, but the display and border are both too heavy.

Kennedy's Drug Store writes an advertisement calculated to gain attention from a certain class and one which has

Shirts at 31c

Are fast sellers when you get them in the \$1.00 patterns, but we still have a few left. Some 75c shirts among them.

Pants at \$3.50

Are fast sellers also when you get the \$5.00 kind and that's what we have. They are pants we bought a few days ago and are all new patterns. We bought them cheap and will sell them cheap. Come while we can fit you.

Chidester & Burton,

Leading Clothiers.

You Can Easily Reduce Your Weight

By drinking the famous Vichy and Kissengen Waters at

Kennedy's Drug Store.

We serve it as cold as ice and strictly pure.

104 West Main Street.

Your House Needs Painting

Now is the time. Don't put it off. You can paint it now with three-fourths of the paint it will require in a year or two.

We carry the well known **Boydell Bros.** Paints, as good a paint as any made. Come in and let us talk to you about Paints, Colors and Prices. We are sure we can interest you.

ALLEN B. WAY, DRUGGIST.

Groceries

You will find the most complete line of Staple and Fancy Groceries in Nashville, such as: full cream cheese, pure lard, corn starch, coco oat meal crackers, fancy canned corn, peaches, etc. In fact it is an up-to-date Grocery and Provision house. All goods sold at the lowest prices—every day a bargain day. We extend you a cordial invitation and promise you courteous treatment.

Yours for business,

E. B. Townsend & Co.

Are You In Dead Earnest...

In meaning to buy all goods at the place where the dollars have the largest value? If so you will consider seriously the prices quoted below.

4 Ball Croquet sets at	50c
6 " " "	75c
8 " " "	85c

1901 Bicycle, double tube tire, guaranteed for the season 1901 at \$20. Unguaranteed Bicycle, a

good for the money wheel, at \$12.95. 10 second hand wheels, at from \$5 to \$12. Full size Hammocks with valance and pillow at \$1.00 and a smaller one at 75 cents. Our \$3.50 Hammocks as good as the average \$5.00 ones.

We set the prices on all goods and if the other fellows meet it because they have to.

A. H. WEBBER'S

Pharmacist.

CADILLAC, MICH.

ABOUT A NEW MEAT MARKET

We are new in Central Lake, but old in business. Handling meats is our trade. We know something about the quality of meat, as well as about cutting it up. Our purpose is to give the people of Central Lake the benefit of our experience and shall conduct a first class market at all times.

E. J. POTTER

At Beckman's old stand. We buy as well as sell.

The People's Market

Having made arrangements with the fishermen on the lakes, we are able to offer our trade freshly caught TROUT and WHITE FISH.
H. C. MAENTZ & SONS
Phone 79.

a general advertising value. The compositor makes the mistake of using too large body letter and thus crowding the display into the border, giving it a generally scattered look. Where the border and display are of about the same degree of blackness they must be well separated.

Allen B. Way writes a good paint advertisement which is well handled by his printer. The border is pretty heavy, but the use of plenty of white makes the display effective.

E. B. Townsend & Co. write a good advertisement, but put in one sentence too much—so general an invitation is weakening to an advertisement. The display is too heavy and black for the space.

An advertisement which seems to represent much thought and care is that of A. H. Webber. The general plan is not bad, but there is a carelessness in writing and printing which does not accord with the evident care. "Guaranteed" is misspelled twice in succession. Then, there is no reason for the space dividing a sentence in the middle paragraph. Pronoun "it" in the last sentence is not correct in number and the next "its" lacks the sign of the elipsis. The signature is "A. H. Webber's Pharmacist" evidently meaning "pharmacy." The price table is a good feature and the general writing is good, but more care should be given to details. I note that this is the first in the list shown to break unity of style by the introduction of various faces of type.

A well-written and handsomely-composed advertisement is that of E. J. Potter. This is a model in its way in printing and is exceptionally good in writing. I only note that the last sentence needs a subject.

H. C. Maentz & Sons write a simple and effective fish advertisement. The border is pretty heavy, but the white helps out some.

Domestic Sugar Production Increasing.

The United States Agricultural Department has issued a statement in which it is stated that the United States imported in 1900 only 1,558,266 tons of sugar, against 2,219,847 tons in 1899, although the consumption of sugar in the United States rose from 2,078,068 tons in 1899 to 2,219,847 tons in 1900; and the whole stock at the end of last year amounted to only 69,000 tons as against 208,472 tons in the previous year. This shows that our production of sugar is increasing gradually, and indeed the syndicates who manipulate the market in Europe believe that the time is not very far off when the United States will produce all the sugar it needs, and they are seeking other markets and considering the possibility of a greater consumption of sugar by the other nations.

The American Tobacco Crop.

There are in the United States 700,000 acres of land devoted to tobacco, of which 11,000 acres are in New England. The annual yield of all kinds in the country is 500,000,000 pounds, of which New England raises about 10,000,000. The average yield per acre throughout the country is 700 pounds, but in New England it is 1,700 pounds. It is interesting that all the tobacco raised in the country belongs to two or three botanical species, yet there are more than sixty varieties grown commercially—all of them quite distinct in shape, color and quality of leaf. The raising and curing of each class and type of tobacco is a business by itself, in its methods of culture, harvesting and curing as distinct from the others as the business of a creamery is distinct from that of a cheese factory.

GUM CHEWING TIME.

Sales Enormously Increased During Warm Weather.

The chewing gum season has begun and the sales of the various chewing gum companies have bounded upward. Holiday makers include chewing gum in their festive equipment. Bicyclists are abroad in the summer land and the bicyclist is your gum chewer extraordinary. Then, too, there is a serious and scientific justification for gum chewing in warm weather, although it is to be doubted whether many mortals chew in order to fulfil a duty toward their physical mechanism. The chewing of gum in hot weather excites the saliva, moistens the throat and relieves thirst. Natives of tropical countries know this and often chew pure chicle, which is the basis of all good chewing gum, or even rubber, while working in the heat. Chewing gum is often recommended for soldiers' use on long marches, and last summer officers in the Philippines reported that the gum habit was of great benefit to the men, because it lessened their drinking and enabled them to go without water longer than possible under other circumstances.

So hot weather and chewing gum are affinities. Nevertheless the sales of gum at any time of the year are tremendous. Even a statement of them is enough to appeal to the imagination of the individual chewer and make his jaws ache. Within recent years a number of the most successful chewing gum companies have consolidated and now most of the best brands of gum are manufactured and controlled by one large company. This one company sells on an average 135,000,000 packages of chewing gum every year and the sales are constantly increasing.

When to these 135,000,000 packages of good gum one adds the tremendous quantity of cheap and inferior gum that is in the market, the sum total wakens a feeling of awe in the breast of the investigator. About 2,600,000 pounds of chicle is imported by the United States yearly and although chicle is the fundamental principle of chewing gum, it is mixed in manufacture with many times its weight of sugar, paste, essential oils, etc., so that the 2,600,000 pounds is but a small fraction of the weight of the chewing gum manufactured in the United States each year.

This tremendous demand has grown up within comparatively few years. The chewing gum industry did not begin to assume much importance until about fifteen years ago, but after it got a start it struck a surprising pace. Its first impetus came with the discovery of the possibilities of chicle as a basis for the gum. Before that chewing gum was made, but it was poor and unsatisfactory in quality, the old-fashioned spruce gum being perhaps the best of the assortment.

A New York man with an eye to good things went down to Mexico and met some other men who dreamed about getting rich in quick fashion. Later these friends heard of chicle gum and believed that they had dreamed true—not that they had a nightmare vision of 135,000,000 packages of chewing gum. They were not really dreamers of the first magnitude. That was reserved for the New York man. But the men in Mexico believed that chicle at a few cents a pound could be profitably used for the adulteration of rubber.

They sent a consignment of chicle to their New York friend. He wished they had not. He tried the rubber idea and

found nothing doing. Just as he had about decided to throw away the rest of the stuff he had an inspiration. The very qualities that spoiled chicle for rubber might fit it for gum. He boiled some of the chicle, cut it into sticks and originated the old-time New York snapping gum. It was pure chicle with no sweetening and no flavor. Chewing it was a good deal like being condemned to hard labor but it sold like hot cakes. The demand ran far in advance of the supply, and from that small beginning the present great industry was evolved.

Chicle was used for various things long before its chewing gum apotheosis. It is said that mention was made of it in New World reports in the time of Ferdinand and Isabella. However, its use was purely local, and the American demand for it has fairly revolutionized the districts from which it comes. So far, it has been found only in Yucatan, and the entire supply is shipped from the various ports along the Yucatan coasts. Its name is Mexican for the *Achras sapote*, the tree from which it is procured.

These trees are found only in the interior, and the work of obtaining the gum and transporting it to the nearest shipping point has always been troublesome, although it has been much simplified in recent years. There are many exporting firms in the Yucatan coast towns, many of them under the management of Northern men. Mexican peons are taken into the interior and work for a five months' season, at wages ridiculously small. The pay is, however, fairly well proportioned to the quality of the work, and the wear and tear of handling the workmen who are as hopeless a proposition as any manager might expect to meet. Strikes and rows of all kinds are a regular thing, and murder is common enough to lose its picturesque quality; so the peaceful and tranquilizing chewing gum has its birth in storm and stress.

The largest chewing gum company in America has recently acquired two and a half million acres of land in Yucatan and is working it as a source of chicle supply. The company's managers take the workmen in from Vera Cruz, and the reports of those managers are enough to move the obelisk to tears. Troubles of their own? They haven't anything but trouble, and their opinion of the Mexican peon isn't fit for publication. Still, the experiment is proving successful and insures a steady supply at a rational price, although the company does not expect to obtain from its own land enough chicle to fill its requirements.

The quality of chicle varies according to the district from which it comes, the geological formation of the soil affecting the elasticity and purity of the gum. According to the quality used, the care expended upon purifying it, and the proportion of it used, chewing gum is good or bad. The cheap grades are necessarily inferior; for, although good gum could be made cheaply in earlier times, that is impossible now. The cost of chicle has risen from 2 or 3 cents to 30 cents and there is a 10 cent duty upon it.

The best chewing gum manufacturers test all chicle carefully and reject all that is not of the best quality. They employ expert chemists, and, under their supervision the gum is refined again, until it is free from all impurities. The best gum when chewed may be pulled out into very fine threads before

it will break. If it will not do that, or if there is a rubber-like recoil when the tension is lessened the gum is of inferior quality.

Paste, sugar and essential oils are added to the chicle in the making of the chewing gum. The different manufacturers have their own formulas and processes, which are jealously guarded. The one company referred to has factories in several cities and pays out \$3,000 a week to its employees.

By far the largest proportion of chewing gum made is for home consumption. America is the land of the gum chewer, but the export trade is growing and the gum habit is invading Europe, Asia, Africa, Australia and the South Sea Islands. Only last month a London journal bewailed the rise of the pernicious habit among Britain's sons and daughters; but the manufacturers say that the English trade is not yet big enough to justify the lamentation or to be taken seriously.

The increasing use of chewing gum in England, just at present, is due to the adoption of the habit by the English soldiers in South Africa. South Africa has for years been one of the best foreign markets for chewing gum, and probably more of the article is used in Johannesburg than in any other foreign town. The English soldiers, having experimented with the chewing gum, found it a good thing for nerves and thirst and they are taking the acquired taste home with them.

The American soldiers are, perhaps, the chewing gum manufacturers' best customers and during the war with Cuba the sales of gum were enormous. Manila is now becoming a good gum market. Honolulu is another. Australians

chew a great deal of gum. Samoa calls for a large supply.

The older countries are more conservative; and in them chewing gum makes headway very slowly, although a trade has sprung up in China, Japan and India, and considerable consignments go to France and Scandinavia. Western Canada, beyond Winnipeg, is a great chewing gum district, and it is rather interesting to note that the new country points at which nervous energy is booming progress are identical with the points where chewing gum finds its ready sale. The man on a nervous strain seems to find a relief in the mechanical action of his jaws. It may be added that, after soldiers and bicyclists, the habitual visitors to race tracks are said to be the most confirmed gum chewers in the world.—N. Y. Sun.

Whom Does She Dress to Please?

Have you ever asked a woman whom she dresses to please? She will invariably answer herself, but the statement is mendacious in every instance, save in those of the dress reformer—and that means the woman without hope!

In the palmy days of Greece three philosophers sat against the sunny side of the temple discussing the infinite and the branches thereof.

"A woman," said one, "dresses to please the men."

"A woman," said another assertively, "dresses to worry the other women."

The discussion waxed acrimonious, until both appealed to the third, who belonged to the school of the trimmers.

"A woman," said he, "dresses to please the men, and thereby worry the other women."

The making of a heroine is in the woman who never talks about her neighbors.

DON'T SELL goods that neither pay you a

margin nor build up trade. Life is short and it will be over before you have made enough to pay funeral expenses.

Sell **B. B. Coffee** because it pays you a margin and pleases your customers. We guarantee both.

Olney & Judson Grocer Co.
Grand Rapids, Mich.



The Putnam Candy Co.,

Grand Rapids, Mich.

Our A. A. line of Fine Package Chocolates is a trade winner. Ask the boys to show you samples. Call and inspect our line and establishment when in the city.

B. W. PUTNAM, President

R. R. BEAN, Secretary

Around the State

Movements of Merchants.

Black River—Geo. E. Crannell, druggist, has removed to Flomaton, Ala.

Fostoria—C. E. Gale, furniture dealer, has sold out to J. M. Smith & Co.

Fennville—Geo. Huff has purchased the meat market of Claude Hutchinson.

Cedar—Weigand & Hinshaw have purchased the meat business of Rufie & Hinshaw.

Bath—Frank E. Davis has purchased the dry goods and grocery stock of Wm. S. Barrett.

Battle Creek—Erwin & Van Haaften will establish a branch drug store at Bedford July 1.

Clinton—Richter & Hittle have purchased the drug and grocery stock of F. E. Sherwood.

Breckenridge—James Redman, general merchandise dealer, has sold out to Judson C. Holiday.

Pioneer—Jos. E. King has engaged in the grocery business. He purchased the stock of H. E. Saunders.

Bangor—John Crippen has opened a new drug store. The stock was furnished by the Fuller & Fuller Co.

Battle Creek—Geo. C. Haigh has purchased the fuel and feed business of Thomas Mack, at 70 Jefferson avenue, south.

Thompsonville—S. A. Hathaway has purchased the stock of the Western Hardware Co.; also the building occupied by same.

Benton Harbor—The firm of Lundy Bros, succeed that of Loscher & Lundy in the Territorial street grocery, Gus Loscher retiring.

East Jordan—Gus Muma has purchased the outfit of Richards & Co. and, with Bert Scott as meat cutter, has re-opened that market.

New Haven—A new concern has been organized at this place under the style of the New Haven Lumber & Coal Co. The capital stock is \$5,000.

Saginaw—E. M. Floss, formerly engaged in the boot and shoe business at Caro, will open a shoe store at 213 Genesee avenue about the middle of August.

Lansing—The dry goods business heretofore conducted under the style of L. H. Kennedy & Co. will hereafter be known as the Lansing Dry Goods Co.

Fennville—C. L. Fosdick has purchased a stock of groceries and opened a grocery store in the building formerly occupied by the millinery stock of Mrs. Kate Billings.

Owosso—Fred Simpson, who has been manager of the general stock of C. S. Simpson, at Estey, for several years, will open a general merchandise store at this place July 1 at 1013 West Main street.

Summit City—A. Hyde has sold his general stock at Summit City to A. A. Pulver, who has had charge of the business for the past ten years. Mr. Hyde is engaged in the lumber, coal and lime business at 860 Madison avenue, Grand Rapids.

Benton Harbor—C. A. Brown has retired from the dairy and produce firm of Brown & Sietz. Mr. Seitz has formed a partnership with J. J. Miller and E. Roninger, of Chicago, under the style of Miller, Seitz & Co. The new firm will conduct the meat business formerly owned by Mr. Miller, in connection with the wholesale and retail produce and provision business.

Manufacturing Matters.

Manistee—The Manistee Flouring Mill Co. has been organized with a capital stock of \$12,200.

Saginaw—The Herzog Art Furniture Co. has filed articles of incorporation, with a capital stock of \$20,000.

Stony Creek—The Stony Creek Woolen Mills Co. has been organized with a capital stock of \$25,000.

Wacousta—E. M. Everts has succeeded in organizing a creamery company here. The building is now under construction.

Henderson—The New Henderson Creamery Co. is meeting with the hearty co-operation of the farmers in this vicinity.

Gobleville—The Gobleville canning factory is now running day and night with a force of seventy-five hands. There is talk of enlarging the factory another year.

West Branch—W. W. Vaughn is building a dam here for the electric light plant which, when completed, will be one of the largest in the State. It will be 460 feet in length and have a fall of nineteen feet.

Mt. Pleasant—The Union cheese factory started up June 5 with a capacity of twelve cheese per day. The receipts of milk were so much greater than were expected that the capacity of the factory will be doubled. Pending the enlargement, the surplus milk will be converted into butter.

Owosso—The Owosso Carriage Co. has increased its capital stock to \$100,000 and the board of directors to five, composed of the following: A. M. Bentley, M. L. Stewart, C. D. Stewart, J. C. Shattuck and J. H. Robbins. S. B. Pratt, who has been a most efficient secretary and treasurer of the company since its former re-organization, has retired.

Sebewaing—The new sugar beet factory which has been in prospect here is now an assured fact. A meeting of the stockholders will be held in a few days for the purpose of perfecting the organization. It has been decided to erect a 600 ton factory, a duplicate of the one being erected in Saginaw. Many Saginaw capitalists are stockholders in the new factory. The estimated cost of the plant is \$600,000.

Ganges—The new canning factory is now in course of construction. Some opposition has been made by property owners to the proposed plan of draining the factory water into the creek and some bad blood has been exhibited over the choice of location. A large part of the canning machinery is for use in canning tomatoes, so that whenever the fruit crop is short the growers can go into the business of raising tomatoes between their trees and thus make money.

Detroit—The Improved Match Co. has closed down its factory on Bellevue avenue. The shops have been sold to the Sun Vapor Stove Co. This is the second or third match factory in Detroit which began competing with the trust, but whose proprietors afterwards found that the business did not pay. It is a popular report that one man in Detroit, a pioneer in trust fighting, has been drawing a salary of \$5,000 a year from the trust, merely to keep out of the business.

Wyandotte—The J. H. Bishop Co. is enlarging its factory and tannery. In the past skins from China could only be obtained after they had been tanned and built into rugs. Mr. Bishop has made arrangements whereby he can get the skins as they come from the animals, and the entire process of fitting them for use will be done in Wyandotte. For this reason there are two additions

being made to the factory. One of the buildings facing the river bank is 72 feet long, and another running east and west is 141 feet long. The firm is also building a new iron warehouse 60x100 feet. The company in future will make fur-lined overcoats.

Celery City Grocers and Butchers to Picnic July 23.

From the Kalamazoo Gazette News.
The Kalamazoo Butchers' and Grocers' Association met Monday evening in the Auditorium lodge room to consider several matters of business which were necessary to dispose of.

The matter of the annual picnic was discussed, but no definite destination was arrived at. Ottawa Beach, South Haven, Grand Rapids and Gull Lake were proposed, but the matter was left in the hands of the Transportation Committee. The date will be July 23.

A committee consisting of W. W. Peck, W. C. Hipp and H. W. Moredyke was appointed to wait on the merchants of Kalamazoo and invite them to join in the excursion.

A committee was also appointed to confer with a committee from the Council regarding the establishing of a city market for hucksters. The members are E. H. Priddy, A. W. Walsh and W. C. Hipp.

Communications were read from the Jackson and Grand Rapids associations in response to invitations extended to them to join the excursion. As soon as the Transportation committee can arrange with the railroads, the place for the picnic will be announced.

The Boys Behind the Counter.

Bay Shore—Chas. L. Moody has taken a position in the mercantile department of the Bay Shore Lime Co.

Kalamazoo—Bert Boyle, who recently resigned his position in Buckhout's grocery store, has taken the position of fruit buyer for the Dunkley Celery and Preserving Co.

Allegan—Harry Lutts has succeeded Roy St. Germain as clerk in the Sherwood & Griswold store, and Mr. Germain has taken a position with F. P. Potter & Co., taking the place of Harry Fouch, who resigned his place there.

Thompsonville—Geo. Haverly, who has been behind the counter for the Western Hardware Co., will remain with S. A. Hathaway, the successor of the business, in the same capacity.

East Jordan—W. A. Stone has taken a position as book-keeper in the hardware store of W. A. Loveday & Co.

Rockford—Frank Norton is the assistant in C. C. Potter's drug store, having succeeded Herbert Taber, who has taken a position as brakeman on the G. R. & I.

Cause of Death.

Army surgeons declare that the expression on the faces of soldiers killed in battle reveals the cause of death. Those who have perished from wounds have a look of repose, while there is an expression of pain on the faces of those slain by bullets.

It is a queer house that has not at least one sofa cushion that was not made to be used.

Denies the Allegations of Wm. Fisher's Creditors.

Scottville, June 24—I desire to explain some things relating to the bankruptcy matter of Wm. Fisher, of this place, in view of the allegations made by the attorneys of the creditors of Mr. Fisher, published in the Michigan Tradesman of April 3. The Fisher stock was assigned to me and, pending the action of the creditors in throwing Mr. Fisher into bankruptcy, I held possession of the stock, rendering a bill therefor for \$151.91, which Referee Blair allowed in full. I held no unrecorded mortgage against the property for six months prior to the failure; nor did I send out any notices offering 35 cents on the dollar; nor did I undertake to assist, influence or control a compromise in the interest of said bankrupt, further than to offer to loan Mr. Fisher money on good and proper security.

C. W. McPhail.

In allowing the claim of Mr. McPhail, Referee Blair made the following voluntary statement:

In regard to this matter, the item of 80 cents for filing inventory at Ludington and the item of \$3 for stamps, envelopes and printing notices to creditors, in my judgment are, perhaps, not strictly within the limits of a proper charge against this estate, although I confess that I should disallow them with some reluctance, because I think that this bill which has been presented is one of the most satisfactory bills and one that it has given me the most satisfaction to allow of any bill that has been presented since I was referee in bankruptcy, and I will take my chances of being over-ruled by allowing the items referred to and will allow the bill at \$151.91. I wish some more estates might come into Mr. McPhail's hands for handling in these preliminary matters. I think it is a reasonable bill in every respect, and I have no doubt whatever that the services were honorably rendered and were of the highest utility to the estate. I will enter an order to that effect.

A New York carriage builder has in his employ a man whose sole occupation is to paint the crests on the equipages of customers. Recently his sphere of activity has been enlarged. He says that many a man or woman who has just bought a landau or victoria confesses that a copy of his or her crest can not be had "at present." So the painter invents a crest. "It's a good thing all around," he remarked. "A man's new crest on his carriage doesn't meet with the criticism that it might if he suddenly sprung it on his note paper. People think they have always seen the crest on the carriage, and it is easy for him to copy it on his stationery."

Many a woman who looks as though she were fighting some secret sorrow is only suffering from a soft corn.

No man's life is truly poverty-stricken until it is given over wholly to the making of money.

When the dead tree stands naked in the spring there will come a vine to lend it raiment.

M. O. BAKER & CO.
TOLEDO, OHIO

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

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

Grand Rapids Gossip

C. L. Fosdick has engaged in the grocery business at Fennville. The Mus-selman Grocer Co. furnished the stock.

The Detroit Tribune recently published what purported to be the market value of the stock in the different Grand Rapids banks, State Bank of Michigan stock being quoted at 102. The publication was brought to the attention of President McCoy, who wrote the Tribune a letter, offering to pay 120 for all offerings.

The Grand Rapids Retail Grocers' Association will hold its fifteenth annual picnic at Reed's Lake, Thursday, Aug. 8. It goes without saying that the affair will be a very enjoyable one and that the attendance will be all that could be desired. Several novel features will be included in the programme, which is now in the hands of the printers and will be issued in the course of a few days.

The Fred Macey Co., Limited, announces that its plans are so far perfected that they will be open for inspection and bids in the course of a couple of weeks. The Smith tract, comprising twelve acres, running from South Division street to South Lafayette street, has been secured by the company. The factory and office will front South Division street, comprising three wings. The office portion will have a frontage of 65 feet and a depth of 300 feet, back of which will be two wings each 65x450 feet in dimensions, four stories high on one side and three stories on the other.

Ransom C. Luce, President of the Luce Furniture Co., is authority for the statement that Greg. M. Luce will return to Grand Rapids and take the active management of the furniture plant. Mr. Luce has been engaged in the lumbering business in Mississippi for about ten years and has made his mark as a business man and moneymaker. Besides being manager of the extensive lumbering enterprise owned by himself and father, he has found time to plat and exploit a new town and act as director of a bank at Scranton. His friends will welcome his return to Grand Rapids and the senior Luce will find him a tower of strength in dividing the exacting duties of the management of a large furniture plant.

The Grand Rapids Retail Meat Dealers' Association had decided to hold its annual picnic at Saginaw this year, in conjunction with the grocers and meat dealers of that city, but on taking up the matter of transportation with the Pere Marquette and the Grand Trunk Railways, it was found impossible to obtain a round trip rate better than \$2.30, which was considered prohibitive, so far as a large attendance is concerned. In the meantime, an invitation was received from the grocers and butchers of Muskegon to join with them in celebrating the day at Mona Lake, and this invitation has been accepted and arrangements made with the Pere Marquette Railway for round trip tickets at \$1. The train will leave the Union station at 7 o'clock for Ottawa Beach, where the excursionists will board one or more of the Pere Marquette steamers, reaching Muskegon about 11 o'clock. Returning, the party will leave Muskegon at 7 o'clock, arriving at Ottawa Beach about 9 o'clock and arriving home about 10 o'clock. It is thought that a four or five hour ride on

Lake Michigan will have more attractions for the average butcher and his friends than any other route that could be selected, and it is confidently expected that a large number will avail themselves of this opportunity. Messrs. Katz, Eble, Hufford, Larson and Van Zoeren will visit Muskegon Sunday for the purpose of making the preliminary arrangements for the reception and entertainment of the excursionists. Inasmuch as the picnic is to be held out of the city this year, the Association will issue no programme.

The Grain Market.

Wheat futures have dropped 3@4c during the week, closing at 66 $\frac{1}{4}$ for July and 66 $\frac{3}{8}$ @66 $\frac{1}{2}$ c for September. Still cash wheat sells all the way from 1 $\frac{1}{2}$ @3c over July price. The overestimate of the crop is the cause of this decline. The bear argument is that a large crop is to be harvested, estimated at 750,000,000 bushels. Kansas now claims its crop is about the same as last year and Texas 6,000,000 bushels, against 20,000,000 bushels harvested last year. In the spring wheat section, while the outlook is good, the acreage is below the usual amount. We will undoubtedly have a fair crop, but far less than above stated. Again, the claim is that there is no export demand, while there is 4,000,000 bushels going out every week. Our visible decreased over 2,227,000 bushels, while last year the increase was 1,348,000 bushels, leaving our visible to-day at 32,903,000 bushels, against 45,524,000 bushels last year, or a difference of over 12,000,000 bushels less this year than last year. As stated before, all cereals are higher, as well as all other commodities. Wheat alone has no friends and stands at the bottom. How long the main food product will remain thus low the future only can determine.

Corn is rather irregular when it varies 3c in one day, as September sold one day at 41 $\frac{1}{4}$ c and within a few minutes climbed to 43 $\frac{1}{2}$ c. The weather has everything to do with it. While a large area was planted, the season is about two or three weeks late. The stand also is not as good as usual. The trade expect prices to remain at the present level. If not, better prices may rule later. Although the visible is large, the outlook for oats is not rosy, so prices remain very strong, with a strong undercurrent for better prices.

Rye has sagged off 1c per bushel, as the trade is waiting for new rye to make its appearance soon and a large crop is looked for.

Beans are not as strong as they were last week, showing a decline of 5c in futures as well as in cash.

Receipts of wheat have been large, while other grains are merely nominal, being as follows: wheat, 69 cars; corn, 4 cars; oats, 7 cars; flour, 7 cars; beans, 2 cars; castor beans, 5 cars; hay, 3 cars; straw, 1 car.

Millers are paying 60c for wheat.

C. G. A. Voigt.

A constitutional amendment has been approved by the California Legislature, and is to be submitted to the electors at the next election, which would substitute a state commission for the railroad commission, a bank commission and the insurance commission. The new body would fix telegraph and telephone rates, as also rates on gas, water and electricity; would supervise railroad and sleeping car companies, banks and insurance companies and in general would control all quasi-public institutions and all public utilities.

The Grocery Market.

Sugar—The most important development in the sugar market for some time past came to the surface Monday, when the American Sugar Refining Company announced a reduction of 10 points on all grades of refined sugar. The National Sugar Refinery and Arbuckle Brothers sold sugar on the same basis. The tendency of prices was expected by the trade, in fact, it was given out officially that the decline was a temporary affair, made for the purpose of influencing orders, preparatory to the usual upward tendency incident to the fruit season. Another feature of interest in sugar circles was the putting on the market by the American Sugar Refining Company of a new style of package, containing twenty-five pounds of fine granulated sugar, these packages being packed fourteen in a barrel.

Canned Goods—The canned goods market is very quiet, as is quite often the case at this season of the year. The pea situation is absorbing interest everywhere, especially since Baltimore's pack of early peas has turned out very short, necessitating the naming of high prices by the packers. The packing of early June peas in Baltimore is practically at an end. The packers have finished packing the best quality, and from now on the few that will be worked will be seconds. The sale of Baltimore peas this year has been light. It is difficult to assign the cause of this, but we do know that there is plenty of room for an improvement in the demand, not only for peas, but all kinds of canned goods. The appearance of the pea fly in Wisconsin is reported, while as yet there are no complaints of its ravages. However, the situation in this respect will have crystallized by another week or ten days. If the early pea crop in Wisconsin escapes the green fly, the pack of that State, taking into consideration the new factories which will pack peas, will be of good size, which will be added to by the pack of New York State, where the pea acreage has been increased 40 per cent. or more each year for two years, while there are no reports to indicate that the fly has been seen inside the State this season. Again there is a noticeable strengthening of the tomato market. It is coming slowly but surely. There is a good demand for goods for future delivery and brokers are holding orders, being unable to get packers to accept any more at present. Many packers who have been free sellers are entirely closed out of spot goods; the constant taking from their holdings has reduced their stocks to practically nothing. In view of the heavy demand and the light stocks in first hands, we should not be surprised to see an advance in the tomato market very soon. Corn shows some activity, both of spot and future delivery. The receipts of pineapples during the past week were the largest of the season. They were just the proper thing for canning. The Baltimore packers have certainly secured some excellent fruit this season and they have been meeting with a good demand. There will probably not be any change in the prices of pineapples for a while, but, if the present active buying continues, then it is more than likely that there will be an improvement. There is one thing sure, and that is that the present quotations will prove to be the lowest. Spot Red Alaska salmon continues firm at previous prices and there is a fair demand for these goods. The Columbia River future situation is somewhat stronger.

The run of fish in the Columbia River is reported as still very light.

Dried Fruits—There is a fair consumptive demand for dried fruits, but general conditions are quiet and featureless. California prunes are in quite good demand from the regular trade for the season, 90-100s going out particularly well. Oregons of all sizes are becoming scarce and are selling right along in a small way. There is some demand for loose muscatel raisins. The orders are mostly for small lots, but aggregate quite a fair business. Dealers do not want to carry stocks through the warm weather and so are buying only for immediate wants. The demand for seeded raisins keeps up well, some large orders having been placed within the last week. Apricots and peaches are both in light demand. Currants are firm and selling quite freely, the orders for the most part being for good sized lots. There are many estimates regarding the new crop of currants and the one given by the London Grocer of 130,000 tons is generally held by dealers to be premature, as it is declared to be very much too early to gain any idea of the yield. Figs are higher and are moving out quite well.

Rice—Business was confined to small lots, the total of which was fair, but not up to expectations. The favorable weather apparently has not as yet created the improved demand expected, buyers still refusing to accumulate supplies. Holders, however, are confident and, as a rule, absolutely refused to shade prices, and fancy styles commanded a premium. The demand is chiefly for domestic Japan styles they being relatively cheaper than other styles of domestic growth.

Teas—Green teas are firmly held, owing to limited quantities available on the spot, and prices rule about steady. Black sorts show a somewhat weakening tendency and the lower descriptions continue to rule irregular, quotations being entirely nominal. Complaints are prevalent regarding the dull and unsatisfactory market conditions.

Molasses—The usual slow demand was experienced and the market presented no features of interest. Prices continued to be fully maintained and, as supplies were not pressed on the market, a steady tone prevailed.

Nuts—Brazil nuts continue very strong, with light supplies and somewhat higher prices. The crop turns out somewhat less than expected and may cause an advance in price soon. Sicily filberts are easy and in light demand. Peanuts are in excellent demand at previous prices.

Hides, Pelts, Tallow and Wool.

The hide market is firm at a strong advance. Large sales to the American Leather Co. practically cleaned up the market. Receipts are small and asking prices above tanners' views.

Pelts are neglected. Sales are small at extremely low values.

Tallow has a slight advance and large sales. The demand is beyond the supply. Packers are holding $\frac{1}{4}$ c higher.

Wool is as dormant as ever, so far as the advance in prices is concerned. The coarser wools are 1c lower, while fine is in demand at opening price. An advance is looked for on fine from the small supply. The clip is about all marketed and at prices that show small profit to the purchaser. Wm. T. Hess.

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

The Meat Market

Process of Packing and Curing Hams.

Starting with the hams at the chill room, before they pass to the cellar for pickling they are taken to the testing table where they are inspected for bruises and blood spots at the bone. The interior inspection is done by means of a small instrument, resembling in outward appearance a carpenter's gimlet. In reality it consists of a rod of steel about three-sixteenths of an inch in diameter, with small grooves cut around the end about an eighth of an inch apart and a thirty-second of an inch deep. Over this rod a sheath made of a thin steel pipe, large enough to slide with ease over the surface, is placed; this tube, being as thin as it can be made, presents a knife edge to cut its way into the ham. It covers the rod for all its distance with the exception of an inch at the end. After the rod has been shoved into the bone the sheath is shoved over, and confines in the rings cut in the rod any appearance of blood or bruise. When the hams are all right they are passed along to the pumping bench.

Every boy has probably watched his father put a goose quill under the skin of the goose and blow the goose up until it looked at least one-quarter larger than it was before the operation. While the result of pumping a ham to all appearances is the same, there is a result which is beneficial, but not apparent, and that is the depositing of the brine at the bone and through the fatty parts of the flesh. The small hand pumps used for this purpose are operated by the attendant, a short piece of strong hose being attached to pump, and a needle end of steel about one-quarter inch in diameter, with openings on the point—needle point being about eight inches long. A workman places the hams on a bench, skin down, and as fast as one receives the injection, he removes it and a second ham takes its place. From there the hams go to the pickling tanks. Sometimes these consist of cement vats, formed on the cellar floors; again, of tanks built of wood, square, with open tops; again we find molasses hogsheads used, and many times the hams are placed in tierces. It becomes necessary during this process of curing that the hams be moved quite frequently in order to change the surfaces where they join or lie together. When the hams are placed in vats, hogsheads or tanks, it becomes necessary to throw them from one receptacle to another in order to change the positions. If this is not done the pickling is not even. When the hams are being placed in tierces they are never packed tight—at least four inches is left in the end of the tierces. When it is necessary to "break up" the surface it is accomplished by rolling the tierces from one side of the store room to the other, the loose space being at all times sufficient to permit the hams to be separated from their neighbors.

Again, should the time for curing the hams be accomplished, the process of pickling can be arrested by boring a hole in the head of the tierces and permitting the brine to run out, leaving the hams dry, and by placing the hams into a freezing temperature, they can be kept for an indefinite period. The expediency of holding hams is resorted to only when the market is off in price.

We will now return to our bruised hams. By the use of our little friend—

the testing gimlet—we have been enabled to keep out all bruised hams. These hams, before the introduction of the bruise detector, invariably went with the good hams, and passed through the pickling and smoking departments, and were not detected until they came home to the purchaser and were put on the table for eating. When cut open and found defective they were invariably returned to the market accompanied by uncomplimentary remarks, and a good ham would have to be supplied in its place. The bruised places were cut out of the hams and the unaffected parts sold for what they would bring, often at a price equal to the cost to the packing house owner when it was on foot.

After the bruise has been located by the indicator, the ham is taken to a table, the bone taken out, the bruise carefully cut away, the ham rolled up and tied with string, and then passed through the ordinary process of pickling, with the exception that it does not stay so long in the pickle as the good hams. In due time these are taken from the pickle, soaked, smoked and boiled, and then placed on the market as the fine boneless boiled ham, at a good round price, and become delicious eating; thus they become a source of profit to the packing house owner, instead of a perpetual annoyance and loss, both of customers and of money.

Returning to our ham which was uninjured, we left it in the tierces ready for final disposal. Where hams are required for foreign shipment they are emptied on the floor, and the brine is permitted to partially dry off; then they are taken to the box and receive a liberal coating of pulverized borax. The process of applying the borax is to have a box about thirty inches across, and five, six or seven feet long (length depends on how many men are desired to have working on the box), the depth being from sixteen to twenty inches. The borax is placed in the box, and the hams are rolled around in the borax. The ham is then taken to a table, where it is examined to see that all parts are covered with borax. They are then packed tightly in a box holding from 300 to 400 pounds; the cover is forced down by a press, or the hams are forced into a box driven by a wooden maul.

The object of covering the surface of the hams with borax is to protect them during transportation. Whether there is any material benefit in this is a question of contention among packing house men; and the covering of borax is not applied by all shippers of hams.—Francis H. Boyer in Ice and Refrigeration.

Why Pork Shrinks in Weight.

"I would like you to tell me why my meat shrinks up so. It was killed November 28, weighed 150 pounds dressed, nice and plump, but now it is not as thick as a person's hand. It was salted well and kept in a dark room."

This meat is assumed to be pork. That it "shrinks" is the only fact in sight. If we knew how the pig had been fed we might be able to say it was not properly matured or fattened before killing. A pig may be made to look "nice and plump" on sloppy or succulent feed and not be in good condition to kill for meat. Such meat will shrink at least 25 per cent. in curing or hanging in a dry room for two or three months. Such meat will shrink in the pot more than that from a pig properly finished on sound grain. Grass fed or alfalfa fed pigs lack the firmness required for first-class pork. Yet if pigs

that have had all the green feed or slops they will eat are put upon a grain ration for six weeks before killing, their meat will be more firm and will lose less by evaporation and have a richer, sweeter flavor. Salt does not lessen the loss but starts the flow of the juices, so that when the meat is smoked and hung in a dry place the evaporation is more rapid. Some curers have the surface of their meat coated with a thick mixture of sugar or treacle to lessen evaporation and improve flavor of meat.

How to prevent shrinkage of cured meats is something that has had much thought from packers. Their loss on a carload of meat between the dates of leaving the pickle and

arrival at the market will range from 10 to 16 per cent.; but the shrinkage goes on after the meat goes to the grocer or butcher. To save themselves they weigh canvased hams and bacon on arrival and mark weight on the article and sell to the consumer by this weight and not at the actual weight at the time the consumer gets it.

The packer can not confine his killing to the increasing moon, as can the farmers, who only kill when the sign is right. These believers in signs get great comfort from their special knowledge. If the man had told the time of the moon his pigs were killed some one better versed in moon lore than we would find no trouble in telling why that meat shrinks so. For the comfort of the enquirer we suggest that the food value of his meat is all there yet, but with less water than originally.—Breeders' Gazette.

How John Fell From Grace.

From the Milwaukee Sentinel.

Chinese servant stories are epidemic. Here's one, and it is true:

A West Side woman a few days ago was boasting to a caller of the virtues of her Mongolian cook, and she emphasized the latter's systematic methods as his strong point.

"John finishes his work at precisely the same minute every evening," said she promptly. "I always know exactly where he is and what he is doing at any time of the day."

"Well, what is he doing now?" was asked.

"Let me see. It is 7 o'clock. Well, he has just finished putting the dishes away, and at this moment is sweeping the kitchen. Come, let's go out and see if I'm not right."

They started through the dining room, and found everything in its place, as prophesied. In the pantry the dishes were neatly arranged in their customary place. Then they opened the kitchen door.

There in the center of the room was John and he was—complacently washing his feet in the dishpan!

The embarrassed mistress and her convulsed guest retired in haste. And the servant problem was dropped.

Some people, like clocks, tell what kind of a time they are having by their faces.

Talk No. 11

The Proper Time of Year

There is a right time of year for everything; to sow wheat, plant corn, to harvest and make hay. There is a right time to treat Catarrhal troubles, when nature is kindly and the steady warm days help effect a cure. One month's treatment now is worth two in the winter time. Remember, catarrhal diseases doesn't mean simply the nose and throat, but the ears, lungs, stomach, liver, bowels, etc. We don't try to cure them all by medicines alone, but use electrical treatments in a large number. We use the X-ray when necessary.

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.

PARIS GREEN LABELS

The Paris Green season is at hand and those dealers who break bulk must label their packages according to law. We are prepared to furnish labels which meet the requirements of the law, as follows:

100 labels, 25 cents
200 labels, 40 cents
500 labels, 75 cents
1000 labels, \$1.00

Labels sent postage prepaid where cash accompanies order. Orders can be sent through any jobbing house at the Grand Rapids market.

TRADESMAN COMPANY,
GRAND RAPIDS, MICH.

GALVANIZED IRON CORNICE

Established 1868.

State Agents

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

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

OLD RELIABLE B.L. CIGAR
ALWAYS BEST.

NUMBER 27

Obtained Revenge on the Man Who Wronged Him.

A boom had struck Silver Crown. The veteran prospector, Tom Lenox, who for twelve long years had pinned his faith to a tunnel in the hillside, had at last struck pay dirt. The news spread rapidly and in less than a week miners and prospectors from all parts of the West began to arrive. Each brought his tent with him, which he pitched in the first available spot, and at once proceeded to stake a claim. Like a mushroom this impromptu city grew and busy, active life took the place of barrenness and solitude.

These men were not the elite of the earth. They were sturdy, determined, fearless fellows, who, if they failed here, would move on to the next camp, hope ever buoyant and gold their lodestar. Along with these came the gambler and divekeeper, human vultures who make the reputation of all such camps. A mining camp has been aptly described as "hell just before the fires were started." Such was Silver Crown two weeks after the boom began.

Jack Welch, prospector, gambler and divekeeper, was one of the first men on the ground. He opened a saloon in a deserted log cabin, once the home of a former prospector. It served the purpose until another lucky strike or two had been made, when a gambling den and dancehall were added. The completion of the dancehall marked the advent of women in Silver Crown. Like the men, they belonged to the under crust and gold was their aim.

The day following the opening of the dancehall saw the beginning of a graveyard at the camp. A hilltop convenient to the saloon was chosen and called Boot Hill. The first man buried there was a tenderfoot. He died with his boots on because he had objected to the interest which an old-timer showed in one of Welch's women. Had he been more experienced in mining camp etiquette he would have killed the old-timer first and made his objections afterwards. Welch's place had a reputation to make and this was a beginning. Other victims were not lacking and Boot Hill soon contained seven nameless victims.

Men with capital bought up the best mines and the place began to assume a more permanent aspect. Rude dugouts and log shanties, more or less respectable, replaced the tattered tents. They did not improve appearances, but promised greater security and warmth.

It was during this stage in the camp's development that an event took place which was destined to play an important part in its history. This was the escape of convict No. 27 from the penitentiary of a neighboring state. No. 27 was serving a life sentence for murder. For fourteen years he had been known by this number, and during all this time his conduct had been most exemplary. He had at last grown to be regarded by the prison officials as "a trusty." Patiently, faithfully, day after day, year after year, he had striven to reach that point, one object ever before him, liberty. Oh, if it might only be his again! Just for long enough to be revenged. He would come back and serve out the balance of his life willingly.

No. 27's heart beat almost to bursting the first time that he saw prison discipline relaxed toward him; but his stolid, hopeless face gave no sign of the tumult within. He went about his daily

tasks just as if conditions were unchanged. But O the joy of the hope inspired. A chance to escape would—must come. Innocent, he had been made to suffer through the perjured testimony of a man whom he had trusted; who had been his prospecting partner for years. He had been made a life convict in order that this man might possess the one thing in all the world which he prized the most, his wife, whom he loved as only a strong, fierce nature can love. Had she been a party in this atrocious scheme? He did not know. He only knew that she was living with his enemy. Yes, by all the power of God and man, his chance must come.

The escape of No. 27 was published far and wide. Descriptions of him were sent to police and detectives in all parts of the country; but he eluded them all.

Winter settled down upon the land. Snowdrifts, mountain high, filled the gulches and valleys around Silver Crown and work on the various shafts and tunnels was at a standstill. A blizzard of unusual severity was sweeping over the country and as night fell it seemed to increase rather than diminish. Trade at Welch's dive had been slim during the day, but when darkness settled down the evil den took on new life. Sounds of music and dancing could be heard between the shrieks of the wind as it tore at roof and corner. Rough men and wretched women danced in this foul place as if it were a pleasure and when the music stopped all rushed to the bar. When it began again other men, anxious to find favor in the eyes of the poor outcasts, led them back to the dance.

During one of the lulls at the bar a stranger opened the outer door and walked in. He appeared to be almost frozen, but his eyes burned with a fierce light. He shook the snow from his hat and with the hat brushed as much of it from his boots and clothing as he could. Then, walking up to the bar, he ordered whisky. This he drank alone, although several regular hangers-on, seated around the stove, made audible remarks upon the same.

Jack Welch eyed the stranger sharply; but he failed to recognize in him the escaped convict, No. 27. The man within the bar and the man without had toiled side by side in search of that elusive will-o'-the-wisp, gold. They had shared the same bed and met the same dangers; yet fourteen years of penal servitude had done their work so well that the man inside the bar failed to recognize the one man on earth whom he feared to meet.

Schooled in self-control, the stranger gave no sign. Paying for his drink, he turned to the stove and dropped into a vacant chair in the corner behind it, from which vantage he could view the entire room. He spread out his arms and legs to take in the grateful warmth. The frozen snow upon his boots melted and formed dark pools upon the floor, while the moisture on his clothing changed to steam and floated upward into the teeming atmosphere of smoke and liquor. He sat in rigid silence, apparently taking no notice of any one; yet not a move of the man behind the bar escaped him. He had planned and waited, hoped and craved—aye, even prayed—that this moment might come. Outwardly he was a calm, indifferent man enjoying the bodily comfort of warmth and shelter from the pelting blizzard. Inwardly there raged a storm of hate and a lust for revenge that consumed him. Presently he arose and removed his overcoat, disclosing the fact that he was heavily armed. This caused no comment, however, as every one in the region carried a gun.

The music in the dancehall ceased and men and women trooped in to the bar, joined by the hangers-on around the stove. Glasses clinked, snatches of ribald songs were sung, lewd jests were flung, profanity seasoned every utterance. No. 27 fixed his glittering eyes upon a woman in the throng. Yes, it was she, his wife! He could not be mistaken. Years of debauchery had wrought terrible havoc in this once fair woman, leaving her a shadow of what she once had been.

When the music struck up again, all except the woman whom the stranger had been furtively watching hurried to the dancehall. Had she recognized him and would she warn the man behind the bar? She walked unsteadily around behind the bar and put her hand on Welch's shoulder. With a brutal oath he pushed her away; but she was not to be put off. A sickening fear gave her courage. She approached the man again and was about to speak.

But she was too late. In front of the bar stood No. 27, a revolver in each hand. The woman's shrunken face took on the color of death, while Welch's jaw dropped and his limbs shook as he recognized the stranger. The convict's chance had come at last. He stood before them like an avenging spirit, his face distorted with hatred and fiendish satisfaction. For almost a minute he stood looking at them, his eyes burning into their shriveled souls. The scraping music of the dancehall violin floated to their ears. When he spoke his voice was calm and clear and his words few:

"I need not tell you what brings me here. It is enough to say I have come to kill you both."

Two shots rang out as one and No. 27 was revenged. Placing the revolvers upon the bar, he disappeared into the night and the storm. The music stopped in the middle of a waltz and the drunken revelers rushed in. Even they were appalled for a moment, for the killing of a woman was not a common thing even in Silver Crown.

The next day there was an increase of two in Boot Hill's population.

Winter reluctantly gave way to spring. The snow from the gulches and hills slowly disappeared and work in the tunnels and mines at Silver Crown began afresh. At the foot of a crag in Jaw Bone Gulch the body of a man was found. Convict No. 27 had made swift expiation.

"Vengeance is mine, I will repay, said the Lord." Mac Allan.

THE Imperial Lighting System



Patents Pending

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Sole Manufacturers,

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100.....	\$ 3 00
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Tradesman Company

Grand Rapids, Michigan



Devoted to the Best Interests of Business Men

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

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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.

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

E. A. STOWE, EDITOR.

WEDNESDAY, - - JUNE 26, 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 10, 1901, and saw the edition mailed in the usual manner. And further deponent saith not.

John DeBoer,
Sworn and subscribed before me, a notary public in and for said county, this twenty-second day of June, 1901.

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

UNIONS AND THE RIGHT.

One of the strangest moral phenomena of modern civilization is the fact that an organization may be governed by precepts which in other bodies or individuals would be accounted unfair and dishonest, without incurring condemnation. Contracts and agreements may be entered upon with all the form and earnestness, the apparent sincerity, of other contracting parties and then repudiated without bringing censure except from the ones suffering from the lawless irresponsibility; and usually these dare not express their sense of injury and wrong. And so in other matters of business rights and ethics there seem to be one code for society and another for these organizations. Thus they are accorded the privilege of infringing the plain rights of the employer in the management of his business to a degree which would not be tolerated in another. He must run his factory in accordance with unjust regulations which work harm both to the business and its employes, at the arbitrary behest of this body. If a man is earning too much, for example his work must be reduced to put him on a level with the rest, a flagrant violation of personal rights which would not be tolerated for a moment in any other field of human effort. Why it is that such deviations from the most manifest principles of correct business ethics should be tolerated even in the name of labor passes comprehension.

One of the possible results of present disturbances in mechanical industries is a more correct appreciation of the principles of right and wrong as applied in the field of labor. Little has been said about the moral features of the violation of contracts in the strikes, but it is significant that employers have agreed upon the simplest principles of business responsibility and control to an extent never before attempted. This movement is not going to end here. There

is bound to be a consideration of the principles of right and wrong which will eventually place every business on a more independent basis.

In the present series of strikes the Tradesman has been a most interested observer of the controversy in the factory of the National Cash Register Company at Dayton, Ohio. It has had occasion before this to comment at length on the departure of the management of that institution in the way of providing for the welfare and pleasure of its working people, a movement which has gained worldwide attention in the field of industry. That such a labor Utopia should be subjected to a common union strike is naturally a matter of great astonishment. Various reasons have been given by commentators to explain the situation, some laying the trouble to too much paternalism, infringing the independence of the workingman, others more consistently laying it to the disturbing features of unionism, but all seeming to miss the point that it is on account of the toleration of a set of principles for its organized employes that would not be allowed in any other field of human intercourse.

J. H. Patterson, President and one of the principal owners of the National Company, has conducted its affairs as manager for many years. Recognizing the utility and economy of providing for the best physical and moral welfare of his workmen, he has instituted and carried out a system of improvements in these lines which, as said, has brought the company worldwide celebrity. This has been done, Mr. Patterson states, from motives of good business policy simply and not from the intention to pose as a philanthropist.

Conceding the right of his employes to unite for their own interests, Mr. Patterson seems to have rather welcomed the organizer, who found a promising field for his efforts. It was not long before the thousands of workmen were united into various unions according to the character of the work. Soon there seem to have followed a series of conferences and negotiations between the various committees and the management, which are suggestive as to valuable time occupied, with nothing to show for the benefit of any of the interests.

But in Mr. Patterson's statement of the present difficulties there is the betrayal of a departure from the clearcut business principles and policy which seem to have controlled his other administration. This was no doubt the result of a good natured tolerance, unconscious largely, for the working people which led him, as it does so many others, to accept that which would not be considered in any other business relation. One of the early controversies seems to have been over the use of springs on some of the doors in the factory which had come from a concern not in favor with the union. Mr. Patterson appears to have treated this as a great joke—forgetting that unions never joke. He told the boys if they did not like the springs they could let the doors slam, and so the springs were taken off. Aside from the palliation of thoughtlessness, this acceding to the request of the union was reprehensible and would have been considered so in any other relation than dealing with a union. The demand was nothing less than that the National Company should join in the boycott against the offending firm that had made these springs. Instead of being treated as a joke, the committee

should have been made the recipients of rebuke and if they wanted to strike on that account the subject would have been just as good a one to have the fight upon as any. In other words, the union had no more right than any other individual or body to make such a demand. Had it come from any one else it would have been resented as an insult. It was a mistake to accede to it.

The statement of the differences leading up to the present strike is amusing for the long series of ridiculous claims on the part of the unions and as ridiculous compliance on the part of the management. The discovery was made that the towels furnished by the generosity of the company were laundered by non-union labor. This had to be corrected. Here again the management accepted that from the committee of the union which would not be considered a moment from another source. It was a wrong to the non-union workers and an insult to the factory management which should not have been tolerated. Then follows a long statement of conferences and threatened strikes on account of the union classification of the various trades—matters which a management should leave to the individuals interested and the rules of business. Next came complications on account of changes made in the manufacture, etc., etc., etc. These were all cases which should have been passed upon by the management and the ones doing the work—union committees had no right to meddle with them.

Afterward a union foreman was discharged for cause from one of the departments and a man put in his place who was not a member of a union. He seems to have maintained his place, but at the expense of a contest which must have cost the Company heavily. Had it not been under cover of the union peremptory discharges would have settled that difficulty. Later, through the coercion of the international officers, the management paid wages to two discharged workmen for several weeks—a wrong to the Company that would not be possible in any way than through a union, but no less a wrong. The last few months of the experience of the management in dealing with the unions is too tedious to recount. Conferences with committees of local unions and with international officers follow which must have cost many thousands in the aggregate.

Another interesting feature of the statement is the effect of the union rules on some of the workmen. Before their interference some of the moulders had become so expert that they could earn six and even eight dollars per day. This the union prohibited. The limit was fixed at \$4.50 and, as the union rules compelled the workmen to remain the full hours, the foundry became an afternoon lounging and smoking room for those who had finished their allowance. This is a most flagrant invasion of personal rights and of the rights of the Company which should not have been allowed for an instant.

Had the management of the Dayton factory been governed in their dealings with the union by the same rules as control in other things there would have been no strike. A firm "Thus far and no farther" on every question involving personal or Company rights would have prevented the perfection of an organization and power which has threatened the destruction of one of the finest industrial undertakings the world has ever seen.

The lesson is not for Dayton alone. In the hundreds of shops in which the machinery industry stands paralyzed throughout the country there is the example of broken contracts and an invasion of rights. Because they are unions they can do this. But the time is coming when the principles of right and wrong will have force among organized workmen as elsewhere.

The brewers of Indiana have gotten a fit of economy of late. This fit may lessen the number of saloons in the State, but it is open to question as to whether the consumption of beer will be in any ways diminished. They have agreed that after July 1 they will cease the practice of starting men in the saloon business, furnishing fixtures and licenses, on consideration that the saloon thus established should sell only the beer brewed by the promoter. It is an expensive way of doing business and the brewers have decided that it will be wiser to let the trade follow its natural course. It was also agreed to discontinue the practice of giving away costly calendars, knives, and other presents for the purpose of advertising certain brands of beer. This practice, it is said, has cost the brewers large sums annually, and it is probable that it will not only be done away with in Indiana, but in other states, as it is understood that it was discussed at the meeting of the National Brewers' Association at Buffalo recently.

Interest in a famous old fake is revived by the incorporation of the Cardiff Giant Company, which proposes to exhibit the monumental imposition that made a lot of money for its original proprietors. Perhaps Mr. Sherlock's story, which evoked considerable attention to the rise and fall of this enterprise that more than thirty years ago threatened to become the world's eighth wonder, has helped to bring it again into prominence. Presumably there will be room found on the Midway at the Pan-American and it will return to the moneymaking business after a long and well earned vacation. The Cardiff giant is just as good to look at now as it was in 1869 and 1870, and while it is scarcely old enough yet to be called pre-historic, it has the greater dignity which age can give, and in that respect is better off than it was when first disclosed.

The annual crop of young lawyers will be interested in the announcement being widely circulated that there are forty counties in the State of Texas utterly without a legal luminary. Whenever there is a lawsuit or an occasion to consult an attorney, the inhabitants have to go to some other county. Just now Texas is booming and its population is increasing faster than that of any other state. New members of the bar should take this section into account when they are thinking of locating and putting out a shingle. The Southwest is enjoying unusual activity, and activity in a business way, with the prospect that the boom will be followed by a collapse, is very helpful to the legal fraternity.

An Indiana judge holds "borrowing" an umbrella without the consent of the owner, in the emergency of a sudden thunder storm, to be no less than a crime, and sentences the "well-known young man" who did the trick to a term in jail and disfranchisement for five years.

THE GROCER'S BOY.

How He Interfered With the Trial Balance.

Written for the Tradesman.

The grocer was working on his trial balance.

This grocer is one who regards his trial balance seriously—as something to be done religiously and regularly and by no means to be treated lightly or evaded.

The set of books this grocer keeps would receive but small consideration from the average book-keeper, for there are only thirty or forty accounts therein and five figures is the limit; but when one has frequently to drop his work in order to measure gingham, weigh sugar, scale tanbark and count eggs, or to inspect a more or less doubtful specimen of country butter, errors will sometimes creep in, and the trial balance is the screen that sifts them out.

The grocer was in the midst of a problem. His balance was off just 93 cents. He had looked all through the entries of the previous month for this amount, for twice the amount, and would have looked for half of it only for the fact that he does not use half cents in his business. So at length he had reached the point of hunting for a transposition—the difference being divisible by three—and was deep in the midst of his research.

And then he heard the clatter of small feet, the sound of a familiar voice, the door opened and shut with a sounding crash and his little son appeared. The cherub had brought with him a large slice of buttered bread and a cheerful, although somewhat besmeared, countenance.

"Well, papa!" It was the joyous accents of the grocer's cherub, but the grocer answered not.

"Good morning, papa. I'm here. Do you know how long I can stay? Shall I tell you how long I can stay, papa? Shall I papa?"

"Hub," replied the grocer, and went on turning the leaves of his ledger.

"Mamma said I could stay—how long do you think? Shall I tell you how long mamma said I could stay? Papa, papa!" and the infant, with the aid of a convenient chair, began to climb upon the grocer's desk.

"Mamma said, if I'd be good, I could stay a whole half an hour and make a kite, so maybe I will." And the boy, having reached the coveted location, seated himself alongside the ledger and, with a contented sigh gently patted the grocer's hand. "Aren't you glad I came, papa? Will you give me a piece of candy if I'll stay? Will you, papa? Say, papa, can I have a piece of candy?"

The grocer, with threatening brow, turned to the child. "No," said he, calmly, but firmly. "You can't. You can't have anything. I'm very busy. Now you go away and let me alone, I can't be bothered with you."

"All right, papa, I won't bother you at all. Mamma said I couldn't come until I promised I wouldn't make you any trouble or talk to you or anything if you were busy, so I won't. Don't you think I'm good not to do that? Say, papa, I don't want to eat all this bread. I don't hafto, do I? Can't I have a little weenty, teenty piece of candy, just about so big, and then I'll go and make my kite? Can't I, papa?"

The request was hesitatingly granted, and the small boy, with the sweetest imaginable "Thank you, papa," started

for the back yard, leaving his bread and butter on the desk. Presently he returned.

"Papa, please let me take your knife." The grocer seemed annoyed. "Where's the knife Aunt Annie gave you?" he asked.

"Oh, I traded it off to Billy Jones." "Traded it off!" exclaimed the grocer in amazement.

"Yes, papa." "What in the world did you do that for?"

"For a ball and two fish hooks and a lead pencil and a piece of glass you can see through and it makes everything look green. Don't you think I made a pretty good trade for such a little boy?"

"No, I shouldn't think you had. What do you suppose Auntie'll say about it?"

"It wasn't her knife any more." "Yes, but she gave it to you. It was a present and people don't trade off presents."

"Oh, don't they?" was the cheerful response. "Well, I'm going trout fishing pretty soon, and I've got the hooks now, and all I have to get is a line and pole and bobber and sinker. Say, papa, they've got some poles over at Swasey's hardware store that all come to pieces, and they only cost 50 cents. Can I have one?"

"No, I don't think you can."

"Yes, papa, please let me have one. That's awful cheap for a pole that all comes to pieces, don't you think so? Say, can I, papa?"

"You'd trade it off to the first boy that came along. It doesn't pay to get you anything like that."

"No, I wouldn't, papa. S-u-r-e I wouldn't. I'd take very good care of it and I'd catch all the fish we could eat all summer. Oh, papa, look at that English sparrow out there! If I only had my bow-narrow here I'd shoot it. Wait until I get a stone," and out he rushed.

Bang! The stone was thrown, and must have missed the sparrow by something like three rods. The boy returned, disappointed but hopeful.

"No, I didn't hit him that time, but I guess Billy Jones could of. He can throw awful far. Next time I'll have my bow-narrow along and he won't get away so easy. Say, papa, will you?" "Will I what?" snapped the grocer. "Get me that fish pole?"

While the lamentations were subsiding, the small boy sat on the counter and swung his legs over its edge. The grocer was again getting into line with his work, while the clerks busily and intelligently attended to the requirements of trade. At length:

"Papa, is Lincoln an angel?"

"Of course."

"Washington is, too, isn't he?"

"Yes, I suppose so. Now keep still."

"But he is surely, isn't he?"

"Yes, yes," impatiently.

"People who smoke can't go to heaven, can they?"

The grocer dropped his pen and, with reproach burning on his lips, turned to the child; but something in the sweet face and fearless eyes that met his gaze so quietly and confidently softened his answer.

"Why, perhaps," said he, "that is, some of them."

"George Washington wouldn't smoke, would he?"

"Oh, no."

"Not even if he wanted to, would he?"

"No, son, but then of course he wouldn't want to. Nobody smokes in heaven. The smoking's all done in the other place."

"In what other place, papa?"

"Why, in—in—in Bellaire. You know they have a fire there every little while."

"Does everybody in Bellaire smoke?"

"No, of course not."

"Why don't they?"

"I'm sure I don't know."

"You would if you lived in Bellaire, wouldn't you, papa?"

"Probably."

"Is Bellaire anywhere near heaven?"

"No, my son."

"In heaven is only Washington and Lincoln and Jesus and God. Say, papa, God can do anything, can't he?"

"Of course."

"He could lift our house, couldn't he?"

"Yes."

"And the Methodist church, too. He could lift anything if he wanted to. Say, papa, how strong is God?"

The grocer was fast losing his mental balance. He was over his depth in a theological discussion and beginning to flounder. At this moment the phone called him from his desk, and he accepted the incident as a special interposition of Providence in his behalf.

Mrs. Grocer was at the other end of the wire. Said she:

"Aren't you ever going to send Johnny home with the yeast? I told him to come back with it in just half an hour and the time was up long ago."

Geo. L. Thurston.

The Drummer's Faults From a Victim's Standpoint.

A drummer had just left one of the most widely sought furnishing goods buyers in Chicago when the writer happened in. "There's a good fellow when you know him," remarked the buyer, "but he has a whole lot of bad habits."

This remark seemed to be the keynote to account for the failure of some drummers to make successes of themselves and the victim of so many drummers was asked for a list of faults that a drummer is most likely to fall into.

Here is his list:

Leave your cigar outside. The buyer may be a smoker, and not mind it, but it does not look well and may infringe rules.

Chew tobacco, if you must, in your room at the hotel or on the street—never in a customer's store. Same applies to gum.

Don't call a buyer by his given name. It may sound friendly, but it drops the buyer a few notches in the estimation of his clerks.

Don't be friendly with clerks. Treat them courteously, but don't let it get beyond necessary civility.

Above all things, do not seek to converse with the lady cashier or clerk, if there is one.

The drummer who slyly seeks to post himself on the conditions of stock by pumping a clerk is the man who has the fewest friends among the buyers. They invariably find him out.

Another equally bad habit is to look over the shelves and remark about there being a competitor's goods in the stock. This never accomplishes any good with any sort of a buyer. It is a boomerang.

Think twice before you tell a buyer that you came out of your way to see him. It does not add to your importance nor strengthen his friendship for you. Lies seldom do good.

In showing samples do not try to impress a buyer that you know more than he does and sort out the line that you know (?) his trade wants. Let the buyer know a little—if he doesn't and is the right kind of a buyer he will ask your advice.

Don't open out your order book and boast of having sold John Jones and William Smith in the next town. It does not add to your importance or impress him with your ability as a salesman. Give the buyer credit for knowing that it was the price that really sold the goods.

The drummer who shows his temper when a buyer tells him that he can not use any of his goods had better cross that buyer off of his memorandum book—he will not get a second chance to show his samples.

A countermand may result from accepting a small order sneeringly.

Verbal promises should never be given—unless you do not mean to keep them. Everything should be down in writing on the order blank—the salesman, may not be at home when a verbal promise is quoted to the house and the loss of a customer may result.

Disparaging remarks made to one buyer about another are like bad money—they are sure to get back to the passer, especially if they amount to anything.

It is not even all right to ask the proprietor out to dinner. It is only a covert method of seeking favors. Asking a buyer out to dinner is nothing more nor less than a proffered bribe.

"Please" and "thank you" do not cost anything, and a prodigal use of them can not but revert to the drummer's good.

It is presumption to wait until you have secured your order and then bring in another drummer to introduce him to the buyer. It is a bad habit to do it at any time. These are the faults pointed out by this popular buyer. While on the subject it will not be out of place to say:

That no firm is benefited or elevated by the drummer who stands outside of the hotel in a small town and displays his "city freshness" for the benefit of the town folks, especially directing it to the girls who pass.

We Drink Oceans of Coffee.

One-half of the world's production of coffee berries is brought to the United States. Americans are the greatest coffee drinkers on the face of the globe now, and every year the consumption of coffee is increasing here.

Last year it was more than 800,000,000 pounds for the whole country, or more than 10½ pounds a head of the population. Germany and France together only consumed half as much coffee, Germany less than 6¼ pounds a head and France only 4½ pounds per capita. The United Kingdom used little more than half a pound of the berries per head of the population, but over there they made up for it by drinking more tea than any other nation.

More than a million dollars is sent out of the United States every week in payment for coffee. South and Central American countries, which supply us with more than 600,000,000 pounds of coffee a year, get most of the money. Puerto Rico, Java and the Philippines get almost all the rest, but a little goes to Hawaii, where they produce a very superior brand of coffee berry.

Last year the total value of the coffee imported into the United States was about \$60,000,000, and that was less than for several years, because the import price of coffee has fallen about one-half.

Dry Goods

Weekly Market Review of the Principal Staples.

Staple Cottons—Ducks and brown os-naburgs show no practical change. Any thought on the part of buyers of bleached cottons in regard to reductions in prices should be given up now, for it is very unlikely that any will be made. The present quotations will undoubtedly be maintained, and advances are not at all improbable. An increase in the business is now looked for on this account as soon as buyers understand it. The demand for wide sheetings has been quiet, and cotton flannels and blankets show no change. Coarse colored cottons are steady at previous quotations.

Prints and Ginghams—In nearly all directions the business in printed cotton goods has been very satisfactory. There is no doubt that the prices made on fall goods are acceptable to the buyers, for they have taken hold in a very satisfactory manner. The amount of business transacted shows an increase almost every day. Most of this has been on the more staple styles, but fancies have shown up to a moderate extent. Indigo blues have been selling with some freedom and are still in good request. Mourning, Turkey reds, shirtings, etc., show a business considerably above the recent average. There has been no change in the market in percales or in napped fabrics of any kind. A good business has been transacted in the leading lines, but outside of that it has been quieter. Gingham of all kinds are steady.

Dress Goods—The dress goods market continues in a quiet position, the duplicate orders being few and far between. The jobber has not yet secured any sizable volume of orders on fall fabrics, and is not ready therefore to place any duplicate orders of moment. The suitmaker is not much of a factor in the situation, as he has completed his first purchases, but has not yet had an opportunity of testing his trade, not having completed his lines. The present dull condition of the dress goods market will continue until jobbers and garment manufacturers find their trade ready to operate. There is still some complaint from garmentmakers regarding delayed deliveries. The skirting business is of modest proportions. There is a modest influx of orders on such goods as tibets, beavers and mixtures. The plaid back does not go, despite all the expectant talk one has heard during the past several weeks. The buyer has shown the greatest preference for plain materials. The cloaking trade shows little interest in the fabric market, aside from an occasional order on tan or castor kerseys.

Cloakings—The cloaking business is subject to so many vagaries and uncertainties that there is always an air of mystery and doubt in the future. Dame Fashion is so changeable in her ideas and whims that the cloakmaker, after his enthusiasm regarding a certain fabric wears off a little, is apt to see a menace where none exists. The cloakmaker is in a maze of uncertainty regarding the length and cut of the fall garments. The long garment, it is generally predicted, will dominate the market again the coming season, but there are those who express the opinion that short jackets will come more into favor than was the case last year.

Underwear—The warm weather has

resulted in clearing off some of the jobbers' lightweight stocks and they are now in good shape. During the week a large number of small orders came to hand which made an excellent aggregate business. It is evident that the retailers have secured a good business since the weather became seasonable, but so much cold weather has prevailed that in spite of the quick reduction of stocks, they do not feel confident enough to order what would naturally be needed to carry them through the season. This is shown very clearly by the erratic way in which the ordering is done. A very hot day will give the retailers good business, and the following day will mean larger orders placed with the jobbers. A cool day will diminish the retailers' business, and the orders placed with the jobbers will show a corresponding decrease. It is almost a hand-to-mouth way of doing business, yet perhaps under the conditions, and with stocks as they are, it is the safer way. Balbriggans continue to be the leading style of lightweight underwear for men, while for women, ribbed goods at \$4.50 per dozen and below, if they can be delivered immediately, are in good demand. In these goods it looks now as though the buyers considerably underestimated their needs. Bleached goods are in naturally the greatest demand, but there is also a fair request for pinks, blues, lavenders and some blacks.

Carpets—Manufacturers of ingrain are now fairly busy on all grades of goods. Some have been fortunate in obtaining enough orders to last them for the remainder of the season, while instances have also been found where the manufacturers have only orders enough to last for one or two months. As a result, the latter are purchasing yarn in only limited quantities to cover orders in hand. There is very little disposition to speculate in advance of future requirements.

Between the great things that we can not do, and the small things we will not do, the danger is that we shall do nothing.

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.

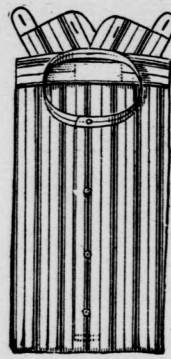
This booklet will be sent free

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

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.

To Close

We still have a good assortment left of

Organdies Dimities
Lawns
Percales Gingham

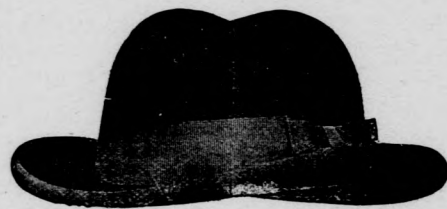
Prices have been reduced to close them out.

P. STEKETEE & SONS,

WHOLESALE DRY GOODS,

GRAND RAPIDS, MICH.

Send
Us
Your

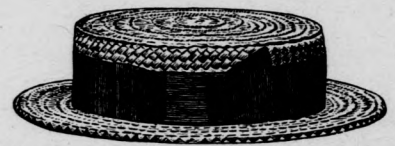


Mail
Or=
ders



Prices Right

Prompt Attention



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

If you want to secure more than

\$25 REWARD

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

FLEISCHMANN & CO.'S YELLOW LABEL COMPRESSED YEAST

will secure that result.

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

Clothing

Avoid Catering to the Public With Cheap Goods.

Many people purchase cheap goods because they are influenced by surroundings. If they see a suit marked down from twelve to six dollars in a cheap shop in a cheap district, and directly after a four dollar suit behind plate glass in a leading store in a first-class district, the latter bargain will appeal more strongly to them and the surroundings will sell the goods.

It is, of course, easy to see why a cheap suit exposed before the door of a cheap store in a cheap district, with the glaring light of day upon it to show all its defects, should not appeal to an intending purchaser as much as a cheaper suit artistically displayed in surroundings that lend it quality and style and that gloss over its defects. And it is easy to see why a man would prefer to buy a cheap suit at a first-class establishment rather than at a little obscure place in which he is ashamed to be seen. Natural love of beauty and ingrained pride or vanity are sufficient to explain the preference.

But the real reason lies deeper than this. Esthetic sense and pride or vanity are not sufficient causes to explain why a large number of people will buy cheap clothing under circumstances as stated above.

A large establishment, just because of its size, has a certain standing in a community that a smaller establishment can not hope to have. Its position in the favored business district of a town or city, its elegant appointments, its large force of salesmen, and its commercial importance as a leading establishment of the place give it a peculiar moral influence over the people who pass its doors. They reason: "Here is a merchant who is a power in the community. He requires a large capital to conduct such an establishment. He has large interests at stake. He is dependent on the good will of the community to a greater extent than the small man around the corner who would drop out of sight without anybody taking notice. Naturally, therefore, it is to this dealer's interest to guard his steps far more cautiously than his small fellow tradesman does. He can not afford to do things that his small competitor may do. He has a standing in the community and an interest in the well being of his customers that the smaller man can not be expected to have. Naturally he will weigh considerations more carefully and his judgments will have more weight. And when the passerby sees a four-dollar suit in this latter merchant's window he is more impressed by it than by the six-dollar one in the other man's window, because he feels that the judgment of the one man is worth more than the difference between the two suits. He feels safer in buying the four-dollar suit than the six-dollar suit, and so he buys it.

Individual customers do not consciously go through such a process of reasoning, but this is the process of reasoning that influences them unconsciously. The real factor that determines the sale of the goods is the moral influence exerted on the customer by the prestige of the establishment.

Is this prestige worth money? Is it a thing to be gained in a night? Is it a thing to be wasted and squandered? A good business man expects his prestige to make money for him as much as

his stock of goods or his clerks. The moral influence that his establishment has on the minds of his customers is one of his most valuable assets, although it is only partially transferable.

Then what kind of business sense is it to use a ten thousand dollar influence to sell goods that can be disposed of by the efforts of a ten-cent man? Clearly it is as foolish as to use a razor to split cordwood. It is as extravagant and wasteful as it is to use all the power of an electric light plant to run a merry-go-round. It is sheer unqualified waste of time and means and energy, and that always spells failure in the long run.

A large establishment simply can not afford to cheapen its methods of merchandising. In the long run it must raise its standards or go to the wall. It can not afford, except in occasional and transitory circumstances, to depart from the policy of elevating the tone of its business. If it does, it is as surely wasting its energy and dissipating its resources as if its stock of goods were thrown into the street.

These considerations should be enough to lead any man to fight shy of catering to the public with cheap goods. If he does sell them he should have it clearly understood that they are on sale against his will, his judgment and his advice.

This matter has a moral side as well. A scamp can and will calculate on the profit and power that he can gain by mere appearances. He can be depended upon to conduct his business upon as impressive a scale as possible, for he knows that such a method of doing things makes his swindle all the more easy of operation. He can and will endeavor to get as much good-will as possible to facilitate the fleecing of his victims; but his operations are necessarily confined to a short space of time. Soon he is found out and clears out.

With the regular merchant endeavoring to do an honest business it is different. He can not afford to let his influence in the community be unworthily exerted. It means ruin, sooner or later. On moral grounds as well as on sordid grounds of self-interest he is forced to fight continually against lowering the standard of his business. Trading up is as necessary to his business life and health as the upward growth of a tree is necessary if it is ever to bear fruit and escape barrenness and death.—Apparel Gazette.

Ask to see Samples of

Pan-American Guaranteed Clothing

Makers

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



Get our prices and try our work when you need

Rubber and Steel Stamps Seals, etc.

Send for Catalogue and see what we offer.

Detroit Rubber Stamp Co.

99 Griswold St.

Detroit, Mich

Values

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

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

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

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



M. Wile & Co.

Buffalo, N. Y.

You are all right when you buy right goods right.

Sterling Overalls

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

Morris W. Montgomery

Lansing, Michigan

Overalls, Shirts, Coats, Etc.

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 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.

Shoes and Rubbers

Large Prices for Making Shoes For Deformed Feet.

"I will give \$1,000 to the man who has a pair of feet that I can't make walk," says Matthew Hilgert, shoemaker, the only man in New York who ever got \$5,000 for a pair of shoes.

"I never make a price on a pair of shoes for a rich man," says the little shoemaker. "I simply contrive a pair of shoes for him. He walks, he jumps on and off cars, he plays golf. Then he makes out a check, usually for a bigger sum than I would have had the nerve to ask.

"With the poor it's different. I tell them, if I can, exactly what the shoes are going to cost. Sometimes it isn't anything. But my gracious, don't you put that in. There are 300,000 crippled people in New York. I'm only one shoemaker."

Judge Stiner, in the Eighth District Court, recently allowed Hilgert a bill of \$310 for one pair of shoes. The way of it was this: The shoemaker made the shoes for Charles Carpenter. Carpenter is said to have one of the oddest pair of feet a man was ever born with. George K. Carpenter, brother of the crippled man, heard of Hilgert and ordered a pair of shoes for Chas. Carpenter. The cripple put them on and walked about like any other man. When the bill came for the shoes it was \$310. Brother Carpenter went to law.

"M'm, \$310 for one pair of shoes!" gasped the Judge.

"Your Honor, it took me eight weeks to make those shoes," said the shoemaker.

"Your Honor, I paid Hilgert \$250 for one pair of shoes. I would pay \$1,000 rather than be without them," testified William D. Brooks, glass manufacturer at 44 Barclay street.

Brooks' joints were terribly anchlosed from disease. He couldn't walk and the shoemaker set him on his feet. To the surprise of Hilgert, when the trial came off the wealthy manufacturer appeared to testify for him.

After examining the feet and the shoes of Carpenter and Brooks Judge Stiner said, "\$310 and costs. I think a pair of shoes like that is worth more than trade prices." Hilgert is the highest-priced shoemaker in the world. He says that he is the most remarkable—being a surgeon and a shoemaker both. He has 1,900 customers.

He has a collection of over 2,000 plaster casts of queer feet.

He holds mortgages on hundreds of shoes that he has made. The wearers are paying for them in installments. "All these are mortgages on shoes," said Hilgert as he took a thick roll from his desk and read a few samples.

He is the son of John Peter Hilgert, a famous surgeon-shoemaker in Berlin, Germany. Matthew Hilgert himself was born in this country—Galena, Ill., "General Grant's town," he says proudly.

He took to making shoes for deformed feet as a duck takes to water. Two years ago he came to New York. Since then he has made shoes for many rich cripples.

"To tell the truth," says Hilgert, "I owe something to the fact that most people take me for a foreigner. They prefer to think that they are getting their shoes made by a scientific Frenchman, instead of a scientific American. Ha, ha!

"Look at these," he said, taking down two ghastly plaster clubs.

They were duplicates of the feet of a New York millionaire who paid the little shoemaker \$5,000 for one pair of shoes. He is a stockbroker on Wall Street. He lives on Riverside Drive. He is forty-one years old, and has a wife and children. He has always been a cripple. One day, driving by, he saw the plaster casts in Hilgert's window and went in.

"Give me three months and I'll set you up," said Hilgert.

When the shoes were done the broker handed Hilgert \$5,000.

"That wasn't my fee," explains the shoemaker. "I wouldn't charge that much. It was simply a present."

While the reporter waited in Hilgert's office the other day the millionaire was getting fitted with a second pair of shoes. He wears one pair nearly two years. The shoe and the patent on it belong to the customer, and he can have it made by any shoemaker.

The surgeon-shoemaker has every patient with deformed feet stand up straight or be propped up in a normal attitude. Thus he discovers what weak point prevents an equilibrium. Then he studies out a plan to mend the defect. His second idea is to distribute weight away from tender spots. If there is a protuberance on the foot he makes a cushioned socket to meet it. If there is an unnatural hollow he fashions a soft hump to fill it.

"Then after the inside is comfortable I cater to fashion," smiles the little shoemaker. "I build up on that queer inside a shoe that follows whatever style suits the fancy. Never mind how many queer turns on the inside, we'll make the outside trim."

Before beginning a shoe Mr. Hilgert makes a plaster impression of the foot and also a cast. First he examines a foot with microscopic care. He goes over the entire foot, touching it lightly here and there. He covers the whole foot with markings in India ink. In the center of each marking he places a hieroglyphic which means "sore," "callous," or whatever it may be. When the entire foot is thus marked he has the patient set it down in a soft plaster mould. When the mould is removed the ink markings are printed in plaster. From these moulds and from a plaster cast he works as he would on the foot itself.

"Put yourself in his place, is my motto," says Hilgert. He experiments with nearly every shoe on his own foot. He tries to imagine himself with the deformity, twists his ankles, crooks his knees and hobbles about in the shoes he is fitting.

He carries this notion to great length. "Notice my cards," he said. "You observe they say, 'Yours for comfort—M. Hilgert.' That's to make folks feel that they aren't crippled. Only just sensible enough to wear comfortable shoes."

"Any person with locomotor ataxia can walk," says Mr. Hilgert. He holds that nine cases out of ten of that disease are brought on by the chafing of ill-fitting shoes.—N. Y. World.

Henderson's Red School House Shoes

Will build up your business.
Write for information.

C. M. HENDERSON & CO.
"Western Shoe Builders"
Chicago, Ill.

Of Interest to Shoe Dealers

- Q. Who made Grand Rapids famous for shoes?
A. Rindge, Kalmbach, Logie & Co.
Q. What are some of the lines made by them THAT OTHERS IMITATE?
A. The Hard Pan, Oregon Calf, Keystone and Star Lines.
Q. How may their goods be distinguished from all others?
A. By having the name Rindge, Kalmbach, Logie & Co. stamped on the sole and lining of every shoe they make.

If interested drop a postal to the house and one of our traveling men will be pleased to call on you.

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

**If not
Why not**

Buy Bradley & Metcalf Co.'s Shoes and you
buy the Best. They will make you friends.

Bradley & Metcalf Co.

Milwaukee, Wis.

LEGGINGS

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

Men's Waterproof Legging, Tan
or Black, per dozen..... } **\$6.00**
Same in Boys', above knee.....

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

HIRTH, KRAUSE & CO.
MANUFACTURERS
GRAND RAPIDS, MICHIGAN



Modern Suggestions For Up-to-Date Shoe Dealers.

We recently heard a retailer complaining of the great number of traveling representatives he was obliged to give audience nowadays. He said he grew tired of looking at samples and was heartily glad when the between seasons gave him a breathing spell. It has been the writer's experience that the merchant who feels and talks this way can generally be spotted without the aid of this declaration by the appearance and conditions of his stock and his business.

The traveling salesmen with their varieties of leathers, styles and ideas are, outside the trade papers, the best medium of education the retailer has. The live, wide-awake and successful merchant is always willing and glad to have the opportunity, without expenses to himself, of comparing qualities, prices, styles and the ideas of the manufacturers from the different sections of the country. It keeps him posted and enables him to recognize a good thing when it comes along. As the retail business seems to be drifting toward the general store idea, the lack of shoe knowledge becomes more apparent.

Traveling men say they find a great many general store dealers know less of shoe values than they do of any other part of their business; they may be experts on dry goods and furnishings, but when it comes to shoes they are lame, very lame. A salesman recently told us of an experience he had with several general merchants. He suspected that their knowledge of shoe values was limited, although they pretended to know all about it, so he quoted them prices, first a 10 per cent. less, then increased it up to 33 1/2 per cent. less than actual value, but they never for a moment realized it.

In these days of stiff competition a merchant needs all the education he can get and certainly should not complain of the advantages that are offered him, the products of the skill and labor of manufacturers from all over the United States brought to his door and offered for his inspection at his own choice of time and all without one cent cost to him. The brightest and most successful merchants we meet are those who always find time to inspect a line of samples and to read their trade papers; as between the manufacturer and the retailer the benefit is mutual, how can the manufacturer know of his mistakes and correct them if he does not receive the intelligent criticisms of the dealer?

It might not be amiss to relate a story told us by a retailer who keeps strictly up to date on everything pertaining to his business. One day another dealer, with whom he was on friendly terms, came to him and said, "Say, I have made a deal with the members of the graduating class for a certain number of pairs of patent leather shoes and I am short sizes and widths on five or six pairs. Now if you will let me have these I will divide the profit with you." In looking over his stock it was found that in the style necessary he was also short the sizes and widths wanted. He asked the other dealer how soon he must have them. "Oh, any time inside of a week will do," he said, "but nobody can make them up for me that soon." "Well, if that's the case," said the other, "we are all right, for I will have a bunch of the very things in day after to-morrow." "All right," said the other, "that will do." "Now," said the story teller, "I just suspected

he didn't know the very styles he wanted then carried in stock in widths by several houses so I just sat down and ordered them. They came all right and I got my share of the profit on five pairs. Now if he had only taken the trouble to keep posted he would have known that these shoes were carried in stock and he could have ordered them just as well as I and saved this 75 cents a pair profit he paid me. He carries twice the stock necessary for the business he does because he doesn't keep posted." Ignorance generally comes high.

We were asked the other day by a retailer where he could get a certain price ladies' shoe and he described almost exactly a certain fixed price, very much advertised shoe. We mentioned this shoe to him, saying that we thought it would about fill the bill. To our surprise he had never heard of the line although it is extensively advertised in all trade papers and he certainly must have had an opportunity at some time to inspect the line. When described in detail to him he said: "That's just the shoe I have been looking for." The trouble was he didn't look in the right place.

We are frequently asked by dealers if it isn't a good plan to discourage customers in ordering single pairs. They say there is always more or less dissatisfaction about special orders for single pairs. Of course it is always best to satisfy a customer out of stock if possible and no stone should be left unturned to do so, but rather than lose a sale and perhaps a customer, the special order should be made by all means. This special order business is not so bad if the dealer only goes at it in the right way. Unless a foot is terribly deformed no measure should be taken as it is possible to fit most any foot if you have the right size and width, so if you have not the style the customer must have, try on other styles until you get the size and width necessary and order accordingly. In this way you are most always assured of a fit, while taking the measure and having them made special is very uncertain.—Shoe and Leather Gazette.

Patent Leather Sweats.

Patent leather does not have to be very old before it will begin to sweat, even if cotton wadding or tissue paper is put between, and it is no uncommon thing to notice the impression of the heel across the vamp of one shoe, and the imprint of the toe across the quarter of the other shoe. Of course, in the cheap grades of patent leather it is impossible to secure oil paper, which, by the way, is the only thing that should be placed between patent leather shoes; but the least a retailer can do, no matter how cheap the goods, is to separate them with a piece of tissue paper. This in the long run will save you many dollars.

Courtesy in Selling Shoes.

"I set my clerks an example in courtesy by being polite in my treatment of them," remarked a shoe dealer the other day. "It costs nothing to be courteous, but it always pays, and it never drives away business. I would not tolerate an impolite clerk in my store, and not long ago I discharged one because of his unbecoming conduct in dealing with a customer. We endeavor to treat all, rich and poor, alike, and the poor widow with a shawl over her head receives as cordial a welcome from myself or my clerks as the fashionable matron in her silks and satins. A clerk should not be patronizing, but it is proper and best to be polite always, in business or out of it."

Geo. H. Reeder & Co.

Wholesale

Boots and Shoes

Grand Rapids, Mich.

Grand Rapids Bark and Lumber Co.

Dealers in

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

WANTED—50,000 cords of Hemlock Bark. Will pay highest market price. Bark measured and paid for at loading point.

WANTED—75,000 Ties on Pere Marquette Railroad. Write for prices.

419-421 MICH. TRUST BUILDING, GRAND RAPIDS

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

**Welsbach Lights
Welsbach Mantles**

Incandescent Gas Light and Gasoline Lamp Supplies of all kinds.

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

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

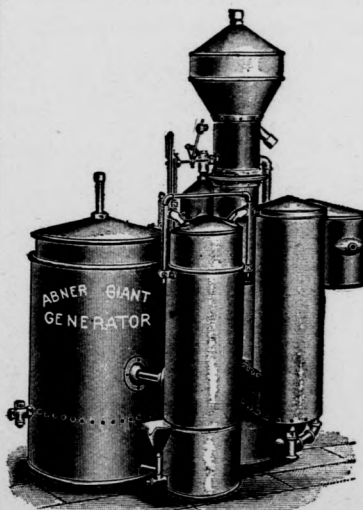
**Town Lighting
With Acetylene
Abner Giant**

The only successful automatic generator for large lighting. Has an unlimited capacity. Has measured carbide feed, automatic residuum discharge and fresh water supply. 30, 50, 75, 100, 200, 350, 500, 1,000 light and town plants in operation.

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

The Abner Acetylene Gas Co.,

Cor. La Salle and Lake Sts.,
Chicago, Ill.



Window Dressing

Trims Appropriate For the Fourth of July.

The tastes of store proprietors in the matter of Fourth of July trims are many and varied. Some merchants wish as elaborate and picturesque a window setting for the day as it is possible to make. Others wish to avoid anything that more than hints at the holiday. Both styles of trimming have their advantages, to be determined by local circumstances, but in general it may be said that the simpler trims are the better. Failures of effect in them are not so ridiculous and disappointments are not so great in consequence. If a merchant wishes an elaborate picture setting the trimmer will find suggestions in symbolic pictures and designs of a patriotic nature. In all such trims an elaborate use of the national colors is made. And, in fact, in all Fourth of July trims the one indispensable feature is the introduction of the red, white and blue.

A good idea for a Fourth of July window involves the use of various forms of fireworks and is as follows: The back of the window is covered with red, white and blue cheesecloth tacked on in plain folds and edged with a broad border of puffing in the same colors, the center of the window back is occupied by a large circle, the interior of which is covered with light blue or white cloth tacked on smoothly. Against this background is sketched a large eagle, such as appears on the great seal of the United States. The same design can be seen on a silver fifty-cent piece. The sketch can be filled out in colors if an artist is available, or instead it might be filled in with small firecrackers tacked along the outlines of the figure. The circle is covered with laurel leaves cut from pasteboard and colored green. Over the remainder of the background various kinds of fireworks are tacked in different figures and along the top of the background are the letters worked out in firecrackers, "The Day We Celebrate."

Another scheme for a Fourth of July window involves the use of a figure of the Goddess of Liberty. A semicircle cut from wood is mounted in the window on stout wooden posts at a height of about six feet from the floor. Another semicircle is then mounted on the ends of the first parallel and near to the window pane. Strips of poplar are bent and tacked from the one semicircle to the other, and the entire framework is covered with puffing in the national colors. Between the strips of poplar a network of tape is made. Bunting in red, white and blue is draped in heavy folds, curtain-wise, between the pillars. Against this background is placed a platform with one or two steps, on the top of which is a large chair. Platform and chair are covered with an abundance of drapery in the national colors, and in the chair is seated the Goddess of Liberty holding in her hand a staff with a liberty cap on its end. Leaning against one side of the chair is a large shield bearing the national arms. On the other corner of the platform an eagle might be placed. The lower step of the platform and the space in the foreground are occupied by a number of articles emblematical of American genius and enterprise, such as a cog wheel and hammer to suggest American mechanical ingenuity and enterprise; typewriter, books and pens, to suggest in-

tellectual achievements and a piece of farming machinery to suggest agriculture. The goddess is dressed in a loose white drapery or in such a costume as can be procured from a costumer. In the place of a woman's figure there might be used the figure of a man in colonial costume, made up to represent General Washington. The floor of the window is covered with the national colors loosely puffed.

In this connection we would again call the attention of our readers to the many uses of silk ribbon in window trims. It may not be desirable to attempt any elaborate Fourth of July effects in the windows, and in that case a plain trim can be given a patriotic touch by decorating the varied window standards with knots of red, white and blue ribbon. Articles can be fastened to the window standards with strips of ribbon, or as they hang on the window standards strips of ribbon can be interlaced among them in different ways. With the national flag used as a background for the window and strips of ribbon used in connection with a plain trim, a window can be given a holiday and patriotic appearance in short time and at slight expense.

A plan that will commend itself to many window men is still simpler than this. It involves the use of no window accessories out of the ordinary and no change in the customary methods of display. Care is simply taken to select for window display on the Fourth of July articles in red, white and blue, as near the shade of the national colors as possible, and to use articles of no other color in the window display. Very pretty window trims can be put in with white negligee shirts, solid color neckties in red and blue or hosiery or underwear in the same colors. Sometimes a suggestion of a patriotic nature by the selection of colors used in a plain trim is quite as satisfactory as a more elaborate display.

If no other plan of decoration commends itself, an appropriate and attractive window can always be made by the use of shields bearing the national colors, stands of arms, and portraits or statues of men famous in the country's history.—Apparel Gazette.

Good Lines For Window Cards.

A good shoe is the foundation of good dress.

Who invests here draws large interest in savings.

Plain prices are practical preaching.

Whatever cash discounts we get we give you for cash.

Not everything we offer for sale is a bargain, but anything we offer to sell is worth the price asked for it.

In selling to people we do not "sell" them.

We are ahead of the clean-up season with a fresh stock in all lines.

Fashion's fancies for the fastidious.

You notice we don't advertise the "cheapest shoes in town." That kind are always the costliest.

A man is often judged by his shoes. We know the judgment if you buy your shoes here.

We combine the "ease of an old shoe" and style and fit in our new ones.

Sensible Rules For Merchants.

Push in busy season; in dull, still push.

Have a place for everything, and everything in its place.

Be careful and explicit in bargains; put everything in writing.

Never misrepresent goods nor allow it to be done.

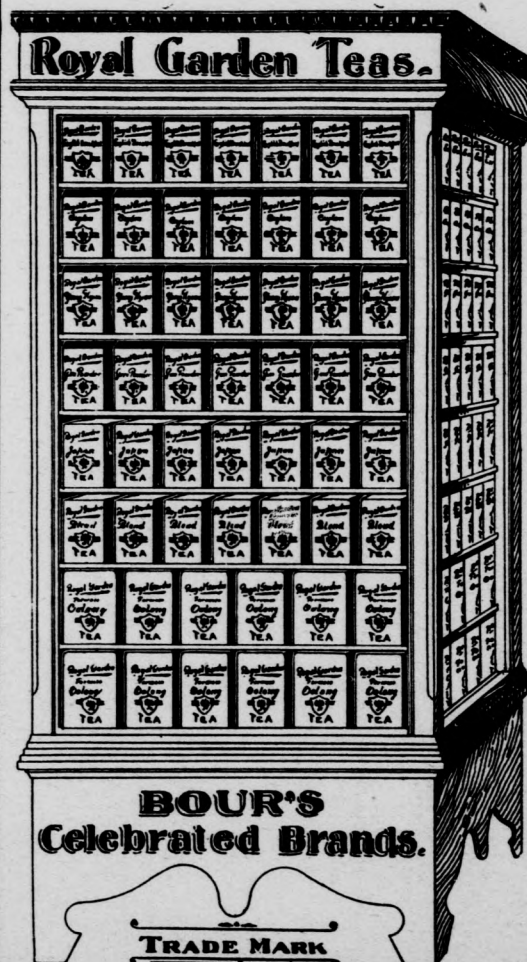
Let the other man sell at a loss. You sell at a profit.

Be industrious; know your own business; spend less than you earn; succeed.



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

NATIONAL BISCUIT
COMPANY.



Bour's
Cabinet
of
Royal
Garden
Teas

In pounds, halves and
quarters.

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

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

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

Write for particulars.

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

THE CASH REGISTER

Started the Old Merchant on the Down Grade.

I ran across a curious and interesting bit of life last week.

In a small store in a town of maybe 2,000, in Southeastern Pennsylvania, is an old man who acts as the sole clerk. I go in there every once in a while, and he is always pottering around, doing whatever he can. Maybe he gets \$5 a week—it is only a little store.

This old man is always rather grumpy and sullen. I always pass the time of day with him when I go in there, but beyond a grudging "mornin'," or "aft'noon," I have never been able to get anything out of the old fellow.

The other day I went in this store as usual. It was raining and in the lull of trade the old clerk had been painting the counter. Industry like this hits me. I do like to see a grocer or his clerk finding something like this to do when there are no customers to wait on. So I decided to get real jolly with the old man.

"Hello, uncle," I observed, in the cheerful, hail-fellow-well-met voice that I can assume when away from home, "that's good work you're doing. Brightens the store right up! I suppose you'll be putting in a cash register next."

Well, sir, never in my life have I received a more venomous look than the old fellow gave me when I mentioned a cash register. It was so unexpected and so needless that it made me hot, and I went on back to hunt up the boss. I found him at the back of the store.

"See here," I said; "what in thunder ails that old doty you've got out there as clerk? He's always a surly old dog, but to-day he's outrageous."

The grocer wanted to know what the matter was, and I repeated the remark I had made about the painting and the cash register. When I mentioned "cash register" he nodded knowingly.

"Oh, I see," he observed.

"Well, I don't," I replied, "but I would very much like to."

"The reason old Joe glared at you when you mentioned a cash register," he said, "was because all of his trouble began with a cash register. He wouldn't have been a poor old clerk to-day if it hadn't been for one, and naturally he doesn't like to hear the subject mentioned."

I was interested. "How was it?" I asked.

"Joe used to have a store," he said, "over here in —ford. It wasn't very much of a place, but he was making a good living out of it, and I guess he'd put a little by. It was just a small general store, you know. One day a salesman came along and talked old Joe into buying a cash register. Had a fine, nickel-plated sample with him, and he set it up on the old man's counter! Well, it shone out so and looked so smart that the old fellow couldn't resist it, and he bought it. Before that he just had one of those old-fashioned money drawers.

"Up to this point old Joe was all right. A cash register is a good thing for any store, and if he'd a-been satisfied with that he'd a-been all right; but the cash register made the rest of the store seem dull and old-fashioned. It used to stand on the front counter, and it was sort of showy, and, as a matter of fact, it did seem to show up the old store kind of shabby, like a new-painted sign on an old tumble-down building.

"Well, old Joe noticed it before long,

and it made him dissatisfied with the rest of his place. The upshot of it was that nothing would do but that he should put in new fixtures. He spent more than he expected to. When he once got into it he found he couldn't get anything up to date without spending money for it, and he ended up with a whole outfit of new stuff. He had a lot of tea caddies with looking glasses in front of 'em, and new counters.

"By the time the new things came and were put up in place, old Joe began to see that he had only just begun. I went over there one day and found him all tore out, because the new caddies made the old shelves look so shabby. So they did, too. He went and had the shelves painted, and while he was at it the walls and ceiling had to be painted and fixed up, too. Old Joe must have spent a lot of money.

"Just about this time," continued the grocer, "when the old fellow was beginning to get over his flurry, another salesman came along with a nice polished model of a new counter—these folding affairs that have glass front bins in front. The salesman sized old Joe up just about right. He told the old man he was surprised that in that fine store, new fixtures and cash register and all, he could ever content himself with an old style counter. He said the store absolutely needed a folding counter, and if it had that, it would be one of the finest stores in the county.

"Well, that upset the old man again. He looked at the model and worked it, and then he read the catalogue, and in the end he bought one. It never was shipped, because when the manufacturer went to look up old Joe's rating, he found that the old man had been letting his jobber go and spending his money to fix up his store. He was several months behind with his jobber and in really a bad way when he ordered the counter. But although it didn't come, the old man was in tough shape, and a few weeks after that the jobber shut him up. He was too old to take up the burden of a lot of debts, so he simply gave up. Since that he's been here, but he ain't much good—he's lost heart."

I had no more resentment for old Joe as I went out—only pity. As I passed out of the store, the old fellow stood by the window looking moodily out into the rain.—Stroller in Grocery World.

Died at the Critical Point.

The Doctor—Here I carried that patient through a desperate sickness, only to—

His Wife—Have him object to your fee?

"No; drop dead when he saw my bill!"

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, Plastico,
- Gypsum Wall Plaster
- Stucco, Hair, etc.

Write for Prices.

Cheese Announcement to the Retailers

If you want a RICH, MILD, SOFT CUTTING, FULL CREAM CHEESE, please ask your jobber for our

RIVERSIDE BRAND

If he does not handle it let us send you a sample shipment direct, which will tell the story as to quality and price. Ask us any questions you wish, but do not forget to try the goods.

Riverside Company

65-79 West Maumee St.

Adrian, Michigan

Jersey Cheese

Michigan Full Cream

Tickles the palate and gives gentle nature a boost.

One of our specialties.

WORDEN GROCER COMPANY

GRAND RAPIDS, 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 DOLLAR

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

Robinson Cider & Vinegar Co.

J. ROBINSON, Manager.

Benton Harbor, Michigan.

VINEGAR LAW PROOF.

Use our goods and avoid prosecution by Food Inspectors.

CIDER

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

Barrett & Barrett.

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

Village Improvement

How to Raise Funds—Suggested Lines of Work.

Usually the first question arising in a new village improvement association is that of adequate funds to cover the work desired to be accomplished. This difficulty is met in several ways. First, of course, by membership dues. Then by subscription or donation. Third, by some form of entertainment. There is a wider latitude in entertainments for civic than for church work. One association I know of netted more than \$300 by giving a steamboat excursion. We can not all live by river or lake, but every town has some favorite pleasure resort. Musicales, theatricals, lawn fetes, picnics, are all popular.

Many places have found it to their advantage to have depositories in prominent stores, banks, etc., for the accommodation of those who favor the organization but have not time to attend meetings or assume the duties of committee work. Strangers, charmed by the town's beauty and cleanliness, often put money in these depositories, which should be neat and plainly labeled with a brief statement of the objects of the association. There is a growing tendency among old-established improvement associations to send out collectors. Those collectors may be paid by the day or with a percentage of their collections. There are, also, art associations which loan or rent pictures for exhibitions. An art loan, if properly advertised in the towns around you, with excursions from certain points on each day, ought to pay well if properly managed. A flower show, to which an entrance fee is charged, is an appropriate means of raising funds for civic improvement. A rose show is the thing for June, a chrysanthemum show for autumn. Preparation for the latter must begin in the spring and will be found an excellent thing to keep alive the interest of your association. Of course, I would have plants and cut flowers of other varieties for sale, but the roses and chrysanthemums must be the main feature. The sale of the plants and cut flowers never fails to bring into the treasury a handsome sum. Another means suitable for raising money is to have a sale of potted plants in the spring and of bulbs in the fall. The local florists will be glad to have you sell on commission. In this way you are at no expense for your stock and will have nothing left on your hands. An auction sale of palms has been made a handsome and successful show. These are a few of the ways of raising money used successfully by associations, and passed along to you. There is nothing new or original in these ideas, but they have been successful.

As to the application of the money, you will, as usual, find you never have money enough for the work you desire to do. I advise new associations to concentrate the little they have in putting in order the most unsightly and offensive place or places in town—alleys, sidewalks, gutters, the railway station, the public square, the church or school yards, or the cemetery grounds. Whichever it may be, put it in order and keep it so. Make it so clean or so pretty that it is noticeable. A new and small association composed entirely of ladies wrote me last fall they had raised about twenty-five dollars, which they wished to offer the next spring as prizes for the prettiest lawns, and asked me for sug-

gestions. I answered that as it would be six months before it would be time to make their offer of prizes it might be well to use this money to advertise the association and to show the workings of such societies by putting in order some notoriously offensive street or alley in the heart of town. This they decided to do; an alley in the business district was scraped, graveled and rolled with a steam roller, they repaired the crossing and then put up a sign, "This alley and crossing put in order by the Ladies' Improvement League of—." The business men were so amused and delighted that a sum of money much larger than that spent was raised for them. The public opinion aroused by this work caused the streets all over the town to be put in order, and made a demand for a better water works system, while nearly every family in this town of twelve hundred inhabitants is planning to improve its premises in some manner. Flowers and fresh paint will be rampant in this little town next summer.

Do whatever most needs doing, and do it so systematically and thoroughly that no adverse criticism can be made; do it tactfully, make no enemies. Let the city officials know that you intend to work in harmony with them and to support them in all efforts for the public welfare. As the secretary of one association wrote me, "We do the things that are outside the province of an alderman's duties, while, by arousing public opinion and a general civic pride, we really make it easier for them (the city officials) to make laws tending to the town's improvement."

There has been much curiosity regarding the management of the prizes offered by improvement associations. One association, after some experience in this work, has divided its city into four districts, through the middle each way as nearly even as possible and to each district offers the following prizes: Ten dollars for the best lawn (this includes front and backyards, shrubbery, flowers and general neatness of alleys and gutters). Five dollars for the second best premises. Ten dollars for the best kept school yard. Five dollars for the second best (money to go to the janitors, or whoever does the work). Ten dollars for the best kept lawn about a public building other than a school house. Five for second best. This last prize will include the postoffice, library, court house, church yards, etc. Three dollars for the best window or porch box. Two dollars for second best. Five dollars for the best grown vines that cover fences, porches, or windows. These vines to be the tender annuals, not the hardy vines that require but little care from year to year. Ten dollars to the neatest and most improved premises (front and back) along any railroad within the city limits. Five dollars to the second best. The improvement to be judged by comparison with the condition of the property the previous year.

A special prize of \$10 is offered for the best kept premises of a man or woman living in rented property, and whose income does not exceed twelve hundred dollars a year. I should have stated earlier perhaps that all these prizes were limited to applicants whose incomes do not exceed the above sum. The aim is to arouse interest in beautiful surroundings among people whose income obliges them to take care of their own lawns. This prize gave possibly the most satisfactory results of any offered the previous year. A member

and interested friend of the association has offered eight prizes of \$5 each to go to a boy and girl in each of the four quarters of the city, as divided by the association, who can show the best flower bed planted and cared for by himself or herself. The boy or girl must not be over sixteen years of age.

The offer of these prizes was published several times in each of the city papers. Neat circulars were printed and distributed to the pupils of the various schools until the offers were thoroughly understood. All applicants must file the notification of their entrance in the contest by the 15th of June, and as soon after as possible the awarding committee visit the premises of all contestants and examine them from gutter to alley. Another visit is paid in August and another in September, after which the committee announce the winners. No one knows the days the committee choose for their visits and the prizes are awarded strictly on the merits of the premises as found.

Another work this association has undertaken may be of interest to you. They take photographs of some of the worst streets and alleys in town, when they are littered with paper and heaps of ashes and rubbish. Lantern slides are made of them and on Saturday night, when thousands of people are thronging the market, a screen is placed on the wall of some building and the pictures are thrown upon it. Untidy backyards with their weeds and rubbish receive full attention, while in contrast are shown tidy, well-shaded streets, clean alleys and pretty lawns and porches. No names are given but the lessons are bearing fruit, while the shouts of the multitude and the com-

A L A B A S T I N E

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

Plasticon

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

N. P. Brand of Stucco

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

Bug Finish

The effective Potato Bug Exterminator.

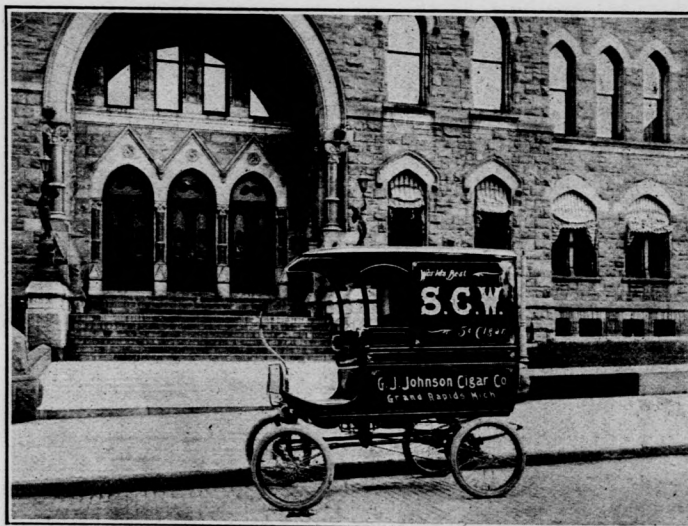
Land Plaster

Finely ground and of superior quality.

For lowest prices address

Alabastine Company,
Plaster Sales Department
Grand Rapids, Mich.

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.

ments heard show the appreciation of this practical form of teaching civics. When the flower-adorned school yards and the bleak, barren ones are thrown on the screen the children of the latter are sometimes seen in tears. Mortification because their school is so far behind others is very manifest, and expressions of determination to have as pretty a yard as anybody next year are heard. The moral of such lessons is obvious.
Jessie M. Good.

How a Clerk May Advance His Own Interests.

What should I do to advance my own interests? Do my best to study the interest of my employer, not only for what I get per week or month, but besides that, which, by the way, is a very important consideration, if perchance my present employer should not appreciate my worth, that my value as a clerk may be so plainly shown that some one else will be on the lookout to hire me. By considering my own interest then I should know enough to make the change from an employer who can not see my worth to one who can and will. Keep posted on all things relating to the lines I am interested in and any other kindred line so that I may be able to move up the ladder round by round; study how to please customers but not how to "toady" to them; consider all sides of the customers' taste, advantage or disadvantage, what they can or can not afford; whether they are accustomed to good things; or if they never have indulged themselves in good things, try to raise their ideas higher—not all at a jump, but from time to time, showing them grades a little higher than those which they have always bought; keep notes of things called for and not in stock and show these to the buyer or proprietor with a request that he get them if the demand has been enough to warrant it.

I had an experience in a store recently where the buyer bought to suit himself regardless of the wants of the people. The salespeople became discouraged because when they would say "such or such a thing is called for," he would say, "Do they ever want what we have?" using the worn out, old fogy argument that anyone can sell what is wanted, but it is a good salesman who can sell what is not wanted. Here I differ from most merchants, for they seem to have had that one idea burned so deeply in their minds that they have never dug it out. My idea is that a good salesman never sells a thing not wanted, but first creates a desire for the thing that the person thought he did not want. After that is done the sale is made and the buyer feels that the choice is his, not that the goods were forced upon him.

A salesman must also find out what kind of customer he has to deal with, for there are those who must be coaxed while others must be driven (to a certain extent), yet his duty is to do the coaxing or driving without making the customer the wiser as to which way he is being treated.

He should, when asked, give his candid opinion in regard to matters, although some people argue it is necessary to lie a little in business, but you may rest assured that the man who expects you to lie for him in business also expects you will lie to him if the occasion should suit you. So when he knows you will not lie for him he has confidence in your word when you give him an answer. There are customers

whom I have found take a very long time to decide, and frequently leaving them to wait upon another hastens the first customer to decide, because, for selfish reasons, he wants to be waited on first. Try this plan sometimes on a lingering, can't-decide kind of customer. Then there is the kind who need to be called down, not impudently, for it never does to get angry, but nevertheless there are such customers; yet it takes a student of character to know where, when and how to use this method. Don't try it if you don't know how; yet it works well when properly used.

Most "preachers" on salesmanship ask a salesman to do impossibilities, such as to be pleasant under all circumstances. Have they ever been behind the counter and tried it? If so, my opinion is they must be grinning idiots to stand and look pleasant while some unreasonable and unreasoning person treats them to a tongue lashing such as only some who have been behind the counter can easily recall. However, it is advisable to remain calm and not lose one's temper, but still let the person know that you do not have to, and, what is more, will not stand such treatment.

Be neat in appearance, not overdressed, attentive to duty and to all customers. Know what is going on in all parts of the store, so that when you have finished with a customer you may refer him or her to another department, if it is a store where you can not go about with the customer. In this way you make the house profit by your services even although they may not find it out immediately. Some employers are watching for such a man and you will get your turn either for promotion or a chance to go to a better establishment. If there are trade papers taken by your house, read them, for a well informed clerk is worth three who are uninformed, and, besides, do not consider because you know the stock in your own store you know the business. Fit yourself to take a position in any part of the country by being informed on the business methods of all sections of it. Thus is the question how to advance one's interest answered.—Carlton Brakestreet in American Grocer.

Rules For the Guidance of Clerks.

Keep your eyes on the front door. Customers should be waited on promptly and pleasantly.

Salesmen when disengaged will take positions near the front door instead of the back. Customers do not come in at the rear.

Don't stand outside the front door when at leisure. It is an excellent notice to competitors and customers that trade is dull.

If you know of an improvement of any kind, suggest it at once to the manager; it will be impartially considered.

Employees are requested to wear their coats when in the store. It is not pleasant for a lady to have a gentleman waiting on her in his shirt sleeves or with his hat on.

Clerks when on jury duty have the privilege of turning in their fees or having the time absent deducted from their wages. Drawing salary for their services, the company is entitled to their time or its equivalent.

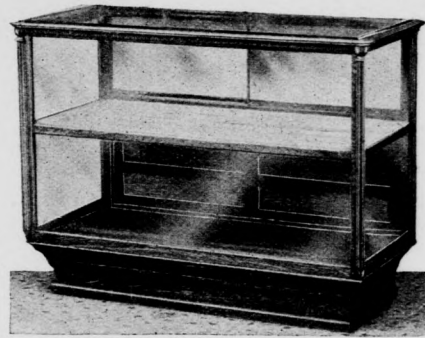
Keep mum about your business. Always have a good word to say for it and never say it is dull. Keep your eyes and ears open about your competitors.

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

The well-dressed woman always spends a lot of time selecting her hats.

Grand Rapids Fixtures Co.

A new elegant design in a combination Cigar Case



Shipped knocked down. Takes first class freight rate.

No. 36 Cigar Case.

This is the finest Cigar Case that we have ever made. It is an elegant piece of store furniture and would add greatly to the appearance of any store.

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

A Trade Maker

Fanny Davenport

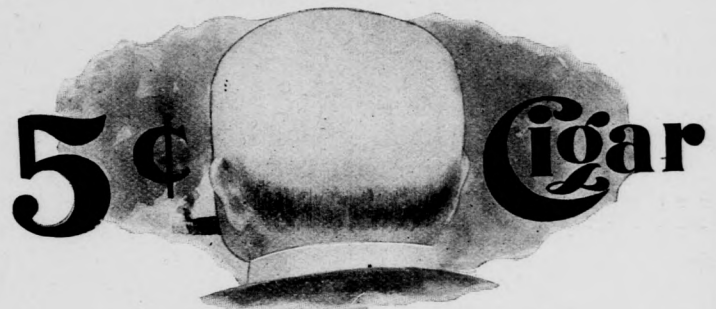
5c Cigar

Trade Supplied By:

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

AMERICAN CIGAR FACTORY

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



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

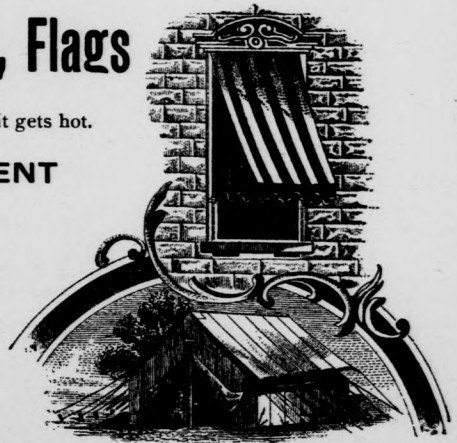
Awnings, Tents, Flags

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 STEET, TOLEDO, OHIO

Hardware

Annual Meeting Michigan Retail Hardware Dealers' Association.

The annual meeting of the Michigan Retail Hardware Dealers' Association will be held at Detroit Wednesday and Thursday, Aug. 14 and 15.

The first session of the convention will be held at the Hotel Cadillac, on Wednesday, where the headquarters of the convention will be. Another session will be held at the same place in the afternoon.

It is planned to hold the second day's session at Rushmere Club at the Flats, the party leaving Detroit on the steamer Tashmoo at 9 o'clock in the morning, reaching Rushmere Club at noon, holding the afternoon session there, and returning at 7 o'clock in the evening and reaching Detroit at about 9 o'clock. It is thought that this will provide recreation and at the same time give ample opportunity for the transaction of unfinished business from Wednesday's afternoon session.

At a meeting of the Executive Committee, held at Detroit last Wednesday, the Secretary was instructed to arrange a program with the following speakers: W. P. Lewis, of New Albany, Ind., President of the National Association of Retail Hardware Dealers, on the subject of "National Association Work"; R. G. Chandler, of Coldwater, Mich., on "The Best Methods of Running a Hardware Store"; H. C. Weber, of Detroit, on "Store Window Dressing and Keeping Stock in Good Order"; "The Collection of Accounts," by L. J. Cleland, attorney of the Commercial Credit Company, of Detroit.

The Secretary's financial report shows receipts of \$979.62 and disbursements of \$662.12, leaving a balance on hand of \$317.50.

Twenty-six new members have been taken in since the last convention, and it is expected that between fifty and 100 more will join at the next meeting.

An unusually large attendance is anticipated, as the meeting was postponed from July until August on purpose to meet the needs of the country dealer, who finds it difficult to get away in July.

The Twine Situation—Advance in Wagons.

The twine situation is causing some comment at the present time, on account of the lack of interest in it. All the local dealers agree that there is very little enquiry for twine and that the season was never so dull at this time of the year as it is at present. Prices are on about the same basis as they have been the past six weeks, and the market is characterized by little or no irregularity. In other words the asking price for twine represents its value on the basis of the cost of the raw material and the labor required in manufacture and the market is on a good, substantial basis, so that retailers should feel no hesitancy about purchasing.

The surplus of prison twine, amounting, it is claimed, to 3,000,000 pounds, has been thrown on the market to be sold to retailers, but it is said this is causing very little interest, and that retailers are as apathetic concerning it as they are concerning the twine being sold by regular handlers and jobbers.

One explanation for the lack of interest is that farmers last season overbought in anticipation of a heavy harvest. When the crop partially failed they had a surplus on hand and having this surplus now they are not large purchasers and are taking very little inter-

est in the situation. From a reliable authority it is learned that demand will undoubtedly show improvement the latter part of the month and the early part of July. Farmers will then be better able to judge as to their requirements and not anticipating any advance in price they are waiting to ascertain exactly what their requirements will be before purchasing.

The National Association of Wagon Manufacturers, at a recent meeting in Chicago, have decided upon an advance in price to go into effect July 1, amounting to 5 per cent. It was also recommended at this meeting that wagons be sold on shorter time, since credit favors on material purchases have been curtailed and discounts reduced. The manufacturers find that all material required in wagon manufacture has advanced in price, and they find it no longer profitable to sell their product at former figures. At this meeting there were thirty-three wagon manufacturers present, including some of the largest and most prominent firms engaged in this industry.

Although most of the options on plow plants for the new plow combination expired June 1, and were not taken up at that time, those on the inside of the deal are of the opinion that the combination will be consummated just the same. It is stated from an authoritative source that the deal has now gone so far it would be folly to abandon the project, and that most of the plow manufacturers included will grant extensions on options to July 1, when annual inventories of stock, etc., will be taken, if they are urged to do so. It is claimed, however, that the capitalists back of the project will not wait to extend these options. They are in favor of organizing at once, taking the inventories of a year ago as the basis on which valuations would be adjusted on the different plants. In this way, it is reported, the organization of the combination could be completed in a few weeks, and at the end of three or four weeks the combination would be conducting the business of the several companies.

A Great Scheme.

Inkstein—Say, Goldstein, vot you t'ink, I bought a biano fur three dollars down and five dollars pro monad. Ven the first five was due I didn't pay it and they took the biano back.

Goldstein—Vat, you fool! you pay three dollars down and then let them take the piano?

Inkstein—Yes, but I made five dollars.

Goldstein—How did you do it?
Inkstein—The expressman charged them eight dollars and he is my son.

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.

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.

NO MORE DUST
To ruin your stock.

NO MORE MICROBES
To inhale at every breath while sweeping.

NO MORE WET SAWDUST
To leave unsightly blotches on your floor.

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

WIENS'
Sanitary and Dustless Floor Brush



CHEAPEST—BECAUSE BEST

Manufactured by
WIENS BRUSH CO.
122-124 Sycamore St., Milwaukee, Wis.

GRAND RAPIDS PLASTER CO., Grand Rapids, Mich.

Manufacturers of

Reliable Economical Durable **GYPSUM WALL PLASTER** It has no equal

We make a specialty of mixed cars of Land, Calced and Wall Plaster, Portland Cement, etc. Write us for booklet and prices.

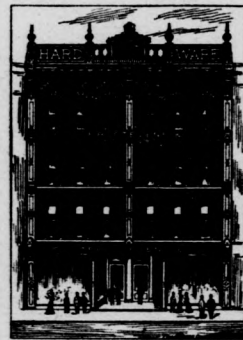
A. B. KNOWLSON,

—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.



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.

PRINTING FOR HARDWARE DEALERS Tradesman Company
Grand Rapids.

IRREGULAR ADVERTISING.

Wrapping Paper, Circulars and Church Programs.

In many well-regulated stores the wrapping paper and the paper bags are used for advertising purposes. This is an inexpensive plan of advertising, as in most instances paper houses will secure the proper printing on wrapping paper for their customers at a small additional cost. If the wholesale paper house with whom you deal is not in a position to do this, in all probability your home printer will be glad of the opportunity, and will do the work quickly and cheaply for you.

What should be used in advertising of this kind? Most dealers, it is true, have a plate made which gives their name, location, and the class of goods they sell, and they use this year after year without change. It seems to me that some change in the advertising on the wrapping paper is almost as necessary as in the newspaper. For instance, if you have had a plate made and do not want to give up the use of it, or it is in the form of a distinctive trade mark, in addition have the printer add a line or two in different type calling attention to some line or some part of your business policy that will interest the consumer. This advertisement may go to the transient customer who has stepped into your store to make a purchase because it was convenient, and becoming interested in the advertisement on your wrapping paper or the paper sack he is induced to try you again. Store news just as valuable and just as important, may be disseminated in this way as through the newspapers, and you are sure that it will be read in nearly every case where the wrapping paper goes out. If this plan is followed systematically it will cost little more than the old plan of using the same wording year after year.

The matter of printing the advertising on your wrapping paper in colors is also important. If you use a whitish manila paper a red color, or blue, or brown, or green will take nearly as well as a plain black and these bright colors are almost certain to attract attention where the black would not. The cost of having the advertisement printed in colors is a trifle more than to have it printed in black, but it is that much more money put into advertising where it will pay a good profit.

Circulars are used largely by retailers for advertising purposes and in many instances are profitable. If the dealer is conducting a first-class store and issues circulars from time to time he should bear in mind one or two im-

portant points. Unless a very large number of circulars are being printed the most important expense is in connection with setting the type and printing them. The paper used is a comparatively small item. Then use a neat, fairly heavy paper, not the cheapest that can be obtained.

Another point to remember is to make your circular attract attention from the persons to whom it will go. If it is conventional in form, without force or point, it will not secure attention.

Make it say what you would to the customer to attract his attention.

After you have composed the matter for your circular read it over and study it for the purpose of ascertaining if it would attract your attention if you were the consumer. Let one or two of your clerks or your friends study it, and see what effect it has on them, whether or not they are interested or merely read it through to please you. If they take an interest in it and comment on the facts set forth you can rest assured that it will create an interest in others. Study to make the three dollars, or four dollars, or five dollars spent in circular advertising bring you the biggest returns you can obtain. It is better to devote a little time, which is the same thing as money, to the work in hand and do it properly, than to waste a small amount of time and the money you pay for printing the circulars.

The question of advertising in church programs, programs for social entertainments, dramatic entertainments, picnics, is a problem with which all retailers must wrestle to a more or less extent, and the best course seems to be to advertise to some extent in these programs.

Use judgment in this advertising, as you would in all others. If the rates demanded are entirely exorbitant, make the solicitor an offer of so much for the space in the program, and if he accepts your offer give him the advertisement. If the rates are within reason it will pay you to do more or less business with those promoting programs in your neighborhood, not from the direct benefits you will derive from the advertisement, but because it will keep your name before the classes and societies in your home town and the indirect benefits will be much larger than would be supposed. There is in this city one retail firm that will take an advertisement in almost every program published. When called upon by the solicitor the head of this firm will usually offer just half of the amount asked for the advertising and in nine cases out of ten his offer will be accepted. Retail-

ers who desire to retain the good will of the organizations, church societies, etc., might find this policy a good one to follow, as well as an economical one.—Commercial Bulletin.

Cannon Made of Leather.

It is, perhaps, not very well known that leather cannon have been actually used on the battlefield, and, what is more, turned the tide of one of the greatest battles in our history. The inventor of leather artillery was a canny Scotchman in the service of Charles I. The military science of that day was exceedingly crude; weapons of warfare were cumbersome and difficult of use. The field pieces particularly were great machines of iron and brass—clumsy, unwieldy and often unmanageable. The Scot set to work to solve the problem of making guns portable, and yet without loss of projectile force, and came to the conclusion that, for the purpose he had in view, there was nothing like leather. Of hardened leather, therefore, he constructed guns, and experimentally tried them. The result was that they were pronounced by experts superior to guns made of brass or iron.

The pin is mightier than the sword—in the hands of a woman.

Are you not in need of

New Shelf Boxes

We make them.

KALAMAZOO PAPER BOX CO.
Kalamazoo, Michigan

STONEWARE

We can ship promptly all sizes of Stoneware—Milk Pans, Churns and Jugs. Send us your order.

W. S. & J. E. GRAHAM
Grand Rapids, Michigan

To Our Country Trade

Last year we had a splendid success in offering our country trade a package whiteware, which was just the thing for Harvest trade. That is what the farmer wants, good solid whiteware for the least money. Goods which can stand a tumble and prices can't be beaten.

We Offer for This Month Only

Shipped direct, or any time in July, from factory:

10 doz. Alpine shape handled Teas.....	\$ 64	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
1/2 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 whiteware catalogue.

DeYoung & Schaafsma,

General Agents in

Crockery, Glassware, Lamps,

Corner Canal and Lyon Streets,

(Second Floor)

Grand Rapids, Mich.

Order your jelly tumblers and common tumblers now. All the glassware factories shut down July 1.

GROCERS

Do you know that we are not in the TRUST?
Do you know that, such being the case, we can quote you better prices?

Standard Crackers

and

Blue Ribbon Squares

are the best goods manufactured and will bring you a good profit.

E. J. KRUCE & CO., DETROIT

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.

Woman's World

Some of the Perils of the Mother-in-law.

Those of us who do not possess a mother-in-law are in the way of thinking of her as an invention of the comic papers and a perennial source of humor without which many industrious joke-makers would be deprived of their bread and butter. It seems, however, that this light-hearted view of the situation is merely the swagger and braggadocio of those who undervalue a danger because it does not threaten them personally, as the man who sits safe and peacefully by his own fireside can point out how charges ought to have been made and victories won on some far-off battlefield.

Inasmuch as Adam and Eve are pretty nearly the only married couple that never had to face the mother-in-law question, it looks as if the combined wisdom and experience of humanity for some thousands of years ought to have been enough to discover some solution for the problem. Somebody ought to have found a way of effectually squelching the old lady or else of getting along with her in peace, or, one would think, the mother-in-law herself would have risen to the sublime heights of self-abnegation of keeping her finger out of her son or daughter-in-law's pie and let them be happy in their own way. Apparently, none of these desirable things have happened, and so far from the mother-in-law trouble being settled it grows worse all the time.

The matter ceases to be a joke and becomes a very serious proposition when you think that the interference of the mother-in-law causes more divorces than drink, infidelity and all other causes combined. A distinguished divorce lawyer has been compiling some statistics on this subject, and he declares that mothers-in-law cause two-thirds of the divorces. In seventeen of the Middle Western States, since last January, 457 divorce suits have been filed in which the husband accuses his mother-in-law of having induced his wife to leave him. In these same States forty-seven suicides have been caused by the mother-in-law taking too much interest in her children-in-law's households. In four of the Eastern States wives are suing their mothers-in-law for alienating their husband's affections and separating them from the man who swore to leave father and mother and cleave only to them.

This state of affairs is explained by the growing custom of young couples going, as soon as they are married, to live with the parents of the man or the girl. Young people marry before they are able to set up a home of their own and they settle down to live on the old people with an inevitable sequence of bickering and strife that spoils all the sweetness of life, even if it does not end in divorce.

Nor need anybody wonder at this. The only surprise to a rational being is that anybody is so foolhardy and values their happiness so little as to be willing to risk being dropped into a strange family to whose ways they must conform, whose cooking they must eat, whose prejudices and religion and politics they must adopt under penalty of everlasting argument. It has all the restraints of a penitentiary and its inevitable result is to make the man or woman so placed feel like a criminal and yearn to commit a few murders.

The first year of married life is a

hazardous one, because it sets the key for all the years that are to follow. If it is hard for a man and woman, raised with different ideals and beliefs and habits, to adjust themselves to each other even with all the love they bring to soften each others' angles of character, how infinitely difficult, how well nigh impossible the matter becomes when the unfortunate man or woman must adapt themselves to a whole family who stand looking on with coldly critical eyes, always ready to find fault. If all brides who go to live with their husband's people were a happy combination of the meekness of Griselda and the patience of Job and were blessed besides with being deaf and speechless; if all the bridegrooms who take up their residence at the home of the bride's mother were models of wisdom and tact and discretion and gallantry and, had besides this a complete knowledge of the art of adroit flattery, the experiment might not be a foreordained disaster. As it is, in the present imperfect state of human nature, it is an act of criminal folly that nobody in their sense ought to contemplate for a single instant.

The theory of acquiring a new daughter or a new son is a charming one in romance, but it doesn't hold good in real life. It is a cold fact that one's mother-in-law always regards one with suspicion. Every mother is on the watchout for her daughter-in-law to impose on her son. Every mother is determined to protect her daughter from her son-in-law. The things that Mary Jane may do if she is her daughter, Mary Jane may not do if she is her daughter-in-law. If Tom stays out of nights and Tom is her son, she thinks he is unduly persecuted if his wife

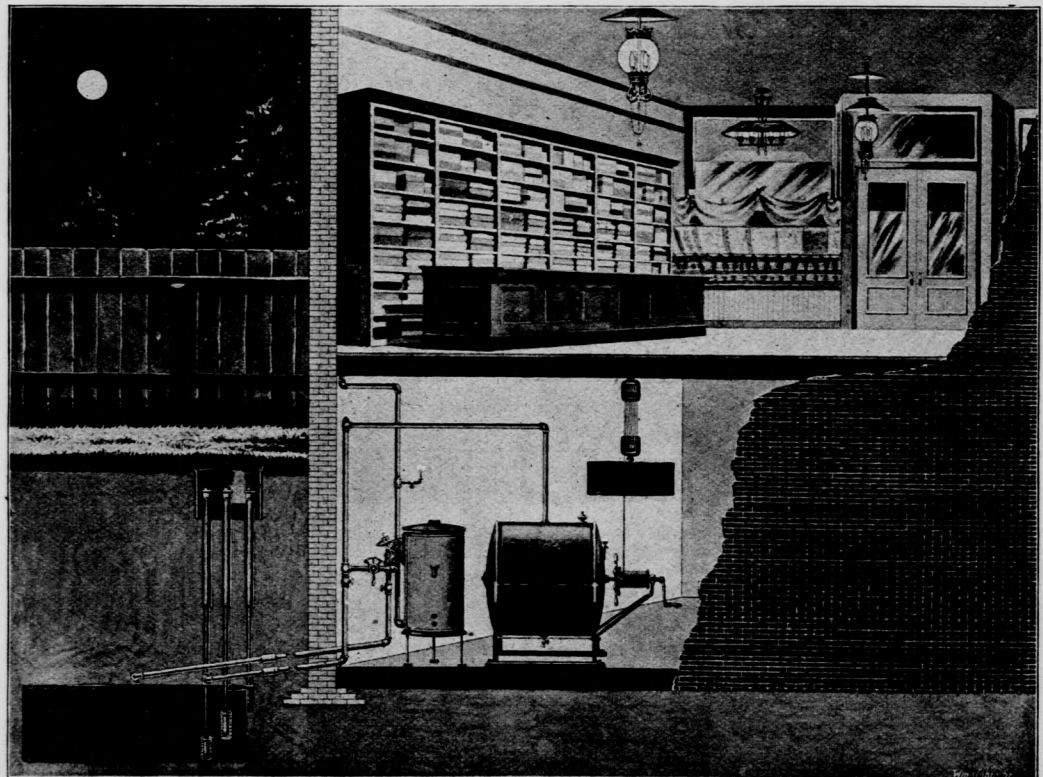
meets him with a curtain lecture, but she is ready to call time every night at 7 o'clock on her son-in-law. Women simply can not be just in these matters, and there is no use in their assuming that they can. Every mother on earth thinks her daughter-in-law ought to do her own sewing and economize and that her daughter's husband ought to hire a seamstress and send his wife off for the summer.

Tradition has pictured man as the chief sufferer from the mother-in-law. This is because in voicing complaints men have had the floor and because they are less patient under affliction than women. What the husband endures from the mother-in-law who attempts to run his house is nothing to the agonies the woman goes through from her mother-in-law who polices her every action and criticises her every word. Women are much more apt to like their sons-in-law, anyway, than they are their daughters-in-law, and, besides, a son-in-law, if he is at all eligible, is always a welcome addition to a family, whereas the daughter-in-law rarely is regarded as anything but an intruder. A mother can always enter into her daughter's feeling to a certain extent about falling in love with a man, but she never understands what on earth could have induced her son to fancy the girl he marries and, in her secret soul, she always believes him to have been taken in.

One of the pathetic features of the mother-in-law evil is that the women who wreck so much happiness do it with the best intentions in the world. It is always hard, probably, for a professional to stand silently by and see an amateur bungle the game, and one can

understand how a woman who is an experienced housekeeper and who has raised a large family of children must be tempted to interfere and run things herself when she sees an incompetent young wife wasting and mismanaging Tom's hard-earned money. It seems actually criminal to Tom's mother, but, if she has sense enough to know it, there is something more important than a few dollars at stake. There is personal liberty and the right to the pursuit of happiness and the privilege of running her house in her own way that is the inalienable birthright of every woman. If Tom's mother has the justice to grant his wife this she will make an adoring daughter of her. If she refuses, she has an implacable foe who, sooner or later, will alienate Tom's affection from the mother who bore him. This is worth remembering. The loss of a son's love is a pretty high price to pay for the privilege of criticising your daughter-in-law.

It is a natural vanity for every mother to suppose that her way of doing things and her theories will be a lamp to guide her daughter's feet when she goes to housekeeping, but she forgets that in making a home her daughter's husband has the privilege, as the one who pays the bills, of at least an equal share in determining its tone, and introducing the habits and ideals to which he has been accustomed. I have in mind one home that was broken up by the intemperate temperance opinions of a mother-in-law. The woman in question was a rabid prohibitionist and anti-tobacco and anti-everything else sort of a person. Her daughter was a charming and amiable young girl who married a jolly, good-natured fellow who had been



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.

reared in a somewhat Bohemian fashion. He had lived in a bachelor apartment where he smoked all over the place, where friends were welcome at every hour, and it had probably never even occurred to him that a glass of wine or beer could be regarded in the light of dissipation.

When he married he established a delightfully arranged home and prepared to spend the balance of his life in happiness with his beautiful young wife, when the mother-in-law descended on them. She scolded her daughter until she wept about departing from the stern ideals in which she had been bred. She raised a rumpus about the tobacco smoke. She froze out all of the old friends and went into hysterics over the wine at dinner and literally drove the husband to his club, where he could enjoy himself in peace. The end of that household was divorce and alimony. The mother succeeded in establishing her daughter's home on the lines of which she individually approved, but the price it cost was the happiness of two innocent people.

Of course, there are a few cases where mothers-in-law are angels in disguise and where they only enter a home to bless it, but such instances are so rare as not to affect the general proposition that the man or woman who deliberately elects to live in the house with a mother-in-law takes their happiness in their hands and makes a plunge into a sea of trouble in which they stand precious little chance of surviving. No man has a right to ask a woman to run this risk or to propose marriage to her until he can afford a home, however humble, in which they can be alone, and fight out their differences of opinion without any member of his family or hers to referee the quarrel.

In the cases where the fatal step has already been taken it is surely not too much to ask that the mother-in-law will take counsel of good sense, and make the sacrifice, if need be, of letting the young couple, whose well being after all is dear to her, work out their own salvation in their own way. Above the door of every man and woman's happiness there is a No Trespassing sign, and a mother-in-law enters in and intermeddles at the peril of the peace of all concerned. Dorothy Dix.

They Don't Kiss Their Wives.

Married men who never kiss their wives! And yet they claim to love them! Such is the state of affairs at Mount Hope, a small town near Wichita, Kan. The wives are all mad, of course, and some of them threaten to sue for divorce. It is a pretty mess, and it all came about by forming the club habit.

There were thirteen married men in Mount Hope, who emigrated there from Chicago some years ago. They came at different times, and when they met on the soil of Kansas they formed an everlasting friendship. These men read about the Chicago professor who claims never to have kissed a woman, and it inspired them. They believed like him, and in consequence the Mount Hope Married Men's Anti-Kissing League was formed. It is rather a long title, but the men pondered a great deal before they completed it.

Their first meeting was held some three weeks ago. No reporters were allowed in the hall, of course, but they later gave out a declaration something like this, only much longer:

Believing that true love never runs smooth when a man continually kisses

the woman of his affection, we have, after due deliberation, arrived at the following agreement:

That henceforth we will not kiss our own wives or any other woman, but that we will still hold the same deep affection for our wives and retain our admiration for the feminine beautiful. We do not believe that kissing is right, and, therefore, we agree not to practice it. Any member of the organization who is found guilty of disobeying the order will be dismissed at once.

When these resolutions were handed out to the women a great sensation was created, and the wife of the President threatened to leave her husband at once. The thirteen wives of the thirteen members at once held a meeting and decided that they would leave their husbands within one month if they did not break up the club. But after two weeks had passed and the club still retained all of its original members, the women agreed not to leave their husbands, but to await developments. Some of them say they will sue for divorce.

In speaking of the purposes of the club, President Wilson said:

"I do not see anything so extraordinary about our club. We are only following the lines laid out long ago. We have believed this for a long time, but some of the members did not like to form an organization to carry it out. But some of us who believed thus were continually violating the principles of our belief, and we agreed that the best way to keep from falling by the wayside was to form a club, and then one member could support another.

"I will use all my influence to get other young men, and old men too, for that matter, to join us, for I think our principles are right. I am now 51 years old, and I have never kissed my wife or any other woman more than a dozen times in all my life.

"I will tell you why: I think it is a dirty and filthy habit—one that is apt to spread disease and against the true principles of love. One does not need to kiss to show their affection. The grasp of a hand is sufficient to do that, and as for loving, I think one's actions speak for that, and not by the number of times you kiss your wife. I have not kissed my wife for five years, and I do not intend to, but I love her just as strongly as I ever did."

The wife of President Wilson now makes this statement:

"It is true my husband has not kissed me in five years, but I did not want it known. I am ashamed to have him act so, but I do not believe, however, that he does not love me. I have threatened to sue for divorce several times, but he treats me so well in other ways that I would have no grounds for action against him. And, then, I do not care to leave him, for I love him, despite his peculiar belief on kissing."

A woman's refinement is indicated by the perfume she uses.

Good Light—the Pentone Kind

Simple and practical. Catalogue if you wish.

Pentone Gas Lamp Co.

Bell Phone 2929

141 Canal Street

Grand Rapids, Michigan



"SAVE TIME AND STAMPS"
PELOUZE POSTAL SCALES
THE HANDSOMEST AND BEST MADE
THEY TELL AT A GLANCE THE COST OF POSTAGE IN CENTS AND ALSO GIVE THE EXACT WEIGHT IN POUNDS.
NATIONAL 4 LBS. \$3.00, UNION 2 1/2 LBS. \$2.50.
"THEY SOON PAY FOR THEMSELVES IN STAMPS SAVED"
PELOUZE SCALE & MFG. CO.,
CHICAGO.
FOR SALE BY HARDWARE & STATIONERY DEALERS

Rube's **SEARS** A **GRAND CAKE** BEST YET



SEARS BAKERY
GRAND RAPIDS, MICH.

For every occasion recommend it.

The first sale brings continued business.

We gladly send sample if you are interested.

It's a Perfect Piece of Goods

Better get it in stock quick—sells so easy and makes a nice profit.

Manufactured only by

SEARS BAKERY
NATIONAL BISCUIT COMPANY
GRAND RAPIDS, MICH.

They all say

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

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

Butter and Eggs

Observations by a Gotham Egg Man.

Some receivers have been bothered a good deal by the quotations of late and have inclined to criticise the egg man pretty severely for making a quotation "at mark" as high as is made "loss off." They refer to the fact that there are no eggs coming from the West that do not show some loss and hold that the loss off quotation ought always to be higher than the highest at mark quotation.

If I shall attempt to justify the quotations here it is merely that shippers may be better informed as to the basis upon which they are made and be able to gain clearer information from them as to the various values for the gradings specified.

In the first place the egg quotations are not decided upon arbitrarily; they are based upon actual sales of stock and there is no attempt made to keep the various quotations in any particular relation to each other. So if a certain grade of eggs is salable at 13½c at mark there is no hesitation in making such a quotation because another grade of eggs is only salable at 13½c loss off.

In the next place it is well to consider how the terms of egg sales vary; practically the only kind of eggs selling full buyers' loss off comprise those regular packings of ungraded or only slightly assorted Northern eggs in which the loss is irregular but which contain enough fine eggs to induce a good class of trade to take them out. Even on these losses are often agreed to when sale is made—which is equivalent to a sale at mark.

The only quotation made loss off is for eggs that are sold on these terms; while all grades of eggs that are sold at mark are quoted at mark.

I submit that no other method of quoting the market is reasonable. The fancy selected and candled eggs arriving from a few Northern packers always sell at mark and are so quoted; the regular packings of ungraded or only slightly assorted eggs are sold both at mark and loss off and are quoted both ways; the defective eggs are nearly always sold at mark and are quoted so.

When the highest at mark quotation is the same as the loss off quotation the trouble comes from two sources: dealers who buy the highest quality at mark complain that their customers kick at a fair relative price because the loss off quotation is relatively lower, and argue that no eggs ought to be worth as much "at mark" as "loss off;" and receivers say that shippers do not appreciate the differences in quality—all regard their own eggs as "the best" and are dissatisfied with sales of general stock, even at full value, because there is a higher quotation.

This is, perhaps, unfortunate, but I have yet to learn to make quotations that do not cover the facts to the best of my ability because of somebody's ignorance. The effort is made to describe and explain the quotations so that any intelligent man who reads shall be informed and not deceived nor misled.

Some have claimed that the loss off quotation should be based upon the case

count value of those fancy candled marks that are covered by the highest at mark quotation; they say that if these goods bring say 13½c at mark, and lose a dozen to the case, the market ought to have a quotation at 14c loss off. But this class of stock is not sold loss off and no one knows exactly what the loss off value is without knowing the amount of the loss in each instance—it may be six eggs or a dozen; furthermore such a quotation would be unobtainable for the eggs that are sold loss off and would be misleading and unfounded. It is not at all strange that these fancy candled eggs should bring as much at mark as others bring loss off; the loss on them is insignificant, their quality is uniform and reliable and the labor of handling them very much less.

But shippers of regular packings should not be misled by the quotation for a higher grade of eggs than they themselves send to market.—N. Y. Produce Review.

Date Palms Can Be Grown Here.

The date palm may solve the problem of what to do with the arid and alkali lands of Arizona, California and other Western States. Experiments have been made in the past by the Agricultural Department and experiment stations, but renewed interest is being taken by the Section of Plant Introduction of the Department of Agriculture, and Prof. D. G. Fairchild, agricultural explorer for the department, now traveling in Africa, has procured a number of suckers, or off-shoots, from the delta of the Nile which he has shipped to the department, and which will be distributed in the southwestern part of this country.

In the United States the date is an article of luxury, but in its native country it is a most important food, many regions in Arabia and the Sahara being uninhabitable but for the date palm. The United States annually imports nearly a million dollars' worth of dates, but it is possible, the Department believes, to raise all the dates needed in this country. The date palm, although grown profitably only in arid and semi-arid regions, is not in the proper sense of the word a desert plant. It requires a fairly abundant, and above all, a constant supply of water at the roots and at the same time it delights in a perfectly dry and very hot climate. The date palm is able to stand much more cold than an orange tree, but not so much as a peach tree.—New York Sun.

Mean Trick to Play on a Husband.

"William," she said gently and yet in accents of reproof, "you remember that I gave you several letters to post last week, don't you?"

"Y—es, I remember it."

"But this is the first time you have remembered it since I gave them to you, isn't it?"

"I—I must confess that it is. How do you know?"

"I put a postal card addressed to myself among the lot, and it hasn't reached me. It only costs a cent, and I find that it is a very effective way of keeping a check on the rest of my correspondence. Now, dear, if you will hand me the letters I'll run out and post them myself."

Almost every man who shaves off his moustache imagines he looks like Byron or Napoleon.

SEASONABLE SEEDS

Prices as low as any house in the trade consistent with quality. Orders filled promptly.

ALFRED J. BROWN SEED CO., Seed Growers and Merchants, Grand Rapids, Michigan.

MILLETS,
FODDER CORN,
BUCKWHEAT,
DWARF ESSEX
ROPE,
TURNIP SEED.

ALL GROCERS

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

THE LEROUX CIDER & VINEGAR CO.,
TOLEDO, OHIO.

STRAWBERRIES

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

THE VINKEMULDER COMPANY,
14 OTTAWA STREET, GRAND RAPIDS, MICH.

We are making a specialty at present on fancy

Messina Lemons

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

E. E. HEWITT,
Successor to C. N. Rapp & Co.
9 North Ionia Street, Grand Rapids, Mich.

Butter and Eggs Wanted

Write for Cash Prices to

R. Hirt, Jr.,
34 and 36 Market Street, Detroit, Mich.

References: City Savings Bank and Commercial Agencies.

WANTED

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

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

Butter Wanted

I will pay spot cash on receipt of goods for all grades of butter, including packing stock.

C. H. Libby 98 South Division Street
Grand Rapids, Mich.

Reference, Home Savings Bank, Detroit.

F. J. SCHAFFER & CO.
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.

The New York Market

Special Features of the Grocery and Produce Trades.

Special Correspondence.

New York, June 22—There is a little better tone to the coffee market than was observable last week. The reason seems to be purely speculative, however, and there is certainly no legitimate cause why there should be any firmer feeling whatever. At the close No. 7 was quotable, in an invoice way, at 6 1-16c. In store and afloat the amount of Brazil coffee aggregates 1,185,035 bags. For mild grades there is very little call and what demand there is for the better roasting sorts. Good Cucuta, 7 3/4c.

The sugar market is not especially active, although a good deal of canning must be going on. Stocks generally are thought to be light and what orders come are with the injunction to hurry. From these signs it is thought stocks are light and that refiners will soon have all they can attend to.

There is little movement in teas. Some few parcels of blacks have changed hands at former quotations; but, taking the market generally, quietude prevails everywhere and sales made are of small lots to make good broken assortments.

There are two opposing views of the rice market. One says that trade is fairly active and another that it is decidedly dull. The truth is probably between. There is an average trade and prices are well adhered to.

Pepper shows a good degree of firmness, as the loss of 570 tons of pepper on a steamer the other day is quite an important factor. Singapore black is very firm at 12 3/4c.

Molasses is dull and unchanged. What call exists is for the better grades of grocery stock, supplies of which are not large. Stocks of molasses in dealers' hands seem to be light, but this is the general condition at this season. Syrups remain practically without change and stocks are not overabundant.

Canned Goods—A lot of California fruit—peaches and apricots—has been received here from England and finds ready sale. These goods have been returned, owing to the high duty placed upon the same by the British government—one of the effects of the African war. This duty amounts to about 1s. 5d. per dozen—about 34 cents. It is thought that large blocks of goods will be brought hither from Great Britain. The market here for canned goods generally is in pretty good shape and dealers seem to be very well content. Once in a while an item is brought out that is not altogether pleasing, as, for instance, that the entire output of last year of a big cannery up-State remains unsold. Still, there may be good reasons for this. Quotations are practically without change.

Lemons, as compared with last year, are selling on a lower basis. Notwithstanding this, there is little animation. The weather is to blame. Sicily lemons are worth \$2.75@3.75. Some business is being done in the orange trade, but sales are generally of small lots. Quotations for California oranges, \$3@4.50, the latter for very fancy fruit. Bananas are plenty and the market shows some little decline.

Dried fruits are dull and one can go through the whole list without finding any special change from a week ago. Currants maintain a firm position, but prices have made no further advance.

Best Western creamery butter is still quoted at 10 1/2c. There is a fair demand for stock that will come up to the requirements of a rigid inspection; in fact, low grades are not wanted. Western imitation creamery, 15@17c; factory, 13 1/2@14 1/2c.

The cheese market is strong and in better shape than for some time. Exporters have been quite active traders. Large size, full cream, 9@9 1/2c; fancy white, 9 1/2c.

In eggs desirable stock is scarce and the demand keeps the market closely sold up. Best Michigan and Northern Indiana, 13@13 1/2c, and from this the descent is rapid.

To Widen the Popularity of California Jams and Jellies.

The California Canners' Association has issued a statement concerning their object in making a considerable reduction in the prices of jams and jellies for the coming season. Their explanation is to the effect that they have desired to place them at prices such that they can be shipped all over the United States, instead of being sold only locally as hitherto, and that the price to the consumer should be 20 cents per 16-ounce jar, low enough, everything considered, to divert the trade to the grocer to a large extent and to take away the inducement to the housekeeper in many cases to do her own preserving. For the same object they have also studied to improve the quality of these goods as far as possible. To attain these ends they have arranged to conduct this department of their business on a much enlarged scale, and have purchased the jars in enormous quantity on very much reduced terms. These jars are vacuum jars, which are airtight and preserve the contents as well as hermetically-sealed cans, the only change that age can thus effect in the goods being perhaps some tendency to candy. These goods will also be put up in 32-ounce jars. The majority of the goods is still of the last pack, but they already have new strawberry preserves and orange marmalade.

The following allegation in a bill for divorce against a wife was held by the Supreme Court of Washington not to state any legal ground for divorce. "She was quarrelsome, vicious in disposition, murderous in threats against the plaintiff and his parents, hysterical and ungovernable in temper, crazy in her actions, and by her causeless and unprovoked boisterousness, screaming, hallooing and other wild conduct, by day and night, an intolerable nuisance to all her neighbors."

A new industry has developed for young men with smooth shaven faces and control over the twitching of muscles—posing as lay figures in clothing store windows.

France consumes more wine than Germany, the United States and the United Kingdom put together.

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.

Grand Rapids Cold Storage Co.,

Grand Rapids, Michigan.
Citizens Phone 2600.
We do a general storage, and solicit your patronage.

Season Rate on Eggs to Jan. 1, 1901:
400 case lots, per doz. 1 1/2c
600 case lots, per doz. 1 3/4c
1000 case lots and over, special rate on application. Thos D. Bradfield, Sec.

For a Quick Sale and Money Promptly ship us your

Butter, Eggs, Poultry

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

MARK YOUR SHIPMENTS

BUSH & WAITE

Commission Merchants, 353 Russell Street
Detroit, Mich.

References, Home Savings Bank, Com'l Agencies

From Grower to Grocer

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

Give me a trial or standing order and we will try to please you.

Give plain shipping directions.

No fruit shipped on commission.

WM. K. MUNSON,

Proprietor Vine Croft,

Grand Rapids, Mich.

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

J. B. HAMMER & CO.

WHOLESALE

FRUIT AND PRODUCE DEALERS

Specialties: Potatoes, Apples, Onions, Cabbage, Melons, Oranges in car lots Write or wire for prices.

119 E. FRONT ST.,

CINCINNATI, OHIO

L. O. SNEDECOR Egg Receiver

36 Harrison Street, New York

REFERENCE—NEW YORK NATIONAL EXCHANGE BANK. NEW YORK

Start in with us now.

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

All sales case count.

Established 1876

Charles Richardson

Commission Merchant

Wholesale Fruits

Carlots a Specialty

58-60 W. Market St. and
121-123 Michigan St.
Buffalo, N. Y.

References—City National Bank, Manfrs. & Traders Bank, Buffalo, N. Y. Any responsible Commercial Agency, or make enquiry at your nearest bankers.

Long Dist. Phone 158 A, 158 D

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.

Clerks' Corner.

The Country Store at Riverdale and the Revival.
Written for the Tradesman.

Babington Brightwood, something over 22, had been clerking for four or five years at the store in the village of Riverdale, where he was born and brought up. He was spry, quickwitted and handsome and, with a heart big enough for two hearts, he was and always had been a general favorite in the place. So far as was known his young life had been blighted by a single sorrow—the name his sponsors had given him in baptism. Thomas Babington Macaulay had been the unabridged design of his fond father, with whom the distinguished Englishman was considered humanity's crowning glory. The love of an equally fond mother, believing there could be in names too much of a good thing, would have no Thomas in her family and, Babington Macaulay Brightwood striking pleasantly upon her ear, the name met with favor and he was so baptized. Anglo-Saxon dislike for long names, coupled with maternal tenderness, soon contracted the Babington to Bab and then to Babe and, as there was so much more to him than to the average baby, his mother, believing that she was justified in making the sound agree with the sense, called him Babes; and Babes Brightwood he became and so remains to this day.

Ten years ago, when the present incumbent of the one church at Riverdale had accepted an unanimous call, he preached for his first sermon after his installation from the text, "Out of the mouth of babes and sucklings hast thou ordained strength." It was a good sermon from first to last and the young clergyman, when he had finished the writing of it, was satisfied with it, as he had a perfect right to be. For some reason, however, which he could not fathom, powerful as it was and well delivered as it was, it utterly failed to make the expected impression. In looking over his congregation during the "voluntary" his eyes had fallen on Babes' handsome face and, seemingly impressed by it, later on in the announcement of his text he had unconsciously looked straight at the boy, to his great consternation at hearing his name thus pronounced with the ministerial eyes turned almost sternly upon him. The result was a boy's scared face, a churchful of people trying to keep their faces straight and a minister perplexed at a condition of things which he could not understand. It spoiled his sermon, it desecrated the sanctuary and, almost disheartened, he pronounced the benediction only to see members of his flock give way to the smiles they were unable to repress.

After some time the incident almost passed from people's minds—from everybody's but Babes'. In vain was the matter presented in every light and the boy's good sense compelled him to admit that the minister's ignorance of his name was proof enough that he was wholly innocent of any design; but the boy had been laughed at and in his soul he resented it and he fervently hoped that some day things would shape themselves so that he and the minister would change places.

That happened ten years ago. Riverdale had prospered. A railroad had found it and blessed it. A long-neglected mill privilege had been turned to practical account and the village had

lengthened and widened and improved in every way. Instead of one church there were now two; and there was where trouble began. The new church and the new society and the new minister created a stir and, what was worse, kept it up. There was a new organ, there was a new choir; but what caused more anxiety than anything else was the new minister. He was awake and he kept his church awake. He was an organizer and he "got around amongst folks." He remembered names and faces and, what is a rare quality in a minister, he always gave the right name to the right face; and so there was prosperity within the walls of the new Zion.

In the meantime the old church and the old society were running down at the heel. There were dissensions in both, and the only point upon which all agreed was that the minister had outlived his usefulness and the only hope for all concerned was his resignation. Babes Brightwood sniffed the trouble afar off and rejoiced. At last the time had come when he could watch the discomfiture of the minister and—no, not rejoice and, come to think of it, he doubted considerably about wanting to see the discomfiture. This minister wasn't a bad man at all. He had worked for the good of all concerned. He wasn't afraid to speak his mind when there was need and, what was best of all, he didn't let it make any difference who the offender was, he freed his mind to him just the same. That made him Babes' man first, last and all the time and when the clouds began to gather he dropped his old dislike and planted himself squarely at the minister's side and studied the situation from that point of view.

He soon saw the trouble and just as soon made up his mind to remove it. He had long ago concluded that, man for man, his minister could discount the one in the new church ten to one, and with a feeling for the under dog in the fight, he tried to see what could be turned in his favor. The greatest difficulty to overcome was the minister himself. He was discouraged. He felt that he was losing the confidence of his people and he gave way to it. This affected his sermons and this in turn made a bad matter worse. Utterly disheartened he thought only of getting out of the trouble by resigning. When he had about

reached that conclusion he happened to come on an errand to the store.

Babes was on hand to wait on him. "What is it to-day, Mr. Morgan?" "My wife wants two or three pounds of butter; and by the way, Babes, the last butter we had wasn't worth what we paid for it, and it wasn't a high price for butter either."

The young fellow gave a glance about him to see that nobody was within hearing and then, with a commonplace "Is that so?" and looking the minister full in the face, went on: "Then you know a little something about how the rest of us feel about your sermons—we don't pay a high price for 'em, but they ain't worth what we pay."

The flush that spread over the minister's face balanced the old account on Babes' memorandum and he went on: "I know, as you do, that it's a bad time for good butter between hay and grass, but now's the time to piece out with an occasional dip into the meal chest. This new man over at the other church doesn't know what a good sermon is and he couldn't half preach one of his own if he did. I was over there the other Sunday and I know. He can hustle, and for a time he's going to get his salary paid and a lot of other things the church doesn't want. Our church hasn't anything to do with that. What we do want is a sermon that's worth what we pay for it; and you're just the man to give it to us. Change your feed for a week or two, Mr. Morgan. Husks and straw have no nourishment in them and they get mouldy without your knowing it. Why not let the patriarchs and prophets rest and come down to our day and generation? Take a seat here in the store some Wednesday morning and see Mrs. Dinsbury from over in South Crawford try to cheat me in bartering some more of that same butter you have been complaining of. She's been at it now for three good years and hasn't found out yet that she can't! In a week in here I can give you texts and illustrations for sermons that, with your way of working up, if you do your best, will pack the old meeting house from door to pulpit; and yet you insist on feeding on Jeremiah and doling out little pale dabs of butter that smell as old as he does! Don't do it any more. Come next Sunday with a new churning. Have it fresh and sweet, with

every bit of the buttermilk worked out. I'll tell you what you do: Have that sermon a week from Sunday and next Sunday give that one on "babes and sucklings" you had the first Sunday you were here! Promise to do that and I'll see if I can't do something with the choir. Will you do it?"

It was a bargain. The old sermon, yellow with age, was preached. The choir, awakened into life by Babes Brightwood, made the arches of the old church resound. Life came back into the dead society and when the next Sunday the sermon, fresh and sweet, "with the buttermilk all out of it," was given to the congregation there wasn't a member who could believe his senses. The Sunday evening sermon was better than that of the morning and when it was found that that sort of work was the settled thing it was a fact that the church was full from the door to the pulpit. That state of things went on all winter and ended in the grandest revival that Riverdale had ever had.

"It only shows," said one of the white-haired deacons, one Sunday evening at the close of service, to the minister and Babes, who often walked home together, "what a clerk in a store can do if he will."

"Yes," replied the minister as he put an arm around the young man's shoulders, "and it shows, too, that out of the mouth of Babes and sucklings hast thou ordained strength!"

Richard Malcolm Strong.

A Connecticut judge holds a Sunday shave to be a "necessity," and discharges a barber arrested for keeping his shop open Sunday. The judge says: "We have come to an age when these matters must be considered with judgment and with common sense. People as a rule are extremely busy during the week, and when they go into a barber's shop in an orderly manner to prepare themselves for the proper observance of the day, I do not believe that it could be considered a criminal offense."

It is foolish to charge your memory with too many objects or subjects at one time. Somebody or something must suffer.

If people didn't worry about troubles beforehand some of them wouldn't have a chance to worry at all.

THE C. F. WARE COFFEE CO.,

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



Here is a money maker. We know you want to make some money and we want to help you. This is a trade stimulator. A glance at the above illustration will give you but a faint idea of the richness and elegance of the "Victory Assortment. You will note, in addition to the elegant Table Glassware, one piece of which is given free with each can of Baking powder or each package of Bourbon Santos Coffee, that there is also offered free with each "Victory Assortment" a superb Enameled Bed, full size, with elaborate brass trimmings and ball-bearing casters. This bed may be retained by you or, if preferred, given as a special premium to your customers. A very novel plan for awarding the bed in this manner is packed in each case. Your trade will be delighted with these goods. They sell on sight and pay a handsome profit "Victory Assortment" is offered free with one hundred one-fourth pound cans of Mascot Baking Powder at \$12 per case, or with one hundred pounds of Bourbon Santos Coffee (elegant goods) at 18½ cents, N. Y. basis. You cannot afford to miss this opportunity. Order case from your nearest jobber at once.

THE C. F. WARE COFFEE CO.

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 FANTLIND, Grand Rapids; Secretary and Treasurer, GEO. F. OWEN, Grand Rapids.

The Commercial Traveler From a Professional Standpoint.

The best definition that I can give of our craft is: Occupying the position of connecting link between the representatives of the great commercial world upon the one side and the still greater producing and consuming world upon the other, they have a better opportunity of forming an intelligent opinion as to the effect of existing conditions upon the general prosperity of the country than any other class of men in existence. They are, as it were, the very arteries through which the commerce of the world must travel before it can return to make glad the strong arm that produced it, or the quick brain that directed the channels through which it must pass before it can be distributed and utilized.

The thousand white wings that skim the seas of commerce, the mad rushing trains that climb the mountain passes and rush on to the Occident bear witness to the tireless energy of the commercial traveler.

The green fields and peaceful homes of the sons of agriculture are not strangers to him; the busy marts, throbbing with the energy of a thousand industries, only testify to the thoroughness of his work.

Where life is, where energy is, where growth is, where development is, there the commercial traveler is.

The commercial traveler of to-day is the index to trade, the thermometer of business conditions. When prosperity follows in his wake, the nation is prosperous, when hard times drive him home again it is a sure sign of poverty among the masses.

This is unquestionably a commercial era and the demands of trade have drawn into its channels some of the brightest minds and most glorious spirits that our nation has ever produced. Only a few years ago we were infants in the great world of commerce, and to-day the products of our fields, our mines and our factories are sold in all the great marts of the world. The ensigns of our great army of commercial travelers already float upon the walls of every civilized nation on the face of the globe and we are rapidly going into lands whose inhabitants have not yet felt the civilizing influence of the fast express train, or the gentle buzzing of the drummer's persuasive voice.

When the bright light of civilization shall shine upon every face in every quarter of the globe and white-winged peace shall spread her benedictions upon the world, millennium's dawn will then be near, and the traveling man will feel that his work has been well done.

A few suggestions as to the moral side of a traveling man's life: Often tempted, frequently surrounded by influences that invite moral depravity, tried in many high and critical enter-

prises, and yet most generally found faithful in all, to what can we ascribe the high moral state of the modern traveling man? The answer to my mind is a simple one: The demands of the present commercial era are first for the highest type of moral manhood to fill positions of trust. Second, only bright, active, intelligent minds can cope with the great commercial problem of to-day where competition bristles in every quarter. And last, but not least, the great spirit of love that finds its inspiration in the Great Creator, and permeates the atmosphere of every life that bows in submission to God—'tis this love that makes man nobler, better and stronger. And it is the pride of our order that we demand of every applicant for membership a fixed faith in the omnipotence, omniscience and omnipresence of God.

From the mother's breast to the sexton's spade
There are tears and toil and sin.
If the soul when the flesh in the tomb is laid,
Like a flame burned out, must forever fade,
It had better not have been.

I see God's love in the fragrant rose,
His strength in each wheeling sphere,
I feel his touch when the zephyr blows,
His mercy for all like a river flows,
And my soul has ceased to fear.

With these principles constantly before us—the fatherhood of God and the brotherhood of man—it is but natural to expect a very elevated and moral manhood.

To the gentler sex whose responsibilities have not passed beyond the kindergarten age of single blessedness I must cordially commend the traveling man, and ask for him your sympathies and love. There will come a time in your lives when your soul will yearn for a companion; realizing its incompleteness it will await the coming of its ideal, its other self—one into whose hands you can place your own and proudly say, not my lord, but my love.

Then think of the domestic happiness of a traveling man's wife. Twelve honeymoons every year, and three or four holidays thrown in, an annual trip to the Northern resorts—and if this be not inducement enough, we will take you into copartnership with us, furnish you with a line of samples, put you on the road and let you pump hot air to your heart's content. W. T. Jackson.

Decadence of Colored Shoes.

A well-informed dealer in finished calfskins, in conversation regarding the apparent decadence in the demand and use of colored shoes, said: "I do not consider for a moment that the falling-off in popularity of russet, tan, brown and chocolate shoes is because they have not proved desirable or have failed to give satisfactory service. I consider that the colored shoe has for the time being lost some of its former prestige on account of the introduction of the patent and enameled shoe. There will be more of such worn during the coming season than ever before, simply because it is the fashion, but I am assured that the colored shoe will be worn as generally in the summer of 1902 as ever. I say this because you can not produce the man, woman or child who have ever worn a colored shoe who did not think it the most comfortable summer shoe they ever wore. Again, people like a change; they do not want to wear a black shoe summer and winter, and nothing can fill the bill except colors. The largest manufacturers whom I have enrolled as my customers have assured me that they look for a return of the colored shoe to its former prestige."

The merchant who handles agricultural implements should always be on the lookout, not only for the best, but for those that will satisfy his customers. If he can not procure the kinds desired by his customers, he should make known to some manufacturer just what may be needed, and he will get them if he can offer sufficient trade for the manufacture of special implements.

Third Game of the Grand Rapids Traveling Men.

Grand Rapids, June 24—Two picked nines from the Grand Rapids traveling men met in a fiercely-contested ball game on the grounds at the end of the Division street car line Saturday afternoon. The game was a hot one from start to finish, as it was the last one before the "big game" that is to be played Saturday afternoon, June 29, at the ball park at Reed's Lake. The game on Saturday brought out some new players who have not been at the former games. Special mention might be made of the good work done by Herrick as pitcher, Carlyle as catcher and Kolb in center field. A. T. Driggs in left field also did very fine work. Baker did good work as short, but the distance between the bases is so long that Ray always gets a kink in his leg and the same thing troubles Martin. The game next week at Reed's Lake promises some rare sport and will be called at 3 o'clock. An invitation is extended to all the members of the United Commercial Travelers and their friends to come to the ball game, accompanied by their families. If you have no family, bring along your best girl and a well-filled lunch basket, for as soon as the game is over everybody will go to the steamer, Major Watson, and have supper and music on the boat, riding around the lake until all are ready to leave for home. The steamer has been chartered by the traveling men for the entire evening and they look for a good big crowd and a good jolly time, so don't forget the date, boys—Saturday, June 29—game called at 3, supper and music on the Major Watson after the ball game.

The score was as follows:

Table with columns for CARLYLE'S TEAM and REYNOLDS' TEAM, listing players and their statistics (AB, R, H, O, A, E).

Innings..... 1 2 3 4 5 6 7 8 9
Reynolds'..... 4 3 7 2 3 0 1 2 1-23
Carlyle's..... 2 1 0 3 1 2 2 0 3-14

Earned runs—Reynolds', 11. Two base hits—Keyes, Baker. Three base hits—Driggs, Sledright. Home runs—Keyes, Sntzler. Stolen bases—Burlinson, Rouse, Holden, Martin. Left on bases—Reynolds', 11; Carlyle's, 6. Hit by pitched balls—Bosma, Rysdale, Dykema, Herrick. Umpires—Rockwell, Martin.

JaDee.

Gripsack Brigade.

Alma Record: Walter Mosher has taken a position as traveling salesman for the American Cigar Co., of Benton Harbor.

Kalamazoo Gazette-News: John Howard is the guest of his parents, Mr. and Mrs. W. G. Howard. He is traveling salesman for the Beckwith Stove Co., of Dowagiac.

Wallace Franklin, Michigan traveling representative for Westinghouse, Church, Kerr & Co., has gone to Buffalo to take charge of the exhibit made by his house at the Pan-American fair.

Kalamazoo Telegraph: A. C. Jickling, who has been with Dewing & Sons as yard manager for fifteen years, has resigned to accept a position as traveling salesman for a large lumber company at Saginaw.

The Hotel Whitcomb, at St. Joseph, has been completely refurbished. The halls and rooms have been repapered, steel ceiling and side walls have been put in the office and four large sample rooms have been completed at an expense of \$4,000.

H. E. Hodges, of Cleveland, a traveling salesman in the employ of Emsheimer & Co., of Cleveland, is missing, and his wife and the members of the firm are trying to locate him. Hodges left the Hotel Cadillac, Detroit, June 18, and it was believed that he went to Mt. Clemens. Since then he has not been seen or heard from by his friends.

Hudson Post: N. W. Flaisig, traveling salesman for W. C. Rowley, needle manufacturer at Redditch, Eng., was registered at the Hudson House Wednesday. Mr. Flaisig, during his travels for the firm, has visited every civilized country on earth, making the circuit of the globe six times. He is 68 years old, and has been in the employ of the same company fifty-one of them. He leaves for England shortly to start on another tour of the world.

B. S. Davenport (Olney & Judson Grocer Co.) is taking a week off this week for the purpose of displaying his piscatorial skill along the banks of the Manistee, near High Bridge. He is accompanied by his wife and several of his customers and their wives. The traveling men and Byron's customers are getting squared around to hear the big stories he will have at his tongue's end as the result of his week's experience. It is understood that he has prepared to fortify his statements by photographic reproductions of the fish he lands, having provided himself with a set of lenses which enlarges fourfold.

Annual Picnic of Grand Rapids Council, No. 131.

Grand Rapids, June 24—The ball game will be called at 3 o'clock Saturday, June 29, at the base ball park, Reed's Lake. After the game a boat ride and supper on the Major Watson will be participated in. Bring the family and a well-filled lunch basket. Also wear your U. C. T. hat (blue, white and gold). JaDee.

Doll Makers Not Pious.

"Mamma, I don't think the people who make dolls are very pious people," said a little girl to her mother one day. "Why not, my child?" "Because you can never make them kneel. I have always to lay my doll down on her stomach to say her prayers."

Whiskey, Morphine and Tobacco Habits Positively Cured

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

The Warwick

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

Drugs--Chemicals

Michigan State Board of Pharmacy

	Term expires
L. E. REYNOLDS, St. Joseph	Dec. 31, 1901
HENRY HEIM, Saginaw	Dec. 31, 1902
WIBT F. DOTY, Detroit	Dec. 31, 1903
A. C. SCHUMACHER, Ann Arbor	Dec. 31, 1904
JOHN D. MUIR, Grand Rapids	Dec. 31, 1905

President, A. C. SCHUMACHER, Ann Arbor.
Secretary, HENRY HEIM, Saginaw.
Treasurer, W. P. DOTY, Detroit.

Examination Sessions.

Sault Ste. Marie, August 28 and 29.
Lansing, Nov. 5 and 6.

Mich. State Pharmaceutical Association.

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

Formulas for the Preparation of Concentrated Fruit Syrups.

Pineapple. The best kind for ices is the dark, orange-colored; indeed, much better than the sugar loaf, which is better adapted for preserving whole for confectioners' use, while the bird's-eye and others are more juicy and of better flavor. Pare and cut them into slices, cut out the core, which is hard and of very little flavor, grind or pound the pulp in a stone mortar, and after straining use it right away, as the most of the fruit will darken or change color somehow or another.

Strawberry and Raspberry. In selecting strawberries the opinions differ a great deal as to which berry to use. While some prefer a large berry, others again say that the small berries contain more juice and flavor. From our own experience, however, we will state that a dark-red, medium sized, pointed-on-top berry gave the most satisfaction for color as well as for flavor and juice, while the extra large berries are more for the eye and well adapted for dessert or fruit stand. Mash the berries with a wooden masher—never use iron or copper, as this will discolor the fruit; then mix the sugar, and bottle for use immediately. As the strawberry has not much acid it is best to add a little lemon juice, as it will heighten the flavor and color as well. For raspberries follow the same rules. Use the dark berries, pick them and mash them, and finish as quickly as possible; never let any juice stand over night unless you have some sugar mixed with it, and set it in a porcelain-lined bowl in the refrigerator.

Cherry. As the variety of good cherries is not as abundant as in some other countries, unless you choose the California large red or white kind, which do not come to us in a ripe enough state to be used for ices, it is best to use as far as possible the black varieties, which are of fine flavor and good color. Stone the cherries, pound about one-tenth of the stones to a paste, mash and mix well together, let stand for a short time, stirring it occasionally, and strain.

Grape. Any good grape, either white, red or dark, will do for water ice; the only thing to be looked for is that they are well ripe and sound. Pick them off the stems, mash, strain, and mix with your sugar or syrup.

Currant. Use the dark-red currant, or if a light ice is wanted take all white, well ripe. Strip the little berries from the stems with a fork, mash them, and follow instructions as for strawberry juice.

Apple and Pear. Apple as well as pear water ices are not frequently asked for, but when so, use the maiden blush yellow bellflower for apples, and the Muscat pears for other ice. Cut and slice them without paring, and throw in cold water immediately, to prevent

discoloring; mash and strain as quickly as possible, and mix at once with the sugar or syrup.

Plum. Use the dark blue or green gage, take out the stones, pound part of the kernels, mash the plums, mix in the kernel paste, let stand to draw a short while, strain and use.

Peach. The white or flesh-colored freestones are the best for ices; they are of good flavor and do not contain so much acid as different other varieties. They have to be worked up as quickly as possible as the flavor of peaches is very delicate, and exposure to the air only for a short while will not only discolor the pulp, but will also destroy the best part of the flavor. When used for cream the peaches should be pared and dropped into the cream, but for water ice the fruit needs only to be brushed, mashed, strained, and mixed with the necessary amount of sugar, to which may be added a few peach kernels to heighten the flavor.

Apricot. This fruit is one of the easiest to keep, and does not discolor as quickly as other fruit, but as most apricots have to be shipped from a great distance, it is preferable to use the French or California pulp, which always gives general satisfaction.

There are other fruits to be used in cream and water ices, such as bananas, melons, nectarines, and others, but those to which we have referred are used the most. For most of the berries the addition of a little lemon juice is a great improvement.

Twenty Pharmacies Owned by Women in Gotham.

From the New York Sun.

"In an experience of twenty-seven years in connection with a school of pharmacy," said an employe of a drug store, "I have never known a woman graduate of pharmacy to get a place."

"Why," said the reporter, "I thought so many more women had been graduating lately."

"There has been an increase in the number of graduates. One of the biggest schools in pharmacy in New York or the country has been in existence seventy-two years, and has graduated only thirty women in all that time. Most of those have been within a very few years past. Dr. Mary Putnam Jacobi began the trouble back in '58. For forty-five years there was not another woman graduate."

"What do they graduate now for, if they can't get employment?"

"Every woman who has ever yet obtained a license from a Board of Pharmacy has probably had some relative in the business, either a father, brother or husband, who has given her the necessary four years' apprenticeship. The law provides that a pharmacy shall not be left in the charge of any person not a licensed druggist. So after a while it becomes convenient to send the daughter or wife to college and have her get a license to save the expense of employing another man."

"But if the women can get a license, why can't they get a job?"

"For the same reason that they can't get taken on as apprentices. A man doesn't like to tell a young girl to clean the bottles or wash up the graduates and mortars; or send her on all sorts of errands. So, not feeling like using her as hard as he would a boy, he doesn't want her around. With a clerk there is lifting to be done and ladders to be climbed. A man doesn't want to sit still and see a woman do that sort of thing, and yet that's what he wants a clerk for. Some of the big drug stores are putting in a woman clerk now to wait on the women customers; but she is simply a saleswoman, not a graduate of pharmacy."

"Then all these women graduates are simply saving the cost of another man in their respective family pharmacies?"

"No, some of them have gone into

business for themselves. That's the queer part of it. While, so far as I know, not a single woman graduate has ever secured employment, there are about twenty successful pharmacies owned by women in Manhattan borough. Then they are multiplying in the smaller towns. Women seem to do as well as men in the same class of stores."

There is one woman in New York who has conducted a pharmacy almost alone for three years. It is a little corner store in a quiet residence neighborhood; but out of it she has supported herself and child and paid a debt of several thousands of dollars. Her husband died, leaving her with a baby, a drug store and a debt more than equal to the value of the store. She had helped her husband more or less in the store during their married life. Upon his death she got a coach and in the time between August and February prepared herself sufficiently to pass the examinations before the State Board of Pharmacy.

"I have customers now," said she, "who have told me that it was six months or a year after I started here before they would trust me to put up a prescription for them. The first year it was a question whether I would sink or swim. But I have supported myself and my child for three years and got so far through my debt that I can see the end of it. And my store is 20 per cent. better stocked now than when I began."

"There is no profession in which I could have done what I have in this store, in the first three years. Of course, I practically never step out of the store. I am in it from 7 in the morning until 11 at night. I live in the room behind, and I never eat a meal without jumping up to come front. I never make a visit or go on an excursion. I have had neither relaxation nor amusement for three years and I never can have until I am able to employ a clerk."

Fifty-Eight Out of Ninety-Two.

Saginaw, June 22—The Michigan Board of Pharmacy held a meeting at Star Island June 17 and 18, 1901. There were ninety-two applicants present for examination, fifty-eight for registered pharmacist certificates and thirty-four for assistant papers. Thirty-four applicants received registered pharmacist papers and twenty-four assistant papers. Following is a list of those receiving certificates:

Registered pharmacists—P. M. Bennett, Detroit; H. E. Brunner, Bay City; C. C. Chapin, Linden; Geo. N. Cox, Hart; W. J. Cook, Armada; M. F. Conway, Chelsea; Ed. N. Cote, Baraga; E. D. De La Maler, Ann Arbor; T. H. Dissosway, Ann Arbor; R. C. Eaton, Otsego; H. H. Eatough, Gladstone; P. B. Edmonds, Bangor; Wm. Frank, Detroit; C. J. Gelenius, Detroit; H. J. Hemesey, Yale; E. S. Hauenstein, Ann Arbor; Ed. Harrison, Sault Ste. Marie; F. M. Leslie, Ann Arbor; Anthony Loehner, St. Johns; E. T. Mansfield, Otsego; F. V. Masilko, Fond du Lac, Wis.; Carl F. Mayer, Ann Arbor; C. W. Parker, Napoleon; Wm. A. Rose, Jr., Detroit; M. J. Ryan, Cliford; G. G. Stillwell, Ann Arbor; H. I. Sanford, Chicago; F. E. Thompkins, Fostoria; S. M. Wesoloski, Detroit; D. L. Watson, Detroit; W. D. Whitehead, Imlay City; R. A. Woodward, Lapeer; A. L. Weekes, Detroit; Parke Whitmore, Allegan.

Assistant pharmacists—H. L. Becker, Jr., Detroit; W. J. Braidwood, Almont; Mary L. Brown, St. Joseph; R. J. Colgrove, Detroit; Chas. H. Dawson, Hastings; Frank G. Farrall, Big Rapids; W. T. Fowley, West Bay City; F. E. Hutchins, Grand Rapids; Hanley R. Hart, Detroit; L. J. Janacek, Detroit; J. J. Kelly, Big Rapids; Othmar Lyons, Detroit; Bertha B. Mann, Pinckney; D. J. McDonald, Detroit; Wm. Michaels, Yale; Archie Peasley, Port Huron; E. W. Pollard, Merrill; E. A. Ryan, Newberry; G. H. Trestain, Detroit; Marie Von Borries, Louisville, Ky.; S. R. Von Zellen, Skance; A. A. Wheeler, Detroit; C. H. Warner, Marlette; Alf. G. Walker, Ann Arbor.

All members of the Board were present at the meeting, except L. E. Reynolds.

The old officers were re-elected, as follows:

President—A. C. Schumacher, Ann Arbor.

Secretary—Henry Heim, Saginaw.

Treasurer—W. P. Doty, Detroit.

The next meeting of the Board will be held at Marquette, August 28-29.

Henry Heim, Sec'y.

The Drug Market.

Opium—The demand is about as usual at unchanged prices. Higher prices are advised from Turkey, but there has been no change here.

Morphine—Is firm at unchanged prices.

Quinine—The demand is light at this season of the year and prices remain unchanged.

Wood Alcohol—Is very firm. Manufacturers will not accept orders for future delivery. An advance is likely.

Salicylic Acid—As the season draws near for consumption the price is firmer.

Cocoa Butter—Has advanced, in sympathy with the foreign markets. Higher prices are looked for.

Cod Liver Oil—First-class brands are held at different prices by different importers. Although the market is dull at present, higher prices are looked for later on.

Grains of Paradise—Stocks are small and prices have been advanced, both here and abroad.

Naphthaline Balls—Declined last week, but have again advanced and are getting firmer.

Lobelia Seed—Is scarce and has advanced.

Linsed Oil—Since our last issue has advanced 9c per gallon, and is tending higher.

Caraway Seed—Is weak and lower.

There never was a surer way to get behind the bars than to stand too much in front of them.

When liquor goes to a man's head it usually finds itself in a lonesome place.

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.

Your Orders for Special Size WINDOW SHADES

Will have the best of attention here. Orders filled within 24 hours after receipt. We use Hartshorn's best rollers in our work and guarantee satisfaction in every instance. Send us a trial order.

Price List and Samples upon application.

Heystek & Canfield Co.

Grand Rapids, Mich.

WHOLESALE DRUG PRICE CURRENT

Advanced—Linseed Oil, Lobelia Seed. Declined—Carraway Seed.

Table listing various drugs and their prices, including sections for Acidum, Ammonia, Aniline, Baccæ, Balsamum, Cortex, Extractum, Ferru, Flora, Folia, Gummi, Semina, Spiritus, Sponges, Syrops, and others.

Table listing various oils and other products, including sections for Menthol, Selditz Mixture, Linseed, Neatfoot, Paints, and Oils.

Stationery advertisement for Hazeltine & Perkins Drug Co., Grand Rapids, Mich. The ad features decorative borders and text describing their stationery department and product range.

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 Compound Lard Whole Allspice Trout Whitefish

DECLINED Winter Wheat Flour Spring Wheat Flour Refined Sugars

Index to Markets By Columns

Table listing various goods such as Akron Stoneware, Alabastine, Ammonia, Axle Grease, Baking Powder, Bath Brick, Bluing, Brooms, Brushes, Butter Color, Candles, Canned Goods, Catsup, Carbon Oils, Cheese, Cheating Gum, Chloery, Chocolate, Clothes Lines, Cocoa, Cocoa Shells, Coffee, Condensed Milk, Coupon Books, Crackers, Cream Tartar, Dried Fruits, Fartaceous Goods, Fish and Oysters, Flavoring Extracts, Fly Paper, Fresh Meats, Fruits, Grains and Flour, Herbs, Hides and Pelts, Indigo, Jelly, Lamp Burners, Lamp Chimneys, Lanterns, Lantern Globes, Licorice, Lye, Matches, Meat Extracts, Molasses, Mustard, Nuts, Oil Cans, Olives, Oyster Palls, Paper Bags, Paris Green, Pickles, Pipes, Potash, Provisions, Rice, Saleratus, Sal Soda, Salt, Salt Fish, Sauerkraut, Seeds, Shoe Blacking, Snuff, Soap, Soda, Spices, Starch, Stove Polish, Sugar, Syrups, Table Sauce, Tea, Tobacco, Twine, Vinegar, Washing Powder, Wicking, Woodenware, Wrapping Paper, Yeast Cake.

Table 1: ALABASTINE, AXLE GREASE, BAKING POWDER, Egg, Mica, tin boxes, Paragon.



Table 2: JAXON, Bath Brick, Bluing, Peaches, Pears, Peas, Pineapple, Pumpkin, Raspberries, Russian Cavier, Sardines, Salmon, Shrimps, Serradines, Standard, Strawberry, Sweet, Tinned, Tomatoes, Turnips, Walnuts, Wax, White.



Table 3: Shoe, Stove, BUTTER COLOR, CANDLES, CANNED GOODS, Apples, Blackberries, Beans, Blueberries, Brook Trout, Clams, Clam Bouillon, Cherries, Corn, French Peas, Gooseberries, Hominy, Lobster, Macackerel, Mushrooms, Oysters, Peaches, Pears, Peas, Pineapple, Pumpkin, Raspberries, Russian Cavier, Sardines, Salmon, Shrimps, Serradines, Standard, Strawberry, Sweet, Tinned, Tomatoes, Turnips, Walnuts, Wax, White.

Table 4: Strawberries, Succotash, Tomatoes, CATSUP, CARBON OILS, CHEESE, CHEWING GUM, CHICORY, CHOCOLATE, CLOTHES LINES, COCOA, COCOA SHELLS, COFFEE, Mexican, Guatemala, Java, Mocha, New York Basis, Extract, Condensed Milk, Coupon Books, Credit Checks, Crackers, Oyster, Sweet Goods-Boxes, Assorted Cake, Belle Rose, Bent's Water, Cinnamon Bar, Coffee Cake, Iced, Coffee Cake, Java, Coconut Macaroons, Coconut Taffy, Cracknells, Creams, Iced, Cream Crisp, Cubans, Currant Fruit, Frosted Honey, Frosted Cream, Ginger Gems, Large or small, Ginger Snaps, N. B. C., Gladiator, Grandma Cakes, Graham Crackers, Graham Wafers, Grand Rapids Tea, Honey Fingers, Iced Honey Crumpets, Imperials, Jumbles, Honey, Lady Fingers, Lemon Snaps, Lemon Wafers, Marshmallow, Marshmallow Creams, Marshmallow Walnuts, Mary Ann, Mixed Picnic, M'k Biscuit, Molasses Cake, Molasses Bar, Moss Jelly Bar, Newton, Oatmeal Crackers, Oatmeal Wafers, Orange Crisp, Orange Gem, Penny Cake, Pilot Bread, XXX, Pretzels, hand made, Pretzels, hand made, Scotch Cookies, Sears' Lunch, Sugar Cake, Sugar Cream, XXX.

Table 5: Mexican, Guatemala, Java, Mocha, New York Basis, Extract, Condensed Milk, Coupon Books, Credit Checks, Crackers, Oyster, Sweet Goods-Boxes, Assorted Cake, Belle Rose, Bent's Water, Cinnamon Bar, Coffee Cake, Iced, Coffee Cake, Java, Coconut Macaroons, Coconut Taffy, Cracknells, Creams, Iced, Cream Crisp, Cubans, Currant Fruit, Frosted Honey, Frosted Cream, Ginger Gems, Large or small, Ginger Snaps, N. B. C., Gladiator, Grandma Cakes, Graham Crackers, Graham Wafers, Grand Rapids Tea, Honey Fingers, Iced Honey Crumpets, Imperials, Jumbles, Honey, Lady Fingers, Lemon Snaps, Lemon Wafers, Marshmallow, Marshmallow Creams, Marshmallow Walnuts, Mary Ann, Mixed Picnic, M'k Biscuit, Molasses Cake, Molasses Bar, Moss Jelly Bar, Newton, Oatmeal Crackers, Oatmeal Wafers, Orange Crisp, Orange Gem, Penny Cake, Pilot Bread, XXX, Pretzels, hand made, Pretzels, hand made, Scotch Cookies, Sears' Lunch, Sugar Cake, Sugar Cream, XXX.

Table 6: Sugar Squares, Sultanas, Tutti Frutti, Vanilla Wafers, Vienna Crimp, E. J. Kruece & Co.'s baked goods, Standard Crackers, Blue Ribbon Squares, Write for complete price list with interesting discounts, CREAM TARTAR, 5 and 10 lb. wooden boxes, Bulk in sacks, DRIED FRUITS, Apples, Sundry, Evaporated, 50 lb. boxes, California Fruits, Apricots, Blackberries, Nectarines, Peaches, Pears, Pitted Cherries, Prunelles, Raspberries, California Prunes, 100-120 25 lb. boxes, 90-100 25 lb. boxes, 80-90 25 lb. boxes, 70-80 25 lb. boxes, 60-70 25 lb. boxes, 50-60 25 lb. boxes, 40-50 25 lb. boxes, 30-40 25 lb. boxes, Citron, Leghorn, Corsican, Currants, California, 1 lb. package, Imported, 1 lb. package, Imported, bulk, Citron American 19 lb. bx., Lemon American 10 lb. bx., Orange American 10 lb. bx., Raisins, London Layers 2 Crown, London Layers 3 Crown, Cluster 4 Crown, Loose Muscatels 2 Crown, Loose Muscatels 3 Crown, Loose Muscatels 4 Crown, L. M., Seeded, 1/2 lb., L. M., Seeded, 1/4 lb., Sultanas, bulk, Sultanas, package, FARINACEOUS GOODS, Beans, Dried Lima, Medium Hand Picked, Brown Holland, Cereals, Cream of Small, Grain-O, small, Grain-O, large, Grape Nuts, Postum Cereal, small, Postum Cereal, large, Farina, 24 1 lb. packages, Bulk, per 100 lbs., Hominy, Flake, 50 lb. sack, Pearl, 200 lb. bbl., Pearl, 100 lb. sack, Macaroni and Vermicelli, Domestic, 10 lb. box., Imported, 25 lb. box., Pearl Barley, Common, Chester, Empire, Grits, Walsh-DeRoo Co.'s Brand, 24 2 lb. packages, 100 lb. kegs, 200 lb. barrels, 100 lb. bags, Peas, Green, Wisconsin, bu., Green, Scotch, bu., Split, lb., Rolled Oats, Rolled Avena, bbl., Steel Cut, 100 lb. sacks, Monarch, bbl., Monarch, 40 lb. sacks, Quaker, cases, Sage, East India, German, sacks, German, broken package, Tapioca, Flake, 110 lb. sacks, Pearl, 130 lb. sacks, Pearl, 24 1 lb. packages, Wheat, Cracked, bulk, 24 2 lb. packages, FLAVORING EXTRACTS, FOOTE & JENKS' JAXON, Highest Grade Extracts, Vanilla, Lemon, 1 oz full m. 1 20, 2 oz full m. 2 10, 2 oz full m. 1 25, No. 3 fan'y 3 15, No. 3 fan'y 1 57.

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Lubetsky Bros.' Brands.
B. L. Gold Star.....\$35 00
H. Van Tongeren's Brand.
Star Green.....35 00
Fine Cut
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.....48
Sweet Burley.....40
Sweet Loma.....39
Tiger.....38
Plug
Flat Iron.....36
Crede de Menthe.....60
Stronghold.....40
Solo.....35
Sweet Chunk.....37
Forge.....33
Red Cross.....24
Palo.....36
Kylo.....36
Hiawatha.....36
Battle Axe.....34
American Eagle.....37
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. L.....38
Piper Heidsieck.....64
Boot Jack.....81
Jelly Cake.....36
Plumb Bob.....32
Smoking
Hand Pressed.....46
Double Cross.....37
Sweet Core.....40
Flat Car.....37
Great Navy.....37
Warpath.....47
Bamboo, 8 oz.....29
Bamboo, 16 oz.....27
I X L, 6 lb.....28
I X L, 3 lb.....32
Honey Dew.....37
Gold Block.....37
Flagman.....40
Chips.....35
Klin Dried.....24
Duke's Mixture.....40
Duke's Cameo.....40
Honey Dip Twist.....39
Myrtle Navy.....40
Yum Yum, 1 1/2 oz.....39
Yum Yum, 1 lb. palls.....37
Cream.....37
Corn Cake, 2 1/2 oz.....25
Corn Cake, 1 lb.....23
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. palls.....31
Col. Choice, 2 1/2 oz.....21
Col. Choice, 8 oz.....21
TABLE SAUCES
LEA & PERRINS' SAUCE
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
TWINE
Cotton, 3 ply.....16
Cotton, 4 ply.....16
Jute, 2 ply.....12
Hemp, 6 ply.....12
Flax, medium.....20
Wool, 1 lb. balls.....7 1/2
VINEGAR
Malt White Wine, 40 grain.....8
Malt White Wine, 60 grain.....11
Pure Cider, B. & B. brand.....11
Pure Cider, Red Star.....12
Pure Cider, Robinson.....10
Pure Cider, Silver.....11
WASHING POWDER
Gold Dust, regular.....4 50
Gold Dust, 5c.....4 00
Rub-No-More
Rub-No-More.....3 50
Pearline.....2 90
Scourine.....3 50
WICKING
No. 0, per gross.....20
No. 1, per gross.....25
No. 2, per gross.....25
No. 3, per gross.....25
WOODENWARE
Baskets
Bushels.....95
Bushels, wide band.....1 15
Market.....40
Split, large.....3 50
Split, medium.....3 50
Split, small.....3 00
Willow Clothes, large.....6 25
Willow Clothes, medium.....5 75
Willow Clothes, small.....5 25

13
Butter Plates
No. 1 Oval, 250 in. crate.....45
No. 2 Oval, 250 in. crate.....50
No. 3 Oval, 250 in. crate.....55
No. 5 Oval, 250 in. crate.....65
Egg Crates
Humpty Dumpty.....2 25
No. 1, complete.....30
No. 2, complete.....25
Clothes Pins
Round head, 5 gross box.....45
Round head, cartons.....62
Mop Sticks
Trojan spring.....90
Eclipse patent spring.....85
No. 1 common.....75
No. 2 patent brush holder.....85
19 lb. cotton mop heads.....1 25
Ideal No. 7.....90
Pails
2-hoop Standard.....1 40
3-hoop Standard.....1 60
2-wire, Cable.....1 80
3-wire, Cable.....1 70
Cedar, all red, brass bound 1 25
Paper, Eureka.....2 25
Fibre.....2 40
Toothpicks
Hardwood.....2 50
Softwood.....2 75
Banquet.....1 80
Ideal.....1 50
Tubs
20-inch Standard, No. 1.....6 00
18-inch Standard, No. 2.....5 00
16-inch Standard, No. 3.....4 00
20-inch, Cable, No. 1.....6 50
18-inch, Cable, No. 2.....6 00
16-inch, Cable, No. 3.....5 00
No. 1 Fibre.....9 45
No. 2 Fibre.....7 95
No. 3 Fibre.....7 20
Wash Boards
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
Wood Bowls
11 lb. Butter.....75
13 lb. Butter.....1 00
15 lb. Butter.....1 75
17 lb. Butter.....2 50
19 lb. Butter.....3 00
Assorted 13-15-17.....2 50
Assorted 15-17-19.....2 50
WRAPPING PAPER
Common Straw.....1 1/2
Fiber Manila, white.....3 1/2
Fiber Manila, colored.....4 1/2
No. 1 Manila.....4
Cream Manila.....3
Butcher Manila.....2 1/2
Wax Butter, short count.....13
Wax Butter, full count.....2 1/2
Wax Butter, rolls.....15
YEAST CAKE
Magic, 3 doz.....1 00
Sunlight, 3 doz.....1 00
Sunlight, 1 1/2 doz.....50
Yeast Cream, 3 doz.....1 00
Yeast Foam, 3 doz.....1 00
Yeast Foam, 1 1/2 doz.....50
FRESH FISH
White fish.....Per lb.
Trout.....8
Black Bass.....10 11
Halibut.....15
Ciscoes or Herring.....4
Bluefish.....12 1/2
Live Lobster.....20
Bolled Lobster.....20
Cod.....10
Haddock.....7
No. 1 Pickerel.....8
Pike.....8
Ferch.....4
Smoked White.....10 1/2
Red Snapper.....11
Col River Salmon.....12
Mackerel.....15
HIDES AND PELTS
The Cappon & Bertsch Leather Co., 100 Canal Street, quotes as follows:
Hides
Green No. 1.....@ 6 1/2
Green No. 2.....@ 5 1/2
Cured No. 1.....@ 8 1/2
Cured No. 2.....@ 7 1/2
Calfskins, green No. 1.....@ 9
Calfskins, green No. 2.....@ 7 1/2
Calfskins, cured No. 1.....@ 10 1/2
Calfskins, cured No. 2.....@ 9
Pelts
Pelts, each.....50 @ 1 00
Lamb.....
Tallow
No. 1.....@ 4 1/2
No. 2.....@ 3 1/2
Wool
Washed, fine.....15 @ 16
Washed, medium.....18 @ 20
Unwashed, fine.....11 @ 12
Unwashed, medium.....14 @ 15
CANDIES
Stick Candy
Standard.....@ 7 1/2
Standard H. H.....@ 7 1/2
Standard Twist.....@ 8
Cut Leaf.....@ 9
Cases
300, 32 lb.....@ 7 1/2
Extra H. H.....@ 10 1/2
Boston Cream.....@ 10
Beet Root.....@ 8

14
Mixed Candy
Grocers.....@ 6
Competition.....@ 7
Special.....@ 7 1/2
Conserve.....@ 8 1/2
Royal.....@ 8 1/2
Ribbon.....@ 9
Broken.....@ 8 1/2
Cut Leaf.....@ 9
English Rock.....@ 9
Kindergarten.....@ 9
Bon Ton Cream.....@ 9
French Cream.....@ 10
Dandy Pan.....@ 10
Hand Made Cream.....@ 10
mixed.....@ 15 1/2
Crystal Cream mix.....@ 13
Fancy-In Pails
Champ. Crys. Gums.....8 1/2
Fony Hearts.....15
Fairy Cream Squares.....12
Fudge Squares.....12
Peanut Squares.....9
Fruit Tab., as. wrap.....12
Sugared Peanuts.....10 1/2
Salted Peanuts.....12
Starlight Kisses.....10
San Bias Goodies.....@ 12
Lozenges, plain.....@ 9 1/2
Lozenges, printed.....@ 10
Choc. Drops.....@ 11 1/2
Eclipse Chocolates.....@ 11 1/2
Choc. Monumental.....@ 14
Victoria Chocolate.....@ 15
Gum Drops.....@ 5
Moss Drops.....@ 9 1/2
Lemon Sours.....@ 10
Imperial.....@ 10
Ital. Cream Opera.....@ 12
Ital. Cream Bonbons.....@ 12
20 lb. palls.....@ 12
Molasses Chews, 15 lb. palls.....@ 14
Golden Waffles.....@ 12
Fancy-In 5 lb. Boxes
Lemon Sours.....@ 55
Peppermint Drops.....@ 60
Double Peers.....@ 65
H. M. Choc. Drops.....@ 85
H. M. Choc. Lt. and Dk. No. 12.....@ 1 00
Gum Drops.....@ 30
Licorice Drops.....@ 75
Lozenges, plain.....@ 55
Lozenges, printed.....@ 60
Imperial.....@ 60
Molasses Bar.....@ 65
Hand Made Creams.....80 @ 90
Cream Buttons, Pep. and Wint.....@ 65
String Rock.....@ 65
Wintergreen Berries.....@ 60
Caramels
Clipper, 20 lb. palls.....@ 9
Standard, 20 lb. palls.....@ 10
Perfection, 20 lb. palls.....@ 12 1/2
Amazon, Choc Cov'd Kasker 2 for 16 pr bx.....@ 15
Big 3, 3 for 16 pr bx.....@ 55
Dukes, 2 for 16 pr bx.....@ 60
Favorite, 4 for 16, bx.....@ 60
AA Cream Car's 3 lb.....@ 50
FRUITS
Oranges
Florida Russett.....@
Florida Bright.....@
Fancy Avals.....@
Extra Choice.....@
Late Valencias.....@ 4 00
Seedlings.....@ 3 50
Medt. Sweets.....3 50 @ 4 00
Jamalcas.....@
Rodi.....@
Lemons
Messina, 300s.....3 50 @ 4 50
Messina, 360s.....3 50 @ 4 50
California 360s.....3 25 @ 3 50
California 300s.....3 25 @ 3 50
Bananas
Medium bunches.....1 50 @ 2 00
Large bunches.....
Foreign Dried Fruits
Figs
California, Fancy.....@
Cal. pkg. 10 lb. boxes.....@
Extra Choice, 10 lb. boxes.....@ 9 1/2
Figs, 12 lb. boxes.....@ 12
Fulled, 6 lb. boxes.....@
Naturals, in bags.....@
Fards in 10 lb. boxes
Fards in 60 lb. cases.....5 @ 5 1/2
Hallowl.....@
lb. cases, new.....@ 4
Sairs, 60 lb. cases.....4 1/2 @ 5
NUTS
Almonds, Tarragona.....@ 17
Almonds, Ivica.....@
Almonds, California, soft shelled.....16 @ 18
Brazils.....@ 11
Pistols.....@ 12 1/2
Walnut Grobbles.....@ 13 1/2
Walnut, 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. Ohio, new.....@
Cocoanuts, full sacks.....@ 3 50
Chestnuts, per bu.....@
Peanuts
Fancy, H. P., Suns.....5 1/2 @
Fancy, H. P., Suns.....@
Roasted.....@ 6 1/2 @ 7
Choice, H. P., Extras.....@
Choice, H. P., Extras.....@
Roasted.....@
Span. Shild No. 1 n'w.....7 @ 8

15
AKRON STONEWARE
Butters
1/2 gal., per doz.....48
2 to 6 gal., per gal.....6
8 gal. each.....52
10 gal. each.....64
12 gal. each.....85
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
Churns
2 to 6 gal., per gal.....6 1/2
Turn Dashers, per doz.....84
Milkpans
1/2 ga. fat or rd. bot., per doz.....48
1 gal. fat or rd. bot., each.....6
Fine Glazed Milkpans
1/2 gal. fat or rd. bot., per doz.....60
1 gal. fat or rd. bot., each.....6
Stewpans
1/2 gal. fireproof, ball, per doz.....85
1 gal. fireproof, ball, per doz.....1 10
Jugs
1/2 gal. per doz.....60
1 gal. per doz.....48
1 to 5 gal., per gal.....7 1/2
Sealbug Wax
5 lbs. in package, per lb.....2
LAMP BURNERS
No. 0 Sun.....35
No. 1 Sun.....45
No. 2 Sun.....65
No. 3 Sun.....1 10
Tubular.....45
Nutmeg.....50
LAMP CHIMNEYS—Seconds
Per box of 6 doz.
No. 0 Sun.....1 56
No. 1 Sun.....1 78
No. 2 Sun.....2 48
First Quality
No. 0 Sun, crimp top, wrapped & lab. 2 00
No. 1 Sun, crimp top, wrapped & lab. 2 15
No. 2 Sun, crimp top, wrapped & lab. 3 15
XXX Flint
No. 1 Sun, crimp top, wrapped & lab. 2 75
No. 2 Sun, crimp top, wrapped & lab. 3 75
No. 2 Sun, hinge, wrapped & lab. 4 00
Pearl Top
No. 1 Sun, wrapped and labeled.....4 00
No. 2 Sun, wrapped and labeled.....5 00
No. 2 hinge, wrapped and labeled.....5 10
No. 2 Sun, "small Bulb," for globe Lamps.....80
La Bastie
No. 1 Sun, plain bulb, per doz.....1 00
No. 2 Sun, plain bulb, per doz.....1 25
No. 1 Crimp, per doz.....1 35
No. 2 Crimp, per doz.....1 60
Rochester
No. 1 Lime (65c doz).....3 50
No. 2 Lime (70c doz).....4 00
No. 2 Flint (80c doz).....4 70
Electric
No. 2 Lime (70c doz).....4 00
No. 2 Flint (80c doz).....4 70
OIL CANS
1 gal. tin cans with spout, per doz.....1 40
1 gal. galv. iron with spout, per doz.....1 58
2 gal. galv. iron with spout, per doz.....2 78
3 gal. galv. iron with spout, per doz.....3 75
3 gal. galv. iron with spout, per doz.....4 85
3 gal. galv. iron with faucet, per doz.....4 25
5 gal. galv. iron with faucet, per doz.....4 95
5 gal. Tiltng cans.....7 25
5 gal. galv. iron Nacefas.....9 00
LANTERNS
No. 0 Tubular, side 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, side lamp.....13 50
No. 3 Street lamp, each.....3 60
LANTERN GLOBES
No. 0 Tub., cases 1 doz. each, box, 10c 45
No. 0 Tub., cases 2 doz. each, box, 15c 45
No. 0 Tub., bbls 5 doz. each, per bbl. 2 00
No. 0 Tub., Bull's eye, cases 1 doz. each 1 25
MASON FRUIT JARS.
Pints.....6 25
Quarts.....6 50
Half Gallons.....9 00
Caps and Rubbers.....2 20
Rubbers.....25 & 35
Glover's Gem Mantles
are superior to all others for Gas or gasolene.
Glover's Wholesale Merchandise Co. Grand Rapids, Mich.
Manufacturers Importers and Jobbers of GAS and GASOLINE SUNDRIES
20c A MONTH is all it costs for the VERY BEST GAS LIGHT
equal to 10 or 12 coal oil lamps anywhere if you will get the Brilliant Gas Lamp. Write at once for Agency. Brilliant Gas Lamp Co., 42 State, Chicago

Michigan Fire and Marine Insurance Co.

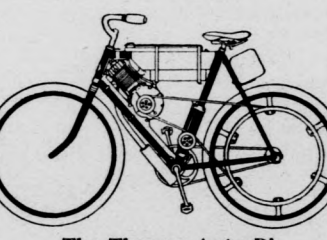
Organized 1881.
Detroit, Michigan.

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

D. WHITNEY, JR., Pres.
D. M. FERRY, Vice Pres.
F. H. WHITNEY, Secretary.
M. W. O'BRIEN, Treas.
E. J. BOOTH, Asst. Sec'y.

DIRECTORS.
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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

Labels for Gasoline Dealers



The Law of 1889.

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

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

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

Tradesman Company

Grand Rapids, Mich.

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.

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E. A. STOWE, Grand Rapids; Treasurer, J. F.
TATMAN, Clare.

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President, FRANK J. DYK; Secretary, HOMER
KLAP; Treasurer, J. GEORGE LEHMAN

Detroit Retail Grocers' Protective Association
President, E. MARKS; Secretaries, N. L.
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President, E. L. HARRIS; Secretary, CHAS.
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Bay Cities Retail Grocers' Association
President, C. E. WALKER; Secretary, E. C.
LITTLE.

Muskegon Retail Grocers' Association
President, H. B. SMITH; Secretary, D. A.
BOELKINS; Treasurer, J. W. CASKADON.

Jackson Retail Grocers' Association
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Adrian Retail Grocers' Association
President, A. C. CLARK; Secretary, E. F.
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Saginaw Retail Merchants' Association
President, M. W. TANNER; Secretary, E. H. Mc-
PHERSON; Treasurer, R. A. HERR.

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

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

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

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

Calumet Business Men's Association
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HOSKING.

St. Johns Business Men's Association
President, THOS. BROMLEY; Secretary, FRANK
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HEDDLE.

Grand Haven Retail Merchants' Association
President, F. D. VOS; Secretary, J. W. VER-
HOEKS.

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

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

Travelers' Time Tables.

PERE MARQUETTE

Railroad and Steamship Lines.

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

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

GRAND Rapids & Indiana Railway March 10, 1901.

Going North.

	ex Su	ex Su	ex Su	ex Su	ex Su
Lv. G'd Rapids	7:55a	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	5:55a		
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 Daily
Lv. G'd Rapids (Union depot) 12:30pm 11:30pm
Ar. Chicago (12th St. Station) 5:25pm 6:55am
12:30pm train runs solid to Chicago with Pull-
man buffet parlor car attached.
11:30pm train has through coach and Pullman
sleeping car.

FROM CHICAGO Except Sunday Daily
Lv. Chicago (12th St. Station) 5:15pm 11:30pm
Ar. G'd Rapids (Union depot) 10:15pm 6:55am
5:15pm train runs solid to Grand Rapids with
Pullman buffet parlor car attached.
11:30pm train has through coach and sleeping
car.

Take G. R. & I. to Chicago

50 cents to Muskegon
and Return Every Sunday

You ought to sell

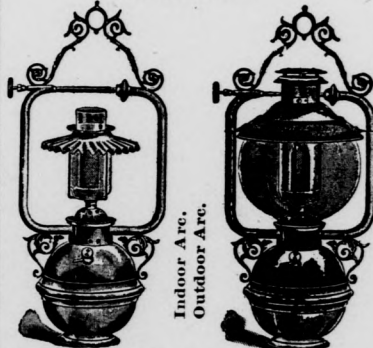
LILY WHITE

"The flour the best cooks use"
VALLEY CITY MILLING CO.,
GRAND RAPIDS, MICH.

"Summer Light"

Light your Hotels, Cottages and
Camps with the

"NULITE"

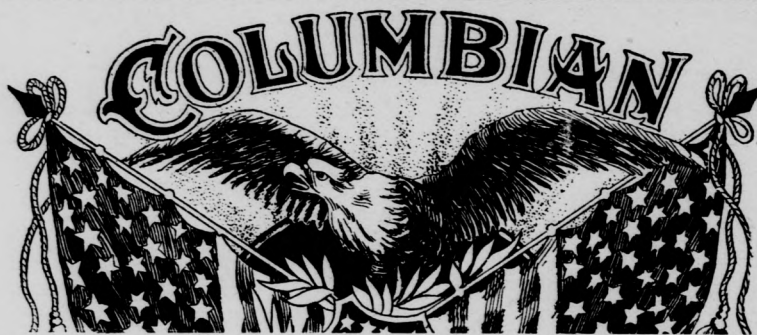


Incandescent Vapor Gas Lamps. Superior to
electricity or carbon gas. Cheaper than coal oil
lamps. No smoke, no odor, no wicks, no trouble.
Absolutely safe. A 20th century revolution
in the art of lighting. Arc Lamps, 750 candle
power, for indoor or outdoor use. Table
Lamps, 100 candle power. Chandeliers, Pen-
dants, 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.

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

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



Michigan's Famous Cigars

Manufactured by

COLUMBIAN CIGAR COMPANY, Benton Harbor Mich.

**It costs 2c to know
how to double your business**

Write us for particulars

H. H. Griffeth says: "We gave out last week 3,300 rebate stamps and every one admires the goods. I know it is going to be a winner."

It is a winner for cash trade, increased trade and steady trade. If you are looking for that class of business write us.

TRIO SILVER COMPANY

133 Wabash Ave.

Chicago Illinois

NEW SHAPE

STARBUCK

50 CIGAR

SOLD BY ALL JOBBERS



TANGLEFOOT SEALED STICKY FLY PAPER

CATCHES THE GERM AS WELL AS THE FLY.

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

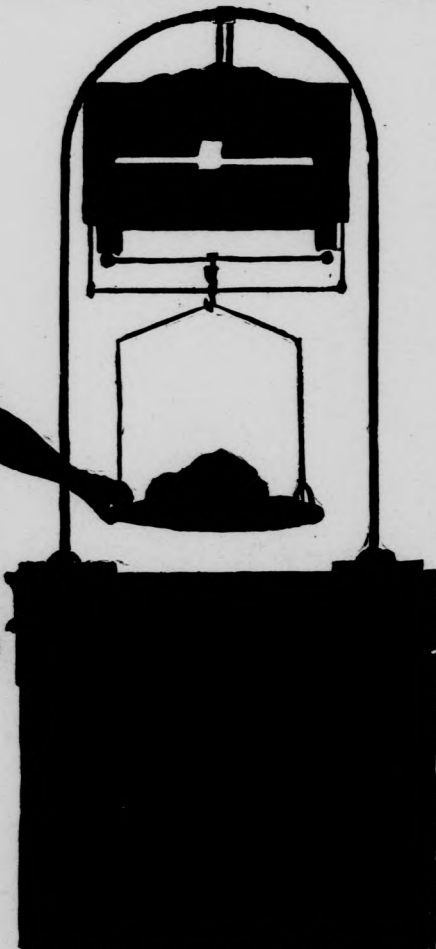
Order from Jobbers.

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	06
Chimneys, No. 1, box	1 78		Shelf Paper, gro. sheets	09
Dressing Combs, rubber	39		Silver Plated Knives and Forks, Rogers', doz.	2 50
Envelopes, 250 in box	19		Silver Plated Teaspoons, Rogers', doz.	92
Grocer's Pass Book	05		Silver Plated Teaspoons, Coin, doz.	35
Galvanized Iron Tubs, No. 1	4 95		Telescope Valises, each	23
Galvanized Iron Pails, 10 quart	1 65		Tumblers, 1/2 pint, by bbl., doz.	19
Hammocks, "Palmer," each	48		Tea Cups and Saucers, doz.	67
Hair Brushes, per doz.	78		Tanglefoot Fly Paper, 50 sheets	36
Harmonicas	35		Thread, Clark's M. E., doz.	50
Ink, Thomas', 3 doz. case	82		Thread, Merrick's, doz.	46
Ice Cream Freezers, each	1 25		Thread, Cromwell's, doz.	17
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