

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.

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

USE THE CELEBRATED *Sweet Loma*

FINE CUT TOBACCO.

NEW SCOTTEN TOBACCO CO. (Against the Trust.)

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.

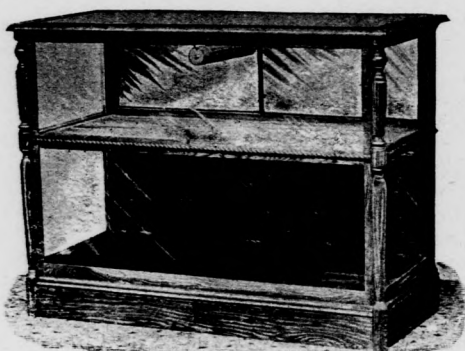
Bay Shore Standard Lime

is the leader because it sells easier, slacks quicker and does more work than any other lime on the market. Better send for prices and further information.

BAY SHORE LIME CO., Bay Shore, Mich.

Grand Rapids Fixtures Co.

One of our
Leaders
in
Cigar
Cases



Shipped
Knocked
Down

Write us
for
Catalogue
and
Prices

Takes
First Class
Freight
Rate

No. 52 Cigar Case

Corner Bartlett and South Ionia Streets, Grand Rapids, Michigan

BOUR'S COFFEES MAKE BUSINESS

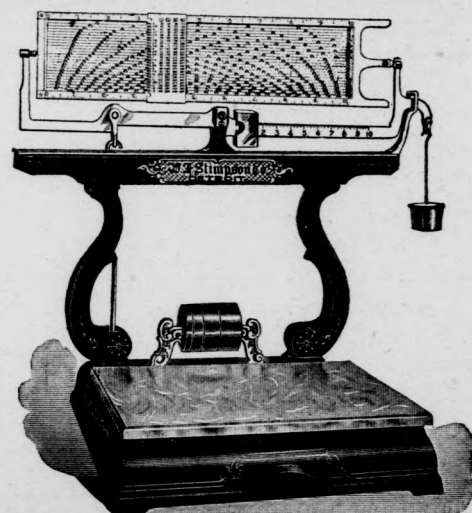
Capital and Brains

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

Stimpson Computing Grocers' Scale

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

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



MICHIGAN TRADESMAN

Volume XVIII.

GRAND RAPIDS, WEDNESDAY, JULY 3, 1901.

Number 928

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.

Widdicom Bld'g, Grand Rapids, Mich.

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

C. E. McCrone, Manager.

THE
Grand Rapids FIRE
INS. CO.

Prompt, Conservative, Safe.

J. W. CHAMPLIN, Pres. W. FRED McBAIN, Sec.

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

IMPORTANT FEATURES.

Page.

2. Getting the People.
4. Around the State.
5. Grand Rapids Gossip.
6. Village Improvement.
8. Editorial.
9. Editorial.
10. Dry Goods.
11. Clothing.
12. Shoes and Rubbers.
14. Clerks' Corner.
15. Want List.
16. Hardware.
17. On the Fence.
18. The Meat Market.
19. Pertinent Plea for Pure English.
20. Woman's World.
22. Butter and Eggs.
23. The New York Market.
24. Window Dressing.
25. Commercial Travelers.
26. Drugs and Chemicals.
27. Drug Price Current.
28. Grocery Price Current.
29. Grocery Price Current.
30. Grocery Price Current.
31. Dealing in Fireworks.
32. Grand Rapids Council, U. C. T.

FAR-REACHING INFLUENCES.

The river that drains the Mississippi Valley owes its existence to the water drops that drip unheeded in far-off coverts under green leaves. Controlled by a common law, drop joins drop and stream joins stream until one of the mightiest rivers upon the earth rolls its tremendous currents into the Gulf of Mexico. The loss of a streamlet here and there or even a system of streams would make no perceptible difference in the grand result. A creek and its tributaries in Northern Pennsylvania or a fork and its branches in Montana might be diverted from the Mississippi delta and the loss would never be felt, but there would still be a loss and the river system would not be complete until it had been restored.

Trade, in its expansion, is following the law of streams. Drop by drop it gathers at the nearest centers and, combining the gathered forces, finds its way through natural sources to the commercial sea; and that system will be found complete which gathers in one the systems of the earth and in a great gulf stream in the ocean of traffic effects those exchanges which will secure the greatest benefit to all. So the leading industries combine. The ironmongers organize. The railroads unite. Ocean traffic yields to a single guiding hand; and now, at a single stroke of business acumen, a master mind has joined these business systems of the earth, so that the water drops of trade, no matter what continent has produced them, in the shortest possible time and through the most direct channels, reach the markets calling for them in the best possible condition. It is a systematizing of systems and shows, as nothing else can, what a far-reaching influence can accomplish.

While these great enterprises call for and insist upon superior generalship, the same qualities in a less degree are required in the minor centers and locations of trade. The trader in the settlement who sees to it that every home within a widening radius by the common law of demand and supply contrib-

utes its trade drops to his commercial rivulet is doing for his neighborhood what the commander-in-chief is doing for the world. He studies its wants and wishes until he knows better than his patrons do their real needs, and so anticipates and supplies them. He watches for whims as the weather prophet watches the weather vane and by the time they have become an expressed want the remotest corner of the globe has felt and supplied it and the satisfied consumer rejoices over what only the far-off isles of the sea can furnish.

This is not all: The trading post is made the place and the scene of other commercial transactions. Not only is the country storekeeper expected to engage in his regular trade, but the tradesman with his eyes open will see chances for business in side lines which materially affect his gains and which he never should hesitate to improve. Barter is by no means confined to an exchange of store goods for something else, as the storehouse of the country trader can testify; and whatever chance and circumstance bring within hailing distance the genius of traffic hidden in him recognizes its opportunity and improves it.

This ability to see a chance for gain in unusual lines has been recently displayed by a New York butcher, who has made his uptown shop an agency for the highest-priced servants in the city. It is patronized by the wealthiest citizens, who engage their cooks there. As the cooks have salaries ranging all the way from \$2,000 to \$3,000 the engagement of one of them is a matter of importance. There is no fee from employer or employee, but there is little doubt that the butcher makes his profit out of the arrangement. No cook is so ungrateful as to forget the butcher who has secured for him a place bringing him several thousands of dollars a year or the shop over which this man presides, and thus the man behind the cleaver receives as surance of profitable custom.

It is often a long distance from the source of a river to its mouth, but the connection between them is sure; and a law as certain exists in the kingdom of trade, and he who takes note of that law and turns it to his material advantage will find the influences at work as far-reaching and as safely to be depended upon as those which exist in the physical world.

The proposition to put imbecile children painlessly to death, which many people have, in a certain way, found themselves favoring, although they would not dare to say so, was made boldly by Dr. Denison, of the Colorado State Medical Association. His proposition was that death should be inflicted by the state on the application of the parents. It is thought that the association will adopt the suggestion and present a bill to the Legislature. It is not, however, likely to pass that body.

The physician is a man who recommends a change—and then takes all you have.

GENERAL TRADE REVIEW.

The opening of the second half of the year is attended with the payment of dividends and interest exceeding that of any midyear settlements on record. The interest on bonds payable during July amounts to \$69,333,439, as compared with \$66,949,349 last year, and the dividends on railway and manufacturing stocks are \$53,816,044, as against \$38,611,252 for 1900.

There seemed to be enough in the Wall Street bank failure, in the threatening condition of the labor factor in the steel trade and in the increasing heated term to warrant a decline some days ago in the average of leading stocks, but none became manifest until within the last day or so. Added to the unfavorable effect of the factors already named came the failure of a large bank in Buffalo and the intense heat, with the certainty of a labor struggle with the United States Steel Company, bringing a reaction at the last which is lowering the average considerably.

Despite the heat the time of summer dulness comes with less effect than ever. The clearing house exchanges for June, as compared with the same month a year ago, show a gain of 60 per cent., and, what is still more remarkable, the average for June is considerably more than for the earlier months of the year. The railway earnings continue to show surprising gains, and activity in that field is promised for many months to come. It is not alone that heavy crops and the great industrial output assure an increasing business, but the greater harmony in management promises to be a potent factor in earnings.

The reports for factories in all lines indicate their output sold for some time to come. In many cases contracts are declined on account of the requirement of too early delivery. Activity in real estate has been exceptional of late and in all parts of the country the number of buildings under consideration and plans filed indicate a heavy demand for lumber, structural material, builders' hardware, paints, glass, etc. Instead of the serious delay to manufacturing through wage controversies with which the fiscal year usually opens, the only serious disturbance at present is among the sheet steel workers. Foreign commerce also promises satisfactory results, with large contracts also already placed for the export of manufactured goods, while in the exchange market commercial bills are freely offered for future delivery against grain shipments.

The number of retail liquor dealers in the United States at the close of last year was 206,000. The total vote of the prohibition party in the election of the same year was 209,000. New York has the largest number of liquor dealers, Illinois is second and Ohio third. Pennsylvania has the largest number of prohibitionists. New York is second and Illinois third.

A New York physician has just grafted a new eyelid on a patient; but, then, New York always was famous for its grafters.

Getting the People

Effect of Modern Illustration on Advertising.

One of the most remarkable developments of journalism in the last two or three years is in the line of illustration. The immediate cause of this increase in the use of the graphic art lies in the discovery that halftones can be used in the commonest print.

Prior to this discovery the use of illustration was confined to line engravings by the various processes. This had developed until a great number of artists were employed in newspaper work in every city in the country. It looked like a departure in art work which was not likely to meet interruption, yet it is now almost completely revolutionized in many of the leading cities and the change is spreading to all parts of the country. One of the lines which seemed most promising was that of portrait drawing for reproduction by the zinc process. Now the portraits are made direct from photographs and the portrait draughtsmen have been obliged to turn to other lines.

When it was found that the halftone—when suitably made for the purpose—could be used in any paper, attention was turned to the adaptation of all the work of illustration to the production of suitable plates for the lightning perfecting presses of the great papers. To do this it was found that the photographs must be on a suitably broad scale. Those showing minuteness of detail were found of no use, so for this work a considerable portion of the artists who a few years ago were doing line drawing are now provided with large photographic cameras and outfits and are making views of objects and matters of interest for direct reproduction.

In the old days the advertising had led the news columns in illustration and the old line processes were easier to compete in advertising than is likely to be the case with the broadside halftones. In the great papers where the new method is in use the advertiser's outline drawing is overshadowed and lost. In such papers the absence of illustrations in the advertising is already noticeable and that which is in use is on a larger and more decided scale. The use of the halftone in advertising is still effective in such papers as have not adopted the new method in illustration. These may be obtained cheaply and when made from strong photographs of anything pertaining to the business have an attraction which gives good advertising results. But to be effective it is necessary to give suitable space, minute work in this line is becoming more and more ineffective in the local press.

* * *

The first I notice in glancing over this list of sample advertisements is that all are set in uniform styles of type in the display. A few months ago such a coincidence could scarcely happen with so many unless they were especially selected. The change in this direction is doing much to increase the artistic appearance of the newspaper press and that with a gain in strength of display and clearness.

The Carson City Mercantile Co. shows a well-written and effectively-displayed advertisement which will sell children's clothing and other goods. The use of plenty of white space is especially to be commended. The writer has the faculty of using simple, strong

A SMART BOY

Will wear out his clothes much quicker than a dull one. It's a good sign, shows there's movement to him. You never know what will happen to a boy. Whatever it is, it generally happens to his clothes first.

The result is disaster to the clothes—boy all right.

MORAL:

When you buy boys' clothes get the kind that things can happen to with the least run. Maybe there's trouble with the clothes though. Not if you get them here. Ours will wear longer and better than most suits, even with hard usage. The pants have double seat and double knee, and don't cost any more than the suits made of cotton and sold for all wool. We guarantee satisfaction



Carson City Mercantile Co.

C. R. CULVER, Manager.

New Fiction

Just laid in, a complete new stock of latest and up-to-date 10c and 25c novels. Take your choice.

Daily and Weekly Newspapers, Periodicals, Magazines. All the leading papers delivered to order. Subscription rates and combination offers.

Groceries—A choice stock of fancy Groceries, Candies, Tobacco and Cigars. Try our White Cross Baking Powder and receive a premium with each can.

JOHN W. QUANCE,
St. Ignace, Mich.

The Big Store.

These warm days

Will be much more enjoyable if you only choose the proper wearing apparel, of which we are showing a very large line
Our line of Men's, Boys' and Youths'

Summer Suits

is very complete and prices are very reasonable. We have a number of suits, one or two of a kind, on which we are giving extra special bargains.

In Women's Goods

our stock is still complete, but is rapidly getting lower. If you want a Nobby Shirt Waist, Jacket, Skirt, or in fact anything in the ready-to-wear line, don't put it off but come and see us while the stock is complete.

Groceries

During the warm weather it is well to investigate our Grocery Department, where you will find the most complete line of Luncheon Goods shown in the city.

A. F. & A. CAMERON

CENTRAL LAKE, MICH.

**Cheapest,
Cleanest,
Healthiest
and Absolutely
Odorless
Light**
is
Electricity

at 10c
per 1000 watts.

Furnished by
**Boardman Electric
Light and Power Co.**
Wm. Love, Supt.

THE NEW JEWELER

Have You

seen the
handsome
sets of

Knives and Forks

we are selling
for

\$3.00 per dozen?

Supply your
table now.

R. W. Rastall,
Traverse City, Citizen's Phone 358

Barnes Candy Kitchen

NOW OPEN FOR
BUSINESS.

The finest place
in town. Everything
new. Conducted in
a manner pleasing
to the best class of
trade. Headquarters
for

Ice Cream Soda
Home Made Candy
Hot Roasted Peanuts
Ice Cream
Salted Peanuts
Fruits etc.

English and the matter is made interesting enough to gain the attention of every mother at least.

In the advertisement of John W. Quance there is a division of the subject the advisability of which may be questioned. There is excellent material in the portion relating to books for an advertisement to occupy the space and, properly displayed, it would be a good one. There is another good one relating to groceries. The results would have been greater if the half had been given this week and the other the next. The fewer the topics, the more effective the advertisement. The printer has handled the work well for having so much in the limited space.

A. F. & A. Cameron present a seasonable announcement which is well handled by the printer. The writing is well adapted to the space and the artistic effect is preserved by the use of uniform style in display.

A striking result is produced by the use of uniform Bradley Italic type in the electricity advertisement of the Boardman Electric Light and Power Co. The writing is to the point and is just adapted to the space.

R. W. Rastall writes a strong announcement of table goods which is treated judiciously and with dignity by his printer. The treatment is original and simple and the use of the rules with the letter selected for display produces a striking result.

There is a little too much of the funeral about the notice of Barnes Candy Kitchen, but the work of the printer has many good points. In the limited space the body letter should have been much smaller and the space saved devoted to getting away from the border. The writing is too scattering in style to be pleasing and attractive reading.

Understanding Between Policeman and Undertaker.

There was a much-mystified clerk in a local hotel not long ago. On the report of one of the hotel servants a telephone message was sent one day to police headquarters, saying that a man had killed himself in one of the rooms of the hotel.

Policemen were sent to the place at once, and they speedily found that the supposed suicide was merely stupefied with liquor and desirous of being let alone for an indefinite period. They forced him to go to his own room and went away, after making their report to the clerk.

A few moments later an undertaker came bustling up to the desk in the hotel office and remarked cheerily that he had come for the body. The clerk asked him what body, and he replied: "Why, the corpse. Friends of the dead man sent me here to get the body."

He was unable to give the name of the dead man or of his friends, and the clerk sent him about his business, but puzzled his own brain for a considerable time to conjecture how the undertaker got word that there was need for his services at the hotel.

Had the clerk been wise in all the devious ways of police graft he might have guessed the true explanation of the mystery. The particular sergeant on duty when the message from the hotel reached headquarters has an undertaker on his staff, as the saying goes, to whom he gives early information of opportunities for possible business, collecting therefor a suitable percentage on the undertaker's profits. He had telephoned the undertaker this time from police headquarters.



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

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

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

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

Around the State

Movements of Merchants.

Greenland—A new bank has been organized here.

Bedford—Jordan Bros. succeed Eugene W. Jordan in general trade.

White Pigeon—Ray Colby will shortly open a grocery store in the Leaders building.

Hancock—The First National Bank proposes to have its quarters extensively remodeled.

Coldwater—A. Perrin has purchased the general merchandise stock of E. Nichols & Co.

Leroy—H. G. Flint, cashier of the State Bank of Scottville, will open a bank here soon.

Watrous—Mrs. John E. Handy has purchased the general stock of Cummins Bros.

Detroit—Oliver N. Benson has retired from the dry goods and notion firm of J. Sparling & Co.

Elkton—Guppy & Heller have purchased the general merchandise stock of Myron H. Vaughan.

New Haven—The New Haven Lumber & Coal Co. has been incorporated under the same style.

Port Huron—The Aikman Bakery Co., incorporated, succeeds Samuel O. Aiken in the bakery business.

Detroit—The Globe Furnishing Co. has filed articles of incorporation with a capital stock of \$10,000.

Kalamazoo—Vanderbilt & Fairchild succeed Vanderbilt & Gildea in the tea and confectionery business.

Alma—The directors of the Union Telephone Co. declared a quarterly dividend of 2 per cent. July 2.

Colon—Chas. L. Leland has purchased the interest of his partner in the hardware firm of Lemons & Leland.

Pinconning—Hettie (Mrs. H. C.) Mansfield has purchased the grocery and feed stock of C. E. Summerfield & Co.

Carsonville—The Exchange State Bank of Carsonville, formerly a private bank, has been organized with a capital of \$20,000.

Hancock—The Hancock Co-operative Finnish Trading Co. is the style of a new corporation at this place. The capital stock is \$25,000.

St. Joseph—Melsheimer & Co. is the style of the firm which succeeds Melsheimer & Shear in the dry goods and men's furnishing goods business.

Alpena—John A. Templeton, dealer in lumber, hay, grain and meat here and at Forester, has sold out at the latter place to Southworth & McIntyre.

Sparta—The dry goods and grocery firm of J. O. Shepard & Co. has been dissolved, David Gibson retiring. J. O. Shepard will continue the business in his own name.

Flint—Wm. O. Knowles, of the meat firm of Ronald & Knowles, has purchased the interest of his partner and will conduct the meat market at 506 Saginaw street in his own name.

Dowagiac—Amsden & Morse have disposed of their grocery stock to C. J. Hempstead, of Chicago. Mr. Hempstead formerly conducted the grocery business at South Haven for sixteen years.

Portland—Royal Peake, of this place, and S. Doremus, of Lake City, have established a lumber yard near the depot. Mr. Peake will manage the business, Mr. Doremus remaining in Lake City.

Detroit—The Michigan Produce Co. has filed articles of association. The capital stock of the company is \$5,000,

and the organizers are W. E. Babbitt and Henry J. Lane, of Detroit, and D. M. Williams, of Toledo.

Detroit—Articles of incorporation of the Detroit Milling Co. have been filed with the county clerk. The capital is \$100,000, and \$15,000 is paid in. The shareholders are: David Stott, 1,395 shares; David E. Stott, 100 shares; James K. Laird, 5 shares.

Traverse City—Ed. and Harry Monroe have purchased the confectionery stock of Mat. R. Tatman. Ed. Monroe will have the management of the business, Harry Monroe retaining his position with the Hannah & Lay Mercantile Co. for the present.

Hastings—The dry goods and clothing firm of J. S. Goodyear & Son has been dissolved by mutual consent, J. S. Goodyear, who has been identified with the enterprise here for more than forty-five years, retiring from active business life. The new firm is composed of Louis and Dwight Goodyear, who will continue the business under the style of the J. S. Goodyear Co. A new store front will be put in of plate glass and changes also made in the interior fittings.

Mason—A. J. Hall, proprietor of the Mason cold storage, which was partially destroyed by fire Sunday morning, figures the loss at about \$11,000, and states that the building and contents were insured for \$6,500. The butter and eggs have been stored in five refrigerator cars until after the adjusters finish their work. Mr. Hall does not think that he will be able to rebuild and resume business. This will mean a heavy blow for Mason, as the cold storage furnished an excellent market for farm produce and gave employment to quite a number of people.

Manufacturing Matters.

St. Clare—The Wonder Plow Co. has been organized with a capital stock of \$10,000.

St. Johns—The Clinton Butter Co. has begun operations at its factory. Thirty-nine people furnished milk the first day and this number will undoubtedly rapidly increase.

Albion—The T. C. Prouty Co., of Midland, manufacturer of parlor and barn door hangers, will move its plant to Albion about Aug. 1. This company is now being reincorporated with a capital stock of \$100,000, \$45,000 of which will be raised in this city. Operations will be begun with sixty men, increasing to 100 within a year. The Prouty Co. was started six years ago with a capital of \$600, which was increased to \$30,000 within that time. The leading spirit is T. C. Prouty, a graduate of Albion college. He invented the articles manufactured by the concern, and much special machinery.

Hudson Ladies Take Hold of Village Improvement.

Hudson, July 1—The several ladies' clubs of this city have taken up a crusade against dirty streets and the unkempt condition of vacant lots, etc., with the result that Hudson presents as neat an appearance as any city in the State. The ladies sent a communication to the Common Council on the street cleaning problem a few weeks ago, and as everyone fell in with the idea and thought the step a proper one, all of the property owners and renters went to work at the "slickin' up" business, and now there are no rubbish piles, no weeds nor anything else to make the city look bad and unhealthy. Everything in Hudson is as slick as a hound's tooth and the ladies are entitled to a lot of credit for it.

Kalamazoo Grocers and Butchers to Visit Grand Rapids.

A delegation of five Kalamazoo grocers and butchers—including President Cross and Secretary Schaberg—visited Grand Rapids Sunday for the purpose of ascertaining what inducements the Valley City afforded as a location for the third annual picnic of their organization. The delegation was met by a number of Grand Rapids grocers, who escorted their Kalamazoo guests to John Ball Park, North Park and Reed's Lake, after which they were taken in charge by a representative of the Grand Rapids Railway Co. They expressed themselves as highly pleased with their reception here and frankly stated that they would return to Kalamazoo and unanimously recommend the acceptance of the invitation from Grand Rapids. That the recommendation was well received is shown by the following letter to the Tradesman from Secretary Schaberg, dated July 2:

At a special meeting of the Kalamazoo Grocers and Meat Dealers' Association, held last evening, it was unanimously decided to run our annual excursion this year to Grand Rapids on July 25.

The meeting was well attended and it was a great surprise to many that there was no division.

We hope that the Grand Rapids Association will be surprised, on July 25, by our taking along with us the greater part of the people of Kalamazoo.

This arrangement will necessitate a change in the date of the annual picnic of the Grand Rapids Retail Grocers' Association from Aug. 8 to July 25, in order that the Grand Rapids grocers may be in shape to receive and entertain their guests from the Celery City, and this change was authorized by the Committee on Arrangements at a meeting held Tuesday evening.

Referring to the event, the Kalamazoo Gazette-News remarks:

At the meeting of the Kalamazoo Grocers and Meat Dealers' Association, last night, it was unanimously decided to run the annual excursion to Grand Rapids on July 25. On that date the Grand Rapids grocers will hold their annual picnic, and there will be excursions from Holland, Lansing, Jackson and other places where the tradesmen have an organization. The inducements and attractions offered to the Kalamazoo people by Grand Rapids were so great that they could not be passed up. One of the features of the day will be a big parade, in which the Kalamazoo grocers and meat dealers, with the band they will take with them and two others that will be furnished by Grand Rapids, will have the place of honor.

The Boys Behind the Counter.

Traverse City—W. D. Turner, for several years clerk in the hardware store of S. K. Northam, has taken a similar position in the hardware department of the Hannah & Lay Mercantile Co. Jack Perry takes a position in Northam's store.

Belding—Jud C. Smith, for several years book-keeper and assistant cashier

of the Belding Savings Bank, has retired from that position to accept a good one with L. W. Sprague, hardware, in Greenville, with a view, if everything proves satisfactory to both parties, of becoming a partner in the business.

Hillsdale—Charles Tyler is clerking at Whitney's shoe store.

Traverse City—G. A. Johnson has taken a position in the drug department of the Hannah & Lay Mercantile Co.

Ludington—Edward Harrison, of Sault Ste. Marie, has taken the position of prescription clerk in the Snow pharmacy.

Hillsdale—Chase Bishop is clerking for C. H. & E. D. Sayles.

Traverse City—Edwin H. Pierce, for six years numbered among the faithful and well-liked employes of the Hannah & Lay Mercantile Co., died recently of pleuro-pneumonia. Mr. Pierce had to give up work in the drug department a little over a week before he died, although he had not been well for some time. Deceased was 40 years of age and had had charge of the drug store of the Hannah & Lay Mercantile Co. for all of six years and during that time had gained many warm friends in the city, and among the members of the First M. E. church, of which he was an active member.

Case Where Protective Tariff Is Justified. From the Lansing Republican.

The wagon merchants who come from God-only-knows-where, and sell in our streets goods made God-only-knows-where should be charged a license that would be practically prohibitive—or else denied any license whatever. It is manifestly unfair to our home merchants, who sell better goods than are sold by these vendors for prices as cheap as they can afford.

The wagon vender comes and goes like a weaver's shuttle, pays no taxes into our city treasury, and is permitted to sell his wares at such prices as he may fix for a paltry license. Then, like the Arab, he silently shuts up his wagon and away he goes to pastures new.

Gentlemen of the council, this is an instance in which a protective tariff might be brought into practical application.

Hides, Pelts, Tallow and Wool.

The firmness of the hide market holds with slight advance and higher asking prices. The country kill is light.

Pelts are in light offering, with good demand for sheerings at fair prices.

Tallow is firm and in good demand, without change.

Wool is in more demand, but at no higher values, except on fine, which is scarce. The outlook is for better values on fine. The clip generally is marketed and fairly well shipped out. Buyers are attracted to invest, believing it is at bottom and any change must be for the better.

Wm. T. Hess.

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

Grand Rapids Supply Company,

Jobbers of

MILL SUPPLIES

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

20 Pearl Street

Grand Rapids, Michigan

M. O. BAKER & CO. TOLEDO, OHIO

Have fancy trade at top prices for all Northern Michigan cherries can get. Let us have your shipments.

Grand Rapids Gossip

J. F. Bender, grocer at the corner of Oakes and Commerce streets, has opened another grocery store at the corner of Wenham avenue and Lagrave street. The Lemon & Wheeler Company furnished the stock.

A movement which has been incubating for some time looking to the establishment of a large and strong parlor and library table factory in Grand Rapids has received new impetus since the opening of the present season, and it is understood that steps will soon be taken to organize the company and begin the construction of the plant. There are many reasons why a big factory manufacturing this class of goods exclusively would prove successful in this city. There is none of the kind here now, but the five or six larger ones elsewhere have proved exceptionally profitable concerns. The establishment of a large factory of this character here would materially strengthen the Grand Rapids market. Just at this time, also, when one or two of the more important concerns manufacturing this line of goods are talking of withdrawing their exhibits from Grand Rapids to the new exposition building in Chicago, it is felt that it would be a most advantageous move to step into the breach and launch the long-discussed table factory, preventing any weakening of the local furniture market in even any of the lines not now manufactured here, and indeed materially strengthening it.

John G. Eble, L. J. Katz and S. J. Hufford, respectively President, Secretary and Treasurer of the Grand Rapids Retail Meat Dealers' Association, went to Muskegon Sunday for the purpose of making the preliminary arrangements for the annual picnic jubilee of their organization on Aug. 8. They were met at the train by Joseph and Wm. Castenholz, Charles Schoenberg and Derk A. Boelkins, who escorted them to Lake Michigan Park and the Occidental Hotel for dinner. During the afternoon they all visited Mona Lake, where the annual picnic of the Muskegon grocers and butchers will be held on the same date decided upon by the Grand Rapids meat dealers for their outing. The local meat men were entirely satisfied with the plans outlined by their Muskegon fraters and so expressed themselves to their hosts and to their associates on their return home. As stated last week, arrangements have been 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.

The Produce Market.

Bananas—Prices range from \$1.25@1.75 per bunch, according to size.
Beets—15c per doz.
Butter—Creamery extras command 18½c. Dairy grades are lower and weaker, due to the intense heat and the inability of shippers to get stock to market in any kind of shape except where refrigerator cars are utilized. Fancy commands 13@14c, choice fetches 12@13c, while packing stock is in fair demand at 11@12c.
Cabbage—Home grown is in large supply and active demand at 45@55c per doz.

Celery—Receipts continue to increase in quantity, size and quality. The price has dropped to 18c.

Cherries—Sour command \$1.60@1.85 per bu. Sweet fetch \$2.25@2.50 per bu.
Cucumbers—Home grown command 30@35c per doz.

Currants—80@90c per crate of 16 qts.

Eggs—The torrid wave which has hovered over the country during the past ten days has been very disastrous to eggs. Receipts from even nearby points lose from two to four dozen to the case. Sales are practically all made at loss off, although the Tradesman learns of some purchases at mark at 8c. Local handlers are able to net their shippers about 10c, except when the loss is too great.

Gooseberries—65@75c per 16 qt. case.
Green Onions—12½c for Silverskins.

Green Peas—70c for common; 90c for marrowfats.

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

Lemons—Californias command \$3.25 for 300s and 250s per box. Messinas fetch \$4 for choice and \$4.50 for fancy.

Lettuce—Garden, 50c per bu.; head, 60c per bu.

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

Maple Syrup—\$1 per gal. for fancy.

Onions—Bermudas command \$1.40 per crate. Egyptians fetch \$2.75 in 112 lb. sacks.

Oranges—St. Michaels and Late Valencias range from \$3.50@4.

Parsley—40c per doz.

Pie Plant—60c for 50 lb. box.

Pineapples—Florida, \$1.50@2 per doz., according to size.

Potatoes—Old stock is still in active demand at 40c. New is in active demand at 85@95c.

Poultry—The market is strong and active. Dealers pay as follows for live: Chickens, 8@9c; medium and small hens, 7@8c; large hens, 6@7c; young turkeys, 9@10c; old turkeys, 7@8c; young ducks, 12@13c; pigeons, 60c per doz.; squabs, \$1.25 per doz.; broilers, 16@18c per lb.

Radishes—12c for China Rose; 10c for Chertiers.

Raspberries—\$1.25 per 16 qts. for black; \$1.25 per 12 qts. for red.

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

String Beans—\$1.25 per bu.

Summer Squash—2c per lb.

Tomatoes—\$1.50 per 4 basket crate.

Watermelons—Alabama Sweets from Texas are in plentiful supply at 25c. Georgia stock will begin to come in next week.

Wax Beans—\$1.50 per bu.

Reflections of a Bachelor.

The man is never old who, the longer he lives, lives the more.

Women are such a puzzle to men because they are so much of a puzzle to themselves.

There is a certain way a girl fixes a lamp when a man is coming to call on her which she calls "just enough light."

It makes a girl awfully mad to catch her yawning and realize that she has caught it from a man that she just hates.

When a man hates another man the worst it is for the least reason; when a woman loves a man the best it is when he is the least worthy.

Eve probably made the snake mighty mad, only he didn't let on, by telling him she knew he had a good heart, even although he pretended to be such a cynic.

Chas. S. Withey and wife leave this week for the Canadian Soo, whence they take a fish tug for the mouth of the Agawa River, opposite Lizard Island, on the north shore of Lake Superior. Here they will ascend the River and camp for a couple of weeks under the guidance and protection of an Indian scout and an Indian cook who have accompanied Mr. Withey on similar expeditions in previous seasons.

Special Features of the Morning Market.

The intense heat of the past few days made a brief season for strawberries, the offerings having been few and at comparatively high prices for the week past. Taking the season as a whole it has been decidedly unfavorable to this usual reliance of early summer. The cold of the spring months was not adapted to the fruit and the result has been a degree of acidity very disappointing to consumers generally. Yet everything has sold well and good prices are realized for the later offerings.

Cherries are now the fruit dependence and are realizing good prices. The fruit is relatively of better quality than the strawberries, as the differences in degrees of sweetness or acidity are more definitely fixed by varieties. The offerings of this fruit Tuesday were heavy and all went at an early hour.

Tuesday is coming to be more and more the market day of the week. The fact that Sunday is not used for fruit and vegetable gathering as much as when times were harder has its effect in losing the attention of buyers. The few wandering about on that morning say, "There is nothing here. It doesn't pay to bother with the Monday market any more." The crowd of hucksters work very day and their wagons are the predominating feature on that morning. Tuesday brings a different condition. Buyers are on hand in force and the sellers are there to correspond. The rest of the week shows a steady business until the interference of Saturday with shipping.

It is a great relief to take the huckster trade away from the main market. There are a few who had rented their stands before the action of the council, and such are making the most of their privileges. Their stuff is scattered about the walks and grounds to an extent that would be very serious if all were there during the height of the season. The special provision of a narrow walk on the partially filled land in the old channel is not the most ideal; the rains keep it muddy and the walk is wholly inadequate for the handling of the goods, but they seem to make the best of the situation.

So far the condition of the main market as to dust and mud has been very good. It is to be hoped that attention will be given to keeping it in sanitary condition; for it is absurd to spare the slight cost of caring for dust when it so seriously affects so large a part of the city's food supply.

The Grocery Market.

Sugar—The raw market is unchanged at 4 7-32c for 96 deg. centrifugal. On the 26th all grades were advanced 5 points. Before the advance a large business was done and deliveries since have been very good.

Canned Goods—The packing of new peas is now on in Indiana and the quality was never better. All indications point to a good pack. Some of our Michigan packers are meeting hard luck in having their crops come on all at once, on account of the hot spell. This will undoubtedly mean a curtailment of their pack, as the season will be so much shorter. There is a good demand for spot corn and tomatoes and the former shows some advance. A number of tomato packers have withdrawn on futures, having sold all that they felt safe in contracting for. The agents for the Columbia River Packers' Association say that they have sold out all that has been allotted them. The new com-

bination, taking about forty canneries on the Columbia River, Puget Sound and Alaska, seems in a fair way to go through, representatives of the different canneries now being in New York, conferring with the financial backers of the scheme. Whether the combine goes through or not salmon is a good purchase. Michigan gallon and 3 lb. apples are now cleaned up from first hands and packers are turning down orders daily for lack of stock. There has been no run of sardine fish for several weeks and prices are somewhat firmer in consequence.

Dried Fruit—There is no special demand for anything in this line except seeded raisins and evaporated apples, and the latter are practically cleaned up. From present indications all dried fruits will rule higher this year than last. California reports short crops of prunes, apricots and peaches and Michigan, New York and Missouri report poor apple prospects. Prices on new apricots are several cents higher than last year and prices on evaporated apples for future delivery are nearly 3c higher than goods of equal grade have ruled within 60 days.

Spices—The market remains unchanged, with continued firmness for nutmegs and ginger. The latter still shows an upward tendency and the firmer grades of cassias reflect the feeling. Holders have strong views and as supplies are light throughout the country higher prices are expected in the near future. Other spices remain steady, reflecting the strength of above named grades.

Oatmeal—It is stated by an official of the American Cereal Co. that the company would be reorganized with a capitalization of \$8,000,000 preferred and \$4,000,000 common stock. The present capitalization is \$3,400,000, all of one issue. The present stockholders will receive 180 in cash for their stock or two shares of preferred and one of common for every share they now hold. It is supposed the increase in the capital stock of the company is made with a view to buying out the Great Western Cereal Co., but an official of the latter stated that his corporation would not sell; that if the American Cereal Co. offered 180 for stock they would make a counter bid of 190.

Pharmacy Class of the Ferris Institute. From the Big Rapids Pioneer.

The pharmacy banquet, which was held at the Northern last evening was a success in every way. Every student in the department was present and each was accompanied by a lady friend. While the pharmacy boys do not claim the title of orators, yet the toasts were given and responded to with so much enthusiasm that every one present was highly pleased. The dining room was decorated with ferns and flowers and the class colors were handsomely arranged. The orchestra furnished the music and is to be highly complimented, both on the selections and the manner in which they were executed. Those present will long remember the farewell banquet of the class of 1901. D. D. Pattie acted as toastmaster and the following toasts were given and responded to: "Accuracy and Knowledge in Our Profession," J. E. McAllister; "A Public Nuisance," J. J. Kelley; "Our Department, Past, Present and Future," J. A. Hynes; "Our Class, Its Future Career," Fred Nevius; "In a Rut," W. N. Ferris. The guests then repaired to the reception room, where they were entertained by Mr. Whitmore's whistling and the class yell, after which they departed in the wee small hours of the morning.

Village Improvement

Framework on Which Science of Government Is Founded.

Another good work for improvement associations to undertake is to arouse the interest of the school children in botany and a general love of flowers by inducing state and county fair boards to offer premiums for the best display of potted plants and cut flowers grown by pupils of the public schools. The prize should go to the school and the moneys should be spent for something all the pupils may enjoy. A premium for the best botanical display and the most comprehensive collection of grasses native to the state or county might be given to the individual pupil.

One association exhibited at its county fair a miniature cottage with vine-clad porch and pretty window boxes, the tiny lawn and flower beds were as neat as hands could make them, and all the necessary outbuildings were designed with an eye to adornment. When what the ladies intended to do became known offers of assistance came from every direction. The carpenters, painters and other workmen had a good time over the work. A colored man did the sodding free of charge and even a cement walk was laid and flower beds made. Then quite as good a house, but unadorned, was built beside it. A weedy yard, no vines, no flowers, old unpainted outbuildings, untidy fence and old board walks made a lesson all could read. These tiny cottages were the great attraction of the fair. It was difficult to get near them, and finally a wire had to be stretched around them to prevent their utter destruction. Not a person who saw them but carried the lesson home and viewed his or her own premises with critical eyes.

The aim of all improvement association work is practical education in civics and the cultivation of a love of everything beautiful in nature and art.

It is always inspiring as well as suggestive to know what is being accomplished by other associations. Woonsocket, South Dakota, was a town typical of the sparsely watered regions of America, with little grass and few trees. The women of Woonsocket asked for a better water supply in order that parks and lawns might be irrigated and made green and flowers kept alive. The men of Woonsocket expressed regret at their inability to better the conditions. The women then organized an improvement association, collected money, and hired an expert to drill an artesian well. The result was a well with a flow of water giving a pressure of one hundred and fifty three pounds to the square inch and from which flow six thousand gallons of water per minute, said to be the largest well of the kind in the world. The town authorities gladly availed themselves of the use of this well, and mains from it are placed all through the town. An artificial lake, containing eleven acres, is being constructed in the center of the town, which will be surrounded with drives, walks and trees.

The work of the Woonsocket Association is full of suggestions for Western towns suffering under the same conditions that formerly troubled that place, which has a population of less than one thousand.

Rev. Carlos Martyn says, "There is an apotheosis of dirt among us," and while he probably refers to moral untidiness, he may well be understood as referring to our backyards and alleys.

The following occurrence was told me by one of the principals of the story: Two teachers in the manual training school of Toledo, Ohio, while on their way to school, were discussing the dangers of dirt. They found a chip of wood and stooping down scraped up less than a teaspoonful of dirt from the street, carried it to the laboratory, put it in a culture tube, and when a week or two later a professor from Johns Hopkins University happened along, this tube was shown him. Among many other germs the tube contained the well developed bacilli of typhoid, of scarlet fever, of diphtheria, of tuberculosis, and two other bacilli so rare that permission was asked to take the tube back to the University in order to see if they could be classified. Toledo's dirt is duplicated in every city in the world and it is not agreeable to think of carrying such matter into the house, where, swept up in dust, it fills our lungs with deadly germs.

The only comfort science gives us is that, following a law of nature, the big bacilli are forever destroying the little bacilli, so that while we are constantly breathing these deadly germs into our systems, yet it is only when conditions are favorable that disease develops. Let each city, town and village build to the god Uncleanliness altars called crematories and sacrifice to him therein all that is his. Let the fire burn perpetually so that his servant Disease, finding no more work to do, will lay himself on the altar as a final sacrifice; and in the places made vacant by Uncleanliness and Disease let flowers bloom, that their fragrance may ascend as a sweet incense to the god Health, and as an acknowledgement that his servant Cleanness has followed the command to let in a little sunshine.

The women of Bethany, Missouri, called a meeting at the courthouse and organized a society which was called the Woman's Improvement Association. In four months the streets had been cleaned, the city council requested to enforce with greater rigor the various sanitary ordinances, and the courthouse square has been made more attractive by vases of growing plants. The ladies solicited the necessary funds and in conjunction with the fraternity owning the cemetery secured the services of a permanent sexton. In addition to this flower beds have been made in the cemetery and the church yards. This Association also opened a public waiting room, which is one of the largest and finest rooms in the city. It is light and airy, well furnished and provided with all the necessary toilet conveniences. The tables contain plenty of good reading matter, which, with the beautiful plants and pictures, makes the place seem quite home-like. The women of this club have employed a matron whose duties are the general oversight of the room and to make comfortable all the guests. Bethany has a population of less than three thousand.

The improvement league of which I am a member has, through the generosity of one of its members, distributed to the school children of the city twenty-five thousand packets of flower seeds. Another member has offered fifty dollars in prizes to boys and girls of fifteen years of age for the best kept lawn and premises and for the prettiest flower beds. These flower seeds and prizes have aroused a lively interest among the school children, and can not fail to help the appearance of the town to a marked degree. We have also induced

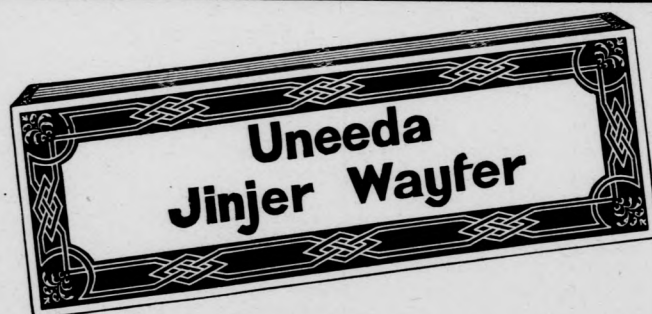
the county fair commissioners to offer prizes for the best cut flowers grown by children. We are trying to induce the city school board to make an exhibition of the drawings and water colors of the school children at the county fair. It is only a very few years until the question of the centralization of the country schools will be up before the people and an exhibition of some of their work will give the country people an idea of the advantages of the graded schools. These are a few of the things we are doing, and we yet hope to have a botanical school garden started near the city.

The Fairhaven Improvement Association, Fairhaven, Massachusetts, is eighteen years of age and has done a great deal in the way of setting out trees (over two thousand), establishing bath-houses (over one hundred), converting an old cemetery into a park,

instituting work toward another park, reclaiming another old graveyard and making it sightly; the association is now projecting the erection of a fine drinking fountain at the entrance of a new and beautiful bridge.

The City Improvement League of Greeley, Colorado, has done a most commendable work under great difficulties. As a result of its efforts, that city, built on a dry, treeless, alkali plain, now has wide, well shaded streets, beautiful and well kept lawns and parks, with comparative freedom from rubbish.

The ladies of Washington, Pennsylvania, organized an improvement association last spring. The chairman of the Committee on Municipal Civics of one of the leading literary clubs in town took up the matter and the result was an enthusiastic meeting and an effect-



If trade is dull,
put a little
ginger in it.

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COMPANY.



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Asphalt Paints
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2 and 3 ply and Torpedo Gravel
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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.

ive organization. The problem of old tin cans always has been a puzzling one. The Washington associations advise their members to bury them. This is a good idea for towns where the alleys are not paved, and we pass it along to our friends.

Mrs. W. H. Frey, of Stephenville, Texas, after several attempts of herself and a few friends, effected an organization early last spring. She writes: "You will probably be interested in what we are doing. We have a population of about three thousand; level country, fertile land, but oh! the condition of the town is fearful. The streets are used as a dumping ground for tin cans, dead cats, chickens, etc. We have no park, the cemeteries are overgrown with weeds, and there are very few sidewalks. After several attempts we organized with an enrollment of twenty members. Very good, but not what I had hoped for. Nevertheless, the influence of this little band can already be seen. The city officials are having the streets cleaned and the members are improving their places, and others, seeing their good works, are doing likewise."

I think we all know these deplorable little new towns, sensitive at being called villages, they have yet grown so fast that they are not well enough organized to be called towns. So busy growing and making money that, when the time comes they dare stop to breathe, they find that greed has left them without parks or public squares, and the same greed has hampered them with streets too narrow for street cars and business traffic at the same time. Then the expensive business of remedying these evils begins. This is an old story of American towns, but towns, like babies, must all have the same infantile disorders—the experience of one never seems to help another.

The Des Moines, Iowa, Improvement Association is doing splendid work. A. B. Chadwick is President. Mrs. S. E. Bates recently donated ground for a park to the city, in the center of a thickly populated district. The park was dedicated under the auspices of the association, which will look after its improvement. This reminds me that as these associations are not formed for purposes of gain, it is necessary for them to bear a state charter before they can legally become beneficiary by will of land or other property. Several associations, notably those of Stockbridge, Massachusetts, and Bar Harbor, Maine, bear state charters.

The association at Roswell, New Mexico, composed of ladies, is putting the cemetery of that town in order. It has hired a sexton at \$40 per month to look after the work. As it is impossible to have satisfactory results in certain parts of New Mexico without irrigation, these ladies had a well dug and a tank put up, which holds several thousand gallons of water. This insures a sufficient supply to keep the sod fresh and green and keep in a thriving condition the three hundred trees planted. Next year the thing demanding immediate attention will be looked after. This association is doing one thing at a time and doing it well.

Denver, Colorado, Oakland, California, St. Paul, Minnesota, and other large cities, find it a good plan to have a number of associations, with a central league composed of the officers, executive committees and an agreed number of delegates from the ward associations. The ward associations not only

work better for objects affecting their especial interests, but a wholesome spirit of emulation regarding cleanliness and beauty is aroused. The central association keeps alive a spirit of unity, works for objects affecting the entire city, and sees that municipal ordinances regarding hygiene are enforced.

The article in the Outlook, of March 31, 1900, entitled, "Village Improvement Among the Negroes," is one of the most valuable things in social statistics I know of. It was written by R. L. Smith, a member of the Texas Legislature. Mr. Smith is probably the only colored man in the United States who has twice been elected to the state legislature by the votes of the whites. (The county which he represents has twenty-nine hundred white voters to fifteen hundred colored voters.) Mr. Smith's work for the moral and material uplifting of his race began ten years ago after reading an article in the Youth's Companion on village improvement in a Northern town. The first year's work was discouraging. Owing to the crop mortgage system the black people were so poor they had no money with which to better their condition. But Mr. Smith, nothing daunted, reorganized the association and pledged the members to raise all possible supplies on their own land and to co-operate in buying their supplies for cash. The story, graphically and tersely told, covers a period of nine years. To-day there are eighty-six branch organizations, with a membership of two thousand three hundred and forty. The branches have an annual meeting, composed of one delegate for every twenty-five members. They hold an annual fair, which attracts large numbers of white people. I would like to quote the article in full, but space forbids. To be brief, the people who ten years ago had scarcely a dollar's worth of taxable property now pay taxes on almost a million dollars in land and live stock, and the organization has not furnished a single criminal of any sort. Such economic results are almost startling when one considers the small beginning and the apparent hopelessness of this beginning. No wonder the French government asked our Government to prepare statistics of the village improvement work in America for their exposition. This report was placed in the social science department of America's exhibition.

The old saying that beauty is only skin deep is deeply false. Beauty is deep as the bones, the blood, the rosy flesh. Don't you remember when the emaciated Trilby lay dying that one of her admirers said even in that state she was beautiful, "her bones were so good." So with the beauty advocated by improvement associations. It is founded on the soundest economic laws. It is the framework on which is founded the science of government—the only way municipal civics may be taught to children in a lasting way.

Jessie M. Good.

The Nature of the Case.

"I am not expecting any package," said the lady of the house.

"This is the number," persisted the driver of the delivery wagon, looking at his book again. "Name's Higgins, ain't it?"

"Yes."

"No. 74."

"That's our number."

"Then it's for you."

"I think not. It must be a case of mistaken identity."

"No, mum. It's a case of beer."

Come in and See Me

I will be in Buffalo from July 10 to September 10 at the clothing house of

Wile Bros. & Weill

on Ellicott street, one block from Union Depot.

Let Me Know When You're Coming

M. J. Rogan

Fans for Warm Weather



Nothing is more appreciated on a hot day than a substantial fan. Especially is this true of country customers who come to town without providing themselves with this necessary adjunct to comfort. We have a large line of these goods in fancy shapes and unique designs, which we furnish printed and handled as follows:

100.....	\$ 3 00
200.....	4 50
300.....	5 75
400.....	7 00
500.....	8 00
1000.....	15 00

We can fill orders on five hours' notice if necessary, but don't ask us to fill an order on such short notice if you can avoid it.

Tradesman Company

Grand Rapids, Michigan



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

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

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

E. A. STOWE, EDITOR.

WEDNESDAY, - - JULY 3, 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 26, 1901, and saw the edition mailed in the usual manner. And further deponent saith not.

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

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

THE DECLINE OF DIXIE.

In the good old days, when budding orators rendered declamations in dramatic style every Friday afternoon at the public exercises in Whitestown Seminary, a universal favorite was one which contained the quotation, "Let me make the songs of a nation and I care not who makes her laws." There is a good deal of force as well as poetry in the suggestion. Every section and every country has its own particular and sometimes peculiar songs in which it is interested and which to its own people are especially inspiring. In war times and long afterward "Dixie" was the air which roused the Southern spirit most, set Southern blood tingling and won the most applause. It was played on all occasions. It is customary at the close of theatrical and other entertainments in the North for the orchestra to play "America." In the South the musicians play "Dixie." One of the evidences that reconstruction has actually reconstructed and that factionalism and sectionalism are losing their grip on the South is the suggestion that "Dixie" is losing its popularity. If this statement were made on the authority of some Northern newspaper or some Northern writer visiting in the South it might, perhaps, be taken with a grain of allowance, but when the New Orleans Times-Democrat says in so many words that the popularity of "Dixie" is on the wane in the South, it must be accepted as the plain statement of an established fact. The Times-Democrat says that none can have failed to observe the change and that while it stirred the souls of men in the early sixties it is losing its power. To use the words of that newspaper: "Dixie" is passing; "Dixie" is dying; the anthem of the Old South, "Dixie," whose splendid strains have played upon the passions of men for now nigh on to half a century—"Dixie," dear old "Dixie," is

rapidly passing from the popular airs of the day." It is more likely that "Dixie" as melody will always remain more or less popular, but it is probably also a fact that its influence has waned and that it no longer stirs Southern souls as of old. The South is singing "America" nowadays as well as the North. The sentiment, "My Country, 'Tis of Thee," strikes a chord there as responsive as here. "Dixie" will be retained in the South just as "Marching Through Georgia" will be retained in the North, but what they stood for is being forgotten. And it is well.

PAN-AMERICAN ATTENDANCE.

The Buffalo people have contributed out of their own pockets a very large amount of money to make the Pan-American attractive. Whether it shall be a contribution or an investment depends entirely upon the attendance. In round numbers they took \$2,500,000 of stock, and the banks and financial institutions of the city advanced an equal sum in addition, and, of course, are to be first paid out of the proceeds and profits of the show. It appears, then, that in order to get their money back there must be 10,000,000 paid admissions at 50 cents each. It is possible that some have visions of dividends or interest on the investment, but it is safe to say that they will all be perfectly satisfied to get back the sums invested. Thus far the attendance has not been what was expected. May came up to anticipations because everything was not finished and, moreover, the weather was extremely inclement, but crowds greater than have come were looked for in June.

The other day the Chicago Record-Herald, referring to these facts in connection with Buffalo, recalled a chapter from the Windy City's experience with the World's Fair and bid the Pan-American managers be of good cheer. It pointed out that the average attendance in May at Chicago was only 37,000, and that for June it was only about 80,000, and the aspect thereof was gloomy and some of the managers were disheartened. Even July saw fewer people than Chicago really hoped for, but by the first of August the crowds kept the turnstiles clicking and everybody was satisfied. Buffalo does not need the same attendance as the World's Fair to make as good a showing. The Pan-American crowds at present are all that can rightfully be anticipated. July, August and September will be the banner months. Many will improve the time when the schools are closed, and many others will wait until the cool weather of the fall. Buffalo has no reason to be discouraged. Comparing its own with the history of the World's Fair at Chicago, it should take heart and be of good cheer.

The growing use of oil for fuel indicates an important influence in industrial affairs. According to the most accurate estimates obtainable, the Southern Pacific and the smaller railroads of Southern California expect to save over \$5,000,000 annually by the substitution of oil for coal. It is said that in the first five months of this year forty-nine of the largest consumers of coal in San Francisco have changed to the use of oil, making large savings.

The French government is exploiting an airship which will remain in the air three months at a time. It is said that Depew is negotiating for its purchase.

THE CITIES OF THE FUTURE.

H. G. Wells, an imaginative writer who entertains many readers and increases his pecuniary income by writing for the periodical press prophecies of conditions which will exist in human society centuries off in the future, and in describing from his imagination the methods and manners of human life in the prehistoric ages, has recently contributed to the London Fortnightly Review some speculations on the cities of the future.

The wonderful growth of cities in the Nineteenth Century has been one of the most striking facts in the social conditions of the present time. Many persons can remember when cities of two to five millions were to be found only in China. In the year 1801, the first of the Nineteenth Century, London had about 864,000 people. After that the growth of the city was rapid, and to-day there are in Europe not less than five cities with not less than one million population, while in the United States there are three such.

Mr. Wells, basing his views upon the remarkable desire of human beings to congregate in cities, with the improved methods of intra-urban transportation, holds that there will be in the not distant future cities of thirty millions or more of population.

Of course, population must depend on the cheapness and convenience of a food supply and upon employment which will enable the people to earn a livelihood. Manufacturing is done in cities, and manufacturing, ever increasing in volume, is expected to furnish the employment. Railroads will bring the food products.

All the ancient cities were built on the banks of such navigable streams as the Thames, the Seine, the Nile, the Euphrates, the Tigris and the great rivers of China. Rome was near the seacoast and depended chiefly for bread on the wheat brought in ships from Africa.

The size of a town is determined by interior transportation. In one where the people must walk to and from homes and business, the town would not be greater than two miles from the center to the circumference. Where horse cars are in use, a radius of six to eight miles is estimated; but with steam and electric cars the radius can be extended indefinitely. Mr. Wells thus theorizes:

We are on the eve of a great development of centrifugal possibilities. And since it has been shown that a city of pedestrians is inexorably limited by a radius of about four miles, and that a horse-using city may grow out to seven or eight, it follows that the available area of a city which can offer a cheap suburban journey of thirty miles an hour is a circle with a radius of thirty miles. And is it too much, therefore, to expect that the available area for even the common daily toilers of the great city of the year 2000, or earlier, will have a radius very much larger even than that? Now, a circle with a radius of thirty miles gives an area of over 2,800 square miles, which is almost a quarter that of Belgium. But thirty miles is only a very moderate estimate of speed, and the available area for the social equivalent of the favored season-ticket holders of to-day will have a radius of over 100 miles and be almost equal to the area of Ireland. The radius that will sweep the area available for such as now live in the outer suburbs will include a still vaster area. Indeed, it is not too much to say that the vast stretch of country from Washington to Albany will be all of it "available" to the active citizens of New York and Philadelphia before that date.

It does not follow that an urban dis-

trict from Washington to Albany, a distance of some 200 miles, will be densely built up, but it will all be parts of a great aggregation of habitations which will have its densely-built regions for business purposes and others less closely covered with buildings and devoted to residences.

At the first blush, the idea of a city of thirty or forty millions of population seems preposterous; but in the light of conditions which already exist, and which are rapidly on the increase, the speculations of Mr. Wells are not so absolutely improbable.

THE HOUSEFLY AND DISEASES.

Without accepting the theory, in all its extreme and radical features, that certain sorts of malignant fevers are originated by and are wholly and solely due to the bites of certain insects it is reasonable to suppose that a fly or gnat that has been feasting on the blood or excretions of diseased persons can communicate the germs of those diseases to others whom they may bite.

In regard to the propagation of diseases by the common housefly, the American Medicine, an important Philadelphia publication observes that while the mosquito has been charged with the most dangerous ability to disseminate diseases, because of their great numbers and active habits, flies are no doubt the most dangerous insects in this respect. After feeding on the expectoration of the tuberculous, on the feces of typhoid patients or other infective material, they carry disease germs into innumerable places and deposit them not only by direct contact with their filthy little bodies, but by their excreta and the dust formed by the crumbling of their dead bodies.

Restaurants infested with flies are special abominations. The danger from this source is not small, and, as the summer is now in full blast, bringing with it great hordes of these pests, it seems desirable that everything possible shall be done to limit the amount of mischief done by them. In this connection, the medical journal quoted advises the extermination of flies, and cites the war on mosquitoes waged by the army medical authorities in Cuba.

It is much to be doubted if it would be wise to exterminate the housefly, troublesome as it is. The fly is a scavenger of considerable importance. It consumes large quantities of disease-breeding material. The proper solution of the problem created by the fly is that the troublesome creature should be allowed to carry on without molestation his important function as a scavenger, and at the same time should be kept out of the places where people eat, sleep and live. When he invades those sanctuaries he ought to be exterminated, but not otherwise. Flies seldom invade houses that are kept clean. They resort to places where any untidiness or filth abounds. The fact that a place is haunted by flies proves that it is in an unsanitary condition. Cleanliness in all private premises is the only protection against the industrious little scavenger.

Among those employed by the Maine Central Railway to replace its striking trackmen are about a dozen graduates of the engineering division of the Massachusetts Institute of Technology, who are patrolling the tracks now. The officials say that they make excellent workmen, and seem to be enjoying the experience and turning their theory to the practical use of keeping switch lamps burning.

ENGLAND'S DECADENCE.

Andrew Carnegie, discussing "British Pessimism," in the Nineteenth Century, argues that although there is much in the present situation of "the motherland" calculated to depress, there is nothing to justify despair. The despondent Briton compares his country's former supremacy with her present position in the industrial world, and illogically jumps to the conclusion that she is on the road to ruin. "What a picture he gazes upon as he looks backward!" exclaims Mr. Carnegie. "He sees his country not only the greatest of all, but in many of the elements of power—in finance, in commerce, manufacturing, mining, weaving and shipping—contending successfully with all other nations combined, Britain in the one scale and the world in the other." Americans congratulate themselves not without reason upon the skill and the inventive genius of their engineers and machinists, but the steam engine, which made steamship navigation and railway transportation possible; the hot blast and puddling furnace, the roots of modern ironmaking; the Bessemer, Siemens-Martin and Thomas processes, the foundations of steelmaking, all had their origin in Great Britain. Arkwright and Hargreaves, the founders of machine weaving, were Britons, and for a long period of time no considerable contribution was made to manufacturing progress, except by the inventor of Britain—"the lonely pioneer who guided the world and led her to modern industrialism." It is not strange if some sinking of the heart is felt when this picture is contrasted with present conditions: "No longer Britain versus the world in anything; no longer even first among nations in wealth or credit, in manufacturing, mining, weaving, commerce. Primacy lost in all. In sea-going vessels still foremost, but even there our percentage of the world's shipping growing less every year."

The change thus indicated is significant of many things, but it should have been understood all along that the preponderance of Great Britain over all the rest of the world in trade was due to circumstances that were not likely to remain forever unaltered. It should have been evident enough to intelligent observers that Germany would become a formidable industrial power whenever she should have the opportunity and the disposition to develop her resources, and it should never have been doubtful that the American Union, with its vast expanse of territory and incalculable wealth in soil and minerals, would one day outstrip all other nations in the race for commercial supremacy. "It is out of the question," says Mr. Carnegie, "to compare 41,000,000 of people upon two islands, 127,000 square miles in area, with over 500 people per square mile (England and Wales), with 77,000,000 upon three and a half million square miles, unequalled in natural resources, with only thirty people per square mile." He concludes, therefore, that the only reasonable basis of comparison to proceed upon is that of man for man. The comparison actually made on this basis must tend to reassure the desponding Briton and to revive the glow of his patriotic pride. It is true that Great Britain has lost the primacy of the world in aggregate wealth, since the American Union now surpasses her in that respect, but this country does not approach Great Britain in wealth, man for man—"with nearly double the population, it has only one-

fifth more wealth in the aggregate." Again, although there has been an inevitable decline in Great Britain's former percentage of the world's foreign shipping, hers still exceeds that of any other nation twice over. Indeed, Mr. Carnegie thinks that Britain will have herself to blame if she loses her primacy in ship-owning. "In ship-building," he adds, however, "it is before long to be another matter. She must not fall asleep, for America, with her cheap steel and timber and surprising workmen, is finely equipped. As the population of Germany is rapidly increasing, it is likely that before long she may equal Great Britain in ironmaking, but this does not mean any reduction of Great Britain's output; it may even somewhat increase. Her make, man for man, will remain greater than that of any country, except the United States. What more can be expected? So with steel."

The question, "Is British foreign trade declining?" has been much discussed of late. Mr. Carnegie remarks that disputants usually overlook the fact that foreign trade embraces both exports and imports. "Studying the question carefully, and avoiding the tendency to generalize from temporary causes and values covering only this year or that, the writer is satisfied that the true answer to the question, 'Is British trade declining?' is that it can not be affirmed to be either declining or increasing, imports and exports combined. It has apparently reached its limit, and is not expanding, having remained practically stationary for, say, ten years."

It is pointed out that too much importance is sometimes attached to statistical trade reports covering brief periods. A decrease in exports may prove simply an increase in home consumption. A decrease in imports may be due to the fact that the nation is becoming more and more able to supply its own wants. In both cases the result is fortunate. Another very important point to be borne in mind is that exports in the aggregate are not to be compared with the amounts consumed at home. Mr. Carnegie calls attention to the estimate that only one-eighth of Britain's production is exported, and that in cotton goods alone does the amount exported from that country reach the amount consumed at home. Then follows this startling statement, "The total annual exports (from Great Britain) average £235,000,000; if we estimate 12 per cent. profit upon these the gain is £28,000,000. The increase in annual expenditures during five years, not including the present war cost, is just this figure; therefore, should such expenditure become permanent, the gain arising from all the exports of Britain has been absorbed chiefly in supposed empiremaking and its inevitable armaments. 'The vast interests of Britain in China' are much in evidence at present, but shrink upon examination. The amount that China takes of British products is only £5,000,000 per annum. Little Holland takes one-half more, and so does little Belgium; and the Brazilian and the Venezuelan republics each take more." Mr. Carnegie thinks that this small trade is hardly worth the risk of stirring up a big war, costing thousands of lives and one or two hundred millions of pounds. To him it seems pitiable that so many lives and so much treasure should be "squandered in pursuit of shadowy dominion over barren territory in far-off, sparsely-populated lands, ostensibly to

secure new markets for British products. The markets of uncivilized lands amount to so little, and Britain has no advantage from her nominal sway under the policy of free trade; for trade does not follow the flag—it follows the lowest price current."

THE BEET SUGAR INDUSTRY.

Secretary of Agriculture Wilson is credited with the statement that "within ten years the United States will produce all its own sugar." As at the present time barely more than one-tenth of the total sugar consumption is produced at home, this statement of Secretary Wilson seems to be decidedly over sanguine, yet there are few Americans who will not heartily wish that his prediction may come true.

The Secretary of Agriculture bases his opinion as to the expansion of the sugar industry upon the present growth of the beet sugar industry. He points out that many new beet sugar factories are being erected, and that the growing of sugar beets is gradually extending through the entire northern belt of states extending from New York to California. He recites the claim that sugar beets in some of the irrigated regions show a strength of 14 per cent., when in Europe growers are well satisfied with 12 per cent. He argues from this richness of American beets and the results so far achieved by the early beet factories that the industry will expand wonderfully within the present decade, so as to reach the proportions that would warrant the production of the enormous weight of sugar now consumed in the United States.

Those immediately concerned with the differences between employers and employes, especially in the various iron industries, need have a care and may well think twice about the example set in Great Britain. It is not so very long ago that England was looked on as the workshop of the world and was entitled to that distinction. Then followed a series of strikes and disturbances of one sort and another, quarrels and quibbles over wages and hours of work, and before they were settled, people who could not wait for their goods were buying them in the United States, and all these industries here had a great boom. It is very generally agreed by those familiar with the facts that the labor troubles gave British manufactures an exceeding black eye and have put great concerns in a position where they can not give their men as much work and wages as formerly, for the reason that American competition has come into the market and is getting orders. Machinery made in the United States, from locomotives down, is having ready sale abroad. One of the chief contributors to its popularity is the ability not only to make high grade goods, but to deliver them within reasonable time and promptly according to contract. Widespread troubles between employers and employes in this country may result in the same sort of disaster as that from which England is suffering. If the goose which lays the golden eggs can be induced to make them larger or to lay them oftener, it is all very well, but it would be a great mistake to kill the goose.

Jules Verne has just finished a book in which he endeavors to construct a link between the most perfect imp and the most imperfect man; but it looks to us as if Herron had already had enough fun poked at him.

CRUELTY RATHER THAN CHARITY.

The charitable impulses of the public are always to be commended and encouraged so long as charity alone is exercised toward the victim of misfortune. Unfortunately, however, much of the public's intended kindness is of the ultra reformatory character and looks too exclusively to the spiritual welfare of the objects of interest.

A conspicuous case in point is reported from Philadelphia. The Ledger of that city tells us that "those interested in the welfare of youth" gained "a notable victory" in the council in the passage of an ordinance "to prevent young girls from selling papers or other articles on the streets." We are not informed that the council has made any provision for finding other business for these girls at which they can make an honest living. Their means of livelihood is to be taken from them, however, because the "Childhood Protective League" and the "Congress of Mothers" made a "gallant fight" for this ordinance.

True charity, or benevolence, or reform is practical. It will consider where-withal people are to be clothed and fed as well as saved. It will not deal with sentimental abstractions or resort to the denial of personal liberty or the God-given right to pursue any vocation which is not in itself immoral. True charity will not take away opportunity without supplying other means in its place. It is all very fine in theory to remove young girls from the possibilities of contamination, because one here and there may go astray, but will these "mothers' congresses" and "protective leagues" furnish the bread and meat and pay the rent of these victims of circumstances who have been denied the poor, and in itself harmless, privilege of "selling papers and other articles on the streets?" Not a bit of it!

The simple truth is that such regulations are of the Puritanical order, the ultra reformatory and sentimental. While these societies in the cities for the protection of the young are doing much good in many directions, it is also true that in numerous instances they are guilty of the hardest kind of tyranny, or at least injustice—an injustice that is often cruelty rather than charity. What the poor want and need most is material assistance rather than "soul comfort."

The Dutch government has prohibited the use of phosphorus in the manufacture of matches. The penalty attached to the manufacturing with phosphorus is six months' imprisonment, and for other offenses, in connection with storage and importation, three months' imprisonment, or a fine of \$125. The transport of the stuff through the country will be permitted under certain restrictions. The danger to employes in the match factories is well known, and the agitation against the use of phosphorus has been noted on more than one occasion in the columns of the Tradesman. This agitation is almost universal in Europe, and it will not be long before all the countries will follow the initiative set by Holland.

Up to about forty years ago Cornwall, England, supplied nearly all the tin used in the world, but now only about 7 per cent. of the total supply comes from there. The Malay peninsula has taken Cornwall's place, furnishing about 60 per cent. of the world's production, and the Dutch East Indies comes next, with 19 per cent.

Dry Goods

Weekly Market Review of the Principal Staples.

Staple Cottons—The market is much stronger all along the line and sellers refuse to make concessions. The demand is general for coarse, medium and light-weight brown sheetings, largely, however, for the medium and light weights. Several makes and qualities have been withdrawn temporarily during the week to allow manufacturers to sum up the sales, and know the real condition of the market. Denims are attracting for the present the greatest share of attention from cutters and exporters and such jobbers as have manufacturing departments. These people placed good sized orders during the week. Colored shirtings showed a good business. Ticks, cheviots, plaids and other coarse colored cottons showed considerable improvement.

Prints and Ginghams—The demand for printed calicoes has been well maintained, considering the good business already transacted for fall. Indigo blues, shirtings and turkey reds received the largest share of attention, but fancies also sold much better than during this same period last year. The prices for full standard fancy calicoes have been set at 5c per yard by the naming of these prices on "Windsor Epatants," and the "Merrimacks." The tone of the print market is firm and, as higher prices are expected, it is well for buyers to place as large orders as they can now. Staple ginghams are firm in all the leading varieties, and other lines are steadier. Fine ginghams are strongly and scarce for this season, while they are reported as well sold for next season.

Dress Goods—The volume of business coming forward continues insignificant. Such business as has come forward has run to plain cloths, such as Venetians, broadcloths, ladies' cloths, with occasional orders for such goods as rough faced cheviots, henriettes and homespun. The principal activity is found at the mills, where every effort is being made to get deliveries out promptly. In jobbing circles the past week or two have been devoted very much to clearing sales, in which a good volume of wash and other fabrics has been disposed of at prices that were satisfactory to the sellers. The jobbers' salesmen are out on the road showing fall dress goods, and have sent in some very fair orders for such fabrics as Venetians, broadcloths, whipcords, waistings, etc. The effect of this business on the initial market has been insignificant aside from helping to foster a somewhat hopeful feeling in certain directions. The sum total of the duplicate business is insignificant. The demand for skirting fabrics does not show much volume. There is a modest volume of business doing on reversibles, but these fabrics do not appear to have as strong a pull with buyers as the single face goods. The position of the plaid back appears as doubtful as ever. It still has its supporters, who claim that the fabric will come back into a popular position before the present season has drawn to a close. It looks, however, as though the wish was father to the thought. There is too large a stock of such goods lying around to make them attractive at the present time.

Underwear—For several months there has been an unprecedented demand for goods of the balbriggan type, and the

mills that have been making these goods have been very busy, many of them having been operated overtime on orders. Large shipments of these goods, which were ordered for June and July delivery, are being made from the warehouses where they have been stored. Some of the mills also have been making lightweight wool garments, and report excellent business. So far the orders for heavyweight underwear have not been specially good, and the mills are inclined to be pessimistic in regard to the winter season. There is little talk now of the proposed knit goods combine. From the present outlook it would appear that the summer will be a quiet one in this industry. Most of the mills are still being operated, however, but many of them on short time. Some are running forty hours a week, others on forty-five and fifty hour schedules.

Hosiery—The exports of hosiery from Nottingham, England, have been steadily declining for some years, as far as the United States is concerned. In spite of the fact of "good times" in the United States, our knitting mills have been able to supply the greatest portion of the hosiery used here. The explanation, of course, is that both the quantity and the quality of the hosiery manufactured here have been greatly improved. The demand for cotton hosiery has during the week been on a very small scale, as jobbers are taking only enough to fill orders that come to hand. Prices are rather weak.

Carpets—The orders that are being taken by the traveling salesmen of the large carpet mills continue to show considerable volume, especially on ingrain, jutes and the cheaper grades. Velvets, body Brussels and the finer grades have not received much of the buyers' attention, but it is expected that some good orders will be received before the season closes. The medium grades, such as the tapestries and the cheaper Brussels, are in moderate request, but more business in the tapestry line is looked for in the near future. Rag carpets do not show much change from week to week, a fair business being done in this line since the opening of the season. The wholesale cut-order trade report a heavy falling off in business, due to the closing of their season about the first of July. They look, however, for a good business in the fall if prices are no higher than at present.

Cause of His Awkwardness.

He—At last we are alone, and we have an opportunity to speak. I have been seeking this moment for days and days, for I have something to say to you.

She—Go on, Mr. Harkins.

He—I will. Miss Jones, you perhaps have not noticed that at times I have been constrained, uneasy, even awkward in your presence, that I have had something on my mind that I felt I must say to you?

She (softly)—Yes.

He—That constraint, that awkwardness, Miss Jones, was due to—due to—

She—Go on, Mr. Harkins.

He—Was due to the fact that I feared you were not aware that I am engaged to your mother.

Don't lose sight of the fact that getting the pay for the goods is the most important part of a sale.

Ask to see Samples of

**Pan-American
Guaranteed Clothing**

Makers

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

Hot Weather Goods

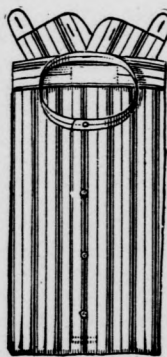
Light weight underwear is still in good demand. Our line of Gents' Balbriggan Underwear is complete, also Ladies' Jersey Ribbed Vests we have in all styles and prices. We have just received a new assortment of Gents' Negligee Shirts. Our line can't be beat as to quality, style and price.

P. STEKETEE & SONS,

WHOLESALE DRY GOODS,

GRAND RAPIDS, MICH.

Several Lots

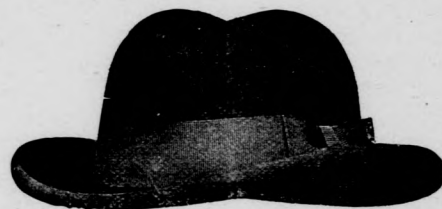


of soft shirts at \$4.50 per dozen just received. They are pretty patterns and have detached collars and cuffs. If your line of sizes is broken send orders by mail. They will receive prompt attention.

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Wholesale Dry Goods,
Grand Rapids, Mich.

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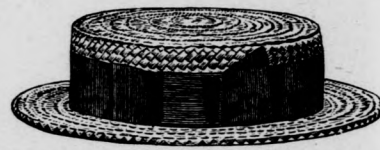


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Prices Right

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

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Clothing

Fads and Fashions in Suits and Hats.

The change from winter to summer apparel was extremely gradual, almost imperceptible, but by this time, every man is wearing his summer clothing. It seems that serges are even more popular than ever, if that is possible. This is a suit that finds equal favor among the upper five and the lower ten, as well as the intervening masses of people. It is not economical to purchase a cheap serge suit. Few other suits show good and bad qualities in such a true light. A good serge will wear well, keep its shape and not lose color, while the cheaper kinds lose their shape very shortly, are very liable to fade, and will be almost ruined in the event of the wearer being caught in a heavy shower. The one great drawback in a serge suit is that it is very easily soiled, and shows every little spot very clearly, but on the other hand, it can be very easily cleaned, and made to look like new. I know of a number of men who, while in comfortable circumstances, are by no means what the world would call rich men, and who never think of having less than two serge suits for the summer. Some of these men only have one or two suits, besides their serge suits, during the whole summer, not counting Tuxedo and bicycle suits, of course.

It is remarkable in how many different combinations a couple of serge suits one single-breasted and the other double-breasted, can be worn with a few little extras; and every combination is natty and stylish. They can be worn with the three pieces of the same material of serge. It looks as spick and span when worn with a white or light waistcoat, with duck, light flannel or trousers of other materials. The single-breasted looks exceedingly well without a waistcoat of any kind. In fact, a couple of the above-mentioned suits will often give a man better service than three suits of other styles. This being the case, it is not surprising that this autocrat among men's suits has held such undisputed sway in the hearts of the well-dressed men for a large number of years. There is a diversity of opinion as to whether the flannel two-piece suits will figure as prominently in the wardrobe of the good dressers as was the case last year. So far the indications are that they will not. Up to the time of the present writing they are not to be noticed on the persons of well-groomed men in as many cases, and the men's outfitters, those that cater to a good class of trade, are far behind their last year's record in regard to their sale.

In looking over the stocks of the men's outfitters and custom tailors, the reason for this falling off in the sale of the flannel suit is apparent. It is very seldom that one sees any especially original pattern, the designs being those imitated by the cheap clothiers and tailors, black, blue, gray and green grounds, with hair line or wider stripes of white, or some other contrasting colors, predominating. This is only one of the many cases when overpopularization has a tendency to kill it in the favor of the exclusive dressers. By this I do not mean to say that flannels will not retain a great deal of their popularity, but I do mean to say that they will be seen more frequently adorning the persons of the middle classes than those of the "swells." The latter try to keep

away from the popular styles as much as possible, and will wear rough goods, with stripes so faint as to be almost invisible. The most marked difference to be noticed in men's suits this year, in contrast to last year's styles, is in their shades. The general tone this year is by far darker in every variety of styles, fabrics and patterns. A salesman in one of the best known men's outfitting establishments in this city said that in all their spring and summer stock of clothing they only had four or five patterns that could be called light; a moderate number were of a fairly dark hue, while the majority were of dark tones. A very stylish and popular suit was of unfinished worsted, in black, dark blue or mixtures, with a very faint overlaid of white, blue, green or red.

It is an odd thing that the hat which is supposed to be worn as a protection against the heat is, in reality, as warm a hat as any manufactured. It is a question if it is any cooler than the derby itself. Of course, I refer to the plain, rough-braided, narrow brimmed straw hat, with the brim of two or more layers. As far as weight is concerned, it is bulky and heavy, and the brim has been getting narrower and narrower year by year, so that this year it was impossible to make it any narrower, or there would not have been any brim left at all. A great protection against the rays of the sun! How warm a hat this really is, can easily be proven by noticing a number of men wearing it on a "scorcher." When I say wearing it, it is not strictly true, as a large percentage of men will be seen carrying it in their hands, and the inside will in all cases be covered with perspiration. The fact that the above-mentioned straw is such an uncomfortable article of headwear may have had something to do with the successful introduction of the straw Alpine. The manufacturers, no doubt, saw that there was a demand for some modification of the heavy straw hat. Already the large brimmed Alpine is beginning to gain in public favor. The Panama was the lightest and best hat of the kind, but, of course, it was out of the question to try to make that take the place of the other; the high price was its chief obstacle. So the straw Alpine was put on the market as a sort of go-between. It was not the first time that the attempt had been made, but last year was the first time that it met with much success. At first it found a number of admirers among the men past middle age, but towards the end of the season it found decided favor among the younger men. Unless every authority almost is incorrect, it promises to break its last year's record by a good margin.

It is said that the straw Alpine, both wide and narrow brim, will be the most popular hat for the summer among the well-dressed men. Of course, this does not refer to the very exclusive dressers, who pay from \$15 to \$50 for the genuine Panama. Some Broadway hatters have been showing flat-brimmed Panamas that cost \$300. It is the opinion of the experts that its favor in the eyes of the ultra-fashionable dressers is not likely to be diminished by overpopularity! I have not seen this hat personally, and can not figure how the hat can be worth that unless it has a ribbon of pearls or diamonds around the crown instead of the ordinary band. Many imitations of Panamas, that can be had at from \$5 to \$10, while not as durable as the genuine, nor as light in weight, are nevertheless delightfully cool and light, being made from fine imported materials. The pearl and slate colored Alpine must not be forgotten, either. The large brimmed variety will be worn very extensively by all sorts of dressers. Outside of the straw hat and the Alpine, there will be no other hats worn in sufficient quantities to call for any mention.

Ajax.

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.

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.



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

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

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

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

Shoes and Rubbers

How a Dry Goods Merchant Would Run a Shoe Store.

This little talk will undoubtedly be criticised by shoe store merchants, and it is this same criticism that will bring out the good points if any.

From a dry goods point of view the shoe store of to-day has not kept pace either with exclusive or department dry goods. While it is true that the facilities and advantages of the shoe man are limited, it is equally true that it is fully as prolific a field for the upbuilding of a successful and profitable business.

Most dry goods merchants have a soft spot for shoes; it seems to them like something easy compared to the waywardness of frills and fabrics. It is absolutely certain that the shoe business is devoid of most of the petty details, annoyances and hindrances that are met with in retail dry goods every day.

In starting a shoe store my foundation would be to give the business a certain individuality, a certain difference or personality that would in some way distinguish it.

In selecting a location get on the right side of the street and as near to the principal dry goods store as possible—right next if you can. Have the show windows lowered to eighteen inches above the walk, and the entrance made as inviting as improvements will permit. Paper the store in a plain paper, medium shade of olive green, and have the shelving perfectly plain—cabinet style, sections not too large, painted in white enamel. This combination of olive green and white is ideal for a shoe store.

I would have all stock boxes white and the exterior as well as the interior effect white.

I have always had an admiration for white; it seems to give a sense of purity and tone to surroundings. In the matter of seating and fitting accommodations something new, or in some way different, could easily be had.

As to the line of shoes to be carried, which is in reality the key to success, I should make quite a departure from the old methods. In the medium-sized or larger towns, I should handle only women's and children's; in other words, a specialty shoe house; or, if room permitted two separate departments, another adjoining room or annex for men's goods. I believe that the time is here when success is better assured in specialties than in generalities, especially in the shoe business, and that men's goods will comprise a separate and distinct line.

The most important part of a shoe stock seems to be sadly neglected by merchants, and that is the keeping in stock of a line of good quality shoes for infants and small children.

As a matter of fact, in most medium-sized towns it is necessary to send away to some large city to get a good child's shoe. Women are often more particular about their children's dress than their own, and in nothing more so than in shoes. In no line of trade does an article count for more than in babies' and children's footwear—the custom of the balance of the family readily follows. The days for high-priced shoes are passed. A popular-priced, common sense shoe is the shoe of the day.

After securing a location and stock, and fitting up the store as above outlined, the question would arise how to get customers. It is one thing to have

a good location, a nice store and a good stock and it is another thing to get customers inside. The latter problem is much the harder and must of necessity, at first at least, come entirely under the head of advertising.

Now in what way can we best make an impression? I would not open hurriedly nor in any half-hearted, afraid of the future way. "It's there," and you will get it; be as sure and confident of it as if you stood above a mine with metal all around. It's there, and hustling energy, right methods, and, above all, the enthusiasm of certain success will quickly reach the hidden sesame.

Advertising to be effective must be regular, expected, waited-for talks on what you are offering, what you have new, what you are selling special, and all those little interesting things you can intersperse about your store doings. Dodgers are a good thing twice a year—February and August. In this way they do not cheapen the business, but rather by their infrequency add a great force to your clearing sales. Persistent or regular dodger advertising, except for the "cheapness - recommends - it stores," is not productive of good results, not alone in itself, but it belittles all your other advertising.

Newspapers will be your principal magnet, but don't abuse this great mercantile boom; don't make dumb your business voice nor deafen the ear of the public by wantonly stating untruths and deliberately magnifying values and comparisons. The confidence of the buying public once gained is forever at your command, but when once lost it can never be regained.

For a newspaper advertisement I should contract for a regular space, say six inches double, each issue, if weekly paper; if daily, Monday, Wednesday and Friday, or Monday and Friday. I should have an electrotpe made bringing out in some dignified, striking way the firm name. And here let me advise using the firm name exclusively; never an adopted figurehead.

I should also have electros in the same manner (different sizes) of the names of different famous shoes handled—if they are not famous in your territory, make them so. Do not use any other cuts unless occasionally one striking shoe cut in the center of a large advertisement. Newspaper advertising pictures are so common now that an advertisement without attracts attention. Always do a little different from the horde, and you draw attention to yourself. Have plenty of margin and room in your advertisements, and always remember that blank space is not lost space, but a simple, inexpensive introduction to the public that your covered space acknowledges, and then sets forth in its story a simple, plain, convincing argument. Do not abuse your great resource, "the special sale," and do not have one unless it is indeed special. One each month is all right, but have some reason for it, and in your running advertisements do not quote regular prices as special prices. Rather refer to the inexpensiveness of the prices, etc., and dwell on goodness and quality more than on exceptional reductions. The sales that I would inaugurate from the start are as follows: Opening sale, semi-annual reduction sale, annual grand sale, anniversary sale. These sales should occur every year, and should be headed, "First" or "Second," as to the number of times each sale had been presented.

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 Legging offered.) Our price on

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

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

HIRTH, KRAUSE & CO.

MANUFACTURERS
GRAND RAPIDS, MICHIGAN

Geo. H. Reeder & Co.

Wholesale

Boots and Shoes

Grand Rapids, Mich.

I would engage the best clerks I could find, would rather have one good clerk than three "as is." Would also have one good girl clerk, some one who lived in town and was universally acquainted. In many ways her presence and assistance would be of great benefit. I should have all packages wrapped in pure white paper. My store would be a shop of white parcels, it would be so advertised, and every white package seen in the vicinity would be a convincing argument for my goods and prices. Pure white paper is seldom seen outside, possibly, of a drug store, and it always attracts attention, and when you use it and advertise it as a trade design it is a winner. To make a sale especially effective, twice a year I should close my store all day to remark, re-price and rearrange for the annual event. The closing of the store one day insures the greatest possible success to a well-advertised sale; it never fails.

I should instruct all the clerks to treat all customers alike, and with the greatest courtesy possible, telling them about the good and poor points of each shoe, and I should not allow any argument or differing from a customer's views. Nearly every customer has some weak spot, and by humoring all and antagonizing none the first lasting impressions are made.—W. B. Olmsted in Shoe Retailer.

Popularity of Men's Oxfords Likely to Increase.

Many dealers are dipping into men's oxfords very cautiously, and some are predicting that the present large demand for them will be short lived. They do not want to be caught this fall with a stock on the shelves, to sacrifice or carry over.

Summer is now far enough advanced for any dealer to have an idea as to how the demand in his locality is going to run for this season's goods, and he can govern himself accordingly, can give them an extra push off the shelves or order more, to suit his trade. It is an early summer seller, and it is sometimes necessary to decide quickly.

As to the 1902 season, every indication points to a growth rather than a diminishing of the call for men's oxfords. They will continue popular, chiefly because they are a cool, comfortable shoe. Particularly in the South they will be called for in quantity, and the large cities, both North and South, will use them freely. The clothiers are helping the oxford along by supplying stockings of neat and handsome designs and patterns, too fine to be covered up with the plain leather of a high topped shoe.

Men are proud of having but a small share of vanity, but a man with a neat pair of summer hose covered under a high shoe top feels a little like the tramp, who invested his last ten cents in a raffle and by a lucky fluke won a \$30 suit of pink silk underwear. It preyed on his mind because no one gave him credit for having the fine harness. As he said, "No one dreams, gentlemen, that beneath this rough exterior there beats the noblest pair of drawers in Baltimore."

But, independent of this, the shoe has its uses and its claims. Some years ago, every farmer in the country wore heavy, cowhide top boots the year around. He tramped up and down the furrows and around the harvest field with his calves and ankles encased in a hot, heavy leather tube. Now, sales have fallen almost to zero in many sections, except for strictly winter wear. The farmer wears a medium shoe that weighs about one-third as much as the boots did. The same sort of a change may take place in men's better grade shoes, in the way of abbreviation during the heated season.

There will be no disadvantage to the dealer in this, for the reason that no wearer ever "holds over" an oxford. He buys a pair for summer, and when summer fades away the shoes fade away too. They go to the dump forthwith, so that while they are a cheaper shoe, only cheaper service is expected of them. The sale of higher priced dress shoes and of winter shoes will go on nevertheless and notwithstanding.

But intelligent adaptation of styles is becoming more common. There is on the whole less apishness every year, and more individual discrimination. This is a good thing, and the man who cultivates it will demand oxfords for summer, just as he insists on having a good storm coat to wear in January, when the abject follower of other people's styles shivers along in a short "top coat" that hits him at about the lower edge of his liver.—Shoe and Leather Gazette.

How to Button a Shoe.

Contrary to the belief of many shoe men, it is necessary to give the wrist a slight turn in buttoning a shoe. Some time ago, an article appeared in one of our papers, and was copied by several others, to the effect that the proper way to button a shoe was by drawing the hook clear through without the slightest turn. Try it yourself, and you will realize that a shoe that can be buttoned by this method is never as snug over the instep as it ought to be. The great mistake in buttoning a shoe was

the mistake of shoe men in turning the buttonhook clear around after catching hold of the shank of the button. This not only strains the buttonhole, and even breaks the button, but it is also liable to pinch the flesh of the instep so that a customer will not care to have you fit her again. When you button a shoe take the hook firmly in your right hand, catch the fly close to the hole with the forefinger and thumb. With the full leverage on the hook turn the wrist slightly outward, and the button will be drawn through on even the highest arch.

The Orthopedic Last.

There is something fascinating evidently about the orthopedic title in lasts. The name is an expressive one to the man with a pocket dictionary, although he must get badly mixed when he observes his ideal presented in so

many different forms. Nevertheless, the "orthopedic" holds the board in many stores and the shoes sell. Even in infants' footwear this style in some manner is presented and, for the most part, looks to be a sensible kind of a shoe.

The Greatest Seller

in Women's \$1.50 shoes is our "American Beauty." Write for samples.

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.

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.

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.

Clerks' Corner.

Employer Has No Respect for the Eye-Service Clerk.

I have very little respect for the employee who will allow any employer to browbeat him into that form of dependence usually called eye-service. By that I mean the sort of service which constrains an employee, through fear, to jump and hustle while the master's eye is on him, only to loaf like thunder as soon as he can do so safely.

I'll never forget how I asserted my independence once with an employer of this sort.

This old fellow was a wholesale dealer in meats and provisions, and I was his book-keeper. He was an old-school merchant and an autocrat—a relic of the age when a merchant bought his clerks as apprentices and thus owned their bodies as well as their time.

The old man believed that everybody should stand at attention when he was about. He believed his men should be there promptly on the minute of 7 o'clock and not leave until 6, working every minute of the interval.

He used to have a fellow as downstairs store salesman who was afraid as death of the old man. Never dared to call his soul his own or to assert himself in any way whatever when the old fellow was about. Gad! I've seen him get laying-outs that no self-respecting man could take, yet Jim would stand through it all, weakly grinning.

I said a few things to him one day about his cowardice in taking what nobody could expect him to take, but his excuse was characteristic: "Why, the old man would fire me if I said anything."

The old man used to go to his lunch precisely at 12 o'clock, and get back precisely at 1. I never knew him to miss a minute. Jim used to bring his lunch with him. He kept it in a sort of little low closet like a washstand, and when the time came to eat he would open the doors and draw up a chair.

We didn't get lunch very regularly in that establishment, because people would be coming in all the time, and they had to be waited on. Jim used to sit down about quarter of 1, as a rule. He would eat away until he heard the old man's step and then he would frantically shove the doors of the closet to, give his mouth a hasty wipe, and whether he was through or not, jump up, so that when the boss got in he would find Jim standing in the middle of the floor with an air of expectancy, as if he was hoping somebody would come in and give him a nice hard job to do.

The fellow did this through actual fear of the old man. He was entitled to a whole hour if he wanted it.

One day Jim took sick and I went downstairs to take his place. The first day I got down at my lunch a few minutes before 1. I was working on a piece of my mother's cake, if I remember rightly, when the old man came in, and, of course, I didn't move. It was too good cake. He was very pleasant and went on about his business as if there was nothing unusual about it.

The second day the same thing happened. I was eating again when the old man came in, but he said nothing.

The third day I was eating, too. As he came in he looked at me with a queer look, and I knew that things would be doing in a minute.

"Eat all the time?" he snapped.

"I do not," I replied. "At the present time I've been eating just eleven minutes. Don't you expect your men to eat any lunch?"

"That's all right," he retorted, "I want you to be through your lunch by the time I get in here, and be ready to attend to what I have to say!"

"Suppose I don't get a chance to sit down until five minutes of 1?" I asked, quietly.

"I've got nothin' to do with that!" he said; "don't you be eatin' when I come here again. I ain't used to it. Jim never did it and neither has any other man."

That made me a little warm in the collar.

"Man!" I said. "You've never had a man here before—you merely had things that jumped every time you pushed the button! I'm not that sort! I propose to eat my lunch in the middle of the day and I propose to take time enough to eat it decently like any other workingman! If you don't like that you needn't stand it one minute. Say the word and I'm out!"

The old man growled and grumbled about for a minute or two, and then he blurted out, "Get on to work now and don't bother me!"

I had won. The old man and I never had any more controversy about lunch. I sat down when I got a chance and stayed down until I had finished, whether he was about or not. And I know by the way he treated me from that time on that he had a thousand per cent. more respect for me than he ever had before.—Stroller in Grocery World.

The Successful Man.

He believes that strict integrity is the foundation of all legitimate business success.

He places no limit to his ambition, since the field is free to all and work is the price of progress.

He pushes for more business in busy seasons and, if customers are scarce, still pursues.

He depends on his own exertions and abilities and they reward his confidence.

He practices strict business economy and does not condescend to penuriousness.

He is not utterly defeated by defeat, nor careless from success.

He is honest, not only from policy, but from principle; he considers success, lacking self-approbation, as failure in disguise.

He pays promptly and collects as he pays; rather than pay as he collects.

He is courteous in manner and appreciates the commercial value of cordiality.

He thinks first and deeply; and speaks last and concisely.

He possesses executive ability to a degree which renders him appreciative of the valuable points in employees.

He is careful in details, knowing that they are the mortar which binds his operations.

He realizes that the prime object of business is to make money, and he therefore refrains from extreme competition in prices.

Intricate Financiering.

"Juddy and I got into a terrible tangle shopping to-day."

"How?"

"I owed her 10 cents, and borrowed 5 cents and then 50 cents."

"Well?"

"Then I paid 30 cents for something she bought—"

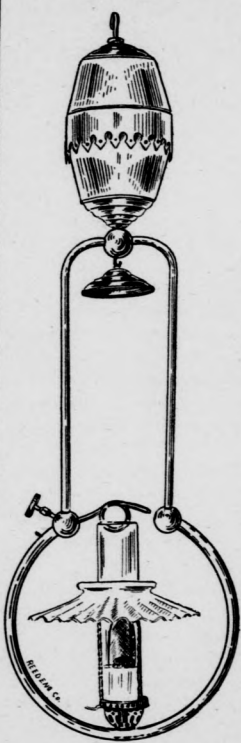
"Yes?"

"And she paid 40 cents for something I bought, and then we treated each other to ice cream soda."

"Well?"

"She says I still owe her a nickel."

A Lamp with a Future



A
Summer
Lamp

A
Cottage
Lamp

Just the thing for these warm nights. Always reliable; no complicated valves and generators to clog. Every part simple and practical. Guaranteed one year from date of sale. Exclusive territories assigned to reliable agents. Write for catalogues and prices. Manufactured by

Pentone
Gas
Lamp Co.,
141 Canal St.
Grand Rapids,
Mich.

Are you not in need of New Shelf Boxes

We make them
KALAMAZOO PAPER BOX CO.
Kalamazoo, Michigan

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 with merchant's name printed thereon, \$2 per 1000. Orders can be sent through any jobbing house at the Grand Rapids market.

TRADESMAN
COMPANY,
GRAND RAPIDS, MICH.



The Putnam Candy Co., Grand Rapids, Mich.

If it is PROFITS you are after buy our A. A. line of package chocolates. Always fresh. Call and inspect our establishment when in the city.

B. W. PUTNAM, President

R. R. BEAN, Secretary

EVERYBODY

who knows anything about bake goods and especially about crackers knows that

Standard Crackers

and

Blue Ribbon Squares

are superior in quality and flavor to any other goods manufactured. See quotations in price current. Not made by a trust.

E. J. KRUCZ & CO., DETROIT

RELOUZE SCALE & MFG CO.
Scales

HOUSEHOLD
COUNTER
MARKET
CANDY
POSTAL
SCALES



WANT LIST.

Few Retailers Recognize the Necessity of Keeping One.

Do you keep a want list, and if you do, how do you keep it? Any old way, or do you employ system? Retail merchandising is expanding so rapidly, and the head of a retail establishment has so many things to look after, that he must resort to system if he desires to win the greatest success in his business. System should be resorted to in replenishing wants, if it is to be employed at all. More sales are often lost through the fact that the merchant does not keep his stock properly replenished than through the fact that prices are kept too high.

Having established the necessity of keeping a want list, there are several other considerations: Do you put your wants down in the want book or on the want list, when the goods have all been sold, or do you note down goods you require as soon as stocks are depleted, and in plenty of time, so that they may be ordered and will be on hand when the present stock is entirely exhausted? The latter is eminently the proper course and should be followed. If your line of prints is running low and you are having a remarkable demand for indigo blues, or a certain line of percales, be sure that you make a notation on your want book in plenty of time to allow for delay in the arrival of the traveler, and delay in shipping, but at the same time so that you may have the goods in the store when they are required. You handle a certain line of coffee which is in demand in your neighborhood; you can obtain it from only one jobbing firm and there are the usual delays in getting orders filled and forwarded. Gauge your requirements so that you will have plenty of this line of coffee on hand at all times and so that your customers can always get what they require, when they want it. The merchant should be forehanded and thoughtful enough in his business to order slightly in advance of his requirements and in such quantities that he will always have sufficient stock, but need not necessarily have a large sum of money tied up in stock.

Now as to the want list, how is the best way to keep it? An investigation of the subject in this city led to the conclusion that few retailers recognize the necessity of any such list. They keep store with the idea in view that the traveling man or the salesman will call upon them about so often anyway, and he will be so anxious to sell his goods that he will see that their stocks are kept up to due proportion. This is not the best merchandising. The merchant should always know what he wants and how much of it and should be prepared to place his order without the assistance of the salesman or traveler.

A good plan to follow is to have a want list for each department of the business. Secure oblong cards of fairly thick board, plain white if possible, and tack them up near the counter or in some out-of-the-way place where they will not be too prominent, and where they can be easily reached. If you are conducting a grocery store, place a want card in the canned goods department, another in the dried fruit department, have another for staple articles such as coffees, sugars, provisions, vinegar, molasses, starch, etc.; have one for the cigar and tobacco department and another for the candy department, another for the notion department, and another for the specialty department, and so

on through the various lines you handle. See to it that as soon as your stock on any line runs low the want is promptly put on this card and in such a way that you can ascertain what you need in that department.

If you are conducting a general store, the number of want cards can be reduced by having one for each department; for instance, a general want card for groceries, another for dry goods, a third for hardware, a fourth for hats and caps, a fifth for underwear and woolen goods, cotton blankets, etc., a sixth for gents' furnishing goods, and so on through the list.

When you are ordering goods, consult these want cards frequently, and if the want has been noted by one of the clerks investigate the extent of the stock on hand, etc., and give your order accordingly.

Have it thoroughly understood that the clerk who has knowledge of an apparent shortage in any line and who does not make a note of the want on these cards shall earn your disapproval and then see to it that you are as careful as the clerk is in putting down things required to keep your stock up to its full quota.

By employing system you will find that it will result in many advantages. Through having your wants carefully tabulated in the various departments, you will be able to place your orders for goods in less time, and time is money with you; your stock will be kept up in better shape and customers will advertise you by saying that they always like to trade with Smith, he is never out of anything and always has everything in stock; and, you will find that after you have placed your order and the traveling man has taken the next freight train, you have not overlooked the most important item on the list. System in keeping the stock up to substantial limits is absolutely necessary and one of the important requirements is that it should be fully employed.—Commercial Bulletin.

Not Taking Any Chances on Shirt Waist Drummers.

From the Detroit Free Press.

"It was exciting while it lasted," said the commercial traveler who is home for a few days. "Now, what people may say never causes me any uneasiness; so, when I saw a good thing in the new shirt waist that is all the go, I immediately fitted myself out with a yellow affair that rivaled the famous sunsets that we had a number of years ago. As I look back at it now I am satisfied that I must have left a yellow streak through all the towns I visited, and I doubt if the excitement created has subsided yet. The candid and open comments I heard would have caused a man with less nerve than I have to blush and give way to public opinion. But I am made of sterner stuff and the frank comments that I heard only made me the more determined to see the thing out.

"It remained for a hotel-keeper in a little town that I visited to take a fall out of me. I sailed up to the desk in all the glory of my shirt waist, seized the register, dashed down my name, and demanded the best room in the house.

"Two dollars down," said the old man calmly, looking at me without a quiver of his eye.

"What's that?" I shouted.

"Two dollars down," he answered as he rescued a fly out of the ink.

"See here!" I stormed, "what do you mean by demanding money in advance of a man who has two trunks and a grip? Haven't I been here a dozen times and always paid my bills?"

"Can't help that," he answered, "It's \$2 down or git!"

"He runs the only hotel that the town affords or I wouldn't have argued with him as long as I did. There was no train out that night and I had to stay where I was; so I returned to the attack once more.

"Perhaps you think I am a dead beat?" mad as a wet hen.

"Perhaps ye are, an' perhaps ye ain't," he answered with exasperating slowness. "But, if a man is so all-fired hard up that he has to wear his wife's shirt waist, it is jes' es well not to take any chances. Two dollars down, please."

"I came down; so did the shirt waist as soon as I could open my trunk."

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Robinson Cider & Vinegar Co.

J. ROBINSON, Manager.

Benton Harbor, Michigan.

Hardware

Interesting Evolution of the Ordinary Kitchen Stove.

Written for the Tradesman.

In order to give the readers of the Tradesman a clear understanding of the great changes that three-quarters of a century has developed in the style and convenience of the implements used in the ordinary preparation of food for man and the change from the broad fireplace, with its massive andirons and swinging iron crane and the crude and clumsy pots and kettles suspended from it, to the nicked trimming ranges that beautify the kitchens throughout the country at the present day, a few words descriptive of an old-fashioned kitchen and its surroundings are necessary.

In doing this a few lines devoted to the prevailing architecture of those old-time houses, both in town and country, are in order: Within the memory of the writer all chimneys were built from the cellar. Their foundations were laid in the most substantial manner. Solid stone walls upon three sides of a hollow square were built from the ground to the necessary height, across which were placed solid oak timbers covered with masonry, upon which were laid the brick that formed the broad hearth above. The bin formed by the hollow square foundation in the cellar was utilized for the storage of the family stock of vegetables for the winter. The chimney of all farm houses extended from the cellar to the roof and furnished openings for fireplaces in all the rooms in the house. The spacious brick oven was located on the right side of the fireplace, with its flue extending into the chimney. Finely split white ash or basswood was used for fuel because it burned quickly and blazed brightly, giving the oven an even temperature. After being sufficiently heated the coals and ashes were raked out, the bread or whatever else was to be baked was put in, the door was tightly closed and the heated bricks did the rest. Once a week, usually on Friday or Saturday, this laborious process was gone through. Any other baking or cooking required was done in small utensils placed between the andirons before the fire. If baked potatoes were needed they were placed in a broad shallow cast iron kettle with a cover constructed for holding live coals on the top; or if biscuits or the toothsome shortcake were required the barrel-shaped tin oven with open front was brought into requisition and seldom failed to do its work well. This tin oven had a long iron skewer running through the length of it, upon which fowls or roasts of meat were secured and turned while cooking until nicely browned and the drippings caught in the dripping pan below.

These odd old primitive utensils, in their quaint shapes and quainter usage, loom up before me in the dim distance as I attempt to describe them, fruitful of many recollections of boyish days. One little incident is very fresh in memory, with all its painful consequences: One frosty morning when a barefooted boy I had just brought in a pail of milk and was standing on one foot with my back to the fire, holding the other foot up for warmth, when, losing my balance, I set my foot down into a kettle of boiling lard in which my grandmother had been frying doughnuts and which she had just taken off the crane.

The first cook stove I remember was

a square upright concern with an oven in front over the firebox and flues at each side. Two eight-inch holes were over the flues for teakettle and spider. When the tin wash boiler was used it covered the entire top of the stove and no cooking could be done while it was in use. The castings were a full half inch thick. It was manufactured by Rathbone & Co., at Albany, New York, and was sold at retail in Canandaigua for \$22. This awkward apology for a cook stove held its place in the farmers' kitchens for many years, with but very slight improvements. The entire furniture consisted of a tin wash boiler, a tin teakettle, a spider and an iron kettle for boiling vegetables. Boiled dinners were the rule seventy-five years ago and a kettle had to be of extra size to contain the meat and vegetables, all boiled together, that go to make up a genuine old-fashioned boiled dinner. I wish I could set the old cook stove I have in my memory down among the glittering beauties that adorn the salesrooms of the modern hardware store and listen to the comments upon the ridiculous figure it would cut. There is a story told of a boy genius who, after attempting to produce the picture of a horse, felt compelled to write under it, "This is an orse," for fear it would not otherwise be recognized. In comparison with the beauty and utility of the up-to-date cook stove, my poor old stove would require to be labeled, "This is a stove." W. S. H. Welton.

Specialization One Secret of American Success.

The goal toward which all successful manufacturers work is the maximum of units of product at the minimum of cost per unit. This is attained, in part, by large plants and improved machinery, and, in part, by specialization—concentration upon a single specialty.

For example, in a great shop at Mulhouse, in Alsace, employing 5,000 men, I saw water works and blowing engines, locomotives and other heavy machinery, along with cotton spinning machinery and the lightest articles made in iron. The same range of manufacturing would, in the United States, call for half a dozen separate plants, each concentrating effort on a single product, and selling it at figures for which the Alsatian works could not dream of making it. In Great Britain, to use another illustration, an agricultural implement works makes road engines, threshers, mowers and reapers, cultivators, and a variety of small farm tools. But when they put any one of their machines into the field, they meet a Chicago made article which is laid down on the spot at a less price than that for which the British firm can hope to simply produce it. The Chicago manufacturer builds a vast works to make nothing but mowers and binders. One concern employs thousands of men on threshing machines and road engines to haul them, while still other large factories make the cultivators, drills, etc. Machines turned out by tens of thousands, instead of thousands, can be made in greater perfection and at materially lower cost, even if all other factors are uniform. But if cheaper raw materials, more efficient labor, better management, and more up-to-date works be added, the transatlantic competitor of America is, indeed, facing a difficult proposition.

Arthur Brown.

When a man pays a doctor's bill, he often wonders if life is worth living.

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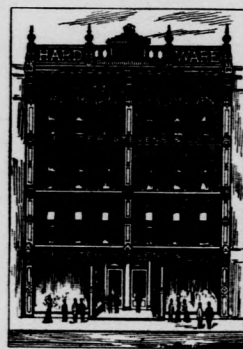
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PRINTING FOR HARDWARE DEALERS **Tradesman Company**
Grand Rapids.

ON THE FENCE.

Ready to Quit the Use of Tobacco Any Time.

Written for the Tradesman.

They sat on the top rail of a snake fence and stared, first at the waving timothy at their feet and then into the blue June sky where the swallows wheeled their dizzy flight away up among the sunbeams.

The day was warm, and the air filled with that drowsy something that touches the heartstrings of our youth and takes us back to those days so long ago when we were boys and rolled around in the clover in the big meadow back of father's barn.

There was a dreamy look in the eyes of each and they spoke in monotonous.

"Gottany chew'n?"

"Uhhuh."

"Plug?"

"Nope."

"Fine cut?"

"Nope."

"What then?"

"Homestid."

Homestead is the colloquial term for home grown tobacco—the kind raised on Northern Michigan farms—and it is proverbial for its robust strength and far-reaching odor.

"Hain't got no store tobacker?"

"Nope."

"Gimme a chaw."

Number two produced a dirty, greenish brown twist of the Northern grown weed, and number one gnawed at it leisurely until he had acquired the required quantity. There was silence for a time. The swallows circled and darted through the warm air and in the far distance a tinkling sheepbell soothed the ear.

After a while number two asked:

"Don't you never buy no tobacker?"

"S-u-r-e!"

"Hain't got any with you?"

"Jist out."

"When you goin' to git some?"

"Dunno."

"To-morrer?"

"Dunno."

"Day arter?"

"Dunno. Hain't got no money."

"Didn't have none yist'd'y?"

"No."

"Ner day before?"

"No."

"Ner day before?"

"No."

"Ner day before that?"

"No."

"Be'n abeggin' purty nigh every sence las' town meetin', hain't you?"

"Wall, I d'no. Not on'y when I hain't had none o' my own. I cal'late it's a mean whelp what won't give a feller a chaw tobacker."

"Yep—kinder. How jou like that air ye'r a chawin'?"

"Tain't such awful bad tobacker. I've seed wuss—some."

"Much wuss?"

"No, not's I mind on now."

"You hain't chawed much tobacker this while back, mebbe?"

"Not so ter'ble much. Hain't had much to chaw."

"Tobacker taste kinder leavin' you, mebbe?"

"Mebbe."

"Good time to quit, I reckon."

"O, I kin quit any time I wanten."

"Never took no notion that way, perhaps."

"No."

"Don't know nothin' about it then till you try. I see a feller oncet what c'd quit. He was smart like you be.

He c'd chaw or he c'd let it alone. I took notice, though, that he allers chawed. 'Twa'n't no trouble fer him to quit, sez'ee. He was ter'ble brave, he was—'bout quittin'. He was like some fellers 'bout fightin'—fellers what never fit none. Never tried, so he knowed he could. He did, too."

"Quit chawin'?"

"Yep."

"Chawin' tobacker?"

"Yep."

"N-a-w!" (incredulously.)

"Did, too."

"Honest?"

"Yep."

Then followed a long pause while number one turned the matter carefully over in his mind. At length:

"He must 'a' be'n kinder brave arter all."

"Mebbe."

"How d'e work it?"

"Run a rusty nail through his foot an' got the lockjaw."

"N then he quit?"

"Yep."

"Wall, by Gum!"

Another silence. The sun sank behind the not far distant tree tops, and the air began to chill.

"Never chawed no more, hay?"

"No. No more. He died."

"Died? Too bad. Lockjaw?"

"No, quittin'."

"Quittin' tobacker?"

"Yep."

"Wall, by Gum! Gimme another chaw."

George Crandall Lee.

The Philosophy of Simon Frost.

Ye can't jedge a man by the size o' his hat.

There's many a slip 'twixt the cup an' the lip, but most people I know uv does the slippin' after what's in the cup gits past their lips.

Don't never trust a feller that's always suspectin' somebody else.

Don't borrow money, an' you won't hev to cross the street so often.

Some o' the worst cigars I know of has the purtiest picture on the box.

A stingin' bee's like a sarcastic man: he can't use his weap'n without hurtin' hisself.

Most everybody stands a chance o' leavin' his name fer the world to look at—on his gravestone.

When the axles begin to squeak it's time to grease the wheels.

Even a hoss knows it's easier to climb a steep hill by takin' a zig-zag path.

One balky mule'll block up the hull road; he won't neither go forwards, nor backwards, nor git to one side an' let the willin' ones pass, nor lay down an' let 'em walk over him.

Meetin' death's an invitation ye can't git out o' acceptin'.

They that sows the seed won't reap the harvest, without they hoe the corn while it's growin'.

A feller can't cut much wood with a dull saw.

Shaller water's always the roughest; it's the deep spots that are most always smooth.

Men ain't never satisfied. When they climb to the top o' a mountain they build a tower so's to git the view from the roof.

A team o' hosses is only as fast as the slowest one o' the pair.

I'd rather own an acre lot, that won't grow nothin' but weeds and taxes an' a mortgage, than the han'somest graveyard in the world ef I had to live in it.

The rooster that does the loudest crowin's most always the one first caught by the hawk.

Lightnin' gen'rally strikes the highest trees.

The criminal judge may be a man of few words, but he isn't a man of short sentences.

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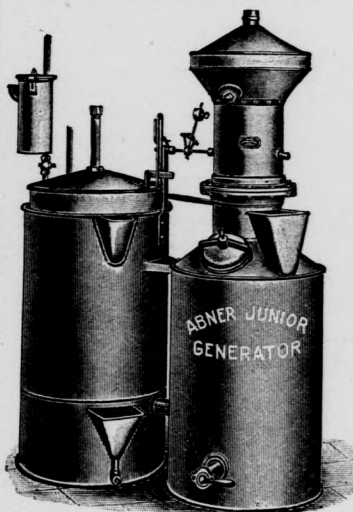
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The Meat Market

Secretary Wilson on Beef Prices.

"The present high price of beef is no doubt due, in a measure, to the prosperous condition of the country, because, of course, every family can afford to eat more meat, but it is also due to range conditions," said Secretary of Agriculture Wilson the other day. "The West can not produce as much meat as it once could, and it will produce less and less every year."

"What is the outlook, then, for the country to secure sufficient beef and mutton, Mr. Secretary?" I asked.

"This condition in the Far West means that the farmer must supply the deficit. Wyoming and Nevada do not, I should say, produce over half of the meat they did ten years ago, and the same thing can be said with regard to the arid region in general. It is getting worse and worse, and consequently meats for the country and for our export trade will have to come from the farmers of the Mississippi Valley, where they can grow corn and oats for feeding."

"At present the 'good times,' as I have said, affect the ability of families to buy meat, and this affects its price; but this latter is also affected by the ability of the region west of the Missouri River to produce, and this ability, or rather disability, is becoming more and more prominent, while there seems no way of stopping it, so that the Mississippi Valley farmer is the man who must produce the meat."

"Our export trade then will be affected by the overgrazing of the Western lands?"

"Yes, but right here is another point in connection with the above. People may not like to have it said to them, but perhaps it is just as well for somebody to speak out plainly. It is time that the people of this country who are selling stock feed and shipping it abroad should keep it at home and feed it. It is the course of wisdom. There is great profit in feeding meats for the market just now. But we are selling abroad enormous amounts of oats and corn and mill feed, whereas the present prices for meats justify the feeding of this at home. This would keep the fertility on the farm. Keep the products of the ground on the farm and ship the meat. That is the thing to do."

"The Department of Agriculture at this time," continued the Secretary, "is making strenuous efforts—that is a good word for it—by sending agents to countries around the China seas and to the Caribbean sea to enlarge the markets for American products, dairy products especially. Why, in the matter of dairy products one class of Americans furnish the very weapons to enable foreigners to defeat other Americans. Our men find the foreign markets completely occupied by Danish butters and cheese, yet, as I have often said, the Danes can not export a pound of butter or a pound of cheese if the Mississippi Valley farmers do not sell them the feed."

Guy E. Mitchell.

Then Beef Will Be High.

The time is coming when the United States must look elsewhere for its meats. Of course, it will be a great many years before we are unable to raise enough cattle to feed ourselves, but the price of beef is steadily advancing, and in the nature of things it will continue to advance. In time South American cattle-

men will be able to ship beef to the United States and undersell the home article. The reason for this state of affairs is very apparent: Land in the United States is growing too valuable to be used for grazing purposes. It is only a few years ago that the Western country was one vast pasture land, and the only cost of raising cattle was for men to watch them. Now the demands of agriculture are eating up this wild pasture, and the territory for cattle-raising on a large scale is growing smaller and smaller. Where cattlemen once had pasturage free, they are now renting the privilege from the Indians and in other ways the cost of raising cattle is increasing. The country will continue to grow more thickly populated, and we will come to have no cattle in time except those raised by farmers. It stands to reason that when that time comes the price of beef must be high enough to make it profitable to graze cattle on farming lands, else no cattle will be raised.

M. B. Barnicutt.

Develop the Small Concern.

When business men are looking for lines upon which to build a city, let them look carefully after the small concern that has gained a footing on some back street. It may be that only three men are employed, but this may be the beginning of large results when adequate capital is introduced. The Western cities learned the folly of the bonus system years ago. They found that it is not wise to invest in the assets of a company so insecurely grounded that it is ready to move to a new location. This lesson has been learned.

There is now a lesson of another sort to learn. In every city there are small manufacturing concerns that have the

root of growth in them; they need a larger capital and more persistent management to develop them. Capital placed in such companies will bring favorable results.

It is to these small concerns that the cities need to turn. There are, of course, many in every city that are without merit from an investment standpoint, but there are many that have merit. The people of a city do not always know their own resources. Ask the business men of a city to tell you about the small manufacturing that is being carried on where they live and in many cases they cannot reply. There are little concerns in the cities that are shipping their product to Europe and few know the fact.

The president of the railroad company was working for small wages twenty-five years ago; he grew into his present position a step at a time. The concern that occupies a block to-day was small and struggling twenty years ago, but it grew. And so it will be with many of the small manufacturing concerns in the Western cities—they will grow, but they will grow faster if the men in these cities who have money to invest will look them up and give them a start.

Americans Should Eat More Cheese.
Mary Graham in Women's Home Companion.

Cheese is not made as much of in America as it should be. Families would find their tables greatly improved by its judicious use, and the question of expense need not be raised. If instead of a succession of puddings and pies there is substituted a dessert of ripe, seasonable fruit with a small portion of cheese and crackers the health bulletin would be more satisfactory and the weekly or monthly bills less, while the time spent for dessertmaking would be gained for some other purpose.

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Michigan Brick & Tile Machine Co.,

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Gentlemen—Regarding the Gas Plant you installed in my store building last January, I will say that we are getting very excellent results from it, and have no cause to regret the purchase whatever.

We have about 65 lights in our building, running on an average, say 45. We are lighting our rooms with much less expense than we could by electricity; besides having a very much larger volume of light.

The machine I put in my house in February meets every requirement so far, for cooking, grates as well as lighting.

I have been well satisfied with both plants.

Yours truly,

Dic.

Frank Hamilton

Pertinent Plea For Pure English. Written for the Tradesman.

I once heard a gentleman say that he did not care how poor the spelling was in a letter if he could only get the meaning of the writer. And a superintendent of our city schools once said to me, "There is altogether too much fuss made about teaching reading in our schools. The important thing for a pupil is to learn to read fast and get over the ground rapidly and absorb the ideas."

To the first person I would reply: Give me correct spelling if the writing be as poor and hard to decipher as was Horace Greeley's. Besides, it is not half so difficult to read writing when the spelling is correct. And, as to reading and speaking rapidly, while it is most desirable, so that the listener will not have to think on ahead and then wait for the reader or speaker to catch up with him, yet I do not agree with the quondam superintendent who put readiness in getting over the ground as the first and last essential. The reader must be able to put some meaning into the words, through tones, inflection, etc.

But even worse than poor spelling and bad reading is a slipshod, careless manner of conversation, which confronts us everywhere and at all times. What is a surer mark of culture—or the lack of it—than the language one employs and the tone of the voice? The habit of half pronouncing words is, indeed, a most common way of mutilating our English. We have little respect for a poor speller, but we scarcely notice it when one leaves out about half the syllables of his words. He says "tol'rate" for tolerate, "s'pose" for suppose, "int'rest" for interest, "perscribe" for prescribe, "pernounce" for pronounce, "d'rection" for direction. He also makes a wrong use of words, as, "further" for "farther," the first relating to quantity and the second to distance. He says "expect" when he means "suspect." We smile at the Southerner when he says, "I feel powerful weak to-day," but we say, "She is awfully pretty." A discriminating use of words and a correct pronunciation are two essential factors in good conversation, and should be taught the child in his earliest education. It is much easier to learn the right way at first than to learn and then unlearn.

I once heard one of the Psalms of David read by an elocutionist, and I said, while listening to it, "How was it that I never happened to read this beautiful Psalm?" It sounded new to me because it was so well read. In our reading, as in our conversation, there is too much clipping of syllables, the vowel sounds not being clearly uttered. A distinct enunciation of their sounds is absolutely essential to good reading and speaking. We can speak rapidly and still enunciate distinctly. Much attention is given to music, for even the very young child. She is taught to play when she can not read a page of English intelligibly, nor knows the first principles of correct language. Teachers of vocal and instrumental music abound, also teachers of elocution and teachers of expression, teachers of voice culture, etc., etc.; but alas for the children who neither read understandingly nor speak with any correctness. Generally speaking, a child will use such language as he hears at home. All the instruction at school in the use of language does not count for half so much with him as the language he hears among his own people. If his mother

says "had ought" he will be apt to say it. If parents would insist upon their children's reading aloud the practice would not only make them better readers and give them broader ideas, but would have a tendency to make them use correct language, so that, even although they did not know why certain words and expressions were correct, they still would use them from being familiar with them. Within the last week I have heard the following expressions—from people, too, who do not call themselves, by any means, ignorant: "Between you and I;" "Have you ever did that?" "Those kind of people;" "I have only went there three times;" "He wasn't to home;" "I have been down at Detroit a few days;" a prominent club member of a literary club said "tremenjous" for tremendous, "colymn" for column, "drownded" for drowned; "progrum" for programme. This last mistake is exceedingly common—giving short a in the word programme the sound of short u. It seems to be as persistent an error as that of calling mattress "matrass," changing the sound of e in the last syllable to the sound of a, and putting the accent on the last syllable instead of on the first, where it belongs.

To sum the whole matter up, while we prefer ideas to words, and would far rather a man's grammar should be bad than that he should be a villain with a smooth tongue, yet we do all of us prefer to hear good English.

H. A. Randolph.

Yankee Machinery Beats John Chinaman in Firecracker Manufacture.

Until a few years ago every firecracker bought in this country was imported from China. The odd gold lettered labels were not fakes. They were the real Celestial thing. The Chinese firecracker was imported into the United States for the simple reason that the ingenious Yankee had not been able to manufacture it more cheaply than he could purchase it in the Orient, even after paying the 100 per cent. duty thereon. Three years ago, however, the inventive brain of a New Yorker produced a machine which could make the small firecracker cheaply, and now the Chinaman is pushed out of the pop-cracker market. The contrast between the methods of manufacture used by the Chinese and by the Yankee is both interesting and instructive.

The Chinese firecracker is manufactured by what in this part of the world we would call the sweatshop system. A whole city, men, women and children, are occupied in making the article and one and all turn their product into the hands of the man at the head of the Hong. The Chinese cracker is made out of a shell, a few grains of powder, a fuse, and some clay. The shell is made from rice paper of the coarser sort. Each cracker is patiently rolled on a little tapered stick as a core, taking about fifty turns of the paper to each shell. Children are given this work to

do. Then the shells are assembled into large bundles of about 100, set side to side, and the whole bunch held together by a string. Fine powdered clay is put at the bottom of each shell, moistened with saliva, and then packed down. The fuse, which has been carefully rolled by hand is then placed inside the unfinished cracker, after which the powder is sprinkled carelessly over the top. Some more clay packed on the top of the powder finishes the work.

The Chinese firecracker maker earns 3 cents a day. The crackers as they come to the United States are in boxes of forty packs, each pack containing sixty-four crackers. The price of the box in China is 35 cents, which represents the wages of about twelve people, plus some profit. Each workman, then, makes about 200 crackers a day.

By the machinery in use in the advanced factories in the United States two people can make about 4,000 crackers a day. For rolling the shells there is a rapidly revolving mandrel, upon which is fed the rice paper, cut to the exact size. These shells are stiffened by starch. The fuse is made on a machine which feeds fine tissue paper and powdered gunpowder in a hopper and brings it out on a drying rack, as fuse, cut into lengths. The shells made by the machine are arranged in rows and the pieces of fuse are automatically put in them. Then the shells are filled with powder by accurately gauged little scoops, after which the end is crimped, and the manufactured cracker is finished.

The cannon-cracker, owing to the opposition to it by city councils, has had a hard time. There are now laws against all kinds of so-called cannon-crackers in nearly every state. The cannon-crackers were made with chlorate of potash and sulphur, and sometimes with dynamite. It was not necessary to have so thick a paper shell, to make the noise, so the manufacture of that kind of cracker was rather cheap, and the Yankees could compete on the larger styles with the cheap labor of the Chinese. By the law against such crackers the Chinaman had the field again for his product for some time, but now Yankees have beaten him out again with their machinery.

The man who gets as large a salary as he thinks he deserves is usually overpaid.

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

Four Kinds of Coupon Books

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

TRADESMAN COMPANY, Grand Rapids, Mich.

William Reid

Importer and Jobber of Polished
Plate, Window and Ornamental

Glass

Paint, Oil, White Lead, Var-
nishes and Brushes

GRAND RAPIDS, MICH.

W. FRENCH,
Resident Manager.

Summer Resorts

ON THE

G. R. & I.

"The Fishing Line"

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

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

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

This booklet will be sent free

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

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

Grand Rapids & Indiana Railway

No Matter if you do Live in the Country

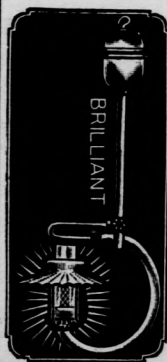
You can have just as good Gas Light at 20 Cents a Month, wherever you are, as can be had in the city at any price, if you will get the

Brilliant or Halo Self Making Gasoline Gas Lamps

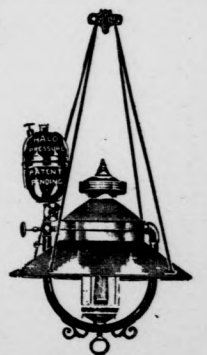
Especially adapted for Residences, Stores, Shops, Hotels, Streets, Tents, Camp Meetings, Summer Resorts, Gardens, Mines, Fishing, etc., etc. Our Storm Lamp can not be put out by wind, Storm or Rain.

BRILLIANT GAS LAMP COMPANY,

GEO. BOHNER, 42 STATE ST., CHICAGO.



100
candle power.



Storm Lamp,
2 to 400 candle power.

Woman's World

The Profession of Being a Charming Woman.

You have just graduated, my dear little girl, in all the ologies and isms and a love of a white organdie frock, and your doting mother is going around telling everybody that Sadie has "finished her education." That is a mistake. You have only passed from the kindergarten into the great school of life, where you will have to unlearn most of the things you have learned before, where the stern headmaster, Experience, will set you problems you have no rule to solve by and where your slate will be wet many and many a time with your tears.

I know that you have been weighted down with sage counsel. Your teachers have urged you to keep up the study of higher mathematics as a pastime and to read the classics instead of the daily papers. The learned divine who preached your baccalaureate sermon has warned you against breaking out of woman's sacred sphere and held up before your eyes for imitation the lovely picture of self-sacrificing womanhood. In the slang of the street, you have advice to burn, and yet it is in my heart to-day to add one more word to it.

That word is study yourself. To know books is much. To know people is better; but to know one's self is the most important piece of information that any human being can acquire.

You spent years studying foreign languages; but do you know the words your own tongue speaks when you get angry? You burn the midnight oil solving the problems of mathematics; but do you understand the intricacies of your own mind? You explored the mystery of the stars; but do you really know how your own face and figure look? If we were going to take a shabby cottage and convert it into a spacious and beautiful abode, we would go over it carefully, seeing where the foundations needed strengthening, what rooms were contracted and best be enlarged and how we could most effectively adorn it within and without; but we never think of going over ourselves that way and trying to see how we may take a plain face and a commonplace character and change them into something that makes the world a better place to live in, simply because we are there.

It takes courage to do it. For a woman to sit down before her mirror and honestly face the truth and say, "I am dull about this," or "I am fractious and cross," or "I am selfish," or "I have a bad complexion and a miserable figure," requires something akin to heroism, but for the woman who has the bravery to face the enemy within her and fight her own defects, whether they are of body or soul, there is a certain and glorious victory.

I do not say that the homely girl can convert herself into a Venus de Milo, but I do say that unless a woman is a monstrosity of hideousness there is no use in giving up the fight and succumbing to ugliness. Hygienic living will ameliorate, if it does not cure, a bad complexion. A good figure is in the reach of every girl with enough energy to practice physical culture. Grace of movement and of carriage can be acquired as certainly as the multiplication table, and for the rest, what we call beauty is after all mostly a matter of dress. When we say such and such a girl is pretty, we do not necessarily

mean that her features are classic and her coloring perfect. We merely refer to a charming impression of prettiness and daintiness that has pleased the eye, and it is quite as likely to be her gown we are admiring as her face.

The most beautiful woman that ever lived would be ugly in a Mother Hubbard wrapper and surrounded by a halo of curl papers, and so, my dear little girl, I would urge upon you the necessity of not only studying the fine art of dress, but studying it in reference to yourself. Find out what is your best feature and emphasize that. The woman who knows how to dress herself need never waste one pang of envy on the woman who has merely a pretty face. Style is better than beauty any day in the week.

When a boy finishes his college course he decides upon what profession or business he is to follow, and, if he is to succeed, he puts in the best work of his life for the next two or three years in mastering its details. This is precisely what I would have you do, little sister, only instead of studying law or medicine or the grocery trade, I would have

you study yourself and learn to make the very most of what God has given you.

Did you ever think what a great profession it is to be a woman—not just a wishy-washy, makeshift kind of a creature—but a great, noble woman, or how big are the dividends it pays? I think that in all the world there is no more pitiful mistake than the contempt in which women hold the destiny to which they are called.

If to-day I were a prophet and could say with certainty to you, who have just won the composition medal in your school, that after years and years of heartbreaking striving you would succeed as a writer, you would be willing to undergo all the long-drawn-out agony of work and waiting. If I could say to that other girl that she would be a successful concert singer or artist, she would feel that it would repay her for all the labor and self-sacrifice and hardship that every woman lays upon the altar of her career. But among all the girls of my acquaintance I do not know a single one who thinks that the great profession of being a daughter and wife and mother and friend is worth studying or preparing for.

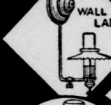
THE BEST LIGHT.



STUDENT LAMP.



CHANDELIER.



WALL LAMP.



STREET LAMP.

SUPERIOR TO ELECTRICITY

and costs less than Kerosene Oil. The wonder of the age!

A 100 Candle Power Light for one week for 2 cents.

Each Lamp Takes and Burns Its Own Gas!

NO ODOR!
NO SMOKE!
NO DIRT!

Perfectly safe. Over 100 styles for indoor and outdoor use. Every lamp warranted.

Sells at Sight.

Agents coinining money. Write at once.

The Best Light Co.
82 E. 5th St., Canton, O.

BEST BY TEST.

The President of the United States of America,

To

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

GREETING:

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

ENOCH MORGAN'S SONS COMPANY,

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

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

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

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

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

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

[SEAL]

ROWLAND COX,
Complainant's Solicitor.

[SIGNED]

S. D. OLIPHANT,
Clerk.

Yet this is what the world is wearying for. There is no dearth of women writers, artists and musicians are turned out from the schools far in excess of the demand; there is even no lack—God help us—of silly, selfish females, but the supply of women who realize the highest ideal of womanhood, who are broad of sympathy, tender of heart, wise of brain, is so scarce that when we do find one we want to fall down at her feet and burn incense.

It does look to me, little sister, that just from a cold, business standpoint, no other profession offers such rewards to a girl as being a charming woman or is so well worth studying. If you want admiration you have found the secret that wins it. If you want affection, you have the key that unlocks every heart. If you want pleasure, you have made yourself the kind of person everyone likes to have about, and you are never left out of any invitation. If you want to marry, cast your line where you will. You have the bait at which every fish will bite.

The trouble has been that women seem to think that all the charms and virtues come by nature, as Dogberry thought a knowledge of reading and writing did, and that if they were not born with them they were no more to be blamed than for not possessing soulful eyes or golden hair or a Greek profile. We have all heard women offer the excuse that they were high-tempered for getting into a disgraceful tantrum or making a cruel speech; we have heard them apologize for slovenly houses by saying they had no turn for domestic affairs, and in the same way they feel that they ought not to be blamed for brusqueness and stiffness of manner because they were not born with a ready grace of speech and deed. It is a comfortable theory, but in reality it is as cowardly an excuse as anyone ever offered for their own incompetence and general worthlessness.

The real explanation lies in women's laziness. Not one woman in a thousand will do a thing if it is hard, if there is any possible way of getting out of it. They would all be agreeable, they would like to charm and to be admired and sought after, if the reward came without any effort. It is because being amiable means to curb one's temper, because sympathy invariably means unselfishness, because to diffuse always that subtle charm that enchants one's family and friends means a thousand little self-denials, that women so seldom practice these graces. They are simply too selfish and too indolent.

We make a mystery about what we call the popularity of a girl. There is no secret about what we like. It lies in the power of every woman to fill her life with sweetness and grace and beauty so that every one who comes near to her turns to her as instinctively as a flower turns to the light. Such a woman blesses the world as she passes through it and fills a career so noble, and so helpful to her kind, the greatest in the land might well envy her, although her name may never be known outside of her own community.

That life may be yours, little sister, if you will, and believe me when I say there is no other profession so well worth studying as the profession of being a charming woman.

Dorothy Dix.

It's cruel to catch a fly—unless you are on a ball team, then it is brutal to miss one.

Why the Co-operative Delivery Plan Failed at Hastings.

The co-operative delivery plan has been given a trial at several cities in Michigan, but so far as the Tradesman's information goes, it has never been permanently successful. This method of delivering goods was tried in Hastings several years ago. The reason for its abandonment is thus described by three of the leading grocers of that city:

Hams & VanArman: We would say that our experience in the co-operative delivery was not satisfactory, for divers reasons, and would say that, in our opinion, the getting everything and everybody ready for same is too big a job for the returns received. First, every dealer must be on his taps with his goods ready at a certain time, which is very doubtful. Then, a delivery man must be had with a three-decker brain as well as wagon. We recall one day when our man returned for the second trip at 11 or 11:30 o'clock. He had been going back and forth all the forenoon with a load. This and other unavoidable delays make the clerks angry. People wish to be accommodated and need a favor in delivery occasionally that can not be granted in a co-operative way. So far as we are concerned, we prefer to look after our customers ourselves and give them the best service we may be able to do. The satisfaction we derive from it is worth more than the difference in cost.

Cook & Sentz: We would say that since this firm has been in business we have had no such system in vogue, but some four or five years ago we all went into it, and we think, so far as the system is concerned, it is all o. k. and the cheapest way merchants can get their delivering done. The trouble which gave the system here a black eye was jealousy between some of the merchants. If such a feeling could be overcome, we think it would be an A1 system. Our experience was so short that we hardly feel like expressing ourselves on the subject, but still insist that it is the proper way of delivery.

Frank Horton: I am afraid I can not enlighten you much on the subject except to say that we had co-operative delivery here about six weeks. As the man who started the system had had no experience in the matter and the merchants had had none, they made a botch of it, as they all kept their wagons just the same, and if a customer wished goods at once, they would deliver them with their own wagons, and hence made a bad job of it. I have been trying to get the system re-established. The proper thing to do is to get some one to furnish enough wagons to handle the business and then put up a bond to do the work all right. The dealers should also put up a bond or forfeit that they will stay by the system and I think it will work all right. At present it is difficult to get them all interested.

Watch Newspaper Advertisements.

Keep your eye out for the little things that kill an advertisement. Remember that

good cuts, good type, good display, white space, prices quoted, and convincing talk, will win for you. Avoid always bluster, brag, blow, generalities, flowery language. Worn out cuts, type, and badly formed advertisements are not good for business.

A Tack

business end up in a chair has been known to bring about surprising results.

By the way, do you handle B. B. B. Coffee? Mistake if you don't. Pays good margin—pleases your trade. Band wagon's waiting—climb in.

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

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



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.

Butter and Eggs

Observations by a Gotham Egg Man.

Egg grading at shipping stations in the West is spreading somewhat every year, but there are all sorts of methods adopted and with various results.

In this country the general system of egg handling is carried on in a back-handed sort of fashion that is not stimulating to rapid progress. As a rule eggs are bought of the producers at a stated price at mark and, while the collector is able to do this by making his price in accordance with the general average of quality received, it happens that the man who produces eggs of superior quality gets no more for them than his neighbor who markets less desirable goods, and there is nothing to stimulate improvement, either in the breeds of poultry or in the care and prompt marketing of the product. Then these goods are generally put into cases about as they run—good, bad and indifferent—and sent to distant markets, freight and expenses being paid on the worthless eggs, which, during the heated term, amounts to nearly 10 per cent. of all the freight paid for moving the total current production to distributing markets.

Under this system of marketing it was natural that the "loss off" system of selling in distributing markets should have prevailed for so many years, and an unfortunate feature of that method of selling was that it became difficult to secure among buyers the real value of eggs that were put up at primary points in such manner as to avoid the losses occasioned by shipping worthless eggs mixed among the better ones.

But of late years there has been a drift toward case count selling in distributing markets that is becoming more and more positive and rapid with each season. In this market many dealers who were formerly bitterly opposed to selling irregular qualities of eggs case count are now in favor of the system and at present there is very little stock sold in New York or Boston on a full "buyers' loss off" basis.

The objections urged against case count buying of eggs from producers by egg collectors do not prevail against case count selling to dealers in a large distributing market; in the latter case the irregularity of quality affects the price paid and it becomes possible to obtain full value for superior quality; only in this way can proper grading be encouraged in the interior, and I have observed that as case count selling has grown in the big cities, candling and grading have increased among the more progressive egg shippers. As candling by shippers becomes more common loss off buying or discriminating prices will become more general among country buyers and the system will work back to a form that will eliminate much of the waste and encourage greater care in raising and caring for eggs on the farms.

But at the present time the spread of egg grading in the country has developed various methods and, as I remarked in the first place, various results in point of quality.

Some packers first candle their re-

ceipts to throw out the rots and badly heated eggs; then the sound goods are graded according to size and cleanness. Some merely candle their stock and (possibly throwing out some of the smallest and dirtiest) pack the sound eggs up about as they run. Others again merely separate the large and clean from the small and dirty without candling and produce naturally a lower grade.

As to which of these methods is more profitable probably depends on the character of the eggs received at the shipping station and the point of outlet. Dirty eggs mixed with top grade are, I am informed, less objected to in Chicago than in the Eastern cities. Here cleanness and size are very important elements of quality.

Shippers who care to look into the matter of egg grading more closely may perhaps be interested in a somewhat detailed consideration of selling values of eggs graded in different ways. With ordinary receipts of Western ungraded and uncandled eggs selling here in hot weather on a basis of 14c loss off stock packed in Northern sections and not seriously affected by heat would, ordinarily, bring about 13c net if well graded as to size and cleanness but not candled.

They would bring about the same price if candled closely but not otherwise graded. If they were both candled and graded as to size and cleanness they would bring 13½c and if the grading and candling were close they would command at mark as much as the ungraded eggs would bring loss off. If graded and candled so closely as to be offerable as extras under the rule they would very likely bring fully ½c and possibly 1c premium above that.

It must be considered that the closer the grading the higher the value of all the grades and it is probable that in a section where egg receipts are gathered very frequently and run of good general quality candling and grading pays better the closer the work is done, at least for marketing in seaboard markets.—N. Y. Produce Review.

If you never buy any better goods than your customers call for you will never get the best and most valuable trade of your town.

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 raspberries, gooseberries, blackberries, 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.

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.

Cherries and Gooseberries

are in good supply and now is the time to place your orders. We have some fine Apples in boxes. Home-grown Cabbage is fine now and in good supply; prices reasonable. Home-grown Wax Beans now ready.

THE VINKEMULDER COMPANY,
14-16 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.

SEASONABLE SEEDS

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

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.

We solicit your shipments
of Fresh Eggs and Dairy
Butter.

Reference, Home Savings Bank, Detroit.
F. J. SCHAFER & CO.
FRUIT AND PRODUCE ON COMMISSION
DETROIT MICH.
THE LEADING PRODUCE HOUSE ON THE EASTERN MARKET.

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

The New York Market

Special Features of the Grocery and Produce Trades.

Special Correspondence.

New York, June 29—Half the year gone and the end is not bringing very much happiness to some financiers in this town. Someway, when some young men try to carry on a big business that their fathers builded with years of work they seem to go down with a sickening thud. These fellows, having been born to millions, seem to have no realizing value of the individual dollar. They go to work like the child who skips the alphabet and gathers in a whole sentence at once. They could not get their minds to think in less chunks of money than \$50,000. "We'll show the old gentleman how to do business by modern methods!" So, having shown the old gentleman, they also show him the walls of the State prison not very far in the background, and if they keep out, it will be possibly, because the "old gentleman" has come down with his old-fashioned dollars and stopped the gap.

For a time the situation seemed a little shaky all around; but it is altogether likely that we shall see no great trouble and that, with some few failures, the atmosphere will be clear again. Meantime, business is good. The weather is so hot that it hinders in some degree and buyers are taking a few days off at the seashore. The coffee market has lost what little buoyancy it gained and at the close is about as dull as it has been at any time. Cables from Europe showed weakness and, altogether, the situation favored the buyer. At the close Rio No. 7 could not be sold at over 6c in an invoice way and trade was anything but active. In store and afloat the amount aggregated 1,198,414 bags, against 731,525 bags at the same time last year. Mild sorts are in quite free offering, stocks being generally ample. Good Cucuta is worth 8 1/4c.

The tea market seems to be "getting no better fast." Dealers complain that trade is almost nothing and that prices are nominal. New crop Congos are looked for in about a fortnight and it may be that the situation then will show some improvement. For the present, nothing is doing.

Refiners, as well as brokers, report a rather light volume of business in sugars, but all hands are looking for a turn very soon and meantime prices seem to be well sustained. Raws are without change.

Rice orders have been mostly of small lots for replenishing broken supplies and the situation generally is one of quietude. Jobbers seem to have rather light stocks on hand and, with a little better demand, the market would be pretty well cleaned up. Foreign sorts have small sale and yet they are steady, with Japan worth 4 1/4c.

Aside from a fair trade in ginger, the spice situation is quiet—no duller than usual, perhaps, at this season of the year. Singapore pepper, in an invoice way, is worth 12 1/4c.

Not a single sign of business can be found in the molasses market. To roll a barrel of molasses out this weather is to court disaster. Stocks are light and prices unchanged. Good to prime centrifugal, 17@30c. For syrups the demand is slow and prices rather lower than last week.

The movement of California canned goods to this country from England continues and the supply is now almost large enough to meet the demand from South Africa. What queer freaks commerce cuts up! A lot of Alaska and other salmon packers are here and more are coming and they will all have a love feast next week, and then a joyful combine is in view.

The Prune Association seems to be meeting with a good deal of censure from some of its own members, who intimate that they have been forced to join, and say they wish the Association could be knocked into a cocked hat. Tomatoes are now "promising a fair crop" in Maryland and peas are doing splendidly. Prices are firmly held at about last week's rate.

Dried fruits are without change. Not an item of interest can be gleaned. For currants there is some demand and prices are well held. Barrels, 9@9 1/2c. Raisins are possibly a little freer of movement, but there is room for improvement.

Lemons are the victors this week and everybody is after them. Pineapples also. Lemons advance so rapidly that hourly quotations would be the only satisfactory means of keeping one posted. Fancy Sicily fruit is worth \$4 a box and it is hard to get anything desirable under \$3. Oranges are rather submerged under the immense supply of other stuff and from any one stand one can buy a score of different fruits.

The demand for butter is somewhat affected by the hot weather and, as the supply becomes less, the rate strengthens, so that best Western creamery is rather more than 19 1/2c in many cases, but it would hardly be safe to say that 20c prevailed. Seconds to firsts, 17@19c; imitation creamery, 15@17c; factory, 14@15c.

Hardly any business has been done in cheese for a day or so, as the thermometer has been up to 95@98. Full cream is worth 9 1/2@10c.

Best Michigan eggs are bringing 14 1/2c. For desirable goods the demand is sufficient to keep the market closely sold up, but the supply is limited and a large part of arrivals show the effect of heat.

How They Move.

"When I first settled here," said the Kansas man, "my nearest neighbor was twenty-five miles away, but now he's just across the road."

"The way you put it," remarked the Easterner, "that doesn't show anything. That may mean—" "It shows, my friend, that cyclones are mighty powerful, that's all."

Base ball pitchers, letter carriers and preachers are all judged by their delivery.

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

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

Grand Rapids Cold Storage Co.,

Grand Rapids, Michigan.

Citizens Phone 2600.

We do a general storage, and solicit your patronage.

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

Simple

Account File

Simplest and Most Economical Method of Keeping Petit Accounts

File and 1,000 printed blank bill heads. \$2 75
File and 1,000 specially printed bill heads. 3 00
Printed blank bill heads, per thousand. 1 25
Specially printed bill heads, per thousand. 1 50

Tradesman Company, Grand Rapids.

D. O. WILEY & CO.

20 Woodbridge St. West, Corner Griswold, Detroit, Mich.

Commission Merchants

AND

Wholesale Dealers in Foreign and Domestic Fruits and Country Produce

We solicit consignments of Fruits, Butter, Eggs and all Country Produce.

References: Preston's National Bank, Mercantile Agencies.

F. P. REYNOLDS & CO.

Dealers in Foreign and Domestic

FRUITS

Berries, Early Vegetables, Cranberries, Sweet Potatoes etc. Send for quotations. 12-14-16-18 Woodbridge Street West, 40-42 Griswold Street, DETROIT, MICH.

Established 1876.

H. F. ROSE & CO.,

Phones 504.

Fruits and Produce on Commission

24 Woodbridge Street West, Detroit, Mich.

Members Detroit Produce Exchange and National League Commission Merchants.

Correspondence solicited. Reliable quotations furnished. Quick sales and prompt returns.

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.

Window Dressing

Don't Neglect People's Eyes While Feeding Their Minds.

Every merchant who has straw hats in stock now endeavors to make as attractive a showing of them as is possible, and as hats do not lend themselves to much manipulation, the novel and ornamental in straw hat windows must be obtained by the use of attractive accessories. Chief among these is straw braid. It is neater and more attractive than the loose straw with which some merchants fill their windows, and has the advantage of being useful in many ways. Bunches of straw braid can be procured from the large city wholesalers and the braid can be used as follows: The bunches of braid can be interspersed among the hats in the window or the braid can be stretched across the window pane and background in various directions. The back of the window can be covered with a light Oriental matting and the braid tacked across it, cutting it up into various shaped spaces. Against these spaces straw hats are hung. The strips of braid can also be twisted about the metal window stands on which the hats are displayed, or, if very heavy, tacked from the ceiling to the floor of the window. The hats can then be fastened to the braid at irregular intervals, making an attractive showing. If arches are erected in the window they can be finished with the braid by twisting it around them or by tacking it to their flat surfaces in various ornamental designs.

* * *

What is the reason the solid trim is better than the mixed trim or the trim in which a small quantity of goods is shown is better than the trim in which a whole shopful of goods is used to produce an effect? In the first place, no man is able to attend successfully to more than one thing at a time. He may work quickly or think quickly, but only one thing at a time makes an impression on his mind. Now, when you are trimming a window you want that window to make an impression on the spectator. You want to bring home to that spectator's mind and impress on it indelibly one particular thing, and, to rivet the attention of the hurrying man whose mind is busy with many things, you make every article in the window tell the same story. You don't put fifty shirts of the same kind in the one window merely to produce an impression of quantity, but to strengthen and fortify the shirt story that the window is telling. A window showing fifty different kinds of goods is like fifty people talking at the same time. If you have leisure you can at last make out what each one is saying. But if you are busy and preoccupied the sound that catches your attention and the message that you hear is the message conveyed in one unanimous cry. So when every article in a window tells the same story goods are sold because the message is so plain that it impresses itself upon the mind as a sledge hammer blow impresses itself on the body. Exactly the same effect is secured by a window in which very few articles appear. The very meagerness of the trim arrests attention. The eye is not wearied by the necessity of separating between the different objects presented. One thing stands out prominently in its loneliness. A vivid impression is therefore made, and, attention once gained, the sale is easy. Then, too, it is the object of the win-

dow trimmer to put in a trim that will be remembered. A man's memory of an article displayed may lead to a sale later on. The windowful of heterogeneous articles is not remembered long, and so it is not a profitable window. In a very small place, where people have leisure to examine the shop windows, there may be reason for mixed trims. But in a large city, where everyone is hurrying about his own business, the window that sells goods is the forceful window that impresses itself on the attention, that may be understood at a glance, that can not be mistaken and that is as bold and blunt and forceful as the man who has the utmost work to accomplish in the shortest space of time.

* * *

If you are debating whether or not you will spend money in improving your windows, remember this fact, for it is a fact, tried and tested by experience: Your windows can do a work for you that nothing else can do. Your advertisements in the papers, by circulars and by billboards can tell about prices and qualities, but they can never put the goods before people as they really are to the eye. Advertisements are invaluable for keeping your name before the public and for bringing people to your store, but they are not sufficient to get them into the store. Your windows appeal to the eye. Your advertisements appeal to the mind. Therefore, don't neglect people's eyes while feeding their minds. When you have induced people to come as far as the entrance to your store make it worth their while to come inside. You do this by making your windows attractive, by putting into them your most attractive goods, most artistically displayed. Many men can write a letter that makes a fine impression, but the men themselves destroy the good impression by their personal bearing and appearance when they are seen. It is the same way with a store. See that its appearance is all right. Make its exterior inviting and don't make the mistake of spending everything on your advertisements and nothing on your windows. Newspapers and windows should work together, like husband and wife. And sometimes when you can not afford to rival your competitors in the amount of newspaper space that you use you will be able to make up the difference by the attractiveness of your store. Let your rivals get the people into the neighborhood. Make it your business to get them into your store after they have been drawn into the business quarter where you are. It's one thing to get people to come as far as your store. It's another to get them within the doors. And both are necessary to success.—Apparel Gazette.

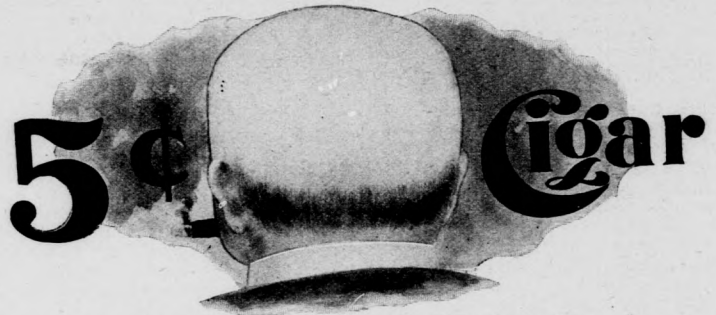
Turkeys in Canada.

In a pamphlet just issued by the Department of Agriculture of Canada, giving the food products of Canada, it is stated that turkeys thrive well in the Dominion, grow to a fine size, and have flesh of tender quality. Chickens are raised in large numbers, and of late years farmers are adopting the method of fattening them a few weeks before they are killed. That increases the quantity and proportion of edible material in each bird. Quantities of turkeys and chickens fattened are now available there for export to other countries, and there is room for very great extension.

A dog may not be a star performer, but when he travels with a blind man he is always given a leading part.

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.

A Trade Maker

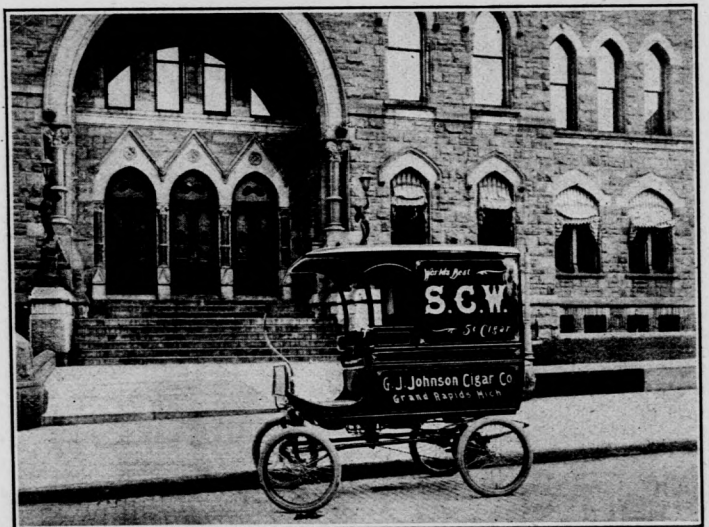
Fanny Davenport

5c Cigar

Trade Supplied By:

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

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.

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.

Another Method of Preventing Men From Dying Rich.

Written for the Tradesman.

Gripman and grip were on the way to the train. Both, like the modern street car, were full, the one with a "bang-up" good breakfast and the other with such things as its owner found needful. A lively whistle of a popular ragtime furnished the music with which the gripman was keeping step. The sun was shining bright and the air, washed by the night's rain, was clean and fresh and sweet. The route to be taken was a favorite one, with lots of orders just waiting to be taken down, and the gripman was thinking what a nice thing it is to be alive with plenty of pleasant work to do and no end of health and vigor to do it with.

He was within a couple of blocks of the station when his eye fell upon a man somewhere near his own age and as he came nearer there seemed to be something familiar about him. There was the undoubted stalwart shoulder, only it wasn't up where it belonged. The head wasn't up in the air either. The hands were in the trousers pockets and something more than suspiciously like fringe was hanging at the bottom of his trousers legs.

The gripman's first impulse was to salute him with a lusty slap on the shoulder; but he had slapped the wrong man once and hadn't tried it since. So, studying the figure and the gait, as he was passing the man he looked him full in the face and, surely enough, there was Tom Taylor, the friend of years ago, evidently sorry to be recognized. He wouldn't have taken the gripman's extended hand if there hadn't been some compulsion about it. As it was, there was only a lump of nerveless flesh and bones in the vimful grasp of the extended hand and the hearty greeting was met by a discouraged, "Oh, so-so."

That wasn't going to do. This man, Tom, hadn't been seen or heard of for over a year. Then he was the best man on the road, with a good place of course—that is the first thing "best man" means—and in full possession of all that "best" implies. Now here he was in this condition, down at the heel mentally and physically and financially and shunning his friends on account of it. Oh, no, that wouldn't do at all. He looked at his watch and found it was fully fifteen minutes before train time. A good deal can be done in fifteen minutes when the need is pressing and, passing his grip to his left hand, he hooked his right into Tom's left arm and hurried with him to the station restaurant. "Breakfast for one," he called and by the time they were seated at the table Tom Taylor was "filling up."

By a series of questions which could be answered by Yes and No Gripman found out what he wanted to know and the progress of the breakfast was not in-

terfered with, so that at the end of ten minutes there were five minutes to spare and Tom Taylor answered questions a jump's distance from the steps of the smoker.

It was not a new story and need not be repeated here. The failure of the house for which he traveled had thrown him out of work and for months he had been looking for a job. At first he had refused several good offers because he expected to do better; but the expectations had not been realized and since then everything had been going wrong with him. His wife had been seriously ill, a long siege of typhoid fever had almost taken away that 20-year-old boy of his and he—well, there he was, discouraged and shabby, with things gone to the devil generally and not a ray of hope of their ever being any better.

"All aboard!" shouted the conductor and Gripman had to break in on Taylor's story: "It's hard lines, Tom, and I'm going to make you borrow this," and, thrusting a twenty-dollar bill into Taylor's hand, he boarded the train. "Keep a stiff upper lip and we fellows'll see what can be done," he called as the train moved off. Then, lighting a cigar, he went into the smoker full of schemes for the man he had left at the station. "The meal was all right," he said to himself, "and the money was all right, but I know as well as Tom does that that isn't what he wants. A man in his prime, both in strength and experience, doesn't want victuals and money given him and lent him. It's the hardest thing in the world to take them from anybody. It makes him an object of charity no matter from what point of view it is looked at and I'm glad the train left when it did. The man wants a place and he's going to have it. It doesn't make any difference what it is or how much he gets, it places him among the workers; it makes him a part of the business machinery and, if he is only a cog there, it's a cog and the wheel will have a hitch without it. I know, for I've been there. Five years ago when—

"Hello, Jackson, where'd you come from? Sit down here. You know Taylor, don't you—Tom Taylor, who traveled for Reams & Baxter, of Blankton?"

"Taylor—Taylor? Tall, well-built, thoroughbred man, isn't he? Yes, I know him—good fellow—what of him?"

"He's having a turn of hard luck. Got it bad. Lost his position, wife sick, boy—bright fellow—almost swept off by typhoid fever and Tom's way down at the heel. I just left him and we've got to do something for him."

"All right, I'll cough up a ten for him—"

"Darn your money! He isn't that kind. He wants what the rest of us want—a place to earn his living and a good word passed along the line. These don't cost anything. Weren't you telling me of a Detroit house that was a man short?"

"Yes, but the place was taken long ago. There's going to be a change in a Grand Rapids house before a great while. One of their men is going to Cleveland—dry goods. What's Taylor's line?"

"Dry goods, and I'm on my way to Grand Rapids now. Give me the firm's name. There—I'll bullet that bull's-eye the minute I strike the town."

He did; and when the man left for Cleveland Taylor stepped into his place, fitted it and will probably spend an indefinite number of his days in it.

The other day, when Gripman turned

from registering at the Morton House, he ran bump into Taylor, who was waiting for him to put down the pen. Then Taylor corralled him into a corner long enough to fix a date with him—that evening at eight o'clock. At that hour they found a quiet spot in the lounging room and Taylor began the conversation by taking out his pocketbook and putting a new twenty dollar bill into Gripman's hands.

"There, Gripman, the cash account is balanced, but I don't ever expect to even up the rest—I hope not anyway. The only chance to do that will be when you are out of a job and sickness has about killed your family and cleaned you out of every atom of courage you have in your make-up. Rather than have that happen to you I prefer to be your debtor. I was pretty well used up the morning you overtook me. I had spent my last nickel the day before and you can judge by that how much the breakfast was needed and when you lent me that twenty dollars I began to feel again that I was somebody. If you'd given it to me I would have thrown it at you, but the lending showed that you trusted me and expected that I'd get a place soon and repay you."

"I tell you what, Gripman, a man without a job is a mighty poor piece of human furniture. He's damaged in the legs and his hinges are rusty and full of squeaks and pretty soon, if he doesn't get anything to do, he knows he isn't fit for the second hand store and creeps away into the dust of the garret or the dirt of the back alley. I had started for the back alley the morning you saw me. I hoped you wouldn't notice me and if I had seen you a minute before I should have got out of your way. Your speaking to me in the old hearty manner gave me courage and the breakfast I put inside went straight to my backbone; and when I looked at the bill you thrust into my hand—the biggest one I had seen in a year—my head snapped back into its old place like a bone out of joint reset. 'Keep a stiff upper lip!' you sang out as the train moved off and that part of my anatomy has been my most noticeable feature ever since."

"I went home with some beefsteak and other good things for breakfast and the folks had their first full meal for months. You never can imagine what we made that twenty-dollar bill do nor how long it lasted. I kept the last dollar of it long after I got a position and then I exchanged it for a couple of new half dollars dated the year I got the place and Joe has one for a pocketpiece. He says he doesn't want anything better for luck than that, and I'm sure I don't."

"The great day, though, was when the letter came with the offered job. We were on our last five and I'd begun to have that old discouraged feeling creeping back. Then when the postman came with the letter bearing the Grand Rapids stamp and I finally saw what it was, you'd have thought a madman had broken loose. Joe grabbed the letter and after a glance began to dance and my wife gave one long-drawn sigh of relief, for she knew that the long-prayed-for turn in the road had come. But I'm not going to say a word about your getting the place for me—I promised my wife and Joe I wouldn't when I was leaving the house. They want to fix that. I know that you were at the bottom of it and I can't thank you too much."

"Well, I must go home now. You'll be here over Sunday and I have come

to ask you over to dinner and I was 'not to take no for an answer.' We dine at two and you can come as much earlier as you please. Goodnight, Gripman."

The invitation was accepted and the guest went early and stayed late. When he returned to the hotel he thoughtfully smoked a cigar before he went to bed. When the last pull at it had been taken and he put down the stub he said: "The Rockefellers may found universities and the Carnegies build libraries—every man to his taste—but it seems to me that the surest way to hit the masses and hit 'em hard is to hunt up the people out of a job, give it to 'em and then let 'em work out their own salvation."

Richard Malcolm Strong.

Gripsack Brigade.

Geo. F. Owen is getting out plans for a four-family apartment house, 50x70 feet in dimensions, two stories high, to be erected on his lot at 145 Lyon street.

Lansing Republican: F. F. Nichols has severed his connection with E. Bement's Sons and accepted a position with R. D. Scott Carriage Co. His territory will be New York State.

Geo. W. Stowitts, Michigan representative for Chas. N. Stevenson & Co., suspender manufacturers of Indianapolis, will make his headquarters at Petoskey during July and August. Mrs. Stowitts will be located at the Hotel Perry.

Battle Creek Journal: F. W. Remington, of Jackson, one of the most popular traveling men in the State, has been secured by the Malta-Vita Co., of this city, to represent them in several states, including Michigan, Indiana, Ohio and Illinois.

Thompsonville News: Fred C. Richter, the urbane Grand Rapids traveling hardware salesman, was here Monday and Tuesday, assisting in the inventory of the Western Hardware Co. stock prior to its transfer to the new proprietor, S. A. Hathaway.

James B. McInnis, who recently removed to Flint in the expectation of engaging in the tobacco business there, has returned to Grand Rapids and taken up his residence in this city. He is now Western Michigan representative for the H. J. Heinz Co., of Pittsburg.

Hillsdale Standard: The members of Hillsdale Council, U. C. T., are making preparations for a splendid time at their annual picnic at Baw Beese Park next Friday. Conn's Apollo Orchestra, of Elkhart, will furnish the music for the occasion. Their music last year was very fine, as our people will remember.

Geo. H. Reifsnider & Co.

Commission Merchants

and Wholesale Dealers in

Fancy Creamery Butter, Eggs & Cheese.

321 GREENWICH ST., NEW YORK.

Whiskey, Morphine and Tobacco Habits

Positively Cured

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

The Warwick

Strictly first class.

Rates \$2 per day. Central location. Trade of visiting merchants and traveling men solicited.

A. B. GARDNER, Manager.

Drugs--Chemicals

Michigan State Board of Pharmacy

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

Examination Sessions.

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

Mich. State Pharmaceutical Association.

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

Nefarious Practice of Loading Sponges.

The practice of "loading" sponges is said again to be growing in the Florida sponge trade, some dealers, it is charged, adding sand to the unheard of extent of 50 per cent. While many dealers honestly strive to stamp out this nefarious practice, it is claimed, on the other hand, that the intermediate jobbers, or even the large sponge houses, are forced thereto by the refusal of their customers to pay legitimate prices.

If this be true, the dealers are only cutting their own noses. For, in the first place, the jobber who can undersell his competitor, by virtue of this fraudulent practice, also can afford to pay higher prices for good goods to the fisheries; second, the labor of loading up with sand adds from 5 to 8 per cent. to the cost, which is still further increased by higher freight charges; third, an adulterator almost inevitably expects to earn a greater percentage of profit than when dealing honestly; fourth, the retail pharmacist either suffers direct loss from the sifting out of the sand, or he has the added labor of removing the encumbrance.

Many retailers, not fully informed, may, of course, be under the impression that the sponge, being fished up from the sandy bottom of the sea and thrown on the sand beach to dry, necessarily must be full of sand. A little reflection on the construction of the living sponge and its subsequent preparation must, however, quickly dispel such illusion.

Pharmacists, who are the great distributors of sponges for household purposes, will serve themselves and their patrons best by dealing only with such firms as will guarantee sand free sponges. The sand may do no harm, but neither does it benefit anyone but the adulterator. It stands to reason that, fictitious prices being abolished, a clean one-pound sponge, as large as and more serviceable than a two-pound one of the same kind but loaded, could be purchased at a lower price. Of course, a small percentage of sand inevitably will be present in the commoner grades of sponges.

Some twenty-five years ago, some may remember, the same bad practice obtained with respect to Mediterranean sponges, but it became so outrageous that in self-defense the importers and wholesalers united in protest until it disappeared, and has remained in abeyance.—Western Druggist.

Poisonous Nature of Absolutely Pure Water.

By chemically pure water we usually understand perfectly fresh, distilled water, whose behavior and properties are well understood. It withdraws the salts from the animal tissues and causes the latter to swell or inflate. Isolated living organic elements, cells and all unicellular organisms are destroyed in distilled water—they die, since they be-

come engorged therein. They lose the faculty, upon which life depends, of retaining their salts and other soluble cell constituents, and consequently these are allowed to diffuse throughout the water.

Distilled water is, therefore, a dangerous protoplasmic poison. The same poisonous effects must occur whenever distilled water is drunk. The sense of taste is the first to protest against the use of this substance. A mouthful of distilled water, taken by inadvertence, will be spit out regularly. The water once in the stomach, the superficial stratum of epithelium experiences a powerful distension, the cells are leached by their salts, die, and are cast off. This local poisonous effect of distilled water makes itself known by a sensation of uneasiness, belching, etc., furnishing all the symptoms of catarrh of the stomach on a small scale.

The harmfulness of the process, so much resorted to to-day, of washing out the stomach with distilled water is acknowledged, and we find the physicians who formerly used that agent are now turning to the "physiological solution of cooking salt," or "water with a little salt," or the mineral water recommended for the purpose. The poisonous nature of absolutely pure water would surely have been recognized and felt long ago, were it not that its effects in their most marked form can seldom occur, for through a train of circumstances, "absolutely pure" water can rarely be found. The ordinary distilled water, even when freshly distilled, is not really absolutely pure, while that used in the laboratories and clinics is generally stale, has been kept standing in open vessels, generally in rooms where chemicals of every sort abound and whose gases and effluvia are taken up by the water. **Johan Koppe.**

Make Your Fountain Attractive.

If you made it attractive last year, make it more so this year. Get something new. One of the best attractions at the fountain is a decorated cake of ice. Take a large tin candy tray and set it in a convenient place on the counter near the front door. With an awl punch a hole in one corner to carry off the water, which can drip in the sink or a pail back of the counter. Place in the pan a large cake of clear ice, 100 to 200 pounds. With an ice shaver or pick chip out a large round hole in the top of the cake and set in a large crushed fruit or punch bowl. Now dig out little holes around in the ice and put in pieces of lemons or oranges cut fancy, get one or two pineapples to set on top, or cut one in two and place half on each side. Now cover up the pan around the edges with roses and leaves and chipped ice or any flowers in season. Make a crushed fruit syrup for the bowl, dipping it out with a ladle. Take one or two boxes of fresh strawberries, hull them and place in a flat bottom kettle and cover over with sugar. Mash them up and add about an equal quantity of syrup. Put this syrup in the bowl and then place on top a few pieces of orange or pineapple slices. This will make a most delicious flavor for an ice cream soda, a tempting display and a trade winner—a good advertisement, one that the ladies will talk about. Crushed pineapple can be made the same way, and the pieces of fruit on top look delicious. **Richard Foy.**

The heart always pays the highest price for the happiness it has never purchased.

Catastrophe in a Drug Store.

A big gray cat of unknown pedigree recently played the role of the bull in a china shop at the drug store of Frederick Pollard, Jersey City.

Entering by a rear window, it jumped to a shelf, knocking down two bottles. One contained sulphuric acid and the other liquid ammonia. The cat fell with them. As they smashed on the tile floor it received a bath of acid and ammonia. The effect was galvanic. The cat fairly sailed about the room, lighting for a second on a shelf, then sailing to the top of a case, only to dart through the air to some other place. In its wake it left a wreckage of smashed bottles, of cologne, acids, sweet smelling and otherwise; raspberry, and other syrups.

This happened in the prescription room, at the rear of the store. When Mr. Pollard ran in to learn the cause of the disturbance the cat was jumping about with no apparent object and emitting cries of mingled pain and terror. There was no way to help it, and the mingled fumes of smashed bottles compelled him to beat a hasty retreat. As he left the room the cat succeeded in finding the window, and ran down Jewett avenue like a miniature steam engine. The cat's visit cost him about \$25.

Advantage of Keeping a Nurses' Registry.

Here is an idea which druggists in the larger towns and cities should be able to use to good advantage. It is not altogether new, but we believe it will aid in adding to the effectiveness of a Nurses' Registry. Send a card to all the nurses whose names you can secure with the following matter attractively printed thereon:

Nurses are invited to register their names with us. We are constantly receiving calls for nurses, and if we can have your co-operation we should be able to render both you and our patrons a service. To all those nurses who will register their names with us and inform us of their engagements we will be pleased to make a 10 per cent. discount on the following goods:

Hot water bag.
 Irrigating bag.
 Rectal tube.
 Ice cap.
 Oil muslin.
 Hypodermic syringe.
 Syringe for saline injection.
 Thermometer for baths.
 Fever thermometer.
 Hypodermic tablets.
 Nitroglycerine 1-100.
 Morphine sulphate ¼.
 Morphine ¼ and atropine 1-50.
 Strychnine sulph. 1-60.
 Digitalin 1-100.

Cement for Porcelain.

An almost invisible join may be made, with careful handling, with the following:

Chloroform, 60 parts.
 India rubber, 25 parts.
 Mastic, 15 parts.

Cut the rubber into shreds, put into a suitable vial and pour on the chloroform. Stopper tightly and set aside until the rubber is dissolved, then add the mastic and let stand until the same is dissolved. Apply the cement to each surface to be united and let the pieces stand until the greater part of the chloroform is evaporated, then unite, press firmly to place, and if possible, tie in position. When the cement is apparently thoroughly dry on the surface scrape off the superfluity, and dust over the line of junction a little zinc oxide, chalk, powdered infusorial earth, or some such material, and with a clean pencil brush it over the joint. After the cement has become perfectly dry, re-

move the cords and rub off the superfluous powder. The joint can scarcely be discovered if the work has been well done.

Old-Fashioned Blackberry Cordial.

Blackberries 2 gals.
 Pimento, bruised, 2 ozs.
 Cinnamon, bruised, 1½ ozs.
 Cloves, bruised, 1 oz.
 Brandy, 32 ozs.
 Sugar, q. s.

Crush the fresh cleaned fruit, transfer the pulp to a kettle, add the spices, and gradually raise the temperature to the boiling point, allowing to ebullisce for a few moments. Then strain through flannel, and add sugar in the proportion of one pound for each pint of the juice. Dissolve the sugar by the aid of heat, and again raise to the boiling point, removing the scum with a ladle, or clarify by straining. When cold add the brandy. The dose is given at from ½ to 2 fluidounces. **H. W. Sparker.**

The Drug Market.

Opium—Cable advices from the primary markets report a firmer market, on account of which there is an advance here of 5c per pound.

Morphine—Has been reduced on account of competition, notwithstanding the higher price for opium.

Cocaine—Is very firm, on account of higher price for leaves.

Oil Peppermint—Is scarce and has advanced again 5c per pound.

Linseed Oil—Advanced 7c per gallon on June 29 and is tending higher, on account of the higher price for seed.

Athletic and Sporting Goods.

These are carried by nearly all country druggists and by many town druggists. They are convenient lines to handle, as they hold sway only for a short season, and the demand for them is usually brisk. A limited space display in one of your windows is generally all that is needed in the way of advertising, using a liberal supply of price cards if the competition be sharp.

Only that which is best succeeds.

Fred Brundage

Wholesale Druggist

32 and 34 Western av., Muskegon, Mich.

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

Prompt shipment and right prices.

Do You Sell Window Shades?

If so try us on special sized shades. Prompt shipment and satisfaction guaranteed. Samples and price list on application. Send us a trial order.

Heystek & Canfield Co.

Grand Rapids, Mich.

WHOLESALE DRUG PRICE CURRENT

Advanced—Opium, Oil Peppermint, Linseed Oil.
Declined—Morphine.

Acidum		Conium Mac.	50¢ 60	Scilla Co.	50¢ 50	Sella, De Vito's	41	Red Venetian	13¢ 2 08
Aceticum	60¢ 8	Copaba	1 15¢ 1 25	Tolutan	50¢ 50	Soda, Boras, po.	9¢ 11	Ochre, yellow Mars	13¢ 2 04
Benzolium, German	70¢ 75	Cubebe	1 50¢ 1 60	Prunus virg.	50¢ 50	Soda, Boras, po.	9¢ 11	Ochre, yellow Ber.	13¢ 2 04
Boracel	70¢ 17	Exechthitos	1 100¢ 1 10			Soda et Potass Tart.	23¢ 25	Putty, commercial	2 1/2 2 1/2
Carbolicum	30¢ 42	Eriogon	1 100¢ 1 20	Tinctures				Putty, strictly pure	2 1/2 2 1/2
Citricum	47¢ 50	Gaultheria	1 100¢ 1 30	Aconitum Napellis R	60¢ 60	Piels Liq. N.N. 1/2 gal.	2 00¢ 2 00	Vermilion, Prime	13¢ 15
Hydrochlor.	30¢ 5	Geranium, ounce	75¢ 75	Aconitum Napellis F	50¢ 50	Piels Liq., quarts	2 00¢ 2 00	American	13¢ 15
Nitrosum	80¢ 10	Gossypii, Sem. gal.	50¢ 60	Aloes	50¢ 50	Piels Liq., pints	1 00¢ 1 00	Spts. Ether Co.	50¢ 55
Oxalicum	12¢ 14	Hedema	1 60¢ 1 75	Aloes and Myrrh	50¢ 50	Pil Hydrarg. po. 80	2 00¢ 2 00	Spts. Myrcia Dom.	2 00¢ 2 00
Phosphorium, dil.	15¢ 15	Junipera	1 50¢ 2 00	Arnica	50¢ 50	Piper Nigra po. 22	20¢ 20	Spts. Vini Rect. bbl.	2 00¢ 2 00
Salicylicum	52¢ 55	Lavendula	90¢ 2 00	Assafetida	50¢ 50	Piper Nigra po. 35	20¢ 20	Spts. Vini Rect. 10 gal	2 00¢ 2 00
Sulphuric	1 1/2 1 20	Limonis	1 30¢ 1 40	Atropo Belladonna	50¢ 50	Piper Nigra po. 35	20¢ 20	Spts. Vini Rect. 5 gal	2 00¢ 2 00
Tannicum	1 10¢ 1 40	Mentha Piper	1 60¢ 2 00	Aurant Cortex	50¢ 50	Pil Burgun	10¢ 12	Strychnia, Crystal	80¢ 1 05
Tartaricum	38¢ 40	Mentha Verid.	1 50¢ 1 60	Benzoin	50¢ 50	Plumbi Acet.	10¢ 12	Sulphur, Subl.	2 1/2 4
Ammonia				Benzoin Co.	50¢ 50	Pyrethrum, boxes H	30¢ 1 50	Sulphur, Roll.	2 1/2 3 1/2
Aqua, 16 deg.	40¢ 6	Morruha, gal.	1 100¢ 1 20	Barosma	50¢ 50	Purvis Ipeac et Opi	1 30¢ 1 50	Tamarinds	80¢ 10
Aqua, 20 deg.	60¢ 8	Myrcia	4 00¢ 4 50	Cantharides	75¢ 75	Quassia	25¢ 30	Terebenth Venice	28¢ 30
Carbonas	13¢ 15	Piels Liquida	10¢ 12	Capsicum	50¢ 50	Quassia, S. P. & W.	30¢ 46	Theobroma	60¢ 65
Chloridum	12¢ 14	Piels Liquida, gal.	35¢ 35	Cardamon	75¢ 75	Quinla, S. German	30¢ 46	Vanilla	9 00¢ 16 00
Aniline				Cardamon Co.	75¢ 75	Quinla, N. Y.	36¢ 46	Zinci Sulph.	70¢ 8
Black	2 00¢ 2 25	Ricina	1 00¢ 1 06	Castor	1 00¢ 1 00	Rubia Tincturum	12¢ 14	Oils	
Brown	80¢ 1 00	Rosmarin	1 00¢ 1 00	Catechu	1 00¢ 1 00	Saccharum Lactis pv	18¢ 20	Whale, winter	70 70
Red	45¢ 50	Rose, ounce	6 00¢ 6 50	Cinchona	1 00¢ 1 00	Salacin	4 50¢ 4 75	Lard, extra	60 70
Yellow	2 50¢ 3 00	Succin	40¢ 45	Cinchona Co.	1 00¢ 1 00	Sanguls Draconis	40¢ 50	Lard, No. 1	45 50
Baccae				Columba	50¢ 50	Sapo, W	12¢ 14		
Cubebae po. 25	22¢ 24	Santal	2 75¢ 7 00	Cubebae	50¢ 50	Sapo M	10¢ 12		
Juniperus	60¢ 8	Sassafras	48¢ 53	Cassia Acutifol	50¢ 50	Sapo G	10¢ 15		
Xanthoxylum	1 70¢ 1 75	Sinapis, ess., ounce	65¢ 65	Cassia Acutifol Co.	50¢ 50				
Balsamum				Digitalis	50¢ 50				
Copaba	55¢ 60	Tigil	1 50¢ 1 60	Ferri Chloridum	35¢ 35				
Peru	60¢ 1 85	Thyme	40¢ 50	Gentian	50¢ 50				
Terabin, Canada	55¢ 60	Theobromas	15¢ 20	Gentian Co.	50¢ 50				
Tolutan	45¢ 50	Potassium							
Cortex				Bi-Carb	15¢ 18				
Abies, Canadian	18¢ 18	Bichromate	13¢ 15	Bromide	52¢ 57				
Cassia	12¢ 12	Carb	12¢ 15	Chlorate, po. 17@19	16¢ 18				
Cinchona Flava	18¢ 18	Cyanide	34¢ 38	Iodide	2 30¢ 2 40				
Euonymus atropurp.	30¢ 30	Iodine	2 30¢ 2 40	Potassa, Bitart. pure	28¢ 30				
Myrcia Cerifera, po.	20¢ 20	Potassa, Bitart. com	28¢ 30	Potassa, Bitart. opt.	70¢ 10				
Prunus Virgini	12¢ 12	Potass Nitras, opt.	70¢ 10	Potass Nitras	60¢ 8				
Quillaja, gr'd	12¢ 12	Prussiate	23¢ 26	Sulphate po.	15¢ 18				
Sassafras po. 20	15¢ 15	Radix							
Ulmus po. 15, gr'd	15¢ 15	Aconitum	20¢ 25						
Extractum				Althae	30¢ 33				
Glycyrrhiza Glabra	24¢ 25	Anchusa	10¢ 12						
Glycyrrhiza, po.	28¢ 30	Arum po.	20¢ 25						
Hematox, 15 lb. box	11¢ 12	Calamus	20¢ 40						
Hematox, 1s.	13¢ 14	Gentiana	12¢ 15						
Hematox, 1/4s	14¢ 15	Glycyrrhiza, pv. 15	16¢ 18						
Hematox, 1/8s	16¢ 17	Hydrastis Canad.	75¢ 75						
Ferru				Hydrastis Can.	75¢ 75				
Carbonate Precip.	15¢ 15	Hellebore, Alba, po.	12¢ 15						
Citrate and Quina	2 25¢ 2 25	Inula, po.	12¢ 15						
Citrate Soluble	75¢ 75	Ipeacae, po.	3 60¢ 3 75						
Ferrocyanidum Sol.	40¢ 40	Iris plox. po. 35@38	35¢ 40						
Solut. Chloride	15¢ 15	Jalapa, pr.	25¢ 30						
Sulphate, com'l.	2¢ 2	Maranta, 1/4s	35¢ 40						
Sulphate, com'l, by	80¢ 80	Podophyllum, po.	22¢ 25						
bbl, per cwt.	7¢ 7	Rhel	75¢ 1 00						
Sulphate, pure	7¢ 7	Rhel, cut	1 25¢ 1 25						
Flora				Rhel, pv.	75¢ 1 35				
Arnica	15¢ 18	Spigelia	35¢ 38						
Anthelmis	22¢ 25	Sanguinaria, po. 15	40¢ 45						
Matricaria	30¢ 35	Serpentaria	40¢ 45						
Folia				Senega	60¢ 65				
Barosma	45¢ 48	Smilax, officinalis H.	40¢ 40						
Cassia Acutifol, Tin-	20¢ 25	Smilax, M.	10¢ 12						
nevelly	20¢ 25	Scilla, po. 35	10¢ 12						
Cassia, Acutifol, Alx.	25¢ 30	Symplocarpus, Foti-	25¢ 25						
Salvia officinalis, 1/4s	12¢ 20	us, po.	25¢ 25						
and 1/8s	12¢ 20	Valeriana, Eng. po. 30	25¢ 25						
Uva Ursi	8¢ 10	Valeriana, German	15¢ 20						
Gummi				Zingiber a	14¢ 16				
Acacia, 1st picked	45¢ 45	Zingiber j.	25¢ 27						
Acacia, 2d picked	45¢ 45	Semen							
Acacia, 3d picked	45¢ 45	Anisum, po. 15	12¢ 12						
Acacia, sifted sorts	45¢ 45	Aptum (graveleons)	13¢ 15						
Acacia, po.	45¢ 45	Bird, 1s	40¢ 6						
Aloe, Barb. po. 18@20	12¢ 14	Cardamom	10¢ 11						
Aloe, Cape, po. 15	12¢ 14	Carul	40¢ 50						
Aloe, Socotri, po. 40	12¢ 14	Coriandrum	1 25¢ 1 75						
Ammoniac	55¢ 60	Cannabis Sativa	4 1/2 5						
Assafetida	40¢ 45	Cydonium	75¢ 1 00						
Benzoinum	50¢ 55	Chenopodium	15¢ 16						
Catechu, 1s	13¢ 13	Dipterix Odorata	1 00¢ 1 10						
Catechu, 1/4s	14¢ 14	Foeniculum	10¢ 10						
Catechu, 1/8s	14¢ 14	Foenugreek, po.	70¢ 9						
Camora	69¢ 73	Lini, gr'd	4 1/2 4						
Euphorbium, po. 35	40¢ 40	Lini, gr'd	4 1/2 4						
Galbanum	1 00¢ 1 00	Lobelia	4 1/2 5						
Gamboge	65¢ 70	Pharlaris Canarian.	4 1/2 5						
Gualacum, po. 25	30¢ 30	Rapa	9¢ 10						
Kino	75¢ 75	Sinapis Alba	9¢ 10						
Mastic	60¢ 60	Sinapis Nigra	11¢ 12						
Myrrh	40¢ 40	Spiritus							
Opil, po. 4.90@5.00	3 45¢ 3 50	Frument, W. D. Co.	2 00¢ 2 50						
Shellac	25¢ 35	Frument, D. F. R.	2 00¢ 2 25						
Shellac, bleached	40¢ 45	Frument, O. T.	1 65¢ 2 00						
Tragacanth	60¢ 90	Juniperis Co.	1 75¢ 3 50						
Herba				Saacharum N. E.	1 90¢ 2 10				
Absinthium, oz. pkg	25¢ 25	Spt. Vini Galli	1 75¢ 6 50						
Eupatorium, oz. pkg	20¢ 20	Vini Oporto	1 25¢ 2 00						
Lobelia, oz. pkg	25¢ 25	Vini Alba	1 25¢ 2 00						
Majorum, oz. pkg	25¢ 25	Sponges							
Mentha Pip., oz. pkg	25¢ 25	Florida sheeps' wool	2 50¢ 2 75						
Mentha Vir., oz. pkg	25¢ 25	Nassau sheeps' wool	2 50¢ 2 75						
Rue, oz. pkg	39¢ 39	Velvet extra sheeps' wool	2 50¢ 2 75						
Tanacetum V. oz. pkg	22¢ 22	wool, carriage	2 50¢ 2 75						
Thymus, V. oz. pkg	25¢ 25	Extra yellow sheeps' wool	2 50¢ 2 75						
Magnesia				wool, carriage	2 50¢ 2 75				
Calcined, Pat.	55¢ 60	Grass sheeps' wool	2 50¢ 2 75						
Carbonate, Pat.	18¢ 20	Hard, for slate use.	2 50¢ 2 75						
Carbonate, K. & M.	18¢ 20	Yellow Reef, for	2 50¢ 2 75						
'arbonate, Jennings	18¢ 20	slate use.	2 50¢ 2 75						
Oleum									
Absinthium	6 50¢ 7 00	Acacia	50¢ 50						
Amygdale, Dulc.	38¢ 65	Aurant Cortex	50¢ 50						
Amygdale, Amare.	8 00¢ 8 25	Zingiber	50¢ 50						
Anisi	1 85¢ 2 00	Ipeacae	50¢ 50						
Aurant Cortex	2 10¢ 2 20	Ferri Iod	50¢ 50						
Bergamit	2 65¢ 2 85	Rhel Arom	50¢ 50						
Caliputal	80¢ 85	Smilax Officinalis	50¢ 50						
Calophyll	80¢ 1 10	Senega	50¢ 50						
Cedar	80¢ 1 10	Sella	50¢ 50						

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

Spruce Butter Tubs
Evaporated Apples
Imported Currants

DECLINED

Jute Clothes Lines
Extra Straw Paper

Index to Markets

By Columns

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

Index to Markets

By Columns

1	2
ALABASTINE	Shoe
White in drums.....	No. 8.....
Colors in packages.....	No. 7.....
White in packages.....	No. 4.....
Colors in packages.....	No. 3.....
Less 40 per cent discount.	
AXLE GREASE	Stove
Aurora.....	No. 3.....
Castor Oil.....	No. 2.....
Diamond.....	No. 1.....
Frazer's.....	
IXL Golden, tin boxes 75	
BUTTER COLOR	
W. R. & Co.'s, 15c size.....	
W. R. & Co.'s, 25c size.....	
CANDLES	
Electric Light, 8s.....	
Electric Light, 16s.....	
Paraffine, 6s.....	
Paraffine, 12s.....	
Wicking.....	
CANNED GOODS	
Apples	
3 lb. Standards.....	
Gallons, standards.....	
Blackberries	
Standards.....	
Beans	
Baked.....	
Red Kidney.....	
String.....	
Wax.....	
Blueberries	
Standard.....	
Brook Trout	
2 lb. cans, Spiced.....	
Clams	
Little Neck, 1 lb.....	
Little Neck, 2 lb.....	
Clam Bouillon	
Burnham's, 1/2 pint.....	
Burnham's, pints.....	
Burnham's, quarts.....	
Cherries	
Red Standards.....	
White.....	
Corn	
Fair.....	
Good.....	
Fancy.....	
French Peas	
Sur Extra Fine.....	
Extra Fine.....	
Moyn.....	
Gooseberries	
Standard.....	
Hominy	
Standard.....	
Lobster	
Star, 1/2 lb.....	
Star, 1 lb.....	
Pink Tails.....	
Mackerel	
Mustard, 1 lb.....	
Mustard, 2 lb.....	
Soused, 1 lb.....	
Soused, 2 lb.....	
Tomato, 1 lb.....	
Tomato, 2 lb.....	
Mushrooms	
Hotels.....	
Buttons.....	
Oysters	
Cove, 1 lb.....	
Cove, 2 lb.....	
Cove, 1 lb Oval.....	
Peaches	
Pie.....	
Yellow.....	
Pears	
Standard.....	
Fancy.....	
Peas	
Marrowfat.....	
Early June.....	
Early June Sifted.....	
Pineapple	
Grated.....	
Sliced.....	
Pumpkin	
Fair.....	
Good.....	
Fancy.....	
Raspberries	
Standard.....	
Russian Caviar	
1/2 lb. cans.....	
1 lb. cans.....	
1 lb. can.....	
Salmon	
Columbia River, falls.....	
Columbia River, flats.....	
Red Alaska.....	
Pink Alaska.....	
Standard.....	
Shrimps	
Domestic, 1/2s.....	
Domestic, 3/4s.....	
Domestic, Mustard.....	
California 1/2s.....	
French, 1/2s.....	
French, 3/4s.....	
French, 1/2s.....	
Brushes	
Solid Back, 8 in.....	
Solid Back, 11 in.....	
Pointed Ends.....	

Index to Markets

By Columns

3	4
Strawberries	Mexican
Standard.....	Choice.....
Fancy.....	Fancy.....
Succotash	Guatemala
Fair.....	Choice.....
Good.....	Java
Fancy.....	African.....
Tomatoes	Fancy African.....
Fair.....	Good.....
Good.....	P. G.....
Fancy.....	Mocha
Gallons.....	Arabian.....
CATSUP	Package
Columbia, pints.....	New York Basts.
Columbia, 1/2 pints.....	Arbuckle.....
CARBON OILS	Dilworth.....
Barrels	Jersey.....
Eocene.....	Lion.....
Perfection.....	McLaughlin's XXXX
Diamond White.....	McLaughlin's XXXX sold to
D. S. Gasoline.....	retailers only. Mail all orders
Deodorized Naphtha.....	direct to W. F. McLaughlin &
Cylinder.....	Co., Chicago.
Engine.....	Extract
Black, winter.....	Valley City 1/2 gross.....
CHEESE	Felix 1/2 gross.....
Ame.....	Hummel's foll 1/2 gross.....
Amboy.....	Hummel's tin 1/2 gross.....
Carson City.....	Substitutes
Elsie.....	Crushed Cereal Coffee Cake
Emblem.....	12 packages, 1/2 case.....
Gem.....	24 packages, 1 case.....
Gold Medal.....	CONDENSED MILK
Ideal.....	4 doz in case.
Jersey.....	Gall Borden Eagle.....
Riverside.....	Crown.....
Brick.....	Daisy.....
Edam.....	Champion.....
Leiden.....	Magnolia.....
Limburger.....	Challenge.....
Pineapple.....	Dime.....
Sap Sago.....	Leader.....
CHEWING GUM	COUPON BOOKS
American Flag Spruce.....	50 books, any denom.....
Beeman's Pepsin.....	100 books, any denom.....
Black Jack.....	500 books, any denom.....
Largest Gum Made.....	1,000 books, any denom.....
Sen Sen.....	Above quotations are for either
Sen Sen Breath Perfume.....	Tradesman, Superior, Economic
Sugar Loaf.....	or Universal grades. Where
Yucatan.....	1,000 books are ordered at a time
CHICORY	customer receives specially
Bulk.....	printed cover without extra
Red.....	charge.
Eagle.....	Coupon Pass Books
Frank's.....	Can be made to represent any
Schen's.....	denomination from \$10 down.
CHOCOLATE	50 books.....
Walter Baker & Co.'s.....	100 books.....
German Sweet.....	500 books.....
Premium.....	1,000 books.....
Breakfast Cocoa.....	Credit Checks
Runkel Bros.....	500, any one denom.....
Vienna Sweet.....	1,000, any one denom.....
Vanilla.....	2,000, any one denom.....
Premium.....	Steel punch.....
CLOTHING LINES	CRACKERS
Cotton, 40 ft. per doz.....	National Biscuit Co.'s brands
Cotton, 50 ft. per doz.....	Butter
Cotton, 60 ft. per doz.....	Seymour.....
Cotton, 70 ft. per doz.....	New York.....
Cotton, 80 ft. per doz.....	Famly.....
Jute, 60 ft. per doz.....	Salted.....
Jute, 72 ft. per doz.....	Wolverine.....
COCOA	Soda
Cleveland.....	Soda XXX.....
Colonial, 1/2s.....	Soda, City.....
Colonial, 3/4s.....	Long Island Wafers.....
Epps.....	Zephyrette.....
Huyler.....	Oyster
Van Houten, 1/2s.....	Faust.....
Van Houten, 3/4s.....	Farina.....
Van Houten, 1s.....	Extra Farina.....
Webb.....	Saltine Oyster.....
Wilbur, 1/2s.....	Sweet Goods-Boxes
Wilbur, 3/4s.....	Animals.....
Wilbur, 1s.....	Assorted Cake.....
COCOA SHELLS	Belle Rose.....
20 lb. bags.....	Bent's Water.....
Less quantity.....	Cinnamon Bar.....
Pound packages.....	Coffee Cake, Iced.....
COFFEE	Coffee Cake, Java.....
Roasted	Cocanut Macaroons.....
A-H-C	Cocanut Taffy.....
HIGH GRADE	Cracknels.....
COFFEES	Creams, Iced.....
Special Combination.....	Cream Crisp.....
French Breakfast.....	Cubans.....
Lenox, Mocha & Java.....	Current Fruit.....
Old Gov't Java and Mocha.....	Frosted Honey.....
Private Estate, Java & Moc.....	Frosted Cream.....
Supreme, Java and Mocha.....	Ginger Gems, 1/2 oz or sm'll
Dwinnell-Wright Co.'s Brands.....	Ginger Snaps, N. B. C.....
White House, 60-1s.....	Gladator.....
White House, 30-2s.....	Graham Crackers.....
Excelsior M. & J., 60-1s.....	Graham Wafers.....
Excelsior M. & J., 30-2s.....	Grand Rapids Tea.....
Royal Java & Mocha.....	Honey Fingers.....
Royal Java & Mocha.....	Iced Honey Crumpets.....
Arabian Mocha.....	Imperial.....
Aden Moch.....	Jumbles, Honey.....
Mocha & Java Blend.....	Lady Fingers.....
Fancy Maricao.....	Lemon Snaps.....
Javo Blend.....	Lemon Wafers.....
Golden Santos.....	Marshmallow.....
Ja-Mo-Ka.....	Marshmallow Creams.....
Excelsior Blend.....	Marshmallow Walnuts.....
No. 55 Blend.....	Mary Ann.....
Common.....	Mixed Picnic.....
Fair.....	Milk Biscuit.....
Choice.....	Molasses Cake.....
Fancy.....	Molasses Bar.....
Santos	Moss Jelly Bar.....
Common.....	Oatmeal Crackers.....
Fair.....	Oatmeal Wafers.....
Choice.....	Orange Crisp.....
Fancy.....	Orange Gem.....
Peaberry.....	Penny Cake.....
Macaroon.....	Pilot Bread, XXX.....
Fair.....	Pretzettes, hand made.....
Choice.....	Pretzels, hand made.....
	Sugar Cookies.....
	Scars' Lunch.....
	Sugar Cake.....
	Sugar Cream, XXX.....

Index to Markets

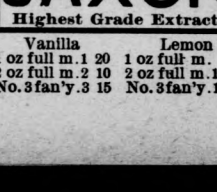
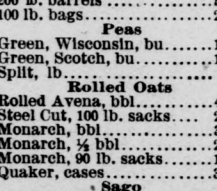
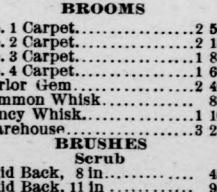
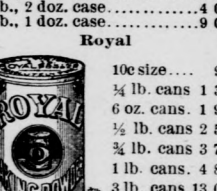
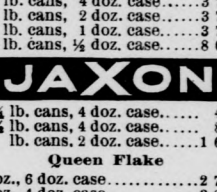
By Columns

5
Sugar Squares.....
Sultanas.....
Tutti Frutti.....
Vanilla Wafers.....
Vienna Crimp.....
E. J. Krue & Co.'s baked goods
Standard Crackers.....
Blue Ribbon Squares.....
Write for complete price list
with interesting discounts.
CREAM TARTAR
5 and 10 lb. wooden boxes.....
Bulk in sacks.....
DRIED FRUITS
Apples
Sundried.....
Evaporated, 50 lb. boxes.....
California Fruits
Apricots.....
Blackberries.....
Nectarines.....
Peaches.....
Pears.....
Pitted Cherries.....
Prunelles.....
Raspberries.....
California Prunes
100-120 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.....
1/2 cent less in 50 lb. cases
Citron
Leghorn.....
Coriscan.....
Currants
California, 1 lb. package.....
Imported, 1 lb. package.....
Imported, bulk.....
Peel
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 lb.....
L. M. Seeded, 1/2 lb.....
Sultanas, bulk.....
Sultanas, package.....
FARINACEOUS GOODS
Beans
Dried Lima.....
Medium Hand Picked.....
Brown Holland.....
Cereals
Cream of Cereal.....
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.

Index to Markets

By Columns

6
Wheat
24 2 lb. packages.....
100 lb. bags.....
200 lb. barrels.....
100 lb. bags.....
Peas
Green, Wisconsin, bu.....
Green, Scotch, bu.....
Split, lb.....
Rolled Oats
Steel Cut, 100 lb. sacks.....
Monarch, bbl.....
Monarch, 1/2 bbl.....
Monarch, 90 lb. sacks.....
Quaker, cases.....
Sago
East India.....
German, sacks.....
German, broken package.....
Tapoca
Flake, 110 lb. sacks.....
Pearl, 130 lb. sacks.....
Pearl, 24 1 lb. packages.....
Wheat
Cracked, bulk.....
24 2 lb. packages.....
FLAVORING EXTRACTS
FOOTE & JENKS'
Highest Grade Extracts
Vanilla
1 oz full m. 1 20 1 oz full m. 1 20
1 oz full m. 2 10 1 oz full m. 1 20
No. 3 fan'y 3 15 No. 3 fan'y 1 57



6



Vanilla Lemon
2 oz panel...1 20 2 oz panel... 75
3 oz taper...2 00 4 oz taper...1 50



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

Our Tropical.

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

Standard.

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

FLY PAPER

Tanglefoot, per box... 35
Tanglefoot, per case... 3 20

FRESH MEATS

Beef
Carcaass... 6 1/2 @ 8
Forequarters... 5 1/2 @ 6
Hindquarters... 9 @ 10
Loins No. 3... 12 1/2 @ 16
Ribs... 12 @ 14
Round... 8 1/2 @ 9
Chuck... 5 @ 5 1/2
Plates... 4 @ 5

Pork

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

Mutton

Carcaass... 8 1/2 @ 9
Lamb... 9 1/2 @ 10

Veal

Carcaass... 7 1/2 @ 8

GRAINS AND FLOUR

Wheat
Wheat... 65

Winter Wheat Flour

Local Brands

Patents... 4 10
Second Patent... 3 60
Straight... 3 40
Clear... 3 00
Graham... 3 00
Buckwheat... 4 00
Rye... 3 25
Subject to usual cash discount.

Flour in bbls., 25c per bbl. additional.
Ball-Barnhart-Putman's Brand
Diamond 1/2... 3 75
Diamond 3/4... 3 75
Diamond 1... 3 75
Worden Grocer Co.'s Brand
Quaker 1/2... 3 70
Quaker 3/4... 3 70
Quaker 1... 3 70

Spring Wheat Flour

Clark-Jewell-Wells Co.'s Brand
Pillsbury's Best 1/2... 4 40
Pillsbury's Best 3/4... 4 30
Pillsbury's Best 1... 4 20
Pillsbury's Best 1/2 paper... 4 20
Pillsbury's Best 3/4 paper... 4 20
Pillsbury's Best 1 paper... 4 20
Ball-Barnhart-Putman's Brand
Duluth Imperial 1/2... 4 30
Duluth Imperial 3/4... 4 20
Duluth Imperial 1... 4 20
Lemon & Wheeler Co.'s Brand
Wingold 1/2... 4 30
Wingold 3/4... 4 20
Wingold 1... 4 10
Olney & Judson's Brand
Ceresota 1/2... 4 20
Ceresota 3/4... 4 10
Ceresota 1... 4 00
Worden Grocer Co.'s Brand
Laurel 1/2... 4 25
Laurel 3/4... 4 15
Laurel 1... 4 05
Laurel 1/2 and 3/4 paper... 4 05

Meal

Bolted... 2 00
Granulated... 2 10

Oats

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

Feed and Millstuffs

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

Corn

Corn, car lots... 45

Hay

No. 1 Timothy car lots... 10 00
No. 1 Timothy ton lots... 11 00

HERBS

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

7

INDIGO

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

JELLY

5 lb. pails per doz... 1 85
15 lb. pails... 35
30 lb. pails... 62

LICORICE

Pure... 30
Calabria... 23
Sicily... 14
Root... 10

LVE

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

MATCHES

Diamond Match Co.'s brands.

No. 9 sulphur... 1 65
Anchor Parlor... 1 50
No. 2 Home... 1 30
Export Parlor... 4 00
Wolverine... 1 50

MEAT EXTRACTS

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

MOLASSES

New Orleans

Fancy Open Kettle... 40
Choice... 35
Fair... 26
Good... 22

Half-barrels 2c extra

MUSTARD

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

OLIVES

Bulk, 1 gal. kegs... 1 25
Bulk, 3 gal. kegs... 1 10
Bulk, 5 gal. kegs... 1 00

Manzanilla, 7 oz... 80
Queen, pints... 2 35
Queen, 19 oz... 4 50
Queen, 28 oz... 7 00
Stuffed, 5 oz... 90
Stuffed, 8 oz... 1 45
Stuffed, 10 oz... 2 30

PAPER BAGS

Continental Paper Bag Co.

Ask your Jobber for them.

Glory Mayflower
Satchel & Pacific
Bottom Square

1/4... 28 50
1/2... 34 60
3/4... 44 80
1... 54 1 00
2... 66 1 25
3... 76 1 45
4... 90 1 70
5... 1 06 2 00
6... 1 28 2 40
8... 1 38 2 60
10... 1 60 3 15
12... 2 24 4 15
14... 2 34 4 50
16... 2 52 5 00
20... 3 50 5 50
25... 5 50

SUGAR

Red... 4 1/2
Gray... 4 3/4

PARIS GREEN

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

PICKLES

Medium

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

SMALL

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

PIPES

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

POTASH

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

PROVISIONS

Barreled Pork

Mess... @15 50
Back... @15 75
Clear back... @16 00
Short cut... @15 50
Fig... @18 50
Bean... @12 25
Family Mess... @15 50
Rump Butts Beef... @11 50

DRY SALT MEATS

Bellies... 9 1/2
Briskets... 9 1/2
Extra shorts... 8 1/2

SMOKED MEATS

Hams, 12 lb. average... @ 11 1/2
Hams, 14 lb. average... @ 11 1/2
Hams, 16 lb. average... @ 11 1/2
Hams, 20 lb. average... @ 12 1/2
Ham dried beef... @ 13 1/2
Shoulders (N. Y. cut)... @ 7 1/2
Bacon, clear... 10 1/2 @ 11
California hams... @ 8 1/2
Boneless hams... @ 11
Bolted Hams... @ 16
Picnic Bolted Hams... @ 12
Berlin Hams... @ 8 1/2
Mince Hams... @ 9

LARDS—IN TIERCES

Compound... 7
Kettle... 9 1/2
Vegetable... 7 1/2
60 lb. Tubs, advance... 1 1/2
80 lb. Tubs, advance... 1 1/2
50 lb. Tubs, advance... 1 1/2
20 lb. Pails, advance... 1 1/2
10 lb. Pails, advance... 1
5 lb. Pails, advance... 1
8 lb. Pails, advance... 1

8

Sausages

Bologna... 5 1/2
Liver... 6
Frankfort... 7 1/2
Pork... 7 1/2
Blood... 6 1/2
Tongue... 9
Headcheese... 6

Beef

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

Pigs' Feet

1/4 bbls., 40 lbs... 1 50
1/4 bbls., 80 lbs... 3 50

Tripe

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

Casings

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

Butterine

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

Canned Meats

Corned beef, 2 lb... 2 75
Corned beef, 14 lb... 17 50
Roast beef, 2 lb... 2 75
Potted ham, 1/4... 50
Potted ham, 1/2... 90
Deviled ham, 1/4... 50
Deviled ham, 1/2... 90
Potted tongue, 1/4... 50
Potted tongue, 1/2... 90

RICE

Domestic

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

Imported.

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

SALERATUS

Packed 60 lbs. in box.

Church's Arm and Hammer... 3 15
Deland's... 3 00
Dwight's Cow... 3 15
Emblem... 2 10
Wyandotte, 100 lbs... 3 00

SAL SODA

Granulated, 100 lb. cases... 80
Lump, bbls... 75
Lump, 145 lb. kegs... 60

SALT

Buckeye

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

Diamond Crystal

Table, cases, 24 3 lb. boxes... 1 40
Table, barrels, 100 3 lb. bags... 3 00
Table, barrels, 40 7 lb. bags... 2 75
Butter, barrels, 280 lb. bulk... 6 50
Butter, barrels, 20 14 lb. bags... 2 85
Butter, sacks, 28 lbs... 27
Butter, sacks, 56 lbs... 67

Common Grades

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

Warsaw

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

Ashton

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

Solar Rock

56 lb. sacks... 25

Common

Granulated Fine... 95
Medium Fine... 1 00

SALT FISH

Cod

Georges cured... @ 6
Georges genuine... @ 6
Georges selected... @ 7
Grand Bank... @ 7
Strips or bricks... 6 1/2 @ 10 1/2
Pollock... @ 3 1/2

Halibut

Strips... @ 10
Chunks... @ 12

Trout

No. 1 100 lbs... 6 30
No. 1 40 lbs... 2 70
No. 1 10 lbs... 75
No. 1 8 lbs... 63

Herring

Holland white hoops, bbl... 11 25
Holland white hoops, bbl... 6 00
Holland white hoop, keg... 82
Holland white hoop, keg... 87
Norwegian... 3 00
Round 100 lbs... 1 50
Scales... 1 19
Bloaters... 1 60

Mackerel

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

9

Whitefish

No. 1 No. 2 Fam
100 lbs... 7 50 2 50
40 lbs... 3 30 1 30
10 lbs... 90 40
8 lbs... 75 35

SEEDS

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

SHOE BLACKING

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

SNUFF

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

SOAP

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

GRAND PAS

WONDER SOAP

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

JAXON

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

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

SODA

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

SPICES

Whole Spices

Allspice... 12
Cassia, China in mats... 12
Cassia, Batavia, in bund... 28
Cassia, Saigon, broken... 38
Cassia, Saigon, in rolls... 17
Cloves, Amboyana... 14
Cloves, Zanzibar... 17
Mace... 50
Nutmegs, 7... 50
Nutmegs, 105-10... 40
Nutmegs, 115-20... 35
Pepper, Singapore, black... 18
Pepper, Singapore, white... 28
Pepper, shot... 20

Pure Ground in Bulk

Allspice... 16
Cassia, Batavia... 28
Cassia, Saigon... 48
Cloves, Zanzibar... 17
Ginger, African... 15
Ginger, Cochlin... 18
Ginger, Jamaica... 25
Mace... 65
Mustard... 18
Pepper, Singapore, black... 18
Pepper, Singapore, white... 28
Pepper, Cayenne... 20
Sage... 20

SYRUPS

Corr

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

10

Pure Cane

Fair... 16
Good... 20
Choice... 25

STARCH

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

Kingsford's Silver Gloss

40 1-lb. packages... 7
6 lb. boxes... 7 1/2

Common Gloss

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

Kingsford's Corn

40 1-lb. packages... 6 1/2
20 1-lb. packages... 6 1/2
6 lb. packages... 7 1/2

Kingsford's Silver Gloss

40 1-lb. packages... 7
6 lb. boxes... 7 1/2

Common Gloss

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

Kingsford's Corn

40 1-lb. packages... 6 1/2
20 1-lb. packages... 6 1/2
6 lb. packages... 7 1/2

Kingsford's Silver Gloss

40 1-lb. packages... 7
6 lb. boxes... 7 1/2

Common Gloss

1-lb. packages... 4 1/2
3-lb. packages... 4 1

12	
Lubetsky Bros.' Brands.	
B. L.	\$35 00
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.	23
Hiawatha.	58
Telegram.	28
Pay Car.	34
Prairie Rose.	50
Protection.	38
Sweet Burley.	40
Sweet Loma.	38
Tiger.	39

Plug	
Flat Iron.	36
Crene de Menthe.	60
Stronghold.	40
Solo.	35
Sweet Chunk.	37
Forge.	33
Red Cross.	24
Palo.	36
Kylo.	36
Hiawatha.	41
Battle Axe.	37
American Eagle.	54
Standard Navy.	38
Spear Head, 16 oz.	43
Spear Head, 8 oz.	45
Nobby Twist.	49
Jolly Tar.	39
Old Honesty.	45
Toddy.	35
J. T.	38
Piper Heldick.	64
Boot Jack.	81
Jelly Cake.	36
Pump Bob.	32

Smoking	
Hand Pressed.	46
Double Cross.	37
Sweet Core.	40
Flat Car.	37
Great Navy.	37
Warpath.	27
Bamboo, 8 oz.	29
Bamboo, 16 oz.	27
1 X L, 8 lb.	32
1 X L, 10 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.	40
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
Flow Boy, 1 1/2 oz.	39
Flow Boy, 3 1/2 oz.	37
Peerless, 3 1/2 oz.	34
Peerless, 1 1/2 oz.	36
Indicator, 2 1/2 oz.	38
Indicator, 1 lb. palls.	31
Col. Choice, 2 1/2 oz.	21
Col. Choice, 8 oz.	21

TABLE SAUCES

LEA & PERRIN'S 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, 80 grain.	11
Pure Cider, B. & B. brand.	11
Pure Cider, Red Star.	12
Pure Cider, Robinson.	10
Pure Cider, Silver.	11

WASHING POWDER	
Gold Dust, regular.	4 50
Gold Dust, 5c.	4 00

Rub-No-More

Rub-No-More.	3 50
Pearline.	2 90
Scourline.	3 50

WICKING	
No. 0, per gross.	20
No. 1, per gross.	25
No. 2, per gross.	25
No. 3, per gross.	55

WOODENWARE	
Bushels.	95
Bushels, wide band.	1 15
Market.	30
Splint, large.	4 00
Splint, medium.	3 50
Splint, small.	3 00
Willow Clothes, large.	6 25
Willow Clothes, medium.	5 75
Willow Clothes, small.	5 25

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
17 lb. cotton mop heads.	1 75
Ideal No. 7.	90

Pails	
2-hoop Standard.	1 40
3-hoop Standard.	1 30
2-wire, Cable.	1 50
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
18-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 in. But.	75
13 in. But.	1 00
15 in. But.	1 75
17 in. But.	2 50
19 in. But.	3 00
Assorted 13-15-17.	1 75
Assorted 15-17-19.	2 50

WRAPPING PAPER	
Common Straw.	1 1/4
Fiber Manila, white.	3 1/4
Fiber Manila, colored.	4 1/4
No. 1 Manila.	4
Cream Manila.	3
Butcher's Manila.	2 1/4
Wax But. short count.	13
Wax But. full count.	20
Wax But. 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 1/2
Halibut.	15
Ciscoes or Herring.	4
Bluefish.	12 1/2
Live Lobster.	20
Boiled Lobster.	20
Cod.	10
Haddock.	7
No. 1 Pickerel.	8
Pike.	7
Perch.	5
Smoked White.	10 1/2
Red Snapper.	11
Cool 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.	8
Calfskins, green No. 2.	7 1/2
Calfskins, cured No. 1.	10 1/4
Calfskins, cured No. 2.	9
Pelts	
Pelts, each.	50 1/2 00
Lamb.	
Tallow	
No. 1.	4 1/2
No. 2.	3 1/2
Wool	
Washed, fine.	15 1/2
Washed, medium.	18 1/2
Unwashed, fine.	11 1/2
Unwashed, medium.	14 1/2

CANDIES	
Stick Candy	
Standard.	bbles. palls
Standard H. H.	7 1/2
Standard Twist.	7 1/2
Cut Loaf.	8
Jumbo, 32 lb.	cases
Extra H. H.	7 1/2
Boston Cream.	10 1/2
Beet Root.	8

14	
Mixed Candy	
Grocers.	6
Competition.	7
Special.	7 1/2
Conserve.	8 1/4
Royal.	8 1/4
Ribbon.	9
Broken.	8 1/4
Cut Loaf.	9
English Rock.	9
Kindergarten.	9
Bon Ton Cream.	9
French Cream.	10
Dandy Pan.	10
Hand Made Cream.	15 1/4
Crystal Cream mix.	13
Fancy-In Pails	
Champ. Crys. Gums.	8 1/2
Pony Hearts.	15
Fairy Cream Squares.	12
Fudge Squares.	12
Peanut Squares.	9
Fruit Tab., as. wrap.	12
Sugared Peanuts.	10 1/4
Salted Peanuts.	12
Starlight Kisses.	10
San Blas Goodies.	12 1/2
Lozenges, plain.	9 1/4
Lozenges, printed.	10
Choc. Drops.	11 1/4
Eclipse Chocolates.	13 1/4
Choc. Monumentals.	14
Victoria Chocolate.	15
Gum Drops.	5
Moss Drops.	9 1/4
Lemon Sours.	10
Imperial.	10
Ital. Cream Opera.	12
Ital. Cream Bonbons.	12
20 lb. palls.	12
Molasses Chews, 15 lb.	14
lb. palls.	14
Golden Waffles.	12

Fancy-In 5 lb. Boxes	
Lemon Sours.	55
Peppermint Drops.	60
Chocolate Drops.	65
H. M. Choc. Drops.	85
H. M. Choc. Lt. and.	1 00
Gum Drops.	30
Licorice Drops.	75
Lozenges, plain.	65
Lozenges, printed.	60
Imperial.	60
Mottoes.	60
Cream Bar.	55
Molasses Bar.	55
Hand Made Creams.	80
Cream Buttons, Pep.	65
and Wint.	65
String Rock.	60
Wintergreen Berries.	60

Caramels	
Clipper, 20 lb. palls.	9
Standard, 20 lb. palls.	10
Perfection, 20 lb. palls.	12 1/4
Amazon, Choc. Cov'd.	15
Kosker 2 for 1c pr bx.	55
Big 3, 3 for 1c pr bx.	55
Dukes, 2 for 1c pr bx.	60
Favorite, 4 for 1c, bx.	60
AA Cream Carl's 3 lb.	50

FRUITS	
Oranges	
Florida Russett.	2
Florida Bright.	2
Fancy Navels.	4 00 2 4 50
Extra Choice.	4 00
Late Valencias.	4 00
Seedlings.	3 50 2 4 00
Medt. Sweets.	3 50 2 4 00
Jamaicas.	10
Rodi.	10
Lemons	
Messina, 300s.	4 25 4 75
Messina, 360s.	4 00 4 50
California 360s.	3 50 4 00
California 300s.	3 25 3 50
Bananas	
Medium bunches.	1 50 2 00
Large bunches.	1 50 2 00
Foreign Dried Fruits	
California, Fancy.	6
Cal. pkg. 10 lb. boxes.	6
Extra Choice, 10 lb.	9 1/4
boxes.	12
Fancy, 12 lb. boxes.	12
Full, 6 lb. boxes.	6
Natural, in bags.	6
Dates	
Fards in 10 lb. boxes.	6
Fards in 60 lb. cases.	5 50 5 1/4
Hallow.	5
lb. cases, new.	6
Sairs, 60 lb. cases.	4 1/2 6
NUTS	
Almonds, Tarragona.	17
Almonds, Ivica.	6
Almonds, California, soft shelled.	16 1/2 18
Brazil.	11
Walnuts, Grenobles.	12 1/4
Walnuts, soft shelled.	13 1/4
California No. 1.	13 1/4
Table Nuts, fancy.	14
Table Nuts, choice.	13
Pecans, Med.	10
Pecans, Ex. Large.	11
Pecans, Jumbos.	12
Hickory Nuts per bu.	2
Ohio, new.	3 50
Cocoanuts, full sacks.	6
Chestnuts, per bu.	6

Extra Choice.....	2	
Late Valencias.....	2	4 00
Seedlings.....	2	
Medt. Sweets.....	3	50 24 00
Jamaicas.....	2	
Rodi.....	2	
Lemons		
Messina, 300s.....	4	25 24 75
Messina, 360s.....	4	00 24 60
California 300s.....	3	50 24 60
California 360s.....	3	25 23 50
Bananas		
Medium bunches.....	1	50 22 00
Large bunches.....		
Foreign Dried Fruits		
Figs		
California, Fancy.....	2	
Cal. figs, 10 lb. boxes.....	2	

DEALING IN FIREWORKS.

No Great Risk in That Business Nowadays.
From the New York Tribune.

"Firecracker Lane," as some people have called Park Place between Broadway and Church street, is one of the most populous thoroughfares in Lower New York. Since the explosion in a fireworks establishment in Paterson many people whose business takes them through that street and others who go that way to and from the elevated railway station have gone by other streets, or if they went their usual way have walked more rapidly and were not ashamed to say that they feared they might be there when a similar accident took place in one of the four establishments from which the block takes its nickname. There are two fireworks stores on each side of the street, and at this time of year, when people all over the country are making arrangements to supply the coming man and his father with material for celebrating the Fourth of July, these stores are usually filled with merchandise, and the sidewalks in front of them are often blocked with cases and boxes.

The fireworks establishments are as likely to take fire as any other stores in the neighborhood, but the proprietors laugh at the idea of avoiding them for fear of an explosion.

"Fireworks are not made now as they were years ago," one dealer said, "and for that reason there is little danger. They are manufactured to-day on scientific principles which preclude spontaneous combustion. Formerly, sulphur entered largely into the manufacture of the goods, and then there was danger, not only in making, but in storing the stock. The sulphur that is used now has been made harmless by the elimination of acids. A fire in a fireworks store when once started will make good headway in short order, but there will be no great explosion, no blowing down of walls, nor wiping out of buildings, unless, besides fireworks, the people have powder or dynamite in the place. The fire would set the goods off, there would be lots of sizzling and sputtering and volumes of smoke and sparks, but all this would take place only after the flames had reached the fireworks themselves. If the stock can be 'wet down' in time there will be no fire, and that is more than you can say of a stock of furniture, or lots of other goods looked upon by the public as harmless, innocent stuff in comparison with fireworks. There are certain kinds of torpedoes, which are not generally carried in stock by the large concerns, that are dangerous because they will ignite from concussion. But the rockets, candles, crackers, wheels and all the other popular ornamental fireworks require live flame to set them off."

It was explained by another concern that the insurance companies do not take a dismal view of "Firecracker Lane" as a risk. They write policies on the combustible stocks at from 1 1/2 to 3 per cent.; according to the time of the year; but they insist on the concerns taking certain precautionary measures. "We do nothing," said one dealer, "beyond being exceedingly careful. We allow no smoking on the premises, keep a fireman at the door, who is a member of the department but paid by us, whose business it is to see that the smoking regulation is not overlooked and that nothing of a dangerous character is brought into the place."

It was suggested that somebody might come in and, while looking at the merchandise, take a match out of his pocket and light some of the samples displayed on the long counter. "That would do no harm," said the fireworks merchant, "because the samples on the counter from which we sell are all dummies, and the stock proper is kept far away from the reach of any crank customer who might come in for the purpose of doing damage. To illustrate the theory that fireworks will not burn until a flame reaches them, we have the experience of a customer in Savannah. He kept a large general store in which he had a case of fireworks from our house on the

night when a fire broke out in his establishment. The case stood in the back part of the store, and was thoroughly drenched by water. The fire destroyed nearly everything on the ground floor of the large establishment except the fireworks, and nobody knew that there were any such in the place until the water soaked case was opened on the rubbish heap. We feel perfectly safe, and deem our business not an extra hazardous one, because we carry no explosives."

Paid in Advance for His Funeral.

"A man entered my salesroom some time ago," recalled an undertaker, "and said that he wanted to select a casket and shroud. I asked what sized casket he wanted and he answered: 'Well, you can measure me if you want; I want the casket for myself.' I was taken by surprise, and he noticed it, but he appeared to think that there was nothing unusual in his request. 'I am six feet tall,' he said.

"Without further delay I began to show him our different caskets. He was very particular about it—they all are—and it took him about an hour to choose what he wanted. He then selected a shroud and other necessities and gave an order for four carriages. When we were through he asked the price and I told him \$150. He paid over the cash and I gave him a receipt for his own funeral. That man was apparently strong and robust at the time. Six weeks later I received a telephone message from one of the hospitals in this city announcing that my customer had died and that he had given instructions to have me called. The funeral was carried out just as he had planned it."

There is evidently something in spiritualism. Some mediums are quite wealthy.

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. 8 inch Round Nappies.....	1 44	1 44
1 doz. Covered Chambers.....	3 84	1 92
1 doz. 1 1/2 pint Bowls.....	64	64
1 doz. 8 inch Platters.....	80	80
1 doz. 10 inch (11 1/2) 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.

Hardware Price Current

Ammunition			
Caps			
G. D., full count, per m.....	40		
Hicks' Waterproof, per m.....	50		
Musket, per m.....	75		
Ely's Waterproof, per m.....	60		
Cartridges			
No. 22 short, per m.....	2 50		
No. 22 long, per m.....	3 00		
No. 32 short, per m.....	4 95		
No. 32 long, per m.....	5 80		
Primers			
No. 2 U. M. C., boxes 250, per m.....	1 20		
No. 2 Winchester, boxes 250, per m.....	1 20		
Gun Wads			
Black edge, Nos. 11 and 12 U. M. C.....	60		
Black edge, Nos. 9 and 10, per m.....	70		
Black edge, No. 7, per m.....	80		
Loaded Shells			
New Rival—For Shotguns			
No.	Drs. of Powder	oz. of Shot	Size Shot Gauge
120	4	1 1/2	10
129	4	1 1/2	9
128	4	1 1/2	8
126	4	1 1/2	6
135	4 1/2	1 1/2	5
154	4 1/2	1 1/2	4
200	3	1	10
208	3	1	8
236	3 1/2	1 1/2	6
265	3 1/2	1 1/2	5
264	3 1/2	1 1/2	4
Discount 40 per cent.			
Paper Shells—Not Loaded			
No. 10, pasteboard boxes 100, per 100..	72		
No. 12, pasteboard boxes 100, per 100..	64		
Gunpowder			
Kegs, 25 lbs., per keg.....	4 00		
1/4 kegs, 12 1/2 lbs., per 1/4 keg.....	2 25		
1/4 kegs, 6 1/4 lbs., per 1/4 keg.....	1 25		
Shot			
In sacks containing 25 lbs.			
Drop, all sizes smaller than B.....	1 40		
Augurs and Bits			
Snell's.....	60		
Jennings genuine.....	25		
Jennings' imitation.....	50		
Axes			
First Quality, S. B. Bronze.....	6 00		
First Quality, D. B. Bronze.....	9 00		
First Quality, S. B. S. Steel.....	6 50		
First Quality, D. B. Steel.....	10 50		
Barrows			
Railroad.....	12 00		
Garden.....	29 00		
Bolts			
Stove.....	60		
Carriage, new list.....	65		
Plow.....	50		
Buckets			
Well, plain.....	\$4 00		
Butts, Cast			
Cast Loose Pin, figured.....	65		
Wrought Narrow.....	60		
Chain			
Com.....	7 c.....	6 c.....	5 c.....
BB.....	8 1/2.....	7 1/2.....	6 1/2.....
BBB.....	8 3/4.....	7 3/4.....	6 3/4.....
Crowbars			
Cast Steel, per lb.....	6		
Chisels			
Socket Firmer.....	65		
Socket Framing.....	65		
Socket Corner.....	65		
Socket Sinks.....	65		
Elbows			
Com. 4 piece, 6 in., per doz.....	65		
Corrugated, per doz.....	1 25		
Adjustable.....	40&10		
Expansive Bits			
Clark's small, \$18; large, \$26.....	40		
Ives' 1, \$18; 2, \$24; 3, \$30.....	25		
Files—New List			
New American.....	70&10		
Nicholson's.....	70		
Heller's Horse Rasps.....	70		
Galvanized Iron			
Nos. 16 to 20; 22 and 24; 25 and 26; 27, List 12 13 14 15 16.....	28		
Discount, 65.....	17		
Gauges			
Stanley Rule and Level Co.'s.....	60&10		
Glass			
Single Strength, by box.....	80&20		
Double Strength, by box.....	80&20		
By the Light.....	80&20		
Hammers			
Maydole & Co.'s, new list.....	33 1/2		
Yerkes & Plumb's.....	40&10		
Mason's Solid Cast Steel.....	30c list		
Hinges			
Gate, Clark's 1, 2, 3.....	60&10		
Hollow Ware			
Pots.....	50&10		
Kettles.....	50&10		
Spiders.....	50&10		
Horse Nails			
Au Sable.....	40&10		
House Furnishing Goods			
Stamped Tinware, new list.....	70		
Japanned Tinware.....	20&10		
Iron			
Bar Iron.....	2 25 c rates		
Light Band.....	3 c rates		
Knobs—New List			
Door, mineral, jap. trimmings.....	75		
Door, porcelain, jap. trimmings.....	85		
Lanterns			
Regular 0 Tubular, Doz.....	5 00		
Warren, Galvanized Found.....	6 00		
Levels			
Stanley Rule and Level Co.'s.....	dis		
70			
Mattocks			
Adze Eye.....	\$17 00..	dis	70—10
Metals—Zinc			
600 pound casks.....			7 1/2
Per pound.....			8
Miscellaneous			
Bird Cages.....			40
Pumps, Cistern.....			75&10
Screws, New List.....			85
Casters, Bed and Plate.....			50&10&10
Dampers, American.....			50
Molasses Gates			
Stebbins' Pattern.....			60&10
Enterprise, self-measuring.....			30
Pans			
Fry, Acme.....			60&10&10
Common, polished.....			70&5
Patent Planished Iron			
"A" Wood's patent planished, Nos. 24 to 27.....			10 75
"B" Wood's patent planished, Nos. 25 to 27.....			9 75
Broken packages 1/4 c per pound extra.			
Planes			
Ohio Tool Co.'s, fancy.....			50
Sciota Bench.....			60
Sandusky Tool Co.'s, fancy.....			50
Bench, first quality.....			40
Nails			
Advance over base, on both Steel and Wire.			
Steel nails, base.....			2 65
Wire nails, base.....			2 65
20 to 60 advance.....			Base
10 to 16 advance.....			5
8 advance.....			10
6 advance.....			20
4 advance.....			30
3 advance.....			45
2 advance.....			50
Fine 3 advance.....			60
Casing 10 advance.....			15
Casing 8 advance.....			25
Casing 6 advance.....			35
Finish 10 advance.....			25
Finish 8 advance.....			35
Finish 6 advance.....			45
Barrel 1/2 advance.....			85
Rivets			
Iron and Tinned.....			50
Copper Rivets and Burs.....			45
Roofing Plates			
14x20 IC, Charcoal, Dean.....			6 50
14x20 IX, Charcoal, Dean.....			7 50
20x28 IC, Charcoal, Dean.....			13 00
14x20 IC, Charcoal, Allaway Grade.....			5 50
14x20 IX, Charcoal, Allaway Grade.....			6 50
20x28 IC, Charcoal, Allaway Grade.....			11 00
20x28 IX, Charcoal, Allaway Grade.....			13 00
Ropes			
Sisal, 1/4 inch and larger.....			8 1/2
Manilla.....			12
Sand Paper			
List acct. 19, '86.....			dis
50			
Sash Weights			
Solid Eyes, per ton.....			25 00
Sheet Iron			
	com. smooth.	com.	
Nos. 10 to 14.....			\$3 20
Nos. 15 to 17.....			3 20
Nos. 18 to 21.....			3 30
Nos. 22 to 24.....			3 40
Nos. 25 to 26.....			3 50
Nos. 27.....			3 60
All Sheets No. 18 and lighter, over 30 inches wide, not less than 2-10 extra.			
Shovels and Spades			
First Grade, Doz.....			8 00
Second Grade, Doz.....			7 50
Solder			
1/4@1/2.....			19
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.			
Squares			
Steel and Iron.....			70
Tin—Melyn Grade			
10x14 IC, Charcoal.....			\$ 8 50
14x20 IC, Charcoal.....			8 50
20x14 IX, Charcoal.....			9 75
Each additional X on this grade, \$1.25.			
Tin—Allaway Grade			
10x14 IC, Charcoal.....			7 00
14x20 IC, Charcoal.....			7 00
10x14 IX, Charcoal.....			8 50
14x20 IX, Charcoal.....			8 50
Each additional X on this grade, \$1.50			
Boiler Size Tin Plate			
14x56 IX, for No. 8 Boilers, } per pound..			10
14x56 IX, for No. 9 Boilers, }			
Traps			
Steel, Game.....			75
Onelda Community, Newhouse's.....			40&10
Onelda Community, Hawley & Norton's.....			65
Mouse, choker per doz.....			15
Mouse, delusion, per doz.....			1 25
Wire			
Bright Market.....			60
Annealed Market.....			60
Coppered Market.....			50&10
Tinned Market.....			40
Coppered Spring Steel.....			40
Barbed Fence, Galvanized.....			3 25
Barbed Fence, Painted.....			2 95
Wire Goods			
Bright.....			80
Screw Eyes.....			80
Hooks.....			80
Gate Hooks and Eyes.....			80
Wrenches			
Baxter's Adjustable, Nickel.....			30
Coe's Genuine.....			30
Coe's Patent Agricultural, Wrought.....			70&10

Annual Picnic of Grand Rapids Council, U. C. T.

Grand Rapids, July 1.—The great event—the game that for days and weeks the boys and their friends have been looking forward to—has come and gone; has now become part of the history of the past and is chronicled as one of the great events of the city. That it was a great event is attested by many of the crowd that witnessed the game of ball played Saturday afternoon at Reed's Lake ball park. Less than one thousand persons witnessed the game, but their enthusiasm was sufficient to fire the teams—one captained by L. F. Baker and the other by Sam Simmons. The great care used in the selection of the men for the position each was best qualified to fill clearly showed on the start that the game was to be a royal battle hard fought; but, alas, some of the boys fell down hard on the first inning. At the start of the game, the Simmons team was dubbed "Butter Fingers" by the crowd and the Baker team styled "Long Hitters." Before the game had gone beyond the second inning, however, Butter Fingers proved that there was no butter on their fingers, so far as ball playing goes, for the way they went after everything was a corker. Emery was in the box for the Simmons men and some of his out curves were as wide as a hog's head hoop. Even Frank Pierce, who, like the octopus—he travels for the Standard Oil Co.—reaches out for everything and generally brings it within his fold, found he had a "hole in his hat" many times, and yet Frank's double play was one of the star features of the game and also his work on first was of a high order. Captain Simmons caught the twirlers sent out by Emery in a manner to bring forth so much admiration from the spectators as to almost cause jealousy among some of the ladies in the grand stand. Bodwell furnished his usual amount of amusement for the spectators, and yet did good work in playing. Burns, on second, showed great agility in side stopping the hot ones that came his way and, at bat, he hit—nit. Benjamin furnished one of the star comedies of the game by over-running second by about ten feet and then standing still and waiting to be touched, being under the impression that he was safe, just because the umpire was on his side. Davenport did almost the same thing on third. Some of the situations were funny enough to make a temperance advocate smile. Spurrier as pitcher and Rysdale as catcher proved as losers for the Long Hitters, and it was plainly to be seen that something must be done. A change was made and, with Rysdale pitching and Kolb catching, Butter Fingers had to wince a little. They, however, had then too much of a start to be caught, and it was plainly to be seen that the game was theirs. After the game was over, the steamer Major Watson was taken possession of and, under the Ladies' Committee, composed of Mrs. Franklin Pierce, Mrs. Will Holden, Mrs. Will Compton, supper was spread in the dining apartment of the boat. It was a supper fit for kings and queens and was pronounced "ace high" by everyone. The teams lined up as follows:

Butter Fingers	Long Hitters
Capt. Simmons	Capt. L. F. Baker
Emery, p.	Rysdale, c. & p.
Simmons, c.	Pierce, s. b.
Launier, i. b.	Baker, s. s.
Bodwell, s. s.	Kobe, 2 b. & c.
Burleson, 3 b.	Dooge, 3 b.
Benjamin, c. f.	Goodwin, i. f.
Carlisle, 2 b.	Burns, c. f.
Davenport, i. f.	Dykema, r. f.
Vau Ness, r. f.	Spurrier, p. & 2 b. & c. f.
Reynolds, 3 b.	Martin, i. f.
	Stevenson, i. f.

The score:
Long Hitters.....0 0 1 0 5 0 0 5—11 14 18
Butter Fingers.....5 7 0 0 3 0 4 15—25 39 9

After supper music and dancing were indulged in until all were ready to take their tired but happy selves to their respective homes, with the hope that the day would not be far distant when another happy time could be enjoyed for the grown people and children together. Any good amateur team in some nearby town that wishes to be wiped out of existence would be pretty safe in sending word to Captain Sam Simmons to come and do it. Should this news reach

the ear of any brother U. C. T. in Kalamazoo and his fighting blood is warm, please send word.

Another picnic is promised for July, but just when it will be can not at this writing be made known.

Special thanks are extended to the Ball-Barnhart-Putman Co. for cigars, to the Hazeltine & Perkins Drug Co. for a ball and to Gardella Bros. for bananas. They were all appreciated very much. JaDee.

The Grain Market.

Wheat has followed its usual trend, that is, worked for lower levels. The cause is ideal harvest weather and the overestimate of the crop, which some put at 500,000,000 bushels winter wheat (where is it?) and 300,000,000 bushels spring (which is not made yet). Although the visible made a large decrease of 2,110,000 bushels, against an increase last year of over 1,000,000 bushels, it leaves the visible at 30,700,000 bushels, against 46,400,000 bushels a year ago, which is quite a difference. Our large decrease, in ordinary times, would have had the effect of advancing prices, while now it has a depressing effect. Wheat, however, will be wanted, as the United States certainly will be called upon to furnish the continent with bread, unless reports are false, as the only place on the continent that has a full crop is Spain, and her exportable surplus is small. In Michigan the crop is better than last year, but by no means what we would wish to see it.

Corn is on the boom, owing to the extremely hot weather in Kansas and other corn raising states. The report comes that corn is very materially hurt and the estimate yield reduced some 20 per cent. Some go so far as to say that, unless cooler weather exists in some localities, farmers will have to sell their stock. Prices will advance later unless conditions change.

Oats are very stiff in price, owing to the small crop.

Rye is at a standstill, no trading in that cereal, as all are waiting for the new rye to make its appearance.

Beans are hardly as strong as they have been.

Flour trade has been somewhat slack, owing to wheat going off some, and it is hardly up to average. The mills are filling old orders and, as cash wheat is hard to get unless a large premium is paid, they can not see their way clear to make concessions in price.

Mill feed has gone off in price, as was expected, but, as the price of corn and oats keeps high, we do not look for much lower prices in mill feed in the near future.

Receipts during the month were as follows: wheat, 248 cars; corn, 22 cars; oats, 30 cars; flour, 14 cars; bran, 1 car; beans, 7 cars; castor beans, 5 cars; hay, 6 cars; straw, 3 cars; potatoes, 16 cars.

During the week: wheat, 50 cars; corn, 5 cars; oats, 6 cars; flour, 3 cars; beans, 2 cars; potatoes, 3 cars.

C. G. A. Voigt.

Possess the Elements of a Trust.

"Ethel," he said, in that soft, cooing tone which sounds so foolish to the disinterested bystander, "I think that there is no treasure to equal a true woman's affection."

"And I," she answered, "believe that no riches can compare to the love of an honest man."

With all his sentiment he was a man of business, and without hesitation he rejoined:

"Miss Smithers, does it not occur to you that we have enough capital at our disposal to organize a trust?"

Successful Farming by a Kansas Woman.

From the Kansas City Journal.

Nine years ago the husband of Mrs. Amelia Bruning died on the family farm near Ellsworth. Mrs. Bruning had led the simple life of a country woman, with no more business experience than taking a jar of butter or a basket of eggs into town to trade for calico, and her friends expected hard lines for her and a large family of small children. But Mrs. Bruning had within her the capacity for great deeds. She took up the management of the farm and made such a success of it that hers is now one of the wealthiest agricultural families in Ellsworth county. She has nearly 160 acres under cultivation, owns a large herd of fine cattle, and has equipped her farm with the finest buildings in the vicinity. And she is out of debt with money in the bank and a wheat crop coming on worth many thousand dollars.

M. Sven Hedin has discovered a second Dead Sea in the highlands of Tibet, a vast lake so impregnated with salt that indigenous life is out of the question. It was impossible to get the boat close to the shore, so that he and his companions had to wade out two boats' lengths before she would float, and this was sufficient to bring a thick coating of salt on their legs and clothes. The entire bed of the lake appeared to consist of salt, and the density of the lifeless water was, of course, very high.

"Uneasy lies the head that wears a crown." Edward is hereby advised to get all the sleep he can before his coronation next June.

When a man has greatness thrust upon him, it doesn't take him very long to get rid of it.

Business Wants

Advertisements will be inserted under this head for two cents a word the first insertion and one cent a word for each subsequent insertion. No advertisements taken for less than 25 cents. Advance payments.

BUSINESS CHANCES.

FOR SALE OR EXCHANGE—STORE PROPERTY in Central Michigan city. Address Box 632, Grand Ledge, Mich. 927

WANTED—DRY GOODS, CLOTHING, shoes or general merchandise stocks bought for spot cash on liberal plan. Clean up your shoe stock by selling us your undesirable numbers on commission or cash basis. Best of references. Ries & Guettel, 126-128 Market St., Chicago, Ill. 924

TO TRADE—ONE OF THE FINEST FRUIT farms in West-rn Michigan for a stock of drugs. Three thousand bushels peaches now in sight; near fine market. Address Box 556, Shelby, Mich. 923

STOCK OF GENERAL MERCHANDISE for sale. Box 108, Rathbone, Mich. 922

ROMEYN-PARSONS PAYS CASH FOR stocks of merchandise (not a trader or broker). Grand Ledge, Mich. 920

FOR SALE—STOCK OF GENERAL MERCHANDISE, involving about \$7,500; live village in Central Michigan; business established 20 years; has made money from the start; fine farming section; will rent store building; retiring from business on account of poor health. Address No. 9, care Michigan Tradesman. 919

DRUG STORE FOR SALE CHEAP: LOW rent; city of 3,500. Address No. 918, care Michigan Tradesman. 918

PAN-AMERICAN ACCOMMODATIONS AT private house, conveniently located. Lodging, one dollar each. Address LeRoy S. Oatman, Sec'y, Buffalo Produce Exchange. 917

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

FOR SALE—STOCK OF GENERAL MERCHANDISE situated twelve miles from Lake Michigan in best fruit section of the State. Stock will inventory about \$4,200; doing a business of \$15,000 per annum; good location for hustler; satisfactory reason for selling. Address Q. T. care Michigan Tradesman. 909

FOR SALE—AN UP-TO-DATE HARDWARE and implement stock, involving \$3,000; located in Northern Michigan; doing a good business. Address No. 913, care Michigan Tradesman. 913

FOR SALE—A STOCK OF SHOES OF about \$2,200; doing a good retail business; sales, \$7,500 per year; rent, \$20 per month; A1 opening for a man to go into shoe business; stock located in Dowagiac, Mich. Reason for selling, too much other business. Address J. F. Muffley, Kalamazoo, Mich. 912

FOR SALE OR RENT—DESIRABLE RESI-dence and barn at 24 Kellogg street, Grand Rapids. Large lot. All modern improvements. E. A. Stowe, New Blodgett Building. 907

FOR SALE—RETIRED FROM MERCAN-tile business, "The Busy Big Store," general stock about \$12,000; sales last year, \$33,391.48; sales last month, \$2,600; in very best condition; healthy and growing. Located at Bellevue, Mich.; elegant farming trade. We enjoy the trade of the town in groceries, dry goods, boots and shoes, crockery, carpets and working clothing. Good discount to cash buyer. Reference, Bellevue Bank. Address C. D. Kimberly, Bellevue, Mich. 898

FOR SALE—SECOND HAND SODA FOUN-tain; easy terms. Also two cigar and tobacco store signs—Scotch girl and Uncle Sam; one ten-ball parlor pool table. Charles A. Jackson, Benton Harbor, Mich. 906

FOR SALE—CLEAN GROCERY AND crockery stock, involving about \$1,200; in one of the best growing towns in Northern Michigan. Address A. P. care Michigan Tradesman. 903

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

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

FOR SALE—THE BEST STOCK OF GRO-ceries, having the best trade in one of the best towns and in one of the best fruit and potato sections of Michigan; doing a prosperous business; also have a fine shipping business in fruit and potatoes; also a warehouse which I will dispose of. Object of selling, have other business elsewhere that will require all of my attention. Address No. 856, care Michigan Tradesman. 856

FOR SALE—STOCK OF GENERAL MER-chandise and fixtures, involving \$3,000 to \$3,500; cash discount; best farming district in Northern Indiana; good reasons for selling. Address No. 810, care Michigan Tradesman. 810

I WILL SELL HALF INTEREST IN MY furniture business. The goods are all new and up-to-date; located in a town of 7,000; has been a furniture store for thirty years; only two furniture stores in the town. Address all correspondence to No. 813, care Michigan Tradesman. 813

IF GOING OUT OF BUSINESS OR IF YOU have a bankrupt stock of clothing, dry goods, or shoes, communicate with The New York Store, Traverse City, Mich. 728

PARTIES HAVING STOCKS OF GOODS OF any kind, farm or city property or manufacturing plants that they wish to sell or exchange correspond with the Derby & Choate Real Estate Co., Flint, Mich. 709

MISCELLANEOUS

CLERK WANTED—FOR GENERAL STORE. Must be young, active and of good habits. Give experience and references. Address Haak Lumber Co., Wolverine, Mich. 925

CARPENTERS WANTED—ADDRESS Haak Lumber Co., Wolverine, Mich. 926

SITUATION AS REGISTERED PHARMA-cist in drug or general store. Address No. 921, care Michigan Tradesman. 921

WANTED—SITUATION BY YOUNG MAN in general store; has had several years' experience. Can furnish good references. Address No. 916, care Michigan Tradesman. 916

PHARMACIST—WANTED IMMEDIATELY. Apply to R. W. Harold, Fennville, Mich. 911

PHARMACIST, SITUATION WANTED. Box 99, Grattan, Mich. 900

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

FREE CONSULTATION EXAMINATION

You are under no obligation to continue treatment. Dr. Rankin has been established in the same office ten years and his practice is sufficient evidence of his skill.

Catarrh, Head and Throat

Is the voice husky?
Do you ache all over?
Is the nose stopped up?
Do you snore at night?
Does the nose bleed easily?
Does the nose toward night?
Does the nose itch and burn?
Is there pain in front of head?
Is there pain across the eyes?
Is your sense of smell leaving?
Is the throat dry in the morning?
Are you losing your sense of taste?
Do you sleep with the mouth open?
Have you a pain behind breast bone?
Does the nose stop up toward night?

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.

MICA AXLE GREASE

has become known on account of its good qualities. Merchants handle Mica because their customers want the best axle grease they can get for their money. Mica is the best because it is made especially to reduce friction, and friction is the greatest destroyer of axles and axle boxes. It is becoming a common saying that "Only one-half as much Mica is required for satisfactory lubrication as of any other axle grease," so that Mica is not only the best axle grease on the market but the most economical as well. Ask your dealer to show you Mica in the new white and blue tin packages.

ILLUMINATING AND LUBRICATING OILS

PERFECTION OIL IS THE STANDARD
THE WORLD OVER

HIGHEST PRICE PAID FOR EMPTY CARBON AND GASOLINE BARRELS

STANDARD OIL CO.

Are you going
to the
**Pan-American
Exposition?**

The
Michigan Central

is the short and direct route.
For particulars see M. C. Agents or
write to

O. W. Ruggles, G. P. & T. A., Chicago
J. S. Hall, D. P. A.,
Detroit

ENGRAVERS

BY ALL THE
LEADING PROCESSES

PORTRAITS, BUILDINGS,
MACHINERY,
STATIONERY HEADINGS,
EVERYTHING.

HALF-TONE
ZINC-ETCHING
WOOD ENGRAVING

TRADESMAN COMPANY
GRAND RAPIDS, MICHIGAN.

MERCANTILE ASSOCIATIONS

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

Grand Rapids Retail Grocers' Association

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

Detroit Retail Grocers' Protective Association

President, E. MARKS; Secretaries, N. L. KOENIG and F. H. COZZENS; Treasurer, C. H. FRINK.

Kalamazoo Retail Grocers' Association

President, E. P. CROSS; Secretary, HENRY J. SCHOBBERG; Treasurer, H. R. VAN BOCHOVE.

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.

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President, J. FRANK HELMER; Secretary, W. H. PORTER; Treasurer, L. PELTON.

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President, A. C. CLARK; Secretary, E. F. CLEVELAND; Treasurer, WM. C. KOEHN

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President, M. W. TANNER; Secretary, E. H. McPHERSON; Treasurer, R. A. HERR.

Traverse City Business Men's Association

President, THOS. T. BATES; Secretary, M. B. HOLLY; Treasurer, C. A. HAMMOND.

Owosso Business Men's Association

President, A. D. WHIPPLE; Secretary, G. T. CAMPBELL; Treasurer, W. E. COLLINS.

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President, H. W. WALLACE; Secretary, T. E. HEDDLE.

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Yale Business Men's Association

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Grand Rapids Retail Meat Dealers' Association

President, JOHN G. EBLE; Secretary, L. J. KATZ; Treasurer, S. J. HUFFORD.

You ought to sell

LILY WHITE

"The flour the best cooks use"

VALLEY CITY MILLING CO.,
GRAND RAPIDS, MICH.

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

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

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 July 1, 1901.

Going North.
daily ex Su ex Su ex Su
Lv G'd Rapids..... 4 05p 7 45a 2 00p 10 45p
Ar. Cadillac..... 6 45a 11 25a 4 40p 2 10a
Ar. Traverse City..... 8 30a 1 30p 6 50p
Ar. Petoskey..... 9 30a 2 50p 7 30p 6 35a
Ar. Mackinaw City..... 11 20a 4 15p 6 55a
Train leaves for Cadillac 5:20pm, ar'g at 9:00pm.
Trains arrive from the north at 6:00 a m, 11:30 a m, 12:20 p m, 5:15 p m and 9:20 p m.

Going South.
ex Su ex Su Daily ex Su Daily
Lv. G'd Rapids. 7 10a 1 50p 6 00p 12 30p 9 35p
Ar. Kalamazoo. 8 50a 3 22p 7 45p 1 45p 10 55p
Ar. Ft. Wayne. 12 10p 6 50p To Chicago 1 45a
Ar. Cincinnati. 6 25p 6 55a
Trains arrive from the south at 3:55 a m and 7:20am daily, 1:50pm, 9:35pm and 10:00pm except Sunday.

Pullman sleeping or parlor cars on all through trains 4:05am "Northland Express" has dining car Grand Rapids to Mackinaw City. 2:00pm train going north has buffet car to Harbor Springs. 9:35pm train going south has through sleeping cars to Cincinnati, St. Louis, Indianapolis and Louisville daily.

MUSKEGON Except Except Except
Sunday Sunday Sunday
Lv. Grand Rapids.... 7 35am 1 53pm 5 40pm
Ar. Muskegon..... 9 00am 3 10pm 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 8:00pm Sunday only.

CHICAGO TRAINS

G. R. & I and Michigan Central.

TO CHICAGO Except Daily
Sunday
Lv. G'd Rapids (Union depot) 12 30pm 9 35pm
Ar. Chicago (12th St. Station) 5 25pm 6 55am
12:30pm train runs solid to Chicago with Pullman buffet parlor car attached.
9:30pm train has through coach and Pullman sleeping car.

FROM CHICAGO Except Daily
Sunday
Lv. Chicago (12th St. Station) 5 15pm 11 30pm
Ar. G'd Rapids (Union depot) 10 05pm 7 23am
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

A HEAVY LOAD



Is carried by the merchant when he undertakes to handle the credit transactions of his establishment by means of pass books or other equally antiquated methods. The strain is immediately lessened, however, when he adopts the Coupon Book System and places his credit transactions on a cash basis. We make four kinds of Coupon Books and cheerfully send samples free on application.

TRADESMAN COMPANY,
GRAND RAPIDS.

CHANGE OF NAME



Owing to the increase in the demand for our DUSTLESS BRUSHES, we have been compelled to enlarge and re-organize our business. Our new corporation, the MILWAUKEE DUSTLESS BRUSH CO., has acquired all the rights of the WIENS BRUSH CO. in their patents covering "Dustless Brushes." We desire to thank all our friends and patrons in this section of the country for all their favors in the past, and respectfully solicit a continuance of the same in the future. Address all correspondence

MILWAUKEE DUSTLESS BRUSH CO.,
122-124 Sycamore Street, Milwaukee, Wis.



It Costs 2c
to Know how to
Double
Your Business

Write us for particulars.

H. H. Griffith 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 CO., 133 Wabash Avenue, Chicago, Illinois

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.....	06	Silver Plated Teaspoons, Coin, doz.....	35
Galvanized Iron Tubs, No. 1.....	4 95	Telescope Valses, each.....	23
Galvanized Iron Pails, 10 quart.....	1 65	Tumblers, 1/4 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		

NEW SHAPE

50 CIGAR

SOLD BY ALL JOBBERS

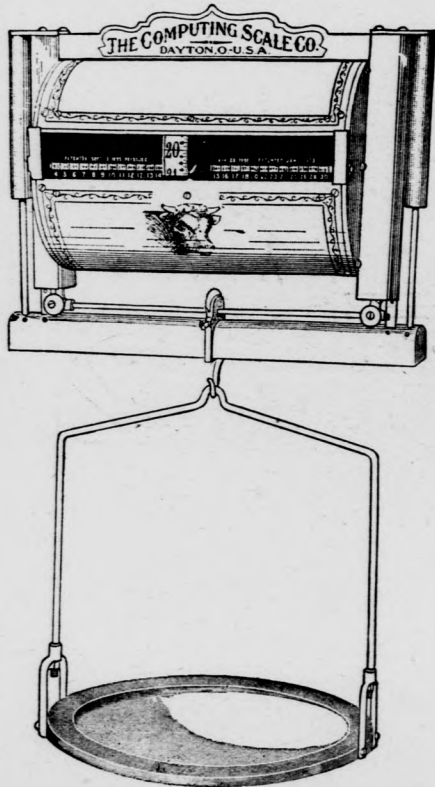
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CATCHES THE GERM AS WELL AS THE FLY.

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

Order from Jobbers.

The Scales of Justice



Thermostatic Automatic Spring Balance Computing Scales are the only safe and absolutely reliable Butcher Scales. If you are a butcher it is but (meat) that you should own this System Scale. It embodies the principle of the "Money-Weight" and insures every penny of profit to you that can be had through retailing. It is a scale built on scientific principles by the finest mechanics and experts in Scaledom. Get all of the profit by first fitting out your store with the Boston Thermostatic Meat Scales.

The Computing Scale Co.,

Dayton, Ohio