

MICHIGAN TRADESMAN

PUBLISHED WEEKLY TRADESMAN COMPANY, PUBLISHERS \$1 PER YEAR

Eighteenth Year

GRAND RAPIDS, WEDNESDAY, JULY 10, 1901.

Number 929

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

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.

Cadillac } **Fine Cut and Plug**
THE BEST.
Ask for it.

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

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.

Grocers Will Please Commit to Memory

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

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

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

OLNEY & JUDSON GRO. CO., Grand Rapids, Mich.
C. ELLIOTT & CO., Detroit, Mich.
B. DESENBERG & CO., Kalamazoo, Mich.

SYMIONS BROS. & CO., Saginaw, Mich.
JACKSON GROCER CO., Jackson, Mich.
MEISEL & GOESCHEL, Bay City, Mich.

MICHIGAN TRADESMAN

Volume XVIII.

GRAND RAPIDS, WEDNESDAY, JULY 10, 1901.

Number 929

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.

Widdcomb Bld'g, Grand Rapids, Mich.

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

C. E. McCrone, Manager.



ELLIOT O. GROSVENOR

Late State Food Commissioner

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

1232 Majestic Building, Detroit, Mich.

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.

Tradesman Coupons

IMPORTANT FEATURES.

Page.

2. Getting the People.
3. Morning Market.
4. Around the State.
5. Grand Rapids Gossip.
6. Mutilated Money.
7. How to Fail.
8. Editorial.
9. Back Woods Store.
10. Clothing.
11. Dry Goods.
12. Shoes and Rubbers.
14. Hardware.
15. Good Trade Getter.
16. Village Improvement.
17. About the Cucumber.
18. Window Dressing.
19. New Cheese the Best.
20. Woman's World.
22. Butter and Eggs.
23. The New York Market.
24. Clerks' Corner.
25. Commercial Travelers.
26. Drugs and Chemicals.
27. Drug Price Current.
28. Grocery Price Current.
29. Grocery Price Current.
30. Grocery Price Current.
31. Poultry.
- Hardware Price Current.
32. Benefits of Neighborliness.

HORSE MILLINERY.

Everybody has noticed with pleasure the general introduction of straw bonnets for horses. The pattern used is inexpensive and 25 cents will buy one answering all requirements. It looks entirely reasonable that this device is calculated to bring much comfort to the wearer and that irrespective of whether or no the hat has the sponge accompaniment. A straw covering keeps off or rather breaks the heat of the sun and prevents it from falling with full force on the top of the head, and at the same time there is sufficient circulation beneath the crown to allow for a change of air with its cooling process. As yet for the most part only what may strictly be called work horses are included among the wearers. Only now and then the horses kept entirely for pleasure purposes appear in this new style of horse millinery. There is no reason why a road horse should not feel the heat as much as a work horse if exposed the same length of time, and presumably the hats thus first introduced this summer will become as common as any other part of the harness on the several equine grades.

The possibility, indeed the probability, of such a thing may open up an entirely new industry. As yet the horse bonnets are of practically only one style and one price, and that very low. They are not exactly things of beauty, and yet when the public becomes accustomed to them they will not look worse than a net or blinders. When their use becomes more general the most natural thing in the world would be that the fashionable set with means, some, as they say, with money to burn, will want their horses to wear better hats than the beasts which draw the coal and do the heavy trucking. Then there will be a demand for better made and more stylish headgear and that will cost money. A good, serviceable harness can be bought for a certain price, but the wealthy insist upon paying two or three times as much for finer finishings. This may soon apply to the bonnets.

Styles in horse gear change, and in no other article of human attire do the fashions change as frequently and decidedly as in millinery. Accordingly it may happen that the demands of the smart set will require harnessmakers to set up millinery departments where bonnets can be had not only for 25 cents, but up as high as \$10 perhaps, or higher. To do this they must be made of very fine material, and to get very much money into them there must be trimmings. Why should not a horse wear ribbons or artificial flowers as well as a lady? Horse millinery may become a very important industry, employing many hands and keeping large sums of money in annual circulation. A pretty bonnet might increase the beauty of a beast just as a handsome harness does. The two shilling hats answer every practical purpose, but they may be only the beginning.

Boston has decided that the matter of providing school houses shall be separated from that of directing the school management. This result has been accomplished by the creation of a school house department, with a commission of three members, to which has been assigned the duty of purchasing land, erecting buildings, making improvements and the like. This commission is to be appointed by the mayor, while the members of the school committee are chosen by the voters. Three sound business men constitute the first commission, and under their management it is hoped that there will be no such scandals attending the purchase of land or of supplies as have sometimes marked the performance of these duties by the politicians who have found place on the school committee.

Despite the hideousness of its cardinal principle, the Mormon church seems to be growing larger instead of smaller. The reports have it that very recently a thousand converts have been made in New York City. That sect has missionaries constantly at work in Eastern States as well as in England and they not only look for converts but they get them. It seems curious that anybody, especially a woman, could be induced to believe in their doctrines and join that denomination. Still there are more women than men in every batch of converts. It only goes to show that people will take up something new in the way of a religion and take to it more kindly than to any other novelty that can be presented.

Some one has been making an analysis of the orations delivered at recent commencements in the colleges of the country and has found that the speakers were, for the most part, optimists, and that the pessimists were not in evidence, at least to any considerable extent. About all the speakers looked on the bright side of things. If the world does not present rosy prospects to the young man who is leaving college, it is never likely to do so. When its youth cease to be hopeful the country will have cause for despair.

GENERAL TRADE REVIEW.

While all the great industries and distributive trade are showing the effect of midsummer heat but little, the speculative markets are showing the effect of the season quite seriously. On account of the intense heat of last week the Stock Exchange was closed after the holiday, giving a feeling of uncertainty, which became manifest in a decided reaction at the beginning of business Monday. Fearing something of a flurry, the banks had been using more than their usual caution, causing a sharp stiffening in rates, thus adding to the adverse influences. The decline was so rapid as to suggest the idea of panic at times, but the downward movement was soon arrested by the general strength of the situation. With every great factor working strongly for the continuance of business activity all along the line, it is impossible that there should be any extended reaction.

Perhaps the most manifest disturbing element is the uneasiness in labor circles. There is always more or less of this to precede the midsummer shutdowns. As yet there are no mills closed on this account, such shutdowns as occur being for the usual repairs. Such price changes as have occurred in the steel trade are in the nature of concessions, showing that the trust is watching to prevent undue inflation in prices.

The condition of the textile trades is more favorable than for a long time past. Staple lines of woolsens and worsteds are in special demand, duplicate orders being common. In many cases mills are engaged as far ahead as they will take orders, as the low price of the raw staple is not to be depended upon. Receipts of wool at Boston exceeded the same time last year by 10,000,000 pounds, while the export during the same time was 50,000,000 pounds greater, thus showing a considerable shrinkage of stocks. Domestic demand continues good in cotton manufactures, but the export is interfered with by the advance in prices, which have reached a point to check the foreign demand. Shipments from Boston continue heavy in the boot and shoe trade, but there is complaint that prices of shoes are not on a parity with the advance in the raw materials.

The penchant for pie that the average American possesses is to have every indulgence hereafter. In Chicago there has been introduced a machine, which will probably soon be in evidence everywhere, inviting you to "drop a nickel in the slot and get a piece of pie like mother used to bake." Under this new device a quarter of a pie packed in a little pasteboard box drops into a drawer at the bottom of the device in response to the nickel of the investor. The drawer closes automatically as soon as the box is removed, and the machine is in readiness to minister to the wants of the next customer.

The man who stabbed his daughter's suitor had probably heard that no knife could cut true love in two, so he skipped love and carved the lover.

Getting the People

Convincing Advertising Is Necessarily Candid Advertising.

I have taken occasion to criticize the use of superlatives in advertising somewhat freely, but the fault is so widespread it will do no harm to emphasize the need of being governed by the probable in making statements regarding goods.

There is always enough to be said in describing the wares in question while confining the statements to that which will command attention for its manifest candor and significance. There is always, or should be, an improvement in qualities of new goods. There should be increasing advantage in buying. There should be constantly increasing adaptation to the market. All these are subjects of advertising interest.

To say that an article is the best ever offered has no meaning. To say that an article is the best the advertiser has ever offered at the price may have a meaning. To say that an article is first-class in every regard and then quote a second or third-class price makes it ridiculous. This is a common mistake.

The public is quickly educated to appreciate candor of expression. Because there are dealers who let the superlative run riot it does not follow that competition must be in the same line. If you have this element to deal with in your competitors it is an advantage to you, for the contrast will serve to give the more force to your own candor of expression.

It has come to be expected that a circus will use unlimited superlatives in its advertising. It is supposed that the mass of circus patronage is of a class that can only be caught by the most lurid description and extravagance. I am not ready to admit even this proposition. If circus publicity were confined more nearly to probability and so made to approach more nearly to true candid statement I verily believe it would be found more effective. Of course the education of the more vicious method would be more serious than in trade advertising—the tamer expressions have less meaning—but it is a question whether the lurid in description has not destroyed force and significance until the candid would be more effective on the start. Whether such is the case there is no doubt in my mind that the adoption of candor and probability would quickly lend a force to circus and show advertising which it does not now possess.

The superlative in general trade advertising is being greatly modified in all parts of the country; experience is showing the people are not fools anywhere. Those who know enough to read and understand a dealer's announcement know enough to appreciate reasonable candor and probability. If you give them the superlative without a meaning they appreciate it at its true worth. If you are advertising to reach those who can not do this you are missing it, for such can not be influenced directly by any newspaper advertising.

Let your yea be yea and your nay nay. Let your best quality mean best quality and should price be quoted let it be consistent. If you are offering bargains explain why, for the public is skeptical as to any dealers customarily offering goods below cost. Do not try to trade on a lack of intelligence or a lack of consideration, for the loss of the better

GOOD VALUES IN The Summer Needs

are in evidence throughout this stock? Prices are particularly reasonable, for the 4th of July usually ends the sale of many summer lines, and we're, hosting these by naming special prices—by giving unusually good values. Then the stock is fresh and attractive, and you're always certain of the newest and best.

REASONS WHY IT PAYS TO TRADE HERE

You'll find in these offerings, and aside from the low prices the qualities are right. There's no economy in your buying unless the qualities are trustworthy, but you'll find each item listed here the satisfactory kind of goods—such as return every satisfaction. That the prices are less than many quote you will not detract from your interest.

Dimities from 4 cents to 40 cents.

Precalles from 6 cents to 12 cents.

SHOES FOR MID- SUMMER WEAR

Easy, comfort giving shoes, but little prices always in this complete shoe stock, and that in a measure accounts for our shoe sales. But we give you always what is best for quality. Our Ladies' \$1.50 and \$2.00 Shoes are all solid and a guarantee goes with every pair.

PALMER & HOBBS,

„POTATO BUGS..

are here, and so is a fresh supply of the following appetizers:

Paris Green,
London Purple,
Stug Shot,
Hillibore,
Insect Powder

Give them a dose this week so you can attend the carnival next week.

GREENE'S DRUG STORE

Buy Groceries

HERE
ONE
MONTH

And note the accumulated savings to your purse. Note the high quality of Groceries we send you. Note the attention to your orders and the promptness with which we serve you. There are price inducements always attractive and there is economy here for you every day in the year. We keep everything in the line of Staple and Fancy Groceries and Provisions and all Vegetables and Fruits in season.

D. C. HORTON & SON,

The Cash Grocers.

76 South Main St

Wm. Allaire's Old Stand

SOFT DRINKS

ALL FLAVORS
ON ICE
at

VAN'S BAKERY

Your Troubles

Will Be Lightened

by using

MALTA-VITA
BREAKFAST FOOD.

We also have a full line of other excellent BREAKFAST FOODS.

Strawberries
Fresh Groceries

and everything dainty, palatable and nourishing in the Grocery line.

VanSickle & Reasoner.

effects would more than counteract any benefits, if by chance there were benefits.

* * *

A well-spaced and well-displayed midsummer announcement is that of Palmer & Hobbs. I do not like the introduction of the script line, as it tends to destroy the unity. I would also omit the black ornaments in the corners. The writing is rather labored in style and there is too much of it for the space. The prices quoted have too wide a range to be of much use. There are a number of typographic errors, such as "precales" for "percales."

Greene's Drug Store gives a striking advertisement of insect powder. The wording is apt and the display consistent, but pretty heavy, especially the border. I would omit the points in the first line—in fact, in all the lines. "Slug" looks odd spelled with a "t."

D. C. Horton & Son are well treated by their printer, although I am usually prejudiced against French Clarendons in display. But unity of style is preserved and the spacing is good, except that too much matter crowds the border, which is rather heavy.

A curious effect of a mixture of antediluvian styles with a modern erratic border is seen in Van's Bakery announcement. I would consign all but possibly the border and first line to the "hell box" and try again.

Van Sickle & Reasoner write a catchy and appropriate advertisement for one issue, which the printer has handled well as to unity and white space. The introduction of the second style of type harmonizes well with the rest and so is admissible.

An Amusing Red Tape Incident.

Uncle Sam is so bound up with red tape that he sometimes has to take money out of one pocket and put it in another. Occasionally he pays it back into the same pocket again, as is just now being exemplified in the case of certain importations of machinery for the new Philadelphia mint. It was found that in the fine details of some of the more delicate bits of mechanism necessary to the coining of money the Germans were ahead of us, and some of the machinery has been imported. In spite of the fact that this has been consigned to the United States Government, the Treasury Department has been called upon to pay the usual rate of duty on it. As all the revenues from the various Custom Houses find their way to the Treasury Department in this instance it isn't even a question of exchanging money from one pocket to another. Here Uncle Sam just takes it out and puts it back again where it came from.

If a man doesn't expect anything else for Christmas, he can always depend on his wife's relatives.

S. A. MORMAN & CO.

GRAND RAPIDS, MICH.

25 CANAL STREET,

Wholesale

Petoskey Lime
Sheboygan Lime
Akron and Louisville Cement
Atlas Portland Cement
Michigan Portland Cement
Sewer Pipe
Fire Brick
Flue Lining
Hard Wall Plaster
Granite Wall Plaster, Plaster, Gypsum Wall Plaster
Stucco, Hair, etc.

Write for Prices.

MORNING MARKET.

Why It Is Necessarily Held Early in the Day.

The average citizen of Grand Rapids who occasionally awakes at an early hour at this season of the year notices the more or less distant sound of vehicles. Beginning earlier than the birds, the noise is continuous until it blends into the regular traffic of the streets. Not every one realizes that these earliest sounds indicate exclusively the supplying of our tables and those reached from this market with the products of the surrounding country. The load is prepared at night and starts on its way at varying hours, according to the distance, some driving most of the night, while others nearer start just before daybreak.

The general rendezvous of this gathering is, of course, the morning market, but not all go there by any means. Many bring their produce directly to dealers according to previous arrangement and others sell from store to store without going to the market at all. Scattered all over the city, this feature of the provision trade with the direct deliveries to commission houses is scarcely noticed by the casual observer, but it is of great magnitude in the aggregate.

The average of arrivals on the market is not so early as when the traffic was all on the streets. At that time the most favorable stands were occupied often long before day, while the more dilatory vendors fared poorer at later hours. Now the rented stands are left vacant until their owners choose to occupy them. It is found desirable to do this at early hours usually, many coming by 5 o'clock and most planning their arrival within the next half hour. The morning market will always be an early market, for it must necessarily precede the business of the day, not only in the city where it is necessary to prepare for the morning shipments by express, for which no less than ten trains go out within one hour, but on the farms represented. The pressure of the harvest season makes a long day for those who spend the latter half of the night in this mode of disposing of their produce.

The cherry season has been rather a disappointment to the buyers, but those having them to sell have not fared badly. The ripening was hastened by the excessive heat and the work of disposal has necessarily been rapid. The canners have taken a good many on contract, so that those offered in the market have gone quickly at high prices.

In the small fruit market black cap berries are now having their inning. These also have come quickly, on account of the heat, but the absorbing capacity of the market is too great for prices to suffer. Everything offered has gone quickly and the growers have no reason to complain of the returns. Raspberries are now beginning to come freely and prices are good for these also. Indeed, the berry season promises to be one of good prices all through.

Currants are unusually fine in quality and are offered in sufficient abundance to keep the price reasonable.

Gooseberries are plentiful. This healthful boon of acidity is coming to more prominence as people learn to appreciate it.

For those who are raising them the vegetable of most interest just now is the potato. Considering the cold spring months it is remarkable that these should be offered so freely so early in the season; but the much-decried Mich-

igan sand is unrivalled in quickness of production when it has sufficient moisture. Tuesday morning there was a remarkable showing in the Jamestown division, mostly from Forest Grove. About a dozen double-decked fruit wagons were loaded to their capacity and everything sold promptly at from 85¢ to 90¢. The principal interest in the general vegetable market is its volume and excellent quality. Considering the quantity prices and demand are remarkably well sustained.

Economizing Nerve Force.

If one observes the crowd in the streets it is curious and most disagreeable to see how small the number is who are not constantly making grimaces and working their faces or jaws in some manner. I have heard it said it was bashfulness that caused this, but it has not been my observation that bashfulness was so widely distributed an American trait; besides, how does twisting the face help to keep one in countenance? No, it is not bashfulness; it is misdirected nervous energy, which ought to be aiding the movements of their legs or getting stored up somewhere in the central nervous reservoirs for future use.

Learn to keep still when you rest; when you move, move with the part of the body needed; do not waste your force by walking with your arms and face as well as with your legs. If circumstances force an unusual and fatiguing amount of exertion upon you, break it now and then by periods of absolute rest. No matter how brief they are, they will be useful if you make them complete and perfect in the way described. This is true of mental as well as bodily exertion. A minute or two minutes of quiet, with closed eyes, if possible, with your tension relaxed and the gearing of the machinery thrown off for the moment will help and refresh you greatly. Here, again, more may be gained if the ability to relax mentally can be secured in a fashion similar to the withdrawing of muscular tension. Learn to empty your mind when not using it. Frank Stowell.

When a policeman marries, he soon begins to wonder where he can hide his club so that his wife can't find it.

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?
Is this worse 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.

B. B. B. Coffee

One of our largest customers writes us: "We sell it for 20 cents and our customers who have been using 30 cent coffee say it is better than the 30 cent goods."

OLNEY & JUDSON GROCER CO.
GRAND RAPIDS, MICH.

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.



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.

Around the State

Movements of Merchants.

Ionia—Herman Schmid, of Cleveland, has opened a clothing store here.

Vicksburg—Slack & Fisher have purchased the meat market of E. D. Sanderson.

Quincy—L. L. Bishop has purchased the hardware and harness stock of Bishop & Rising.

Millington—Jas. A. Smith, dealer in agricultural implements and groceries, has removed to Flint.

Grand Haven—Zaagman & Reenders are closing out their feed stock and will retire from the business.

Hartford—Will Bridges will shortly open a grocery store in the building recently vacated by Dan. Riegel.

Stanwood—J. Boynton & Co. have sold their drug stock to G. McAllister, who will continue the business at the same location.

West Bay City—Daniel B. Perry, who operates a branch drug store at Bay City, is succeeded at that place by Perry & Hagadorn.

Big Rapids—Geo. A. Roof, who recently purchased a store building on Maple street, will occupy it with a stock of shoes about August 1.

Mt. Clemens—Phoebe A. (Mrs. Stephen O.) Ecker, dealer in jewelry and confectionery, has sold her confectionery stock to Hattie A. McConnell.

Fennville—R. W. Harrold has purchased the interest of his partner in the drug stock of E. A. Andrews & Co. and will continue the business in his own name.

Detroit—The Commercial Credit Co. has recently removed from the Hammond building to the Detroit opera house block, where it occupies the entire fourth floor.

Bay City—Charles H. Frantz has purchased the interest of Carl V. Richardson in the pharmacy of Frantz & Richardson and will continue the business in his own name.

Kalamazoo—George Sperry has purchased the hardware stock of Charles Schau, on Portage street, and will add to the stock and enlarge the building to a considerable extent.

Barryton—The mercantile business here lately conducted by Chas. McDonald will be continued by the Barryton Mercantile Co. Wesley Barry is in charge of the business.

Mackinac Island—William R. Bogan has returned from Chicago, where he has the principalship of the Washington school. He will conduct the Central drug store this summer.

Benton Harbor—The F. S. Hopkins drug concern has been incorporated and will hereafter be known as the Hopkins Drug Co. The stockholders are F. S. Hopkins, Geo. A. Hopkins and F. X. Duerr.

Nashville—The clothing firm of Walser & Gribbin has been dissolved, G. W. Gribbin having purchased the interest of F. J. Walser. Mr. Walser will engage in the clothing business at Chesaning.

Red Jacket—Kohlhaas & Son have sold their meat market to George Fax. Mr. Fax was formerly accountant for the firm, but engaged in business for himself a couple of years ago under the style of Grierson & Fax, conducting a general merchandise store at Copper Falls. Mr. Grierson retired a year ago, since which time Mr. Fax has had entire charge of the business, which will be continued.

Omer—The Squire & Sterling Mercantile Co., Limited, which conducted a general merchandise store in connection with its wholesale timber business, has sold its merchandise stock to Ardis & Warnock.

Brooklyn—C. B. Farnham, a Jackson clothing dealer, has purchased the remainder of the North clothing stock of W. S. Culver and will continue the business at the same location. Jos. North will have charge of same.

Lowell—Will Price, who has been with E. Collar in his west end dry goods store, and Allie Covert, who has been employed by Mark Rubens, have formed a copartnership and purchased the grocery stock of Force & Loveland.

Plymouth—The liabilities of F. Markham Briggs, the druggist, now foot up to \$26,000, with assets in the neighborhood of \$3,000. Receiver Starkweather says that unless the sale of real estate, made by Mr. Briggs some time ago to his wife, is set aside by the courts, scarcely 10 cents on the dollar will be realized.

Traverse City—Ed. W. Wait and C. R. Wait have been admitted to partnership in the old-established drug business of S. E. Wait. The new firm will be known as S. E. Wait & Sons. The senior Wait established the business in 1872 and has conducted it alone ever since, with the exception of one year, in which L. M. Mills was a partner.

Kalamazoo—The drug store of F. N. Maus was entered by burglars Saturday night and about \$10 in money and a few cigars stolen. The thieves went through the cash drawer of the soda fountain and cigar case and then carried the 100 pound cash register off bodily. It was found Sunday morning across the street, where the burglars left it after forcing the combination.

Moline—The copartnership recently formed under the style of McLeod, Stiner & Co., Ltd., to continue the general merchandise business of E. N. Bates, has been dissolved by the retirement of S. C. Stiner and C. A. Riley, whose interests have been purchased by Frank McLeod. The business will be continued by J. A. McLeod, Frank McLeod and E. N. Bates under the style of McLeod Bros. & Co., Ltd.

Manufacturing Matters.

Portland—Vincent P. Cash has removed to Riverdale, where he has erected and equipped an elevator.

Cheboygan—H. W. Swift has sold his interest in the Swift & Clark sawmill to his partner, O. M. Clark.

Pontiac—The Pontiac Body Manufacturing Co. succeeds A. A. Baumgartner in the manufacture of carriage bodies.

Battle Creek—This city now has more health food manufactories than any other city in the world. The latest is a health drink to be known as the Ponce de Leon Elixir of Life. It consists of bottled Goguc Lake water.

Fenton—S. W. Ackerson, who has been connected with the A. J. Phillips Co. for the past sixteen years, has retired from that concern to take a similar position with the Owosso Manufacturing Co., maker of screen goods.

Detroit—The American Brush Co. has filed articles of association. The purpose of the corporation is the manufacture and sale of brushes. The company is capitalized at \$15,000 and the organizers are Mark G. Morris, Henry S. Morris, Hortense L. Morris and Mark G. Morris, trustee, all of Detroit.

Evart—A. A. Smith & Son, of the Evart Roller Mills, are erecting a grain elevator at their mills. The building will be 20x30 feet in dimensions, and will be connected with the main building by shafting and grain spouts.

White Pigeon—The stock of the Sultan Buggy & Cart Co., which went into bankruptcy last December, has been purchased by Hotchin Bros., J. G. Schultz and John Murray, all local citizens and officials or directors of the State Bank. The factory will resume work soon and under most auspicious prospects for a prosperous future.

White Pigeon—Carloads of brick, cement, lumber, etc., continue to arrive occasionally for the construction of the German Portland Cement Co.'s factory. The foundation walls of the main building have been laid for some time, and while there is little doing at the company's grounds at present, preparations point to a resumption of operations in the near future.

Detroit—Articles of association have been filed by the Ginzle Construction Co. The purposes of the corporation are the building of gas and electric lighting plants and doing all kinds of construction work. The capital stock of the company is \$10,000 and the organizers are John Ginzle, Wyandotte; Matthew F. Bramley, and John F. Cowing, Cleveland; Stewart O. Van De Mark, Detroit, and Stewart O. Van De Mark, trustee.

Battle Creek—The Bown Tire Valve Co., Ltd., has filed articles of copartnership with the register of deeds in the sum of \$25,000, of which \$8,000 is paid in. The new enterprise will manufacture valves and attachments for pneumatic tires of all kinds. It is claimed that there is a wide demand for this kind of goods. The members of the company and the amounts of their stock are: William C. Houghtaling, chairman, \$2,500; Arthur B. Williams, Secretary, \$1,500; Charles E. Bown, Treasurer, \$1,250; Eugene N. Bown, \$1,250; Ora R. Stains, \$750; Frank Houghtaling, \$750.

Shippers should look out about sending berries or any other fruit in cars consigned to one house, but containing consignments for several houses. In a majority of instances the house to which the car is consigned gets the stock marked for it out and lets the rest lie around wherever it happens to be dropped. On a falling market this is disastrous, and it should be looked after. Serious losses in blackberries and similar perishable articles have resulted. If shippers would compel the attention of the houses interested by refusing to send them anything unless safe delivery were guaranteed, there would be an end to the difficulty. There are plenty of good houses which will do this as it should be, without being obliged to ship to those who only look after their own interests very carefully. An easy solution of the problem is to notify the railroad company of the consignees in the car, and the stock will then be cared for.

The Boys Behind the Counter.

Kalamazoo—J. W. Gibson, attendant at the insane asylum here about fourteen years, has resigned to take a position with Diver & Baker—the Co-operative Grocer Co.—as city salesman and collector.

Mackinac Island—Miss Lina McDonald has taken a clerkship in the dry goods department of J. W. Davis & Son. Miss Kate McCarty has resumed her former position as cashier of the establishment.

Evart—Miss Frankie Voorheis, who has conducted Davy & Co.'s millinery department during the season just closed, has returned to her home at North Adams.

Elk Rapids—Geo. Anderson has taken a clerkship in the store of J. H. Bennett.

Lakeview—Claude White has taken the position of prescription clerk in the drug store of J. W. Kirtland.

Kalamazoo—Charles Morse, who has been employed at the Bell shoe store, has gone to Escanaba, where he will preach during the summer in the Baptist church.

Traverse City—B. H. Bracken, head clerk in the store of the Hamilton Clothing Co., is spending a fortnight at the Pan-American Exposition and at his boyhood home at Lockport, N. Y. He is accompanied by his wife.

Fennville—R. W. Harrold, who recently purchased the interest of E. A. Andrews in the drug stock of E. A. Andrews & Co., has engaged Fred W. Glass, recently in the employ of J. D. Woodbeck, the Otsego druggist.

Lowell—C. J. Brunskill, who has been behind the prescription case of Dexter Look for some time, has gone to California, where he will locate.

Otsego—Ray Eaton succeeds Fred W. Glass as prescription clerk for J. D. Woodbeck.

Kalamazoo—C. M. Disler, who has been cashier at the local branch of Armour & Company for some months, left Monday to fill the position of relief cashier for branch houses for this auditing district, which includes Michigan and Ohio. He is succeeded as cashier of the Kalamazoo house by F. M. Bell, who has been assistant cashier for some time, and his place is in turn filled by J. C. Pringle, of Massachusetts.

Business Will Take a Day Off.

Albion, July 9—A committee of business men headed by Mayor James Shanley went to Hillsdale to-day to confer with a similar committee of that city at their invitation, with reference to the proposed Albion-Hillsdale joint picnic at Bawbeese Lake. The idea is to suspend all business in both places for the day and all unite in a grand civic holiday and celebration. The date selected is next week Tuesday and a special train will be run over the Lake Shore from here in the morning, returning in the evening. There will be a programme of sports, including base ball, and other features to enliven the affair.

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 Supply Company, Jobbers of MILL SUPPLIES

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

20 Pearl Street

Grand Rapids, Michigan

Grand Rapids Gossip

The Produce Market.

Apples—Southern, 40c for ½ bu. box.
Bananas—Prices range from \$1.25 @ 1.75 per bunch, according to size. Jumbos, \$2.25.

Beets—15c per doz.
Blackberries—\$1.50 per 16 qts.
Butter—Creamery extras command 18¾c. Dairy grades are demoralized, owing to the large amount of stock affected by the terrible heat which prevailed during the last week of June and the first week of July.

Cabbage—40@50c per doz.
Carrots—15c per doz. bunches.
Celery—18c per doz.
Cherries—Sweet command \$2.75@3 per bu. and are scarce at that. Sour fetch \$1.50@2 per bu.

Cucumbers—30@35c per doz.
Currants—70@90c per 16 qt. crate.
Eggs—Dealers declare that in their experience of five or six years on this market they never saw a time when eggs from all sections ran so bad. The recent hot wave is responsible for this condition. Those coming from a distance lost from six to fifteen dozen to the case. Track buying has almost ceased and eggs are now sent on commission. All this bad condition of eggs is very favorable to the stock of April eggs. Local dealers pay 10c per doz., loss off.

Frogs' Legs—Large bulls, 45@50c; medium bulls, 25c; large frogs, 15@20c; small frogs, 5@10c.

Gooseberries—80@90c per 16 qt. crate.

Green Onions—12c for Silverskins.
Green Peas—70c for telephones and 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—Californians command \$4 @ 4.25 for 300s and 250s per box. Messinas fetch \$4.75 for choice and \$5 for fancy.

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

Maple Syrup—\$1 per gal. for fancy.

Musk Melons—The run of California gem cantaloupes which are hauled East from Indio, Cal., by express, is about over. Instead of getting thirty cars only thirteen have come. The price of these melons is maintained at \$5 a crate, which is rather remarkable. One car alone had charges for icing and express of \$770. The success of the Indio melon has been such that another year there will be a large acreage planted there. If the sand storms can be avoided this will be a great industry for this section.

Onions—\$1 per bu. for home grown; 80@90c for Southern.

Oranges—Valencia lates are about the only variety now to be had and sorted stock commands \$3.75 per box.

Parsley—35c per doz.

Peaches—The prospects for a full crop in the vicinity of Grand Rapids are excellent; in fact many of the growers are compelled to thin out their crop and have men in their orchards at work on the trees. Growers around Fennville and Saugatuck claim that the crop in that vicinity will not exceed a third of a full crop.

Pie Plant—60c for 50 lb. box.
Pineapples—Florida, \$1.50@2 per doz., according to size.

Plums—Nothing but a blow strong enough to strip the trees will prevent Western Michigan harvesting the largest plum crop ever recorded.

Potatoes—Receipts of Southern are not sufficient to meet the requirements of the market, in consequence of which dealers have to rely on home grown to piece out the demand. Home grown are inferior to Southern stock in size, but another week will reverse this condition, for by that time home grown will be superior in every respect to imported. The price ranges around \$1, all offerings on the Morning Market Wednesday having been absorbed at 87½@90c, with every indication that the price to the grower will move up to \$1 Thursday morning. If receipts of

Southern are more liberal later in the week, as is expected to be the case the price will gradually recede after tomorrow.

Poultry—Receipts are light, which is attributed to the fact that farmers are so busy with their harvesting that they can not find time to market poultry. Live hens command 7@8c; spring broilers, 13@15c; turkey hens, 8@9c; gobblers, 8c; spring ducks, 12@14c. Pigeons are in moderate demand at 60@75c per doz. and squabs are taken readily at \$1@1.20.

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

Raspberries—\$1.50 per 16 qts. for black; \$1.50 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—1c per lb.

Tomatoes—\$1.25 per 4 basket crate. From ten to eighteen cars of tomatoes a day are being shipped from Crystal Springs, Miss. The bulk of the stock has been shipped, but there are said to be some very good ones to come yet.

Watermelons—25c for Alabama Sweets. Watermelons never ruled so high the Fourth of July as they did last week. It was almost impossible to get a car for less than \$300. The shortness of the crop in Texas and Georgia caused this condition. Two heavy dealers in Chicago set out to corner the market and nearly succeeded. They got every car before the Fourth, except six, and offered such prices for these that the owners could not job them and they are still on their hands. The demand since the Fourth is not very good and these people made a mistake that they did not take the offer of \$275 to \$300 a car. The next melons to come are from Missouri and as the crop there is an average one the price is likely to go down. It will be July 15 before they move to any amount and as soon as they are off the market Indiana will be on with a fine crop. Not in years has the jobbing price of \$50 a hundred been maintained on watermelons.

Whortleberries—\$3 per bu. Receipts are not large yet, but the quality of the fruit thus far received is fine.

Hides, Pelts, Tallow and Wool.

Hides have been well cleaned up at the advance and receipts are light. Prices are high for the present outlook and tanners are not anxious.

Pelts lay dormant at any advance, while a few dealers keep them moving rather than allow them to pile up.

Tailow has another advance from the demand in London and a 9d. (nine pence) advance, with all offerings taken. Warm weather prevents shipments, while soapers seem to want stock, probably on account of agitation of cotton seed.

Wools are in demand at ruling prices, but no advance can be obtained. Factories are busy and sales have increased in volume. Shipments have gone forward from the States and the greater amount of the new clip is cleaned up.

Wm. T. Hess.

W. L. Freeman, President of the Freeman Mercantile Co., has been confined to his home by illness for about a week. He expects to be able to resume his desk before the end of the week.

Richard R. Bean, Secretary of the Putnam Candy Co. has gone to Niagara Falls to attend the annual convention of the Western Confectioners' Association. He will return by boat via Harbor Springs. Mr. Bean seldom takes a respite from business cares and has richly earned a vacation.

Henry J. Vinkemulder left Tuesday for a fortnight's absence, during which he will visit Buffalo, New York, Philadelphia, Boston and several intermediate cities. He is accompanied by his wife.

The Grocery Market.

Sugar—The raw sugar market is unchanged. There is a good demand from the retailer, but new business with the refiner is light, as jobbers bought heavily before the last advance. In our opinion there will be no speculation in sugar before August, as jobbers' purchases before the advance will carry them through July.

Teas—New crop teas are expected to arrive soon, including Formosas and Congous, with freer arrivals of Japans. Buyers apparently show an inclination to hold off pending further developments. The distributing business continued on a hand-to-mouth basis, jobbers experiencing a light run of orders for the day. Prices remain quotably unchanged and rather nominal for the entire list.

Canned Goods—Spot tomatoes are practically cleaned up in the West, the last packer that had any having just notified his broker that he was sold out. The Eastern packers are also getting sold out and we think that new tomatoes will come in on the latest market in several years. The same can be said of spot corn. It is scarce and shows an advance of at least 12½c from the bottom. Later reports from Indiana complain of the pea louse and several of the largest packers have withdrawn from the market.

Dried Fruits—There is a fair consumptive demand for prunes and prices are a little firmer. Evaporated apples continue to advance and what little stock that is offering is bringing good prices.

Oatmeal—The rolled oats market is very strong, on account of the advancing tendency of oats. September oats are now about 3c higher than during the Phillip's corner in May. The Government crop reports suggest a yield of 100,000,000 bushels less than last year, which would give us the lightest crop in ten years with one exception.

Evaporated Apples—Chicago advices state: There has been a revival of interest in evaporated apples. This line was very active a few weeks ago, quieting down later into the same dullness that other lines of dried fruits were in; but within the last few days much interest has been shown in the apple market by Chicago jobbers and buying has been very active, the sales being quite heavy, leading all other kinds of cured fruit. Few evaporated apples, however, are being offered, while owners of stock are able to obtain asking prices, which are about 7c for choice stock.

Syrups—Owing to the advance in corn, glucose is up 5c per 100 pounds and corn syrup 1c per gallon and 3c per case.

Molasses—Dealers report a very small volume of orders and shipments are being delayed, pending cooler weather. Domestic mixed grocery grades remain firm and prices rule strong, reflecting the strength of the glucose market. Other grades of both domestic and foreign continue more or less neglected, but as dealers do not force sales prices continue steady. No news of interest is reported from primary markets. New Orleans reports small arrivals of blackstrap molasses, the bulk of which had been previously contracted for, and only small offerings were made.

Rice—Although sales were somewhat below those of the week previous—owing to a national holiday—business was considered satisfactory for the week. The market is strong, statistically, and with continued unfavorable crop reports from the South, and the strength of

markets abroad, local dealers remain confident, asking full prices for domestic and foreign descriptions.

Brooms—The combine has advanced the price of all grades 25c per doz.

The preparations for the grocers' picnic on July 25 and the meat dealers' picnic on August 8 are going forward rapidly, with every indication that both events will be successful. The conflict in dates is very unfortunate for all concerned and, as both classes have made somewhat extensive arrangements and gone to considerable expense in the matter, it hardly seems probable that a compromise will be reached, although a joint meeting will be held on Thursday evening to consider the matter. As the Tradesman understands the situation, August 8 was originally selected as the date of the picnic by the Grand Rapids Retail Grocers' Association. Following the precedent of previous years, the butchers selected the same day for their picnic and annual holiday. Later on, an invitation was extended to the Kalamazoo grocers and meat dealers to visit Grand Rapids on that day, but as they had already selected July 25 as the date of their holiday, the Grand Rapids grocers—or the committee having the matter in charge—changed the date of the Grand Rapids picnic to July 25. The butchers claim that this change was made without consulting them or considering them in the matter and after they had already made a contract with the Pere Marquette Railway for an excursion to Muskegon, which the Association is now unable to cancel or change. The conflict will work a hardship to those dealers who handle both groceries and meat, because many of them feel that they can not close up two days and find it hard to decide which day they will observe. In the interest of harmony and for the sake of harmonious action in the future—which the holding of two picnics this year would greatly jeopardize—the Tradesman sincerely hopes that mutual concessions will be made on both sides, even although it be necessary to send a delegation of grocers and butchers to Kalamazoo in order to secure a postponement of the excursion from that city to the date originally selected by the grocers for their annual jubilee.

The decline in the wool growing and wool manufacturing business in this country is due to the fact that the annual per capita consumption of wool in the United States has decreased in the last few years 2.37 pounds in a total of 9.7 pounds, while there has been an immense increase of shoddy and cotton. In spite of the wool tariff the number of sheep in the United States declines. In 1899 it was 39,114,453. In 1884 it was 50,626,626. The same law has operated abroad. In the United Kingdom sheep decreased from 33,982,404 in 1873 to 30,567,061 in 1897. In the same period in France the number decreased from 25,935,114 to 21,445,113. In Germany from 24,999,406 to 10,866,772. The reason simply is that land has become too valuable for sheep raising. More can be made by using it for other purposes and importing wool from quarters of the globe where sheep can be cheaply raised.

When a young lady hems a handkerchief for a wealthy bachelor, she probably sews that she may reap.

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

MUTILATED MONEY.

Talk With the Treasury Expert Who Handles It.
From the Washington Times.

In one corner of the room in the Redemption Division of the Treasury building sits Mrs. A. E. Brown, the expert whose task it is to pick out from the money fragments turned over to her the marks of identification. Scattered about the desk are fragments of paper money placed on slips of brown paper in shape and contour like an ordinary envelope. These are all labeled so that each can be credited to the owner of the fragments.

"The mutilated money comes from no one particular source," said Mrs. Brown, "except, perhaps, from the banks, where it has been taken by the individual owner as the first step toward getting it to the United States Treasury, which will redeem all notes identified as to their face value and number. The banks do not, of course, redeem these fragments and then look to us to reimburse them. It is only an act of accommodation which the banks extend to individuals. The rules of the Treasury require that three-fifths of the bills be sent for identification; less than that amount will either shut off redemption altogether or at least prevent the full amount being given back to the owner of the fragments."

"For example, supposing one-half of a five dollar bill is sent in for redemption, and supposing it is in such a good state of preservation that its identification as a five dollar bill, issued by the Government of the United States, can be told at a glance, the owner of that fragment will receive from the Treasury only \$2.50, and not the full face value of the original bill. The fragment will be registered, with its essential marks of identification, and \$2.50 sent to the owner. At first glance this would seem to be unjust to the owner, but on further consideration it will be evident that at any time the other half of that bill may come in to us, perhaps from the same person, or possibly from some one else, and \$2.50 paid for its redemption. Now, it is obvious that if \$5 had been paid for the first half and later the same amount for the second half, although years may intervene between the visitation of the first and second halves, the owner would either have been paid \$10 for his original five dollar bill, which is more than he is entitled to by \$5, or the Government would have been out just \$5, which would be an injustice to the people of the United States."

"If, however, three-fifths of the bill is sent in, enough of the bill will be in our hands to satisfy all demands for the safety of the Treasury and the public service. The remaining fragments may come in later, but as soon as their identification with the three-fifths portion is established, they are thrown out as worthless."

"It is astonishing how many people put their money about stoves, ovens and other places exposed to fire. Here is a roll of burned money which a woman placed in the oven for some reason unexplained. According to her affidavit, she says that, immediately after placing the money there, she left the house for a few moments, and when she returned she found that her daughter had built a fire in the stove and was preparing for dinner—or supper—I do not remember just now which."

The mass of charred money which Mrs. Brown held in her hand was as black as charcoal and seemed ready to fall apart by its own weight, like the last remnants of burned paper often seen in the grate fire. She began separating the mass with the point of a paper cutter, and finally peeled off a fragment on which could distinctly be seen the impression of the printing plate in the center design. This was a \$10 note, as was shown by comparing the center design of the charred fragment with a new bill which Mrs. Brown placed beside it.

"The figures giving the amount of the bill," Mrs. Brown said, "are obliterated, principally by the break in the charred fragment where it broke off

from the rest of the bill, but the border and central design of this piece are apparent to the naked eye and are brought out still more clearly by the magnifying glass. This is a true United States Treasury bill and will be redeemed. This is, of course, not three-fifths of the original bill, but it contains the center design and is enough to identify the bill exactly. When we have a mass of mutilated money stuck together as this mass is, it is necessary to use the utmost nicety in separating the layers in order to see how many separate bills there were in the roll or mass of money before it was charred, as this is. Frequently it is possible positively to identify some of the bills, but not all, and unless great care is exercised it is possible to do an injustice to the owner. The Treasury always stands ready to redeem any money which it can identify by the methods which have proved most satisfactory."

Reaching down and opening one of the drawers of her desk, Mrs. Brown drew out a tin tobacco box containing what looked like a mass or slab of peat or earth pressed compactly together. It turned out, on investigation, to be a roll of money, amounting originally to about \$200, which a farmer had ploughed under the ground while turning a furrow on his farm. He had carried it about his person when ploughing and in some way had lost it by its dropping out of his pocket. When he had finished ploughing he missed the money, and having searched the ploughed area in vain, gave up the quest. Each time, however, he went over the same field with the plough in each succeeding season he kept his eye on anything that would be likely to look like the lost money. Finally after the bills had laid under ground for six years his search was rewarded and last spring his plough share unearthed the blackened mass which lay in the tobacco box.

"There is no doubt," said Mrs. Brown, "that this is money, as the fibres attest, but it is so rotten and friable that I do not know whether it is possible to identify it or not. I have not examined it yet, but it looks somewhat discouraging."

A Bulldog That Milks the Cows.

From the Baltimore Sun.

A big white bull dog, which had been living off the fat of the land—spring chickens and fresh cow's milk—had his career brought to a sudden ending late on Tuesday night by a bullet from the revolver of Patrolman Scott, of Mount Washington.

This dog was of unusual size, and for more than a month past his movements about the village had attracted attention. He was declared guilty by a court consisting of the Rev. Byron Clark, Mrs. Margaret Carroll and Patrolman Scott of eating chickens and surreptitiously milking cows. For the former offense he might have been punished only with a beating, but the latter charge was so unusual that the death penalty was deemed the only effective one.

According to Patrolman Scott, the dog did not have a strictly legal trial, because he was not present in court; nor did he even have a representative, although his master, William Welch, was devoted to him. This was partly the fault of the dog, as the officer of the court was unable to find the culprit, and Patrolman Scott waited two days and two nights before he could execute the sentence. Mr. Welch acquiesced in the action of his neighbors after learning the nature of the evidence.

Just how the dog formed the habit of milking the cows is not known, but it is thought he acquired it by following the example of calves. He had often been seen with the many cows in pasture about Mount Washington across a cow's back while she was lying down. His appetite for milk grew so strong that he was not satisfied with part of the supply, but wanted it all. A few days ago he objected to Mrs. Carroll entering her barnyard to milk her cow. A shortage of the milk given by the cow had been noticed for some time.

The Punctual Man Got the Place.

A manufacturer was about to start an agency in London. He had in his employ two young men whom he regarded highly and both of whom would like to advance to the coveted position. As it could go to only one, he watched the men closely for some time, while trying to decide which he should send to represent his interests in the English capital. One of the young men was an industrious plodder, always on time to the minute. The other was a much more brilliant fellow, who did his work well and easily, made friends readily and was universally popular; but he had the serious defects of making promises carelessly, forgetting them almost as soon as they were made and of rarely keeping appointments promptly. Finally the employer invited both of these young men to dine with him on a certain evening at exactly 7 o'clock. The plodder presented himself to his host as the clock was striking, and the two immediately sat down to dinner. Five minutes later the other guest appeared with a laughing apology for being late, which, he said, was entirely the fault of his watch. On the following day the London appointment, with a large increase of salary, was given to him who had learned the business value of promptness.—Kirk Monroe in Success.

Any woman can sharpen a lead pencil—if you give her plenty of time and plenty of pencils.

Are you not in need of

New Shelf Boxes

We make them

KALAMAZOO PAPER BOX CO.

Kalamazoo, Michigan

AJAX

Dynamite Works

Bay City, Michigan

Dynamite, Caps, Fuse, Battery Supplies
for Rock Work and Stump Blasting.

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

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.

If you want to secure more than

\$25 REWARD

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

FLEISCHMANN & CO.'S
YELLOW LABEL
COMPRESSED YEAST

will secure that result.

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

CONTRACTING ROOFERS

Established 1868.

State Agents

Asphalt Paints

Coal Tar, Tarred Felt,

Roofing Pitch,

Eave Troughing,

2 and 3 ply and Torpedo Gravel

Ready Roofing, Sky Lights,

Galvanized Iron Cornice

Sheet Metal Workers

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



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

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

HOW TO FAIL.

Serious Mistakes Which Result in Heavier Losses.

This is an article on how to properly assign when failure stares the merchant in the face. It is written at this time because the likelihood of failure is so remote to most retail merchants with the hope that it may sink deeply into the mind of the dealer, and if, in the future, the time should arrive when he must contemplate an assignment, he may bear in mind some of the important points.

The writer is informed by some of the leading wholesale merchants in this city that most merchants do not contemplate an assignment until failure is upon them and they are forced to the wall. Then through the influence of various interests they frequently make serious mistakes that result in losses to themselves and to their creditors.

The honest merchant who feels that his capital is being impaired and that failure is staring him in the face will make a confident of his heaviest creditors, at least, if not of all his creditors. He should properly go to these large creditors or to business men of wide experience and business acumen at this stage of his business career. A confession of weakness on his part may be a severe blow to his pride—or at least he may anticipate that such a confession will hurt his pride and his self-respect—but on the other hand when the ordeal is over with he will congratulate himself on how easy it has been. If the prospective failure finds its origin in causes over which the merchant has had no control, in the majority of the cases he will receive sympathy and encouragement; if it is due to causes of which he was ignorant, but which he had full control over, the wholesaler may be able to give encouragement and help at an opportune time, place the retailer again on his feet, to use a slang expression, help him to correct the mistakes of the past and show him the road to success. The wholesaler is almost as anxious as the retailer himself that the latter should succeed, for the reason he is more or less dependent upon him for his business success.

Many retailers give up prematurely. They become discouraged or disheartened, find that they have lost a few customers or something else has gone wrong, and do not give their business just one or two more trials, but assign then and there. Before reaching the decision that he must announce his failure, the retail dealer should again consult his friend, the wholesaler. If the latter is a man of sound judgment and a successful man and he holds that the announcement of assignment is justified, the next step is very clear; but if the wholesaler gives the retailer hope, holds out encouragement, offers to help him over the rough places for a little longer, the dealer, in justice to himself and all the interests dependent upon him, should make every effort to regain his prestige and to build up a profitable business. It may be a turning point in the retailer's career, if he properly takes advantage of it.

Having reached the conclusion that failure is inevitable, that postponement of it will result in heavier losses to himself and to his creditors, the dealer should look upon it as a business move which demands his best judgment, his most conscientious attention to details, and which should be taken with a clear foresight as to the outcome. Many estates after assignment are put in the

hands of a lawyer who has no knowledge whatever of that branch of merchandising and who doubles the losses sustained by the merchant in administering the property. If an assignee or trustee is to be appointed to take charge of the stock of goods, be careful to select a man who has knowledge of the line carried, and who will be able to get the most money out of the value represented. An able administrator of an assigned estate, through carefully selling the stock and still greater care in collecting in the outstanding accounts, can very often make both ends meet in such a way that the loss is very slight. A shrewd, honorable business man for this part of the work consequent upon a failure, if he can be found, will undoubtedly be the best person that can be selected.—Commercial Bulletin.

"Native Butter" in Porto Rico.

Washington Correspondence Chicago Tribune.

Puerto Rican butter, or "native butter," as they call it, is of wonderful make, the product itself being scarcely more unique than the mode of producing it. It is only eaten by the people so poor as to see no possible prospect of getting any other. Mr. Pearson was waked from his sleep one morning by the cry of a young voice under his window, announcing "native butter." He lured the boy to his apartment and purchased the lot for inspection. It was pale and limp, with an overproduction of caseine and water, made into small pats, laid on a tray, and sold for the merest trifle, but a price which Mr. Pearson decided after tasting it was an imposition upon the people.

This acquaintance with the article induced him to find the country home of the small and picturesque peddler. The father was employed in the country as a caretaker of a government road, and the mother made "pin money" and butter at one and the same time. They had two or three cows, and when milking time came she followed them up over the pasture with a bucket and milked so long as there was milk, or until she or the cow became tired. At this period Mr. Pearson wanted to photograph her as a specimen Puerto Rican dairy maid, but she protested she would not be photographed unless "dressed up," and having nothing to dress up in he missed as fine a shot as presented itself in the whole journey.

The process of making accounted for the flavor of the butter. When it reached what the woman considered a favorable stage for butter, she put it into a jar with a tight lid and "joggled" it into butter. The result was not worthy the effort. When she tired of this method of buttermaking she put the liquid in a tin pail or anything else convenient and proceeded to agitate it with a spoon or paddle until the butter came. The milk, however, is of excellent flavor, except that it always has to be boiled to prevent its souring.

Education That Doesn't Educate.

A story which seems almost incredible comes from Paris. A school inspector was visiting a girls' high school in a large provincial city.

He asked one of the pupils what sort of nutriment eggs contain and received the confident and correct reply, "Nitrogenous." Another pupil gave satisfactory answers to questions about various wild and domestic fowl.

Then the inspector asked another pupil how long a "soft-boiled" egg should be cooked. The girl blushed, hesitated and finally stammered, "Half an hour." The inspector frowned and turned to the next girl, who replied, confidently:

"At least three-quarters of an hour."

The third girl thought an hour was necessary, while the fourth said that soft eggs were not cooked at all. These girls knew all the "ologies," but they couldn't boil an egg.

It is no wonder that priests do not wed after women religiously confess their imperfections to them.

Time's Changes in Timepieces.

The almost total disappearance of the old-fashioned "bullseye" silver watches is a source of wonderment to even some watch dealers. It is practically impossible to pick up one now among them. A reporter made the rounds of the watch, pawn and junk shops last week in quest of one of these old timepieces and did not find it. One dealer said he knew where a single specimen was, but later admitted that the owner either had sold or lost it. A veteran watchmaker, who can make a watch by hand, in referring to the disappearance of the "bullseye," said:

"It is only natural, I suppose, that they should disappear. None of them were first-class timepieces—I mean that the best of them would vary as much as a minute a week. The cheaper machine-made watches keep better time and cost less. The first of these old 'bullseye' carried the regulation Viridge movement. One hundred years ago the Viridge watches were carried by all business men. Later the English watchmakers made 'bullseyes' with improvements on the Viridge movement. I haven't seen a Viridge for two or three years. As a matter of fact, those old-fashioned, key-winding silver watches are worth only what the silver in the cases amounts to. The metal represents about a dollar in value. The works are worthless. Only one or two small wheels are taken out by the dealer. Sometimes they are useful in repairing family heirlooms. What are they worth? Why, nothing at all as timepieces. The best way to get one is to keep on enquiring among the grandfathers and great uncles until you run across one, and then beg it or buy it. It is practically worthless, except as a relic."

Never Too Late.

"I'm eighty years and never smoked in my life."
"Well, don't get discouraged; you probably will afterward."

To Our Country Trade

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

We Offer for This Month Only

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

10 doz. Alpine shape handled Teas.....	64	6 40
10 doz. 7 inch Alpine shaped Plates.....	52	5 20
1 doz. 8 inch Round Nappies.....	96	96
1 doz. 9 inch Round Nappies.....	1 44	1 44
1 doz. Covered Chambers.....	3 84	1 92
1 doz. 1 1/2 pint Bowls.....	64	64
1 doz. 8 inch Platters.....	80	80
1/2 doz. 10 inch (11 1/4) Platters.....	1 44	72

Price for above first-class goods without package \$18.08

We can furnish the same package in second selection for \$14.89, making 12 cups and 12 saucers 53 cents and the dinner plates 42 cents a dozen, etc.

We have 50 packages. Order now before they are all gone. Every piece is embossed and is not the cheap looking old style cable shape.

Write for special white ware catalogue.

DeYoung & Schaafsma,

General Agents in

Crockery, Glassware, Lamps,

Corner Canal and Lyon Streets,

(Second Floor)

Grand Rapids, Mich.

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

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



Devoted to the Best Interests of Business Men

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

TRADESMAN COMPANY

One Dollar a Year, Payable in Advance.

Advertising Rates on Application.

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

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

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

E. A. STOWE, EDITOR.

WEDNESDAY, - JULY 10, 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 July 3, 1901, and saw the edition mailed in the usual manner. And further deponent saith not.

John DeBoer.

Sworn and subscribed before me, a notary public in and for said county, this sixth day of July, 1901.

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

THE TARIFF WAR WITH RUSSIA.

The retaliatory action of Russia, precipitated by the imposition of a countervailing duty on Russian sugar entering this country, is beginning to attract widespread attention, and is being closely watched by all the foreign governments. The course our Government will pursue in response to Russia's very pronounced and uncompromising spirit is being awaited with keen anxiety. Should the Washington Government weaken and seek to compromise with Russia, by withdrawing the countervailing duty or the tax on paraffine, all the European countries who are fighting us in a quiet way on economic grounds will understand that the entering wedge destined to break down our tariff policy has been successfully entered, and they will not be slow in backing up Russia's position by demands on their own part.

Even those interests that at first weakly denounced Secretary Gage for doing his plain duty in assessing a countervailing duty are now less pronounced in applauding Russia's course. Even they realize that a recession on our part after Russia's uncompromising attitude would break down our entire tariff policy. If it should be admitted by us that it is wrong to place a countervailing duty on Russian sugar, all the European countries will demand that we remove the countervailing duties from their sugars, and they would be acting strictly under their treaty rights, we having guaranteed favored-nation treatment to all of them.

That Russia pays an indirect bounty on exports of sugar there can be no doubt whatever, even the Russian government tacitly admitting the fact. The claim made by the Russian Minister of Finance, that the United States can not be permitted to interpret Russian economic laws, is not to the point, as there can be no denying our absolute right to

be sole judge of our own economic interests, and to place tariffs where we see fit, either to provide revenue or to protect our own industries, provided always that we do not discriminate between foreign countries having friendly relations with us.

In immediately raising duties on American manufactures and certain other American products 30 per cent., Russia did more than merely offset our action in enforcing the countervailing duty on sugar. This excessive retaliation showed clearly Russia's animus in the matter. The whole thing looks like a studied attempt to drive American goods out of Russian markets in the interest of Russian goods, and the countervailing duty was merely seized upon as a pretext.

For the United States to recede one jot from its present attitude would be a great mistake, as we would no sooner compromise matters with Russia than we would have fresh demands made on us by other European powers which in the light of the Russian concession it would be difficult, if not impossible, to refuse.

There are comparatively few manufacturing establishments on the Pacific coast. Of course, there is the great ship-building industry, but there are not anything like the diversified number of plants there that can be found all through the Eastern and Middle States. One of the reasons assigned has always been the difficulty of obtaining fuel at anything like a reasonable price. The rates demanded for coal even of an inferior quality are almost prohibitive. The discovery of oil in large quantities at various points in that State has been a great thing for California and will help its industrial enterprises immensely. For example, it is reported that the Southern Pacific Railway and other steam roads in the State are going to so arrange their engines that they can use petroleum for fuel and that thereby \$5,000,000 can be saved annually. Both the Southern Pacific and Santa Fe systems run through the richest oil bearing country and can transport the petroleum as easily as the Eastern trains bring coal from Pennsylvania. If the fuel problem can be settled satisfactorily the West can rightfully be expected to enter the list and be a competitor in all manufacturing industries.

The inventors are directing their attention to the automobile in the belief that it is to have a permanent place and is not a passing fad. The number of applications that are being received for patents on devices for automobiles is so great that it has been found necessary to have five special examiners on this work in the patent office. Four separate divisions have been organized to which are referred patent papers, according to the specific kind of patent that is demanded. One division handles electric motors, another steam motors, another gas and acetylene motors and another looks out for the compressed air motors. It is very seldom that the rush of business for a certain division is so great as to cause an increase in the number of special examiners or to bring about the establishment of additional divisions. One special examiner is ordinarily able to take care of all applications relating to one branch of work.

An exchange says of the man who was found in a Kentucky distiller's vat: "Although he had been drowned for at least four days he was still in good spirits."

THE NATIONAL CHARACTERISTIC.

Captain Manney of the warship Massachusetts has called down upon his devoted head the reproof of the Navy Department. In order to save time and coal he has had the audacity to take his ship through Hell Gate, although it has long been a conceded fact that the act accomplished is something that can not be done with a warship. In vain the captain pleads that a ship three times as large as the Massachusetts goes through that channel twice every day in the year. Vainly he states the fact that it took six minutes to shoot the gate, while the other way consumes hours. The powers that be shudder as they read of the captain's rashness and frowningly declare that the act must not be repeated.

It is safe to say that the opinion of "the powers" will not receive the sanction of the country at large. Too much depends upon it. The historic past, the eventful present, the possible and the probable future of the American Nation—all are too closely connected with Captain Manney's action to allow the decision of the Navy Department to be taken too seriously. The act is too American for that; and, while the department, in the name of the American people, forgets its Americanism and shudders at what might have been, the spirit of the Western World, a-throb with the energy that has made the United States the foremost Nation of the earth, applauds the man that crowds hours into minutes, saves coal as well as time and proclaims the National characteristic of an early "get there" whatever be the obstacle opposing him.

Look at it as we may it is this crowding of hours into minutes that has started the wonderful material prosperity of this country. A single industry will serve as an illustration: The methods of Tubal Cain obtained until the ironworkers of this country displaced them. The wants of the industrial world became too great for Tubal's hammer and Tubal's muscle. The exacting customer insisted on the doing of the job while he waited and the workman's wit found means to satisfy the want. The earth was to be girdled many times around with steel and Bessemer, crowding hours into minutes, made the seemingly impossible possible. Time and distance have been wellnigh annihilated. The needle has been taken from the fingers of the seamstress and the scythe rests in the apple tree where it has been hanging for years. "The longest way around" is no longer "the shortest way home," and even the lover, for whom the maxim was first expressed, will commend the action of the naval captain and write down the Navy Department as a gathering of "has beens" who have long outlived their usefulness.

"Hours into minutes," mutters the up-to-date clergyman as he puts a final period to his twenty-minute sermon—to the betterment of his hearers. "Both methods are certain," says the modern physician as he finishes his diagnosis. "The old way takes six weeks or more; but by a little ether and a few strokes of the knife I can make it a matter of days." "Matches, you hayseed! Turn that knob and don't bother about flint and tinder and gas! We live in an age of improvement." "Hours into minutes," exclaims the business man at his desk as he talks with his fellows all over the city and all over the country through the phone. And yet when Captain Manney made a practical application of

the Nation's motto at Hell Gate the department "turned him down!"

The fact is, the captain is an American, and so could not help it. There was the opportunity, he simply improved it; and his success is a confirmation of popular opinion on both sides of the sea. He is one of millions ready to do the same thing when the first chance offers; and there centers the whole idea. We may talk about industry and perseverance and determination and courage and the spirit of "never give up;" the Yankee wit, with its tireless and ingenious jackknife, shall have all due praise and they shall be the servants, all of them, of a phenomenal mental quickness; but it is only when these work harmoniously together that the best results are obtained—results that fairly illustrate the National characteristic: crowding hours into minutes and getting there with the smallest expenditure of money and time.

RURAL LAUNDRY SCHEME.

There has been notable progress in the methods of every American vocation. One man can do more work and do it easier now than half a century ago. Machines help where formerly handwork was essential. The condition of all classes is materially improved. These facts apply to the men of no other calling more than to the farmers. The mowing machine, the reaper and harvester, the sulky plow, the horse fork and a score of other improved implements will be thought of by every reader. The farmer rides where formerly he walked, and every year sees new inventions in agricultural machinery. Added to this are the advantages of rural free delivery whereby the morning paper and the day's mail are brought to the farmer's door promptly. All these advantages are enjoyed and appreciated.

It is noticeable and to be regretted that modern invention has not been as helpful to the farmer's wife as to the farmer. It is true that the cheese factory, the creamery and the milk station have relieved that good woman of much work and worry, and likewise they have divided the profits. As yet, however, there is no machine for building a fire or making a breakfast, for washing the dishes or getting the dinner. It is true there are various devices called washing machines and wringers and that sort of thing to make the laundry work lighter, but it is heavy enough yet, and the ironing, as ever, must be done by hand. Then there is the sewing and the mending and all the other little odd jobs which give foundation for the line that "man's work is from sun to sun, but woman's work is never done." An original suggestion in this connection comes from a man named Frost, of Wisconsin, a man in public life, by the way, perhaps mindful of the adage that the hand that rocks the cradle rules the world, seeking thereby to become popular with the women as the surest way to secure the votes of the men. He believes that rural laundries established in small hamlets and at country four corners, gathering up the washing from all the region around, doing it, as well as the ironing, at reasonable rates, would make the life of the farmer's wife more endurable and more attractive. His idea is to be put into practical operation, and if it succeeds it will prove popular in all the agricultural regions.

No matter how loose the engagement ring may be, the diamond never slips around on the inside of a girl's finger.

BACK WOODS STORE.

Unique Methods of Owner to Attract and Hold Trade.

Hank Waidner had a little store over at Slab Siding several years ago and goods ran through it like grain through a threshing machine. Tea, calico, codfish, lamp chimneys, pickles, straw hats and buck saws came in at the back door, were churned up in indescribable confusion and finally went out through the front entrance more or less the worse for wear.

Hank wasn't very particular himself and had little use for anyone that was. He had worked on a farm, knocked around the lumbering camps, driven logs on the rivers in the spring and trapped and hunted between times. He had no fixed place of abode until after he married, and then used his house merely as a shelter from the inclemencies of the seasons and as a place to lodge and eat his meals.

How he managed to get into the business of selling goods was always a mystery to me, but I used to drop in there whenever I happened to go to Slab Siding, and I never failed to spend a pleasant half hour in his store.

Hank bought all the butter that came his way. He had the produce trade of that section, for no one ever entered his place with anything to sell and got away without some sort of an offer for it. He paid little attention to market prices, depending more upon an instinctive knowledge of the worth of things, and he hit it off pretty well on an average, too. He used to pay fifteen cents for the vilest butter extant, right straight along, when other merchants offered but ten or twelve for the very best. He would let it stand around the store in any old place, if it happened to be in jars, and the roll butter he dumped into an empty barrel or a convenient box or put it under the counter among the oddest assortment of merchandise that ever collected in the store of a back woods freak. Nobody knew just how he managed his butter, but sell it he did, and seemed to get enough for it to encourage him to continue the business.

He knew every lumbering camp within thirty miles and drove all over the country disposing of his produce. He had regular customers who waited for him and bought all the supplies they could on his periodical trips. He had a system of his own that held trade. For instance, if he had on hand a lot of butter that cost fifteen cents and the price had risen until it was worth twenty-five, he supplied his regular camp trade at about twenty cents, while those who only bought from him at intervals, or when they could get this class of goods nowhere else, he charged well up toward the market price—usually a little less. In this way he gave them a slight advantage over what other dealers charged, and usually brought them around to where, at last, he could number them among his regular customers.

Hank kept the worst arranged and the most untidy store in the North Woods. I was there just after the arrival of a lot of new goods, and will never forget the jumble his stock was in. A case of lamp chimneys had been opened in the center of the middle aisle and was partly unpacked. A lot of marsh hay had been pulled out of the box and scattered the length of the store. Every time Hank or one of his assistants tramped by he helped to distribute it over a still wider area. Part of the chimneys were piled on the counter

near by. Five or six jars of butter and a tub of lard stood on the floor among the litter and a stray dog that happened along was kicked away for licking at one of the jars. Several pairs of long leather boots, together with a heap of plow castings, reposed serenely in a heap near the stove. The counters were piled up with hat boxes and their scattered contents—bolts of partly rolled ribbons and laces, pieces of crumpled prints, cotton and "fulled cloth," bottles of patent medicine, skeins of home spun yarn, and coon and muskrat skins. The shelves were cluttered with every description of wares, with no attempt at arrangement or classification.

Hank said he liked to have things handy, and when he took the cover off a box of soap he left the package wherever it happened to be. If the most convenient place at the time was the top of a pile of horse feed in sacks, there it would remain until the exigencies of trade demanded its removal so that the feed could be sold.

It was all groceries with Hank. If tobacco, starch, cheese and sugar were groceries, so also were gingham, shoes, cotton batting, carriage bolts and plastering hair. People went there because Hank was a pleasant fellow, sold at low prices and bought their farm truck when no one else would. And no matter how badly the goods were mixed in his store, he usually managed to dig up whatever was wanted and send his customers on their way fairly well satisfied.

Early in his business career Hank had managed to acquire a mortgage on his stock. Things went on satisfactorily until the town grew a little and he found that he could buy goods cheaper than from the firm that held the claim. So he gave a traveling man an order for a small lot of groceries. The house wrote him for a statement. That made Hank pretty mad; but, after thinking it over a few days, he filled out and returned the blank, and looked for the goods along in a short time. But he received instead a letter saying that, owing to the mortgage, it would be impossible to make shipment as requested without some sort of a guarantee about the pay; that it was a small matter anyway and if Mr. Waidner would send a draft for \$58.65 they would hustle the stuff out. Hoping he would see the justice of this view of the matter, and soliciting his valued orders in the future, they were, etc.

When Hank read this he went up in the air. It made him feel sore all over. At first he was mad at the firm that sent the letter, with a little left over for their traveling man. Then he cursed luck generally and finally settled down to a calm, steady hatred of the people who held the mortgage on his stock. So he decided that the debt should be paid, and paid just as soon as possible.

He began by cutting down expenses wherever he could. He lived cheaply, went barefooted, wore fifty cent overalls, shaved himself, had his wife cut his hair, collected every penny possible, reduced his stock in a few places and at last found himself in possession of the seven hundred fifty odd dollars needed to obliterate the debt.

As soon as the money was secured he took a train for the city and, clad in his everyday regimentals, walked into the office of the grocery house that held the mortgage, paid up, took a receipt and a discharge of the obligation and started to go out. Halfway to the door he was hailed by a beautifully attired

young man who was anxious to talk business with him and take his order for goods. Hank looked him over for a moment, then, with a depth of contempt and scorn that sounds weak in print, ejaculated:

"Take it away!"

He was allowed to retire. After hunting up a rival concern he bought a few goods, made arrangements for a line of credit without the obnoxious chattle mortgage feature and hurried away.

Hank intended to go home immediately, but, having several hours to wait for a train, employed his time wandering about in the retail district. He began to have a glimmering that business methods were at variance with those in vogue at Slab Siding and, strange as it may seem, really began to get ideas. He noticed that the stores with the best trimmed windows, heaps of well-displayed goods and prices prominently attached seemed to be having the largest trade. Hank did not understand beauty, but he could appreciate customers, so he began making notes. He hung around until the last train had gone, and he had to stay over night in consequence; but when he finally got back to Slab Siding he was as full of new notions as a girl fresh from boarding school.

Next time I drove through there I was surprised at the changes that had taken place in Hank's front windows. They were small and illy arranged, but for the first time they bloomed with a crude attempt at the display of goods. One was decorated with canned goods, calico, butter, codfish and axle grease, while the other bristled with corn planters, rubber boots, mopsticks, tobacco, picnic hams and kerosene cans. Every article was ticketed with the selling price—a rank innovation at Waidner's—and the figures looked as though a section hand had printed them with a coupling pin dipped in coal tar.

I went inside and the first thing I noticed was a sign that read, "my own Raisin of pitaters 30c a bu." That was pretty good, I thought, but there were more, they were scattered all over the shop: "10 yard of caliker fer 59c Buttons throwed in;" "dried apples 15 pound fer a dollar." "Solt pork 7c my own packin'."

Hank was busy. He said he had been busy ever since he got back from the city and then he told me all about his trip. Whenever trade was slack, instead of sitting on a boot case jamming wind with the natives, he put in his time "fixin' up things" about the store. He asked me if I saw any improvement and I had to admit that I did. Compared with its former dirty and chaotic condition, his store really seemed quite neat and orderly.

Folks laughed at him some, but, if they came to see his peculiar decorations and read his mirth-provoking signs, they stayed to buy and so long as they did that Hank was satisfied. He said if there was money in the show business he "might ez well hev some uv it ez to let Forepaugh an' Barnum git it all."

During the five years following this change Hank made considerable money in a small way, and when one day he had a chance to close out the business at a fair price he jumped at the opportunity, retired to his farm and is now taking things easy. He lends a little money, goes fishing frequently, drives a crack carriage team and, speaking broadly, does pretty much as he likes.

George L. Thurston.

Label the Men.

Some of the "unattached" of the more numerous sex are casting about for influence with the legislators looking to the labeling of the male creature. Briefly, these estimable young women want the man who is married and the man who is about to be married to wear such announcement of his condition as will inform all the world. As they logically put it:

"When a girl is engaged she wears an engagement ring, doesn't she? And when a girl is married she wears a wedding ring, doesn't she?" There seems to be no appeal from these direct statements. "Well, then," goes on the feminine, "why give the man an advantage? Why allow him privileges denied a woman? Why permit him to galivant all over the face of the habitable globe, displaying his manly charms and captivating the girl who is willing to be captivated, and then bringing tears and sorrow into her sweet young life by the discovery that he is mortgaged goods?"

"When a girl wears an engagement ring it constitutes a 'hands off' sign to all mankind, with one exception. When she wears a wedding ring, it ought to constitute such a sign, and generally does. But there is no such safeguard in the case of the man. He may dance all evening with a new girl and lead her out to the porch and tell her all she has known ever since she knew anything relative to her prettiness and the shell-like pinkness of her little ear, and a good deal more in the same lines, and she, poor, innocent, confiding thing, will believe him and let her young fancy turn to thoughts of engagement. And all the time he may be engaged to another girl, or married, for all she knows."

"That's where the girl is at a disadvantage. The man ought to be compelled by act of legislature to wear a ring."

Quick Work Might Solve It.

A lady was recently reading to her young son the story of a little fellow whose father was taken ill and died, after which he set himself diligently to work to assist in supporting himself and his mother. When she had finished the story, she said:

"Now, Tommy, if pa were to die, wouldn't you work to keep mamma?"

"Why, no," said the little chap, not relishing the idea of work. "What for? Ain't we got a good house to live in?"

"Oh, yes, my dear," said the mother, "but we can't eat the house, you know."

"Well, ain't we got plenty of things in the pantry?" continued the young hopeful.

"Certainly, dear," replied the mother, "but they wouldn't last long, and what then?"

"Well, ma," said the young incorrigible, after thinking a moment, "ain't there enough to last until you get another husband?"

Ma gave it up.

Hard To Please.

"I can't get on with that young woman at all."

"What's the trouble?"

"Oh, she gets mad when I say she's mature; and she gets mad when I say she's immature."

The Effect and the Cause.

"Isn't the American eagle married, daddy?"

"Why do you ask such a foolish question?"

"Cause he's bald."

Safe and Sure.

First M. D.—I don't believe in trying experiments, do you?

Second M. D.—No, not unless you are sure the patients will recover.

Clothing

Controversy Over the Original Shirt-Waist Man.

It is estimated that in the warehouses of Boston to-day there are 300,000 shirt-waists. John Call McDonald, who is supposed to be the first shirtwaist man—some say he is the inventor of that garment—tells a Boston paper how he came to wear the shirtwaist.

"You see, it was just like this: I had been playing golf a great deal that year, and often found my coat in the way. It was cumbersome and warm, and prevented the free swing of my arms. There were ladies in the parties as a rule, and to play with my coat off was impolite; with my coat and vest off, impossible, of course. To be polite yet cool, that was the problem. I tried to solve it one afternoon. I succeeded. My boy was playing about the field. He seemed to be enjoying himself. The heat didn't distress him. He was lightly, yet sufficiently clad. He wore a blouse. I had an idea. Why not a blouse for a man? I designed such a garment the following day. I called it a shirtwaist. Effeminate? Not at all. It's funny, though, that some years ago, women objected to the term, shirtwaist, because it was mannish, and now men object to the same term because it's effeminate."

* * *

Michael Duffy, who resides in a mansion situated on the Bowery, New York City, and who is the Czar in charge of the elevator in a large Broadway office building, scouts the idea that Mr. McDonald is the first shirtwaist man. He claims that distinction not only for himself but for his father. His remarks, when translated from South Third avenue dialect into English, were about as follows: "This talk about the shirtwaist man makes me sick. You'd think that he was something new. The fact is that he is as old as the hills. Why, I remember my father's apparel, when I was a boy. He was a shirtwaist man, pure and simple, although he didn't fill the papers up with a lot of rot about himself. He didn't play golf, either. He drove an ice-cart and not a golf ball. He always wore a shirtwaist during the summer, generally of some quiet pattern, either figured or large blue checks, and as for keeping his coat off, and his vest also, he never thought of doing otherwise. Even if there were ladies present, he would keep his coat off, and they did not think any the worse of him. Sometimes he would be real swell, and wear suspenders when company was present, but that only very seldom, and was generally done after an argument with his wife, he saying that he did not like all those 'dudish notions.' As far as wearing a belt—well, I never found any one brave enough to suggest it to him. But the fact remains that he was a shirtwaist man, long before all the swells about whom the papers are filling their valuable space, and still he did not get his name into print, or his picture in the paper."

* * *

Hop Sing who keeps a laundry on Mott street, New York, insists that the shirtwaist man is by no means an innovation. Thousands of years ago before the "Land of the Free and the Home of the Brave" was discovered, his countrymen, he asserts, wore shirtwaists, and the press of his country underwent the same controversy that is now taking place in this country. After a while a compromise took place, and the gar-

ment that they now wear, which is nothing but a modification of the shirtwaist, was the established shirtwaist of the country. He claims that his people were the original shirtwaist men. He also believes that it is only a question of time when the American will adopt the same kind of cool, comfortable, and every bit as neat and genteel trousers worn by his countrymen.

* * *

There are so many claimants who say that they were the first shirtwaist men that it is difficult to say who was really the original shirtwaist man. Some people say that the true definition of the shirtwaist man is a man who does not wear a coat or vest during the summer. If that is the case, we unhesitatingly pronounce Father Adam to be the first shirtwaist man, beyond the shadow of a doubt.

Danger From Dust.

The care of stock is the thing we have particularly in mind this time. The damage to business done by neglect and the disposition to do no more than is absolutely necessary reaches to an incalculable amount every year and would be astounding if it could be brought down to the point of figures and put before the eyes of the merchants of the country. No matter how little the waste may be in individual spots or how small the damage, the aggregate of all these trifles in all the stores in the country is enormous—it is entirely safe to say that it is greater than the losses by fire, bankruptcy or pilfering. While it is entirely true that much of this loss is, in a way, unavoidable and difficult to prevent, it is also true that much more of it, an amount always worth saving and looking after, and a leakage of very large proportions in every store, can be prevented by the simplest of means and the most ordinary care.

The biggest enemy of merchandise is dust; it does more damage and causes more cut prices than any other thing the merchant has to contend with, unless it may be fashion, and that has no walk-over. Dust alone, well ground in, can take a 20 per cent. slice from the price of a fine garment or piece of goods without fuss or further trouble. Dust combined with a little moisture will make a smut that destroys more than the profit on hundreds of pieces of light and delicate fabrics every year. Much of this is hardly avoidable and it is, indeed, hard to see any way out of the difficulty, but a very great amount can be saved if the disposition and purpose is manifested to do it and it is then carried through.

Braid on Men's Dress.

It is said that braid is again being used on coats coming from London and made up by the first-class custom tailors in the vicinity. The frock and morning coats, as well as evening clothes and dinner jackets, have for the most part been finished without braid on the edges. If this authority is correct, it will be a decided and undesired innovation.

To Clean Straw Hats.

It is said there is nothing better than pure lemon to remove stains from straw hats. If caught in the rain, a good way to make the brim flat again is to stand some heavy books on it, and then leave it out in the sun.

Ask to see Samples of

Pan-American Guaranteed Clothing

Makers

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

M. Wile & Company

Buffalo's Famous and Largest Clothing House

Cordially invite the Clothing Trade and their friends to make their establishment, at 48 and 50 Pearl street, their headquarters during their stay in Buffalo while attending the exposition.

All possible conveniences are provided for, such as rooms, information bureau—in fact, every detail which will tend make your stay pleasant.

We Shall Be Pleased to Have Our
Friends Take Advantage of the Same

M. Wile & Co.
MAKERS OF FINE CLOTHING

You are all right when
you buy right goods right.

Sterling Overalls

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

Morris W. Montgomery
Lansing, Michigan

Overalls, Shirts,
Coats, Etc.



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

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

enabling you to select your season's order and 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.

Dry Goods

Weekly Market Review of the Principal Staples.

Staple Cottons—Brown sheetings and drills demand attention in four-yard weights and lighter. Bleached cottons show no price changes, but the tone is firm on all grades, and a fair amount of business is being transacted. Wide sheetings in several prominent lines have been entirely cleaned up. Cotton flannels show a business for export at current prices, but both flannels and blankets for home trade are quiet. Colored cottons are firm, and show a tendency towards hardening. Ticks have received an exceptional amount of attention during the week, and stocks of all varieties have been reduced considerably, and at the same time prices have been increased on several lines. Exporters have secured many goods, and many mills are now working entirely on orders.

Prints and Gingham—There has been but small change in the condition of printed calicoes since our last report. The general demand is well sustained. It has been steady and of good-sized proportions, staple lines being in chief request. In some quarters where stocks have been large, they now report them as well reduced, each day showing some styles withdrawn. In some cases where advances have not been openly made, discounts have been shortened. Buying for export has cleaned up some styles which home trade neglected. The tone in the market for staples is firm throughout. Fancy calicoes have now assumed a satisfactory condition, and dark work is reported as well under contract. Printed and woven napped fabrics are in moderate request at previous prices. The gingham division is firm, and the average demand reported.

Dress Goods—The condition of the dress goods market is in striking contrast with that of the men's wear fabric market. The dress goods market is discouragingly dull, and there is little to indicate that an early improvement of moment is to be expected. The duplicate orders that are coming in are of small proportions, running almost entirely to plain goods lines, which are already in a well-sold position. The jobbers are getting some fair orders, but they are not of such a character as to lead them to place duplicate orders of consequence. In fact, the initial dress goods market is absolutely devoid of features.

Skirtings—The developments of the skirting end of the business have not been of a particularly striking character. The relative position of the plaid back and the through and through fabric for the season is still involved in doubt, both having their adherents. Nothing has developed during the week to put the plaid back in a more favorable light. There is some little business doing in reversibles, but a better interest is shown in single face goods. The demand does not favor goods of extreme weight, as was the case a year ago, 15 to 18 ounces being the most sought weight at this time. Skirting agents have experienced a demand for striped flannels for quick delivery for warm weather wear—goods costing within the range of 40 cents to \$1, having black and dark gray backgrounds, with semi-invisible chalk lines. The flannel as a skirting fabric is probably only a passing fad, but fads are often the means of supplying manufacturers with good orders.

Underwear—The underwear market continues to show an improved condition, so far as both the retail and jobbing ends are concerned. The weather conditions have been such as to move the lightweight stocks so that the retailers have been obliged to replenish from the jobbers and it is a significant fact that the word "rush" is printed in large letters on many of these orders. Even now, early as it is, a number of the best patterns in fancy underwear are entirely out of the jobbers' hands, while special lots, even in strictly plain goods, are found in quantities few and far between. The prediction made early in the season that there was the probability of a shortage promises now to prove true, although, of course, the extent of this shortage can not by any means be determined yet. This much is sure, however, and retailers in many cases will be obliged to accept substitutes for what they want and at stiff prices.

Hosiery—Once more the prospects in the hosiery end of the market have brightened for the manufacturers and agents, but things are looking rather strained for the retailer. Fancy hosiery has been ordered to such an extent in the past two weeks that assortments are getting very much broken. If the retailer's stock is getting low, he may find it rather hard to replenish, especially among the desirable patterns and neat effects. It seems as though the hot weather had created a demand for the open work styles, such as had never before been known, both for men's and women's hosiery. The bulk of these goods are solid colors with a little open work on the front. Combination of open work and colored stripes, while prominent enough in some sections, are largely neglected in others. As the fall season develops, it is evident that almost as much is expected for fancies as for spring. Embroidered patterns, however, will be quieter. Both vertical and horizontal stripes promise to be in evidence, the latter growing more popular as time advances.

Carpets—New orders are continually being received by the carpet manufacturers in fairly good sized lots. While present business conditions in this market are not as favorable as in other years, yet the market is in a far better state than it was a year ago. So far the bulk of the orders received have been for the cheaper grades of carpets, such as ingrain, jutes or granites, etc. The ¾ goods have not shown up as well as was expected. The medium grades, such as tapestries and body Brussels, have had a fair amount of new business, but the finer grades, such as velvets and fine Brussels, have not received much of the buyers' attention. It is believed, however, that the usual demand for these goods will begin to be noticed very shortly. Rag carpets continue to sell in fairly large numbers.

Rugs—The Smyrna rug business is exceptionally active, due to the strong demand from the public who are sojourning at the seashore and in the country. The large or carpet sized rugs have the most call, although the smaller sizes sell readily. Wilton rugs, while not as attractive to the taste of the buying public as the Smyrna rugs, are sold in fair sized quantities.

The Ubiquitous Shirt Waist.

Whether the poor, sweltering men will ever be allowed the luxury of shirt waists or not, it is certain that women, having once experienced their many advantages, will never give them up.

This summer they are more than ever to the fore, and are permissible at every function, so much so, that many fashionable women wear practically nothing else than a "shirt and skirt" in the way of a daytime costume all summer. Of course, these may vary in material and cost. Some silk and lace affairs from smart shirtmakers cost as much as \$30 for a shirt, while \$15 is not considered extravagant; but whatever may be the material and cut the pattern is substantially the same, whether it is the simple homemade cotton shirt or a satin and lace confection from one of the "best places." This summer many of the shirts and skirts are made of the same material, and in plain tints of mauve, corn color, light blue and pale pink are exceedingly pretty, so that the white pique or duck skirt will not be so universally worn, although it will still be popular with colored shirts. But the smartest effect of all is pure white, and this year the name of pretty materials which will serve equally well for shirts and skirts is legion. A newly arrived American, who has been living abroad for several years, remarked the other day that she was greatly struck by the difference between the women's dress in the streets of New York and London, and that the comparison was greatly in favor of the former. Even in summer the New York women wear either dark or neutral tans and grays in the street, whereas in London white pique skirts, fussy muslin waists, and even sashes are seen worn by women who consider themselves smart. "It is very noticeable," added our countrywoman, "that American women seem to possess the Gallic sense of fitness which is so apparent in French women, and which many English women seem totally to lack."

WE KNOW



Of a dozen good reasons why you ought to look over our Fall line of Dry Goods and Men's Furnishings. Our salesmen will tell you.

Voigt, Herpolsheimer & Co.,

Wholesale Dry Goods,
Grand Rapids, Mich.

Floor Oil Cloth

Just received a large shipment of Floor Oil Cloth. It is the best assortment we ever had. The patterns are bright and attractive.

The yard goods are 1, 2, 3, A and 4 quality, from 18c a yard up.

The rugs are 2, 3, A and 4 quality, and 6x6 and 8x8 squares.

P. STEKETEE & SONS,

WHOLESALE DRY GOODS,

GRAND RAPIDS, MICH.

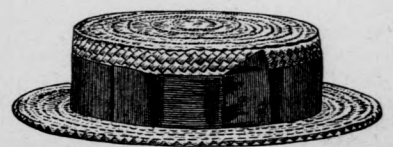
Send
Us
Your

Mail
Or
ders



Prices Right

Prompt Attention



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

Shoes and Rubbers

Exhibitions of Snobishness Which Buyers Should Avoid.

The traveling salesman has many complaints to make about the condition of affairs in general in the shoe business, and more particularly about the treatment which he receives from the large dealers and department managers.

Listening to a conversation between a number of the boys the other day, one thing which impressed me was what they considered a broad-minded shoe man, what they considered a successful business man and one who would live in the trade. Said one of them:

"Perhaps one of the most repellent characters we meet during the day is one of the oldest members of a class of shoe men whom we all have assisted in putting in the position in which he is at present, and who now, because of his big head, absolutely refuses to do business with us, will not even look at our samples.

"This class of men is entirely unworthy of any consideration, and when I meet one I am always sure that he is to be short-lived and I look around for the man who very soon must take his place. I know that I lose business for the present. But I am figuring on the future, and I believe that when I am able to find the man who is eventually to fill his shoes, warm up to him and win his confidence, I will be amply repaid for the business I lose at the present time.

"The short-lived class of men play favorites; they never buy goods on their merits and nine out of ten are so susceptible to flattery that a shoe man of any ability will pass him by without a look. If you watch these men as closely as I have done, you will find that 50 per cent. of them eventually rank among the dishonest shoe men who are unable to secure a position of any kind where they are known.

"Another class of buyers who are also in disfavor, especially with the younger element of shoe drummers, are those who, after having had a position placed in their hands, absolutely refuse to do business with any one but the manufacturer. The buyer imagines that his discounts are better and that his goods are far superior to the grade of shoes which he will receive if he gives the order to the salesman. More than that, he thinks that an extra per cent. is saved.

"Let a man of this character come to me and tell me that his house insists on larger discounts, I will do all in my power to save him. My commission is 5 per cent. and I will willingly split it and hold his trade rather than to allow it to slip through my fingers and have this man deal with the house direct. The moment he does this I begin to lose prestige, and the house has not the same faith in me that they had before.

"We know that 90 per cent. of these people who tell us they must have greater discounts have never been pressed by the house for such concessions. The merchant is satisfied and it is only a grand-stand play that the buyer is making in order to curry favor. If the extra discount were credited to the department, it would be all right; but when these discounts, instead of going to the department, assist in paying the office expenses, there is nothing in it for the buyer or the department which he represents.

"Another point to be considered is

the grade of the shoes. Very often manufacturers have allowed an extra discount to a merchant and taken it directly out of the shoes produced. The shoes are gummed up and finished just the same as any that he has received before; but, on the whole, the stock, the workmanship and the general shoemaking will lack 10 to 15 per cent. of that which was in the shoes before the extra discount was taken off."

Another one of the company said: "I can call to mind a man who played favorites to such an extent that the goods of the whole department of one of the large department stores virtually were all made up in one house. This department has been the stepping-stone of the most successful buyers in the market; they had always done good business here and had distributed their orders among the best manufacturers in the country.

"But not so with the new arrival. He insisted on giving everything, from an infant's shoe to a woman's boot, bath slipper and fancy dress slipper, all to one manufacturer, with the result that in a little over a year he was tied up in such a manner that he found himself stranded and unable to move one way or the other. He could give no accounting to the house for the lack of trade, with the result that at a day's notice he was let out.

"Now, you all know that any man manufacturing a line of shoes to sell at \$3.50, and making a leader of this line, is bound to have that \$3.50 appearance in any shoe that comes out of his factory. Let him make shoes for which you are willing to pay \$10, and that unmistakable stamp of \$3.50 shoemaking is everywhere apparent. This is nothing but natural, as the same shoemakers make the \$3.50 shoes as make the \$10 grades. It will run all the way through everything that comes out of that factory, with the result that none of the shoes are up to the mark of one who makes a specialty in one line.

"There was a sameness in those children's shoes, there was a sameness in the house shoes and in the evening slippers, so that when a woman felt dissatisfied with one she was simply obliged to pass this department by and go somewhere else. The same lasts were used, the slippers were made on the oxford lasts; the boots were also made over the same forms. You know what a contrast these goods must have been to shoes which had previously been in the department, all made up by manufacturers who had made a specialty of a single branch of the business."

A third salesman had this to say: "Yes, there is another style of shoe merchant that ought to be spoken of in the same class, and that is the man who is unwilling to look at samples. This class of buyer is bound to be narrow-minded and it is impossible for him to keep abreast of the times. He buys from a few manufacturers and anything they tell him is law; he considers them infallible and he never deigns to go out of the regular lines in order to see what any one else is doing.

"The salesmen who carry lines which they feel are right endeavor, day after day and week after week, to get an interview with him; they spend their mornings and send down their cards; the messenger boy returns with the stereotyped answer, 'nothing to-day.'

"I recall a man in one store in which I was especially anxious to land some of my shoes. For five months I called twice a week and sent my card in to the

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.

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.

buyer. Every morning I received the same answer, 'nothing to-day,' until at last I became so desperate that I made up my mind that I would go in the department and give the buyer a game of talk. Unfortunately, for the buyer at least, I reached there just as the owner was passing through and could hear my remarks. He stopped and listened and in my presence called the buyer to account for not looking at the various lines of shoes which salesmen had to offer.

"The result was that three months after another buyer was installed and at the present time one of the largest accounts I hold in the city is with this same firm."—Shoe Retailer.

A Paradox Which Is Not Paradoxical.

While at first blush a shoe is a shoe, still the manufacturing of them has grown to such enormous proportions, and manufacturers are so continually vying with each other in the quality, style, etc., that the kinds of shoes are almost innumerable, and one of the hardest problems a retailer has to solve is the one as to the kind or style to stock up with in laying out his plans for the coming season.

To-day, more than ever, is the retailer brought face to face with the difficulty of handling customers who want a certain kind of shoe he doesn't carry in stock. Ninety-nine times out of a hundred, the salesman of whom something is asked which is not in stock simply says that it is not in the store and dismisses it from his mind. You may argue that you can't sell what you haven't got, you are wrong, for it has been done time and again, and some of the best customers were gained and held through selling them something not carried as a regular line.

And that is one of the little things in which there may be very little actual monetary profit, but the pleasing of the customer, the courtesy with which his request is met, and the desire shown to accommodate him makes him a friend who will stick to you and your store.

The moment you let a customer of that kind go out of your store and into some other in search of shoes wanted, you have lost the hold you had and given the other people a great big advantage. Don't do it. Sell him something you haven't in your possession. While it may be true that your competitor is no more liable to have it than you, by that very possibility you make his leaving your store more dangerous than if he could find the needed article at your neighbor's. He will immediately use the mail service to accommodate his needs. He will order from some big city concern, with the inevitable result that the next time he wants an uncommon article he'll try the mail, eventually dropping you and your neighbors entirely when he wants something out of the ordinary.

It is very easy in the case of a man asking for a certain kind of shoe which you may not have in stock to offer to get it for him. And you have an advantage in it the customer does not possess. If he were to send in an order to some of the big factories advertising in the magazines he would only be able to order the shoes to a certain size and width, and if they didn't fit when they arrived, he'd have lots of trouble to get the matter straightened out.

Here is where you have an advantage. You can take his measure, noting any little peculiarity which has to be taken care of, and you can order a few pair on memorandum from the factory

with the privilege of returning those not used.

When the shoes come in you can send for Mr. Customer, fit him out in his shoes, and he will go away smiling and happy, and firmly convinced that it pays to deal in a gentleman's store, when he is treated as a gentleman by a gentleman.

To do what I have been preaching about will take time, correspondence, bother and trouble galore, perhaps, and you must calculate on expending about as much to obtain the goods as you will receive in payment for them, maybe more; that is it will cost you probably more than you will get out of it. On that calculation you will lose money, but that is not all to consider. While you lose money you will make trade that can not help but bring you back many times the cost. You may have to order shoes or whatever you are after from some retail store which will give you but a small discount from retail price, probably not enough to pay express charges and postage on correspondence. Do you think that is a reason why you should jump at the conclusion that there is really nothing in it and it won't pay to do it?

You can reason out the answer yourself; but if you look at it in the proper light, I feel that you will come to the conclusion that the paradox is not so paradoxical as it at first seems.—Shoe and Leather Facts.

Why Not Canvas Shoes?

This summer the extremes in hot weather wear will be more common than ever before. A great many men will dispense with the coat and vest, and very few will wear the vest even if they retain the coat. The clothing will be made up of light flannels and white shirts, or if not white shirts, delicate blues and pinks, and the only hot-looking object in the entire costume, as pictured by the fashion writer, will be the shoes, which said fashion writer has decreed must be of patent leather, with a heavy cap and broad, thick soles. These shoes are not at all suitable to the costume, which, from the straw hat down to the shoes, is the airiest and daintiest ever approved for men.

There has already been mutiny in the rank and file of good dressers and a preference has been shown for tan shoes for summer wear. This preference has so manifested itself that shoe dealers fear that they are not going to be able to take care of this sudden shifting from a prescribed style.

But the tan shoe does not go far enough toward making a perfect and an ideal midsummer costume. The white canvas shoe would.

Not of the tennis style, with its hot rubber sole, or the baseball style, with its leather tips, heels and strips, but a fashionably made, pure white canvas shoe.

No shoe material could be more fitting. Canvas is light, permits of thorough ventilation through the material itself, is easy on the feet, wears as well as leather and could be made in all leading styles.

Canvas shoes in the tans, slates or white certainly would add to the appearance of the prevailing flannel suits and double the comfort of any summer costume. A canvas shoe is readily kept clean, and no objections seem to be at hand that would argue against canvas shoes as very swell and very popular articles of footwear.

Our

"Black Cat"

Plow Shoe will stand all sorts of hard wear.

C. M. Henderson & Co.

"Western Shoe Builders"
Chicago, Ill.

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

Welsbach Lights Welsbach Mantles

Incandescent Gas Light and Gasoline Lamp Supplies of all kinds.

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

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

Town Lighting With Acetylene Abner Giant

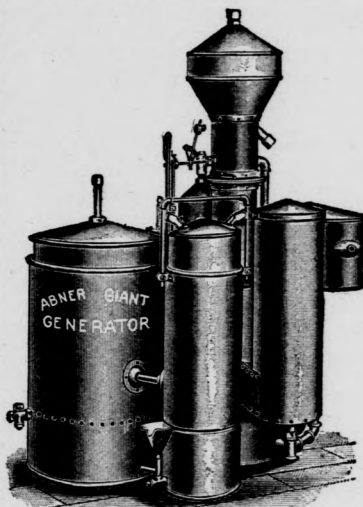
The only successful automatic generator for large lighting. Has an unlimited capacity. Has measured carbide feed, automatic residuum discharge and fresh water supply. 30, 50, 75, 100, 200, 350, 500, 1,000 light and town plants in operation.

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

Call at our exhibit at Buffalo, Acetylene Building.

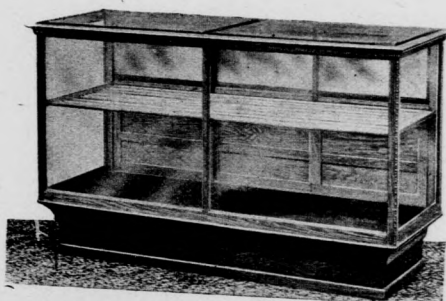
The Abner Acetylene Gas Co.,

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



Grand Rapids Fixtures Co.

A
new
elegant
design
in
a
combination
Cigar
Case



Shipped
knocked
down.
Takes
first
class
freight
rate.

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

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

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

Hardware

The Retailer, His Rights and His Power.

Man was born with lungs. This fact establishes his natural right to breathe. He is also born with intellect and hands. This fact establishes his natural right to labor with mind and muscle. So nature, which is neither illogical nor incomplete, also supplies air for the lungs and material for mental and physical labor. Man's right, therefore, is to live, to labor and to elect. What disposition shall be made of the products of his labor is a natural right. It is indefeasible, inalienable, and any system of human relations which declines to acknowledge the verity of man's natural rights will surely fail.

Slavery was not wrong because the slave was cruelly treated, improperly housed, fed or cared for. This affirmation in many cases was untrue. But slavery was wrong because man's natural rights were violated.

There is in the commercial world certain "trade rights" which may very properly be likened to man's natural rights in that the demand from organized society, which creates the retail hardware man, also creates his field of operation. The modern method of hardware distribution is rational and sound: First, the manufacturer; second, the jobber; third, the retailer. These three, in the order named, are the trinity of commerce, and their respective spheres are well defined. The manufacturer supplies the jobber, the jobber supplies the retailer, the retailer the consumer. That this is the natural relation is thoroughly understood by manufacturer, jobber and retailer, and that this natural right of the retailer is violated both by the manufacturer and jobber is evidenced by fact indisputable. Out of this condition grows the contention of the retail dealers with the manufacturer and jobber, who trample on their natural rights, and out of this condition will grow an "irrepressible conflict."

It is idle to talk of the passing of the retailer. It is equally absurd to anticipate the decline of the jobber. Both are indispensable members of the commercial entity, and for mutual, profitable existence there should be harmonious relations. But the manufacturer and jobber, in their zeal for business, overstep the boundary of their respective spheres, and, without apology or ado, break the first commandment of the commercial decalogue, "Thou shalt not covet retail trade."

This tendency to trespass on retail territory is manifest in many lines, but the distribution of builders' hardware is a splendid example of the frequent violation of the retailers' natural rights. Jobbers and manufacturers sell direct, and over the heads of their own customers, to architects, contractors and owners. These are consumers and therefore belong in retail territory. It is insufficient to suggest that frequently their wants are large, and therefore the manufacturer and jobber should sell them. Such fact can not change their classification as consumers. A jobber recently received a request from a number of his customers asking that he abandon his practice of selling builders' hardware to the consumer. His reply stated that some of the orders were large, and the inference was, therefore, that he should sell them. And he also enquired what they would promise him in return if he would quit the retail field.

The attitude of this jobber toward his

clients is very similar to that of a vendor of fruit trees who sold his customer an assortment of trees. The customer held valid title to a piece of ground on which he planted the trees. He dug and pruned and mulched and sprayed. The vendor came again that way, but the crop was scarce and small, so he paid little attention to the fruit and offered more trees. His customer bought them at the vendor's price, paid the cash, set out the trees and cultivated assiduously. The trees grew large and hung heavy with fruit ruddy and tempting. The vendor passed again. He saw the fruit, stepped over the boundary and began to pluck and gather and put into sacks. The owner (his customer) came and said, What right have you to come into my field and take the product of my labor? The vendor said, What will you promise in return if I quit your field? Such expressions as these from representative intelligence among jobbers indicate outrageous rapacity and greed on one hand and leering insolence on the other.

The retailers of this country are ignorant of their power. A recent investigation showed that in a certain state the capitalization of the members of the Retail Hardware Association exceeded that of the jobbers, and the membership did not equal 50 per cent. of the state's retailers.

More than this, the retailer is the one who comes in personal contact with the consumer. His encouragement or disparagement has great weight in the placing of his merchandise with consumers.

In the personal experience of the writer an article long recognized as the standard of excellence was, and is, practically cleared from the shelf and in its place is sold the product of a competitive concern, and this is done easily. Our profits are materially increased, nor is the interest of the consumer in any sense violated. His purchase is of a quality which equals any similar article produced. The change was made because the original concern was contemptuous of retailers' requests. The second concern, whose goods we now handle, was not.

The attitude of those concerns who hold the retailer in contempt will soon be known to the members of the National Retail Hardware Dealers' Association. Every hardware man anywhere in the United States should belong, first, to his State organization, and then insist on its affiliation with the National. There is absolutely no other plan, argue as you may. This is the move. The community of interest idea, developed by the long heads of railway and other interests, is bringing success. It has a ready application to retail hardware dealers. The national organization

gives them the one opportunity to be felt in the war on those who violate the sanctity of retail territory.—W. P. Lewis in American Artisan.

Sober Second Thought.

"I thought I was riding into office on a wave of popular enthusiasm!"

"Yes?"

"But after I'd paid the bills, I felt as if I'd footed it in, so to speak."

Some men vote as they pray, and they never pray unless it is to ask a personal favor.

Good Light—the Pentone Kind

Simple and practical. Catalogue if you wish.

Pentone Gas Lamp Co.

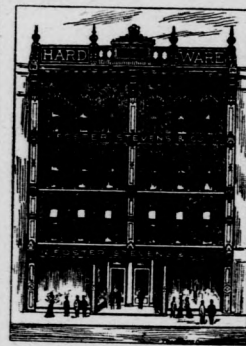
Bell Phone 2929

141 Canal Street

Grand Rapids, Michigan



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



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

Foster, Stevens & Co.,

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

10 & 12 Monroe St.

Grand Rapids, Mich.

GRAND RAPIDS PLASTER CO., Grand Rapids, Mich.

Manufacturers of

Reliable
Economical
Durable

GYPSON WALL PLASTER

It has
no
equal

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

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.

No Matter if you do Live in the Country

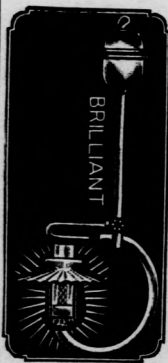
You can have just as good Gas Light at 20 Cents a Month, wherever you are, as can be had in the city at any price, if you will get the

Brilliant or Halo Self Making Gasoline Gas Lamps

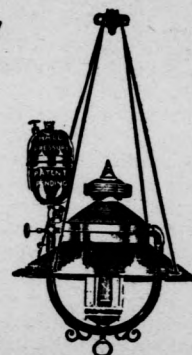
Especially adapted for Residences, Stores, Shops, Hotels, Streets, Tents, Camp Meetings, Summer Resorts, Gardens, Mines, Fishing, etc., etc. Our Storm Lamp can not be put out by wind, Storm or Rain.

BRILLIANT GAS LAMP COMPANY,

GEO. BOHNER, 42 STATE ST., CHICAGO.



100 candle power.



Storm Lamp, 2 to 400 candle power.

GOOD TRADE GETTER.

Reputation For Coolness and Absence of Flies.

Written for the Tradesman.

For some reason or other the Burleighs on Jackson street didn't seem inclined to patronize the neighboring new grocery in their end of town. At first Denby, the man who was running it, didn't care, concluding wisely enough that it was only a question of time. The building was new; the store was neatly and nicely fitted up; the proprietor was neat as a pin and his store was just like him; Lackland, the clerk, was not to be discounted for the same good quality, and both were earnest, polite young men who were determined to get along and make a success of the business if anybody could. Another thing in their favor was the absence of any other grocery within several blocks and the neighborhood was filling up rapidly. There was no doubt about the other nearby families. Hardly one had failed to come straight to that particular corner for some need; but the Burleighs, only two blocks away, who were old-timers and had a great deal of influence and their trade would be worth a good deal to the new grocer, kept quietly and persistently away.

The store was opened for business the first of October. Curiosity brought a good many in at first and, once in, the two behind the counter saw to it that no customer went away without leaving an order. They were bright and good looking, to start with, and their anxiety to please, together with the quality of the goods they sold, soon brought a line of trade that was as pleasing as it was advantageous. "Everybody comes but the Burleighs," remarked Denby one day and when Lackland said something about getting along if they didn't come the grocer replied, "Well, yes, only that isn't the point. We want the Burleighs. They are rich and influential and because they are in this neighborhood I want their custom; and, furthermore, I'm going to have it. I wish to thunder one of us had wit enough to hit on something that would make us talked about in an unusual and at the same time pleasant way. Isn't there something nice we can do that other grocers haven't thought of? Put your thinking cap on, Dick, and let's surprise the neighborhood. A good five dollar bill is yours the minute you do something that gets the first order into the Burleigh mansion."

Gee! That was enough to set Dick's wheels a-going; but fall passed into winter, and winter, after a tremendous lingering in the lap of spring, left without leaving behind him a five-dollar thought for the brain-racking Dick and hot weather actually hung a drop of sweat on his nose without anything of any value-furnishing a clue to the much-wanted prize. Finally, one hot day in May—it was just before Memorial Day and all hands were too busy to stop a minute—two big flies got up a scheme between them to get as much fun out of the hurried and the worried clerk as they could. You may laugh as much as you please, but flies are up to just that sort of thing. I've watched 'em and I know; and that's what these two flies did. They were going to have fun with Dick and they had it. They chose a lighting place on the edge of the shelf behind him and started in. The first buzzed three times around his head and made a plunge for his right eye when both his hands were full. A quick headshake averted the impending mis-

chief; but that brought the right ear into the neighborhood and into that the buzzing insect dived, to be summarily driven out by a vigorous hand slap. Thence, after an impudent buzz into the clerk's face, he flew to the rendezvous on the shelf-edge with a triumphant "How's that for the first round?" Number two didn't wait to reply. He wasted no precious time in preliminaries, but went straight for Dick's eyes. Driven from one, it sought the other. It lighted on his hair and, crawling down to his forehead, bit him there. Evading a vigorous slap, it found a resting place on his chin and proceeded to enjoy it. Driven thence, it flew to its mate for rejoicing and further mischief-planning.

In the meantime Dick was hot and hurried, but determined to keep up with his orders. While the flies annoyed him, it was only what was to be expected and simply to be endured. Seeing this, his tormentors attacked him together, and finally became so persistent that poor Dick, who had never been known to utter a "swear word," declared under his breath, as he failed to hit his tormentors, "These are the damndest flies that ever got out of Hades!"

Then the old story of invention was repeated, and then and there came Dick Lackland's five-dollar thought: "Clear out the flies and keep 'em out."

"What's the matter with driving out these flies and keeping 'em out; and where'll you find a grocery in town that is doing it?" he asked.

Denby fell in with the idea. He ordered screens for all the doors and, every morning for half an hour before opening, Dick with a "fly-slapper" fought to the death all the flies that gathered in the big front window. He cleaned the store front and back and removed everything tending to draw flies. At all the windows he put up thick dark-colored curtains and during the lulls in trade he carried on his war of extermination until a fly in that store was as rare as a harpist in Tophet!

After a few days Denby made himself a slapper and joined the war. With the darkening of the rooms he caught the idea of keeping them cool and in less than three weeks' time there wasn't a cooler place nor one freer from flies than "Denby's." Then one afternoon in July when the heat was fooling around too on the thermometer who should open the store door and walk in but Mrs. Montgomery Burleigh! Missing the car, she had been obliged to wait or walk and, walking, had reached Denby's just as two of her friends, "cool as cucumbers," had come out of the store. That and the heat settled the question and she went in. The cool store surprised her. Its freedom from flies astonished her and, as her eyes became accustomed to the dim light she was delighted to see the cleanliness that everywhere met her sight. Could the store-keeper do anything for her? If he had strawberries, yes. He had and they were fine ones; they looked so fresh and nice that she wanted three boxes. Then she found other goods that pleased her and by the time she was ready to go she had left quite a large order. It wasn't necessary for Denby to treat her to a glass of delicious lemonade but he did; and the pitcher and glass were both so clean and the drink so refreshing that the "Thank you" was hearty enough to convince both grocer and clerk that the Burleigh garrison had surrendered

and the long-desired customer been secured.

That night when the shutting up was over Denby called out to his clerk: "Here, Dick's, your money—two an' a half for the flies an' two an' a half for the cool. This is the only grocery in the town that is cool and flyless. 'There ain't any flies on us!' and you did it. Take along a couple of my best Havanas. You've earned 'em."

And he had.

Richard Malcom Strong.

Nets and Robes

We have entire confidence in our ability to please you in fly nets, horse covers and lap robes.

There was never a better assortment of these goods shown in this State by any one.

If you are at a point where you must have a fresh supply quick telephone us and you will get the goods at once.

Brown & Sehler

Grand Rapids, Mich.

William Reid

Importer and Jobber of Polished Plate, Window and Ornamental

Glass

Paint, Oil, White Lead, Varnishes and Brushes

GRAND RAPIDS, MICH.

W. FRENCH,
Resident Manager.

"Summer Light"

Light your Hotels, Cottages and Camps with the

"NULITE"



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

CHICAGO SOLAR LIGHT CO.,

Dept. L.

Chicago, Ill.

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

1,000,000 Pounds Standard Binder Twine

Nice and new, which averages 500 feet to the pound, put up in 50-pound flat bales, on hand for quick orders. We handle no twine that has been wet, at any price.

Binder Covers and Thresher Covers for sale. Tents for sale and rent.

THE M. I. WILCOX CO.,

210-216 WATER STREET, TOLEDO, OHIO.

Village Improvement

The National League of Improvement Associations.

The national movement for the promotion of civic beauty is a growth of recent years. In the closing decade of the nineteenth century, there appeared from time to time, in the Atlantic Monthly, Forum, North American Review and other magazines equally well known, articles on the work of the New England village improvement associations. These articles attracted the attention of students of social economy everywhere, and while the formation of many such societies resulted from the publication, yet there was no concerted action. The societies formed were almost entirely confined to the New England States. Some of the associations formed at this time died of inanition. Others, especially in the wealthy suburbs of large cities, organized for the purpose of using influence and united power to obtain from the city councils certain concessions, such as the opening of new streets, extension of water and gas mains, paving street car lines after accomplishing their purpose frequently disbanded. The dwellers in many other suburbs found such organizations too useful to be spared.

No special effort was made in any way by the members of these associations to spread abroad the gospel of Beauty and the cult of the god of Sanitation. But visitors to the towns where these societies existed, carried back to their homes news of the work accomplished by them, and the annual reports were sent by the members to friends in distant localities, who often wondered, no doubt, what manner of club this might be whose members found pleasure in inspecting streets, alleys, back yards, and like places.

Through these various means a wide circle of people came to know of the work of village improvement associations, while the secretaries of some prominent societies were kept busy answering enquiries about the manner of organization, and the cost and ways of maintenance. The magazines and newspapers, through articles by artists, architects and travelers, next attacked the outdoor art of America in the form of its sculpture, architecture and landscape gardening. Books of foreign travel, finely and profusely illustrated, added their quota to the general awakening.

The World's Fair at Chicago gave the people such an opportunity as rarely comes to a nation to study in their proper juxtaposition the four great arts, Painting, Architecture, Sculpture and Landscape-gardening; and the few months of its existence did for America's art education what centuries of patient but mistaken study of art histories in our colleges and public schools could not do. It made these arts living things to thousands and hundreds of thousands, who were all unaware at the time that a new standard of beauty was raised by which everything in the future would be compared. When at the end of six months the fair closed, we knew centuries more than the day it opened.

Foreign visitors to Chicago in 1893 ceased not to speak and write of their amazement, and oftentimes contempt, that a people capable of conceiving such scenes of dreamlike splendor should be so contented and so blatantly boastful of dirty, noisy cities, with their lack of architectural fitness, their few parks and

public recreation grounds and the unspeakable public roads. Not all the glories of a train service that supplied stenographers, maids and barbers to the patrons of leading railways could compensate these patrons for the fact that their bodies, while the thermometer was in the nineties, were being slowly melted in the embrace of red plush cushions, and their eyes were being continually offended with unkempt farms, dreary little villages, and dirty railway stations.

Whatever the cause, the fact remains that from the year of the World's Fair at Chicago dated a great impulse in the United States towards civic beauty. Innumerable clubs and commissions have been formed which have endeavored to promote a higher regard for out-door art in all its forms, and at the same time to regulate, with indifferent success, the reckless expression of its charms by public bodies and private individuals.

It was not until the years 1898, 1899, 1900, however, that the desire for a national movement, the object of which should be the promotion of civic beauty, began to find expression. Through these years Home and Flowers, a floral magazine issued at Springfield, Ohio, published a series of articles on village improvement associations, giving examples of the workings of these societies in various towns through the United States. These articles were fully illustrated, showing the beauty in plaza, street, and yard and the improved sanitary conditions brought about by the work and influence of these associations.

This matter, simply written as it was, attracted so much attention in all quarters of the country that to answer even

a tithe of the letters of enquiry received by the author and the magazine became a heavy burden. Very many of these letters asked: "Why can not a headquarters be established where people desiring to form these associations may go for instruction and information, and where an interchange of plans and helpful suggestions from the older associations may be effected?" "Why not start a national movement for civic beauty?"

These requests were so numerous that after much consultation with many of the leading men and women of the country, who without exception heartily endorsed the idea, a call was made for a national convention of village improvement associations to meet at Springfield, Ohio, on October 10, 1900.

The result in the number of delegates and their enthusiasm was as surprising as gratifying. A society called the National League of Improvement Associations was organized and a constitution and by-laws framed and adopted, officers elected and the usual routine business of a convention transacted.

Jessie M. Good.

The Odor of Metals.

Some metals have a very much more pronounced smell than others. The smell of tin, especially when newly cut, is unmistakable, but it is a moot point whether gold or platinum has any smell that could be recognized by human olfactory organs. Of the rarer metals uranium and all its compounds give the strongest smell, and this gives us the reason why metals should have an odor. Uranium is always giving off what are known as the Becquerel rays, consisting of streams of excessively minute "corpuscles."

ALABASTINE

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

Plasticon

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

N. P. Brand of Stucco

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

Bug Finish

The effective Potato Bug Exterminator.

Land Plaster

Finely ground and of superior quality.

For lowest prices address

Alabastine Company,

Plaster Sales Department
Grand Rapids, Mich.

We Are Advertised by Our Loving Friends

HAMILTON CLOTHING CO.

TRAVERSE CITY, MICH. June 18, 1901.

Michigan Brick & Tile Machine Co.,

Morenci, Mich.,

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,

Dio.

Frank N. Hamilton

ABOUT THE CUCUMBER.

Hardest Worked of Vegetables and Sometimes the Best.

The cucumber is the hardest worked member of the vegetable kingdom. At least it is if we may judge by the variety of its uses. From America to Asia Minor it appears as an article of food on dinner tables and supper tables, all over the civilized world. But that does not exhaust its possibilities by any means. In Egypt it is made to yield a pleasant cooling drink by ingenious treatment. A hole is cut in the cucumber, the pulp is broken and stirred with a stick, and the hole closed with wax. The cucumber, still fastened to its stem, is lowered into a pit. After a few days the juice ferments, and the Egyptian drawing it off has a liquor exactly suited to his taste.

When my lady wishes to allay sunburn or to soften and whiten her skin, on general principles she calls for cucumber soap or cucumber cream. The very name makes her think that the preparation must be harmless as well as efficacious and the Beau Brummels of to-day use cucumber pomade with the same sense of security.

Then pickles—what is more universally popular than the pickle, and what new-fangled invention can bear comparison with the old-fashioned, time-honored cucumber pickle! From the days of kilts and pinafores when boys and girls ate a huge penny pickle with surreptitious bites, to the days of formal dinners, when baby cucumbers appear as gherkins, what relish sharpens hunger like a pickle?

Yet the cucumber in its natural state is at once the temptation and the menace of the eating world. Plump, green and inviting as it is, doctors who have delicate digestions in charge taboo it. The average man eats it cheerfully, but with a sneaking fear of consequences. Mental science should turn its attention to cucumbers for a while. If it should convince the universal mind that cucumbers were in reality digestible and could issue a guarantee with every cucumber sold, the digestive woe of humanity would be wonderfully lightened.

In the meantime, household scientists have advanced to the rescue. Nothing is beyond them. They have reduced the most illogical of foods to their principles. They have discovered the innermost secrets of the squash and the potato and all their kith and kin. With persistent diligence they have tabulated foods according to their nutritive value and by following these tables the poorest woman in the slums can learn how

to keep home happy, and her husband well fed on ten cents a day.

Now cucumbers did not stand high in their list. They are among the ornaments. They represent the accessories, the poetry of diet as it were. But, however these modern scientists have lessened the ancient prestige of the cucumber, they show how it can be made digestible at least.

Buy a medium-sized cucumber to serve raw is the first of the modern rules for the hygienic housekeeper. It should be a good green, and firm to the touch. Remove thinly skins from both ends and cut off a thick paring. This is important because the cucumber contains a bitter principle and much of it lies near the skin and the stem end. Not a trace of green should be seen when the paring is finished. The cucumber should then be cut into slices, wafer thin and put into salt and water. Let not the unwary cook be led to think that this will make them brittle and crisp, however. They will be as flabby as celery a week old—but digestible.

Since most people prefer their cucumbers crisp or not at all, this method finds little favor except among invalids and incapables. But cold water without the salt answers almost the same purpose and the cucumbers come out after their soaking as fresh and tender as if they had just been picked from the vines. Drained and covered with crushed ice and served they make a dish fit for a king. Kings, indeed, have appreciated the value of the cucumber from time immemorial.

For the cucumber, as far as lineage goes is an aristocrat among the vegetables; not a mere interloper a few paltry centuries old, like the potato. Even in Bible times it was eaten and enjoyed under the name of mandrake. Pliny sets the seal of royal approval on it by telling that the Emperor Tiberius had cucumbers served at his table every day. How many other Emperors may have laid up for themselves indigestion by indulging in the juicy cucumber is an unrecorded list. But in a digestive war of the vegetables, cucumbers could undoubtedly carry off the honors for the most mischief done to mankind.

How Tiberius liked his cucumbers, Pliny does not say. But for ordinary every day use modern taste prefers them raw. For state occasions, or when a few extra frills are desirable, cucumbers may be served in more unusual ways. Old ones, too large and tough to be good raw, are delicious boiled. For three or four persons, two large cucumbers are enough. Pare them, cut into lengths of three or four inches, halve

them and remove the seeds. Put them into boiling water, salted; leave them until they are tender; serve in a hot vegetable dish and if desired put melted butter over them. After boiling they may be mashed and seasoned with butter, salt, and pepper if desired.

A way of preparing boiled cucumbers, which can be made to tempt the appetite of the chronic dyspeptic with impunity, is to pare them as before and cut them into small regular pieces, put them in a baking pan, cover with boiling water and cook gently for twenty minutes. They can be taken out with a strainer, arranged on slices of toast and serve with a cream sauce.

Cucumber soup with its delicate flavor is an excellent introduction for a hearty meal. Cucumbers stirred with onions are a variation prized by those who like onions. A particularly artistic way of preparing cucumbers for a luncheon or for a cool supper on a hot night is to pare them as usual. Then, instead of slicing them, pare them round and round to the soft inside, which must not be used. The cucumber ribbons heaped into a dish and served with French dressing are as pretty to look at as they are good to eat.

The recipes for cucumbers in salad are as numerous as blackberries in August. There is cucumber salad plain, cucumber salad with tiny young onions sliced with it, cucumbers with lettuce, cucumbers with lettuce and tomatoes, cucumbers with just tomatoes, and cucumbers in so many other salad combinations that they are harder to compute than an example in permutations and combinations. French dressing and mayonnaise dressing are equally good, according to the taste of the individual. Cucumbers cut into cubes half an inch square, with sliced tomatoes on lettuce leaves covered with mayonnaise dressing, are extremely good to eat and make a color combination which any well-regulated painter could not help admiring.

Cucumbers, like apples, bananas and egg-plant, are sometimes fried; for this they should be cut lengthwise into slices, one-third of an inch thick, dried between towels and sprinkled with salt and pepper. Then they should be dipped into crumbs, into egg, into crumbs again, fried in deep fat and drained.

Stuffed cucumbers are quite the most elaborate dish that can be made of this vegetable. The cucumbers are cut in half crosswise and the seeds removed. The halves are then soaked in cold water for half an hour and filled with forcemeat. Next they are placed upright on a trivet in a saucepan, half sur-

rounded with white stock and cooked for forty minutes. They are served on toast with Bechamel sauce.

In the summer months the wise housekeeper seeks for the things that will please the eye as well as the palate. In this search the cucumber meets a definite need. When the mercury is jumping up toward 90 the woman who knows what she is about orders her table accordingly. She takes off the thick pad and warm tablecloth, and serves her luncheon on the shining bare table, set with little doilies. She makes a Rembrandt combination with her iced tea and slices of lemon; her hot dishes are croquettes on a mat of tender green peas, and creamed potato done to a turn. A side dish of Neufchatel cheese in a little cake is acceptable on a hot day, and cucumbers in a green dish complete a most delicious bill of fare. A fitting dessert for this color luncheon is sliced oranges with yellow sponge cake.

The cucumber on occasions can be useful as well as ornamental. The farmer finds it profitable to raise. It needs heat, light and rich soil, but under these conditions responds promptly with plenty of fruit. More than seventy varieties of cucumbers are raised in the United States alone; and England, India, Egypt and half a dozen other countries, besides the common variety, have each their own special modification of the vegetable.

But it is the manufacturer of pickles who really coins money out of the cucumber. Millions of cucumbers are bottled and sold every year, and while the big pickles, the middling sized pickles and the little pickles slide down the epicure's throat, the pennies slip into the manufacturer's pocket, and he is quite ready to adopt Izaak Walton's estimate of the strawberry, and say of the cucumber, "God might have made a better vegetable, but he didn't."—N. Y. Sun.

A German custom, which the Railroad Digest thinks might be introduced with advantage in this country, is the sale of platform tickets, which admit the bearer to the trains about to depart. The idea is to enable those accompanying friends to assist them with their hand baggage to their seats and help with the children, when such are present. In most cases the assistance is denied, as those not holding tickets are not allowed to pass through the gates, or, at least, not allowed to enter the train. In Germany penny-in-the-slot machines disburse these platform tickets, which entitle the bearer to accompany friends and to stay with them on the train until the moment it pulls out.

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.

Window Dressing

Pertinent Hints Peculiar to the Summer Season.

The window man will soon be going on his own vacation, and as he goes about the work of putting in his trims of outing goods he will think of his own trip to Petoskey or Mackinac Island and enjoy prospectively the pleasures that await him. It would be a good thing for him to consider the advisability of spending a few days of his vacation in some of the large cities near him examining the work of his fellow trimmers and getting acquainted with them. It is only too easy for trimmers to get into ruts, and nothing serves so well to get them into new ways as personal intercourse with their fellows working under different conditions. So a visit to a large city, an inspection of its interior and exterior trimming effects, a judicious use of pencil and paper, and a little handsbaking will result in both pleasure and profit and contribute to efficiency in work.

* * *

As many merchants use mirrors at the sides of their windows, a device employed by one house for shifting their position is worthy of description. Sometimes it is desired to set the mirrors at an angle to each other, cutting off a triangular space in the show window, which, while requiring but a small quantity of goods to trim it, will yet seem very large, because of the reflection. The mirrors in question were mounted in heavy frames attached by hinges to the window casing at the front. When it was desired to shift their position they were swung out from the side wall toward each other until they met at the back of the window. The window was trimmed in this manner: Small articles, such as collars and ties, were arranged in the window on fixtures which were set in a section of a circle. At the angle formed by the mirrors a single tie was placed. Close to the glass, with the reflection, the illusion of a complete circle of articles was produced and a very pretty trim was made with the use of few articles.

* * *

Serge suits are now in demand among all classes for summer wear, and particularly among yachtmen who, in blue serge coats and white duck trousers, enjoy the cooling breezes of the sea. An attractive trim can be made of these goods by hanging duck trousers, alternating with blue serge coats and caps, over the window back at either side of the center, which is occupied by an arrangement of oars, nets, paddles, etc., arranged trophy-wise against a drapery of light green cloth. The floor of the window is covered with navy blue bunting in loose folds. The window standards, on which are displayed coats, trousers and caps, are twisted with rope in various sailor knots. Short sections of rope are tied in sailor knots and scattered about over the floor of the window. Belts are knotted in various ways and scattered about over the window floor among the goods. The price cards used are cut in the form of the sails of a yacht or decorated with nautical designs or pictures of boats.

* * *

Negligee shirts can be displayed prettily in connection with belts by using the belt to bind the shirt to the window standards. A pretty arrangement is to bend a shirt over each end of the arm of a haberdasher's tree. The end of the arm is decorated with a belt

tightly twisted. On the bar one or more belts buckled are hung, and in them as slings shirts are hung parallel to the bars.

* * *

If the window man is still using the same drapery and window setting that he used during the winter it is now high time for him to attend to making a change. Windows should produce a cool, airy and pleasant effect during the hot months. Instead of using heavy plush and other warm-looking material, a very pleasant change can be made by covering the floor of the window with light matting. If articles of furniture are used in the window see that they are of light wood, such as is suitable for summertime. It would pay the window trimmer to make some light fixtures of bamboo, which could for a time replace the customary metal fixtures in the display of smaller articles, such as belts, neckwear and shirts. "T" stands made of bamboo or window bars made by cutting bamboo rods into sections and making them into racks would be very effective if used in a window in which floor and back are done in matting. An American matting made of prairie grass in the natural color is a very effective covering for a window floor, as the green tone gives a cool, summery quality to the display. Flat boards or wooden window stands covered with this matting can be used in the window as glass shelves are ordinarily used, and make an effective form of fixture for window display.—Apparel Gazette.

Some Caustic Remarks From a Kansas Sage.

From the Emporia Gazette.

A girl of sixteen passed the Gazette office this morning dressed to kill. She had on red silk filigree stockings, patent leather shoes, a \$10 hat, a bustle of great price, a tailor-made skirt, a tucked and frilled shirtwaist and she carried a \$7.50 parasol. Her hair was frizzed and trumped and bedecked and she wore jewels and all manner of stuff that a sixteen-year-old girl has no more business wearing than she has to go naked. One rig is about as vulgar and cheap and tawdry as the other. Of

course, this child, who is being rushed into womanhood by a fool mother, does not move in the best crowd of girls and boys of the town. She can not get in. Her father makes plenty of money, but her mother's fool notion of dress bars the child. No sensible mother desires to see her boy or girl associate with a girl whose mind is filled with all the folly and vulgarity reflected in this child's dress. She might as well carry a banner reading, "I am boy struck." And Heaven knows sensible mothers fear a boy-struck girl worse than a pestilence. When she is ruined—as this foolish child will be, either by a fool marriage or without it, and one is as sad and hopeless as the other—her silly mother will be to blame for allowing the child to overdress. She has made the child a man-trap and she will reap the reward of men-traps.

Another girl passed down the street a few minutes after the first girl passed the office. Girl number two is the daughter of a family that counts its wealth with six figures. She wore a simple gingham gown that she made herself, and a pair of plain \$3 shoes. Her hair was done up neatly and simply as a girl's hair should be. There were no rings on her fingers nor bells on her toes. She was a pretty, quietly dressed, sweet-faced, innocent schoolgirl with her head full of the fine dreams and fancies that come to every girl. Her name is found in the list of those present at the entertainments given at the best homes in town.

Her mother is responsible for the child's graces. Her mother keeps her girlish and in doing so the mother retains her youth. She is one of the handsomest women in town. Her face reflects a clean heart. The girl does not hear malicious gossip in her home. She does not know everything on earth or in hell—which word is here used reverently—and she does not gad the streets. She is a good cook, a good housekeeper and has the making of a woman as useful as her mother is.

It is all a matter of ideals in this old world. Often people think, because a girl doesn't conquer the world as she promised to in her high school essay, that she has forgotten all about it. But when a woman brings up a clean wholesome family in this generation of vipers she has been reasonably true to herself and her aspirations, even if she does not strip the laurel tree for her millinery.



Get our prices and try our work when you need

Rubber and Steel Stamps Seals, etc.

Send for Catalogue and see what we offer.

Detroit Rubber Stamp Co.
99 Griswold St. Detroit, Mich

GOLD MEDAL, PARIS, 1900

Walter Baker & Co. Ltd.

PURE, HIGH-GRADE

COCOAS AND CHOCOLATES



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

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

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

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

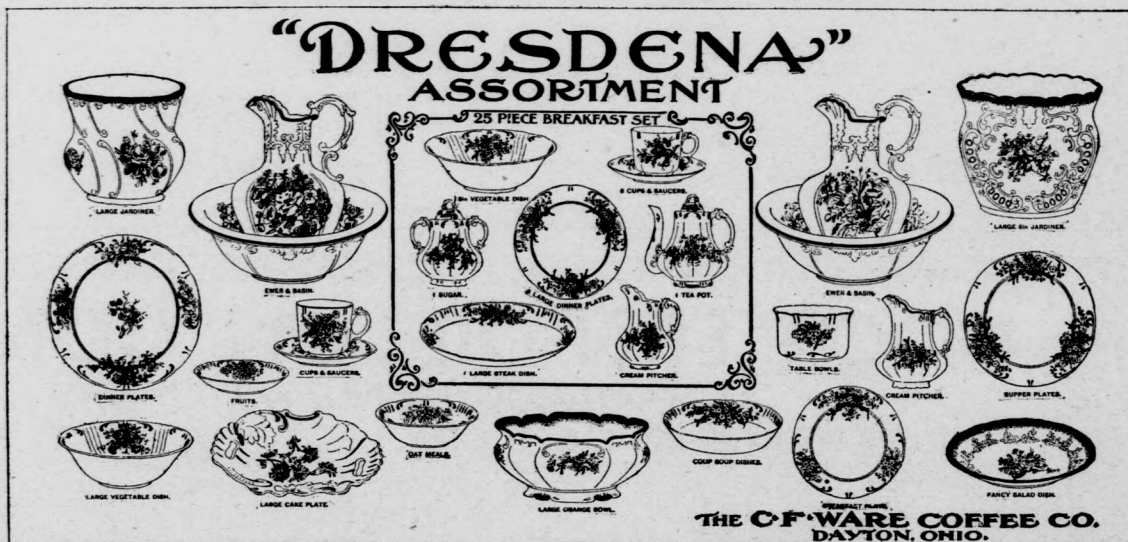
WALTER BAKER & CO. Limited,
DORCHESTER, MASS.

Established 1780.

THE C. F. WARE COFFEE CO.,

Importers, Coffee Roasters, and Baking Powder Manufacturers,

DAYTON, OHIO.



A snap for wide-awake merchants. Just what you want to stimulate trade during dull summer months. The DRESDENA ASSORTMENT is unprecedented as a premium. Never before has there been such a valued offer in introducing goods of merit. Each piece guaranteed a work of art, filled in pattern, and richly treated in gold. You can have the Dresden Assortment with Mascot Baking Powder, 125 1/4 pounds in a case at \$15, delivered; or with Bourbon Santos Coffee at 18 1/4 cents, N. Y. basis, for delivered price with Bourbon Santos Coffee add equality freight rate. You will note the elegant 25 piece breakfast set is packed free with each Assortment. This may be retained by the dealer or if preferred given as special premium to your customer. A novel plan for awarding this elegant breakfast set is packed with each case. DRESDENA ASSORTMENT will not only stimulate your trade, but shows you a handsome profit. Order sample case from your nearest jobber at once.

THE C. F. WARE COFFEE CO.

NEW CHEESE THE BEST.

Opinion of a Dietetic Authority—Small Sizes Preferred.

When we think of the thousands of tons of this product of the dairy that are annually consumed and of the shiploads of it that are imported, the question of its digestibility and wholesomeness looms up as an important one. It has been adopted as part of the army ration, every grocer and provision dealer makes it an important item on his list of standard food products, and nearly every family has it occasionally if not constantly on the table.

That it is nutritious, that is, that it is chemically rich in the proteids, hydrocarbons and "calorics," no one can dispute. All the analyses and food tables agree as to that. That nine-tenths of all that is consumed is positively unfit to be introduced into the human stomach and may be charged with its share in the production of a nation of dyspeptics could no doubt be proven by proper investigation.

What is the matter with the cheese?

Simply this, that it has come to be an almost universal belief that coagulated casein and butter fat, which are its constituents, must be "cured." This "curing" process is chiefly accomplished by time. It is not considered fit to eat until it is old enough and rank enough—from gradual processes of decomposition—to be buried. The average palate has been gradually educated to relish cheese after it has undergone butyric acid fermentation and is, in fact, putrid. This is plain English, and it flies in the face of the reigning authorities on gustatory standards. Certain brands of the stuff, as Roquefort, Limburger and several other varieties, sell at enormous prices, simply because they represent ideal degrees of rankness—putridity.

This butyric acid fermentation has its proper bacillus, and in case of the special varieties present in Limburger and other delectable brands, the characteristic odor is vile enough and strong enough to bar all attempts at counterfeiting and substitution. The flavor comports with the smell, and either one would cause a respectable canine to drop his astonished tail and sneak out of the rankest soap factory or rankest tanyard on the face of the earth.

Every normal stomach rebels at it, and every normal palate repudiates it at sight, taste or smell. Years ago, when all the small dairymen made a little cheese for their own use, if not for the market, they began to eat it before it was a fortnight old, ate it freely as they did bread, and never thought of its being difficult of digestion. Nor was it.

To put such compressed casein before a lover of Limburger would be to offer him an unpardonable insult. And yet, from a health standpoint, it is the only cheese that can be approved. Of the semi-putrid, rank smelling and acrid tasting stuff now sold for cheese many persons can not partake with impunity; and those who do eat it are compelled to be very sparing in their indulgence, making it a relish or condiment rather than a food. This is because it belongs with other antiques. It belongs with "embalmed beef," mouldy bread and gangrenous "game," for which palled palates either possess or profess a gusto.

Among the gourmands all this protest is the rankest heresy. Nevertheless, it is the truth, and no amount of gustatory pettifoggery can change it. If the factories would try the experiment of making little cheese, weighing from

two to five pounds each, and send them to market as soon as they will hold shape—say not to exceed two to four weeks from the press—it would not take long to create a market for their product that would grow to untold proportions, because people would learn to eat cheese at every meal and as freely as they now devour cake or crackers. In time the taste for butyric acid, putrid casein, and the concentrated stinks of the Augean stables would be superseded, and the market for this major item of dairy products multiplied a hundred fold.—Dietetic Magazine.

The Wholesomeness of Apples.

The apple contains a larger percentage of phosphorus than any other fruit or vegetable. This phosphorus is admirably adapted for renewing the essential nervous matter, lethicin of the brain and spinal cord. The old Scandinavian traditions represent the apple as the food of the gods, who, when they felt themselves to be growing old and feeble and infirm, resorted to this fruit for renewing their powers of mind and body. The acids of the apple are also of signal use for men of sedentary habits whose livers are sluggish in action. These acids serve to eliminate from the body noxious matters which, if retained, would make the brain heavy and dull or bring about jaundice or skin eruptions and other allied troubles. The ancient practice of taking apple sauce with roast pork, rich goose and like dishes is based on scientific reasons. The malic acid of ripe apples, either raw or cooked, will neutralize any excess of chalky matter engendered by eating too much meat. Fresh fruits, such as the apple, the pear and the plum, when taken ripe and without sugar, diminish acidity in the stomach rather than provoke it. Their vegetable salts and juices are converted into alkaline carbonates, which tend to counteract acidity. A good ripe, raw apple is one of the easiest of vegetable substances for the stomach to deal with, the whole process of its digestion being completed in eighty-five minutes. Besides these medicinal qualities of the apple, it has great virtue for local applications. The paring of an apple cut somewhat thick is an ancient remedy for inflamed eyes, being tied on at night when the patient goes to bed. In France a common remedy for inflamed eyes is an apple poultice, the apple being roasted and its pulp applied over the eyes without any intervening substance.

As a Woman Thinks.

It is not sufficient to make a man fall in love; the thing is to keep him there. In jealousy there is usually more self-love than love.

Women are foolish to wear jewelry about which there is a suspicion of imitation.

There are hours in life when the most trifling annoyances assume the proportions of a catastrophe.

Why do we try to drum into other people's ears the advice, unsolicited mostly, which we fail to take ourselves?

Compliments may be silly, but the woman—or man—never lived who did not like them. That rara avis is yet to be born.

Most is won when most is dared.

It is not always possible to inflict punishment for the theft of time.

It is an ill-bred woman who shows her temper in public.

Write spicy letters, but let them be sweetly so, and not all spice.

Faith, Hope and Charity are the three graces—but the disgraces are too numerous to mention.



The Putnam Candy Co.,

Grand Rapids, Mich.

Sweets to the Sweet

Our package Chocolates are always rich, pure and delicious. A. A. on every piece. Send us a trial order.

B. W. PUTNAM, President

R. R. BEAN, Secretary

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

New=1901=Teas

The advance shipment of our High Grade



Quakeress

and

Queen

Brands

New

Crop

Teas

Has Just Arrived from Japan

Nothing finer in the tea line ever came to this market.

We talk **QUALITY**; **THAT** builds up your Tea trade.

Give us an order. We'll do the rest.

WORDEN GROCER CO., Importers

Grand Rapids, Michigan

Woman's World

Children Who Are Strangers on Our Own Hearthstone.

Thousands of homes throughout the length and breadth of the land are now welcoming back the sons and daughters who have been away at school, and who are returning weighted down with blue-ribboned diplomas and the self-satisfied consciousness that they have cornered the whole visible supply of human wisdom.

Many of these young people have come out of what we call plain homes and are going back to them. Their parents did not have the advantages they have given their children. It is the man who had no chance of schooling in his own hard-worked youth and who has felt his need of wider information every day of his life who is most determined that his boy shall be college-bred. It is the woman whose own narrow girlhood offered no crown of graces and accomplishments who is the most devout believer in the higher education for women and who moves heaven and earth to send her daughters off to high-priced schools.

So Tom and Susie go off to college, and many and many a time the price of their education is paid in pinching economies and harder work at home. Father's stooping shoulders stoop lower under the heavier burden, mother's hair adds new streaks of silver, but they count the reward they are looking forward to worthy of the sacrifice—all, all will be repaid a thousandfold when Tom and Susie come home to comfort and bless them.

At last the eventful day arrives. Tom and Susie have graduated with honors. They are coming home and nothing but that wholesome fear of our neighbors that keeps us so many times from making fools of ourselves prevents their parents from getting out the village band and a torchlight procession and saluting them with "Behold, the conquering hero comes!" The tall young fellow, laden with golf sticks, and the smart young woman whose traveling gown puts her mother's old, rusty, made-over alpaca to shame, are drawn across the threshold of the old home by loving hands that tremble at their task. There is a stifled cry of rapturous joy from the old lips, and then—

And then it begins to dawn upon them all, slowly, surely, with the chill of despair in it, that they are strangers to each other. The parents have educated their children out of their own class. Susie winces when mother artlessly asks the next day, as she helps unpack a cast of the "Venus de Milo" that has adorned Susie's college study, why she bought a broken thing like that. Tom sneers at his father's opinions on political economy. The little Smith girl who runs in to gossip with mother about the new people around the corner is closer to her than her own daughter. The freckle-faced bill clerk who knows the ins and outs of the grocery trade is more comfort to father than the son on whom he has builded such hopes.

The occurrence is so common that familiarity with it has robbed it of its significance to us, but surely there is no situation in life that is fuller of tragical possibilities. The suffering of the moment nobody can prevent, but there is no earthly necessity that it should lead, as it so often does, to permanent es-

trangement between parents and children.

In the first place it is the duty of the parents to remember that the situation is of their own making. So far as I am concerned, I have never decided whether I think that people who educate their children up above them are angels who deserve to be adorned with a halo and large white wings, even in this life, or donkeys who ought to be kicked for their folly. At any rate, nobody is able to escape the consequences of their deeds, and we ought to have courage enough to accept the result without making a moan. No man would pay out his good money having speed developed in a promising young colt and then expect him to strike a steady, slow gait in the furrow as a plow horse. It is equally as absurd to expect the boy on whom you have spent thousands of dollars cultivating tastes and habits and extravagancies foreign to your own life to be just like you.

In the first hurt disappointment the father is apt to call his son a young fool and to scoff at his amusements and deride his raiment. The younger man retorts by considering the older one a mossback and an old foggy, and both make the fatal mistake of not only undervaluing each other, but of getting the very worst out of each other. I once heard a father say: "There's nobody else on earth that can aggravate you like your own son," and the son retorted, "And there's nobody else that can be as unjust and unsympathetic as your own father." A family difference is always a two-edged sword that cuts both ways.

The time will come when Tom will find out that there are a number of things in life more important to know than the classics, and that an intimate acquaintance with ancient history doesn't involve a working knowledge of how to make bread and butter. He will also ascertain that a man may have been a college athlete and hold the long-distance running championship and yet not be able to sprint sufficiently rapid to catch up with the nimble dollar. Then he will begin to perceive what qualities of head and heart, of steadfast courage and indomitable pluck a man must have had before he could start life without money or friends or education and achieve success and for-

tune. Then he will begin to enroll his father among his heroes, and the pity of the thing is that it comes too late. Between the two has grown up that icy wall of reserve that nothing can break down. The spectacle of perfect love and confidence and helpfulness between father and son is a very rare one, but it is one of the most beautiful relations in life, and is surely worth purchasing with a little forbearance and the exercise of a little patience.

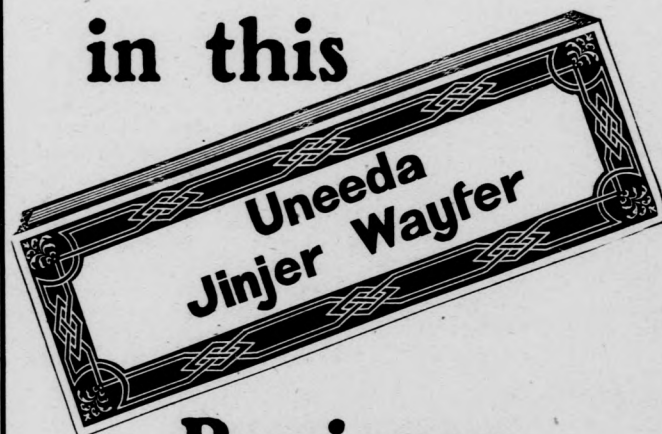
It is also a time to drive with a light hand. Parents should remember that the only time in the whole course of

existence when one is perfectly cocksure they know it all is when they are just out of school. There isn't a youth who doesn't believe that the politicians are waiting breathlessly for his views and advice on the Philippine question or that there is no financier who wouldn't jump at the chance of securing the services of one who carried off the honors in higher mathematics. There isn't a college girl who doesn't believe that every man in the community is dying to marry her and secure a sort of second-hand proprietary interest in her diploma. Presently Tom will

There's Snap

and Go

in this



Business

NATIONAL BISCUIT COMPANY

They all say

====

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

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

start out to hunt for a job and he will find out that the hard-headed broker turns him down in favor of the little office boy who has grown up in the business and gotten his education on the street, and Susie will find out the little Brown girl who never even heard of Wagner and does not know a leaf motive from a head of cabbage, but who knows all the latest ragtime songs, gets the pick of the beaux. It will give them both the jar of their lives, but through it all will soak down the intimation that there is some sort of education that does not come put up in school book packages, and, perhaps, they are not so much smarter than their parents after all.

Respect the personal liberty of your own children. That is the hardest thing a parent ever encounters. It is so natural for fathers and mothers who have their children's interest so at heart and have made so many sacrifices for them to feel that they have the right to decide their lives for them, but it is a terrible mistake that wrecks many a career.

The world is full of bankrupt business men who would have achieved fame and fortune if they had been permitted to follow their bent and study the profession they desired. There are thousands of incompetent doctors pursuing their career of murder who would have been successful merchants. Every Sunday of our lives we are bored to extinction by preachers who ought to be half-soling shoes instead of preaching to the immortal souls of human beings. We all know lonely old maids living out narrow and bitter lives because their mothers interfered between them and their lovers, and the divorce courts are strewn with the wrecks of the happiness of women whose parents selected their husbands for them. Every family, as well as nation, should have a constitution that guarantees to each individual the right of life, liberty, the pursuit of happiness and the choice of their own career and matrimonial partner.

Just as much may be said of the duty of these young people who are coming home from school to do their part towards tiding over the period that is the crisis in many a family history. I never see a silly little goose of a girl, ashamed of her homely old mother's ways, or a supercilious nincompoop of a college lad deriding his father, without wanting to show them the heroism of the sacrifices that have been in vain for them and the beauty of the rugged old lives and the fineness and delicacy that underlie the unfashionable manners, but youth does not see these things until its eyes have been washed clear by the bitter tears of experience. In the meantime it is to age—mellowed by knowledge of the world and broadened by the real education of life—that we must look to solve the problem offered by these strangers on our hearth—our children who are no longer the boys and girls who played about our feet, but men and women whom we must bind to us with new ties or else lose.

God give us wisdom to do it!
Dorothy Dix.

Wrecked by a Rose a Day.

Sentiment is ticklish stuff. It lies so close to the border of absurdity that only a canny traveler in its domain can keep from occasionally straying across its line.

Now there was a young man—a most estimable young man. What is more he was a very good fellow. In the

course of time he fell in love. Estimable men do that often. Even a good fellow is likely to do it for once in a way. Being in love, by the law of sequence, a man is apt to make himself more or less ridiculous. The young man who is the hero of this tale was not ridiculous. He was distinctly successful in the role of lover.

He was saturated with sentiment, but not with maudlin. He walked the chalk line between sentiment and absurdity unerringly. He did the little thoughtful things women love, but he did not make a doormat of himself. And the girl was moved by his sense of proportion and smiled upon him.

Then he was called away. His San Francisco uncle was inconsiderate enough to die, and he was obliged to go out and settle up the estate. That made him exceedingly sorrowful, for things were at a critical point. He didn't want to spoil his chances by proposing before the psychical moment, yet he was a wise young man, and he knew that a lover in New York is to a New York girl worth two lovers in San Francisco. Also, he knew that the two lovers—and more—would be in New York.

But he had to go and, that being settled, he pondered how to make the best of a bad thing. Of course, he would write often—every day, but any fellow would do that. He must suggest in some other way his constant thought of her. He had been in the habit of giving her American beauties as often as the state of his exchequer would permit. A brilliant thought came to him. He would make an arrangement with the florist and have a single splendid American beauty rose delivered to his lady love each morning of his absence. He would probably be gone six weeks, seven days in a week, 50 cents each. He did a lightning calculation. Yes. He could raise the price.

So the thoughtful lover made the arrangement. The night before he left he mentioned it to the girl. She was much touched. Women like such little attentions.

The next day a gorgeous delivery wagon pulled up with a flourish at the girl's door. A splendid vision in a uniform that would have made Solomon look like a foggy day ran up the steps bearing a long-stemmed rose and handed it to the maid, who gave it to the girl. The girl blushed and sighed and put the rose in a vase by her mirror, where she would be likely to see it often.

The next day the same thing happened, and the next. Always the pomp and circumstance, always the huge and radiant vision bearing one simple rose.

Then in an evil day for the absent lover the girl saw that the thing was funny. Her chum was with her and the chum had a lively sense of humor. They giggled over the magnificent delivery wagon and the big man and the little rose. That giggle was fatal. Sentiment merged into absurdity and was lost.

Each time the performance of the rose happened it seemed funnier than it had before. The girl grew hysterical over it, and greeted the tender token with tearful mirth. From the rose to the man was a short step for femininity. She couldn't take either seriously.

When the man of sentiment came back from San Francisco he found her engaged to a man who had been sending her two dozen La France roses once a week.

All of which goes to prove that sentiment is ticklish stuff. Cora Stowell.

WE GUARANTEE

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

ONE HUNDRED DOLLARS

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

Robinson Cider & Vinegar Co.

J. ROBINSON, Manager.

Benton Harbor, Michigan.

The Imperial Lighting System

Patents Pending



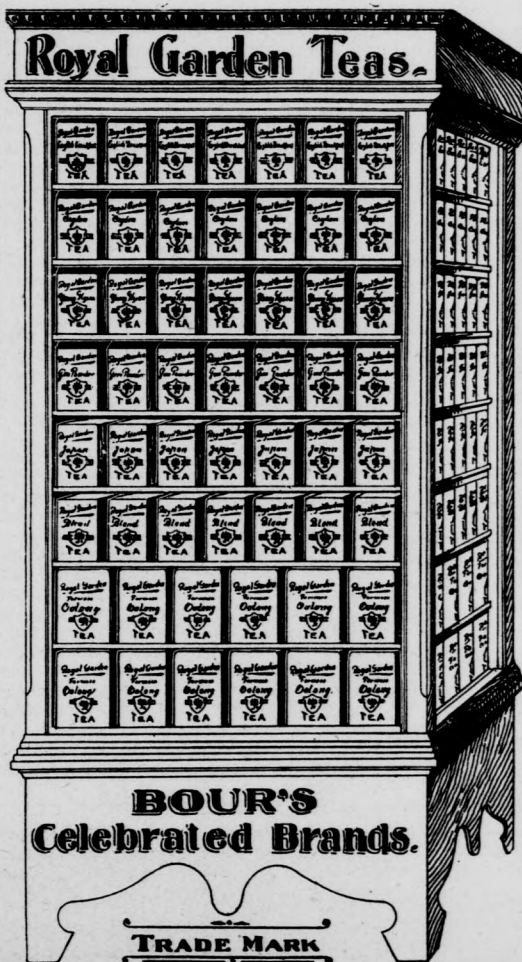
Economical, brilliant, durable, reliable and simple to operate. A light equal to an electric arc at a very low cost. The Imperial Lighting System is far superior to the Electric Arc, being softer, whiter and absolutely steady. From a tank the gasoline is conveyed through an entire building through a flexible copper tube that can be put through crevices, around corners and concealed the same as electric wires, and as many lights as may be desired can be supplied from the same tank. The Imperial System burns common stove gasoline, gives a 1,200 candle power light, and one gallon of gasoline burns 16 hours. All lamps are fully guaranteed, and are trimmed complete with full instructions as to installing and operating the system.

We also manufacture a complete line of Air and Gravity Pressure Lamps. Write for illustrated catalogue.



THE IMPERIAL GAS LAMP CO., Sole Manufacturers

132-134 E. Lake St., Chicago, Ill., U. S. A.



Bour's Cabinet of Royal Garden Teas

In pounds, halves and quarters.

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

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

The best business proposition ever offered the grocer. Absolutely the choicest teas grown.

Write for particulars.

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

Butter and Eggs

Observations by a Gotham Egg Man.

An egg receiver showed me a letter from a Western shipper the other day in which complaint was made of the rate of commission charged. The plaint was that the sales made netted a loss, that in order to meet country competition the shipper had to pay so much for the stock that he could not afford to pay 5 per cent. commission for selling; that the commission man was making all the profit, and that "several good firms had offered to handle our goods for \$15 per car and guarantee top quotation." The egg business is no cinch for anybody at this time of year. Competition makes close margins at all seasons, but when hot weather adds its influence upon quality it is hard sledding in all quarters. It is a season when values are extremely irregular, and when sales of equal qualities of eggs are made at a considerable range of prices according to the varying judgment of seller and buyer and the facilities for disposition possessed by the selling agent. It is a season when superior trade outlets tell for the shippers' benefit, and when one man's services may be cheap at 5 per cent. and another's dear at any price. I submit that no first-class house with an established trade for eggs can do what this shipper claims to have been offered—sell eggs at \$15 per car and guarantee top quotation. In the early spring, when eggs are all good and selling like hot cakes, there may be some brokers who will work on so small a brokerage, but at this time of year it would certainly be the height of folly for anyone to guarantee outside quotation. Certainly, when the range of case count values, according to quality, is something like 4c per doz., a man would be crazy to guarantee the top case count quotation, and if he guaranteed the top "loss off" quotation it would mean nothing, for the return would be affected more by the amount of the deduction for loss than by the price per doz. If any kind of commission selling is worth 5 per cent. it is worth it to sell eggs in this hot season of the year and get their full value. I am satisfied that shippers can not expect the best service at materially lower terms, and that cheap service is likely to prove dear in the end.

* * *

My attention was again called to a lot of washed eggs the other day and they came from a shipper who certainly ought to know better. The goods looked nice when opened, but they had a big proportion of rotten eggs in them and it was only a question of short time when all would go to the bad. Every man who handles eggs ought to know the disastrous effect of washing upon keeping quality, and it seems the height of folly to subject stock to certain destruction by wetting, especially when sound dirties are worth as much as they are now.

* * *

The reduction in egg receipts has lately brought the quantity arriving down to about the quantity needed for current trade requirements for the first time since the storage movement began last March. The hot weather has re-

duced the proportion of fine eggs materially and there has not been quite enough fancy stock to supply requirements, while of medium and lower grades the offerings have been rather more than ample. Of late some dealers, becoming discouraged with the qualities generally obtainable among the current arrivals, have gone to the refrigerators to get stock of known fine quality; some have used fancy April packings that cost them fully 15c to take out now, others have taken some of the May stock that can be used with a slight profit on a basis of 14@14½c at mark. The outlet for future qualities is not encouraging. The excessive heat has extended pretty much all over the producing sections and receivers are looking forward to next week's supply with anything but hopeful anticipations. Country prices ought to be hammered down hard, for even with fancy eggs worth full prices—on account of the high cost refrigerator reserves—average sales will inevitably be at low rates.—N. Y. Produce Review.

The Butter Was Not Up to Grade.

From the Utica Observer.

Just because a jar of butter was not up to the grade that those asked to purchase it felt they must insist on, two loving hearts have been rudely thrust asunder and there are two large chunks of woe down in the southern part of the State. The scene of this oleaginous tragedy is the little hamlet of Rhine Creek not far from Binghamton. The principals are Henry Davis and Ellen Johnson. These two live on adjoining farms. Some time ago Henry made the discovery that Ellen was about the best ever, and the only one to cheer the declining years of his life—Henry is "in his twenties," as the neighbors would put it—and resolved that he and Ellen must wed. About the same time Ellen woke up to the warm fact that Henry was it. When matters had progressed thus far the plot began to reveal itself.

At this point a group of villains, both he villains and she villains, came on to the stage from both sides and began to interfere with the smooth progress of love's young dream by means of jeers and threats. The said villains were impersonated by the parents possessed respectively by Henry and Ellen. With much unnecessary harshness and with cruel disregard of the tender feelings of Henry and Ellen they declared in chorus that this must not be, must not be, and that all was over between them. Red fire and a slow curtain on the tableau of Henry and Ellen roughly torn from each other's arms by their respective sets of parents, Ellen weeping and Henry cussing sotto voce. So ends the first act of the tragedy.

The second act opens with Ellen under close parental surveillance and Henry, the faithful lover, stealing surreptitious interviews with his sweetheart. With appropriate gestures and to low, trembling music, the absent villains are defied and an elopement decided upon, to take place as soon as sufficient funds can be raised to pay the minister's fee. About this time Ellen is nearly prostrated with a sudden thought. It was not the fact that she had a thought, nor yet that it was sudden, that upset Ellen; she has had thoughts before and some of them have been sudden. But the brilliancy of the present cerebration almost prostrates her. Out in the milkroom there is a jar of butter made by her own fair hands. It is hers by every right, and they will take it to the city, sell it and with the proceeds thereof start the merry marriage bells a-ringing.

The third act opens in Binghamton. Henry and Ellen have come to town with their jar of butter in a wagon loaned by a sympathetic neighbor. They make the rounds of the various grocery stores, not forgetting the delicatessen shops and the fishmongers. But such a slack demand for butter at anything like living—to say nothing of marrying—prices was never known before. Gloom in thick layers began to descend on their hitherto buoyant spirits.

But this time it is Henry who does the brilliant thought act. He will go to the minister, tell him the joint desire of Ellen and himself, and tender him the jar of butter in lieu of a wedding fee. The minister's house was soon reached and the proposition hopefully submitted. The reverend gentleman looked at Henry and looked at Ellen and looked at the butter. While two hearts fluttered and palpitated the minister tasted the butter. Then he opined that Ellen was too young to wed.

It was a sad couple that turned their backs on Binghamton and headed for Rhine Creek. Ellen has returned to her father's house and Henry is doing the chores, as usual. And both are wondering what was the matter with the butter.

The men that marry most frequently for money are the ministers.

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

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.

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.

Phones 504.

H. F. ROSE & CO.,

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.

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.

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

Reference, Home Savings Bank, Detroit.

We solicit your shipments
of Fresh Eggs and Dairy
Butter.

F. J. SCHAFFER & 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, July 6—The life of business has been "squashed" out this week by the heat and the holiday. The markets present a lifeless appearance except where lemons are the subject of sale and these go like hot cakes.

Altogether a fair amount of business in coffee has been done, although as a rule, single sales have been rather small, but they have been rather numerous, so that, everything considered, dealers might have fared worse. At the close the quotation on Rio No. 7 in invoice lots was an even 6c. In store and afloat the amount aggregates 1,190,877 bags, against 700,239 bags at the same time last year. Nordlinger & Co. in their last circular say, "From everywhere comes the cry of disastrously low prices, and it seems that over-production will at last work out its own cure. A short crop would prove a blessing to coffee-producing countries." The mild grades are dull and without a particle of change. Good Cucuta is quoted at 7 3/4 @ 8c. East India coffees flat as can be.

The sugar market has gathered strength within the past few days and, with the heat so great as to close down the refineries to some extent, the market generally is in better condition. Withdrawals have been large as business has been practically stopped since Wednesday and, in fact, the whole week has seen little new business, as it could not be taken care of.

Tea buyers have been conspicuous by their absence. One may walk through almost every tea house in the city without finding anything going on beyond the mere routine. Quotations are nominal.

Rice is unchanged. There is a fairly steady movement, but, in sympathy with other staples, rice is suffering from heat. Advices from the South indicate a lack of rain and some anxiety is felt for the coming crop. Prime to choice, 5 @ 5 3/4 c.

No change whatever has taken place in the spice situation and such sales as are made are of the smallest re-assorting kind. Pepper remains steady at 12 3/4 c for Singapore. Cloves, Amboyna, 11 1/2 @ 12c.

Molasses prices are well sustained and, notwithstanding the heat, the general situation is one that is not altogether unfavorable. The actual business is not large, but there is a feeling that, with a little cooler weather, we shall have a good market for molasses.

Syrups are flat, but sellers are not especially disconsolate. Round lots of prime sugar syrups have sold for 20 @ 22c.

There is little doing in canned goods. Chiefly the interest has centered in the salmon combine, particulars of which, of course, have been in every paper. Packing of most all kinds of stuff is very general now and, as a rule, the quality is most excellent. Sales have not been very large, but, so far as can be seen, rates will be well sustained. New York gallon apples are firm at \$2 @ 2.10. Tomatoes are firm, with no great amount of business being done. New Jersey standards, 75 @ 77 1/2 c. There are likely to be more California tomatoes here this year than usual.

Lemons have ruled supreme. It has been no unusual thing to see an advance of 50 @ 75c per box and at the close it is not at all certain just what the market value is. One can have his choice from \$4 @ 5.

Oranges are in fairly free movement and quotations show some advance.

Bananas are quiet and unchanged.

Nothing is doing in dried fruits. Sales are of small lots at old rates and neither buyer nor seller appears to take any interest in the market.

Best Western creamery butter still remains at 10 1/2 c and the volume of business is rather light, with the tone hardly as firm as last week. Seconds to firsts, 17 @ 19c; imitation creamery, 15 @ 17c, latter for fancy stock; Western factory, 14 @ 15 1/2 c, latter for fancy stock. For renovated the range is from 16 @ 17c.

Supplies of cheese have been rather larger than the market really needed and the quality is certainly not the best in many cases, as the heat has been too much for it. Large size full cream, 9c and colored about 3/4 c less.

Desirable lots of eggs are hard to find and prices are generally firm. Regular pack of Michigan goods are worth 15c, and from this down to 12c for regular pack "as they run."

Beans remain about unchanged and the outlook rather favors the buyer. Choice pea have sold as high as \$2.10 and this seems to be about top; marrows, \$2.55; red kidney, \$2.30.

Supremacy of the Business Man.

Within the last few years the supremacy in American life has passed into the hands of the business man, using that term in its broadest sense. Once the leaders of thought and opinion were professional men. In the local field the clergyman held well nigh undisputed sway over his neighbors; in the broader field of state and national affairs the lawyer was chiefly called upon to represent the community and guide its affairs. But to-day the foremost men in a community, those who make public opinion and wield social power, are the leading business men. The larger the enterprise and the more it demands foresight, prudence, boldness and broad views of men and things, the greater the respect in which its leaders are held.

The Use of Light Soles.

The use of light soles is an unsolved problem. The demand is, and has come to stay, for women's thick-soled shoes. After once worn and found to be so comfortable, it is hard to return to the old custom. The arrangement of taking two thin soles and cementing them together has been tried, but found impracticable. All sorts of schemes are suggesting themselves, and no doubt a feasible one will present itself to enable dealers to secure a market for this class of leather later on.

A sign in the window of an Irish tin-ner reads as follows: "Quart measures of all shapes and sizes for sale."

From Grower to Grocer

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

Watermelons===New Potatoes===Lemons

Our specialties for this week. Our stock is complete and prices low. Send your orders to

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.

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.

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.

NEW SOUTHERN POTATOES NEW SOUTHERN ONIONS

FIELD SEEDS LEMONS

MOSELEY BROS.

Jobbers of Fruits, Seeds, Beans and Potatoes

26, 28, 30, 32 Ottawa Street

Grand Rapids, Michigan

Geo. N. Huff & Co.

Butter, Eggs, Cheese, Pigeons, Squabs, Poultry and Game

Wanted at all times. Guaranteed highest markets on all shipments. Send for quotations.

55 Cadillac Square, Detroit, Michigan

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.

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.

Clerks' Corner.

The Gods Help Those Who Help Themselves.

The sophomore year had not been especially hard on Burleigh Richmond and after he had been at home for a week or ten days and his hands did not seem to grasp lovingly the implements of farming industry, he heard that Jim Jackson, the clerk at the store in the village, was going off on his summer vacation and the new-fledged junior went down to secure the position and get it. It did not take long in country circles for Burleigh's action to go the rounds of the gossipers and only commendation was heard on every hand. It wasn't every boy who would have been willing to clerk for old Benson in hot weather, with his dad owning half the township, and it only showed that the youngster was a chip of the old block and would make his way in the world if that part of it owned by the "square" should be sunk. So while the novelty of the new clerk lasted, trade was brisk and for the first time in his life the country storekeeper was forced to admit that an attraction did help trade, especially when it consisted of a good-looking young student whose father was "well off" and who on his own account was a natural magnet for every blooming-cheeked farmer's daughter in a radius of twenty-five miles.

Trade suffered, however, when it was discovered that the prettiest girls within that radius were angling in vain for the clerk at the Center. For awhile they could not account for it. Miranda Southwick especially was "considerably worked up" about it, for, so far in "life's dull round," when she made up her mind to accomplish anything, that settled it and the desired result was only a question of time. With Burleigh Richmond she didn't stand any chance from the start. Smile as she would—and there wasn't a sweeter smile in ten counties—she made no impression upon his obdurate heart. Invitations to tea and to Sunday dinner, where culinary accomplishments and elaborate personal attractions in dress and entertainment had full sway, the dainties of the table alone affected him and won from him only such concessions as the exigencies of the case demanded.

Angered as well as astonished, the strategist determined to know the reason why, and with the first attempt she found that the lioness in her path was a city boarder, lovely as she was amiable, who had located herself for the summer at the Goodriches' over on the Bloomingdale pike. She learned, too—"them Goodriches always did milk easy!"—that young Burleigh wasn't having things his own way notwithstanding the astounding fact that he was the son of his father, with the college business thrown in. The young lady in question had ideas of her own and this country-store clerk wasn't one of them. Her Vassar diploma—she was a last year's graduate—rather overbalanced his two years of undergraduate life; her father's bank account was quite a number of ciphers larger than his father's and—well, the fact of the case is that Miss Southwick was informed on good authority that, so far as Miss Marchmont was concerned, Mr. Richmond's name was Mud! She was, therefore, correspondingly happy.

Had Burleigh Richmond been anybody else he would have been correspondingly depressed when one day he had reached the same conclusion. It happened that he wasn't depressed at

all. If Miss Marchmont felt any bigger than he did, she was mighty uncomfortable. He had seen her at a distance once or twice and while she was a mighty pretty girl he knew a lot that were just as pretty. He hadn't noticed any unusual "airs." She looked to him like a first-class, well-educated, sensible young woman. He would put her on that basis anyway and treat her accordingly, if fate brought them within hailing distance. She didn't look like the girl that wanted to be run after and he wasn't the running-after kind so that was settled and the summer went on.

Not with indifference, though, on the part of Burleigh. He was good-looking and he knew how to make the most of that. His father was a farmer but no hayseed and he depended on that. More than all he knew how to make the most of Miranda Southwick and her friends and turned his knowledge to account; so that when on the third Sunday after Miss Marchmont's arrival, he drove over to "meeting" it was with the expectation that something had got to happen and the sooner it was over the better. The ice was going to be broken and it might as well be then as later on.

For two Sundays the Center church had been from full to overflowing so that the churchgoers might get a glimpse of the beautiful Miss Marchmont, but the heat and the desire to rest had so far prevented; so that today, "if the critter wa'n't a heathen," she'd be sure to be out and the countryside had come accordingly.

The church was fairly full when the lady came in and as the "Square's" seat was the best one—it had a red cushion—and was centrally located and not often occupied, the usher conducted Miss Marchmont and her friend to that seat, Miss Marchmont taking her place at the entrance. As luck—or the gods—would have it Miranda Southwick and Betsy Bailey were in the pew behind her and just as the opening hymn was announced in came Burleigh Richmond. Finding the family pew taken possession of he took his seat immediately behind it and, to Miss Southwick's delight, sat down beside her.

From that moment the minister was a side affair. He read and he prayed and he preached, but every eye was turned to the three whom chance had seated together. The law of contrast soon barred out Miss Southwick who improved the time in taking mental notes of the lovely attire of the city boarder to work out in her own and that centered the thoughts of the congregation upon the vision in the daintiest of pink in front of the tall, well-built, well-groomed Burleigh Richmond, who, in spite of the minister's invitation to "Consider the lilies of the field how they grow," concluded that pinks were good enough for him, especially the individual one before him!

The service was long as usual and when the congregation rose to sing the last hymn, Miranda Southwick was pleased to find that under the influence of the sermon a hook had been remiss in duty in Miss Marchmont's skirt and so exposed a dainty bit of lingerie beneath. With intended kindness she reached over to correct the faithless hook but the hook, unaccustomed to such handling, rebelled. Not to be thus publicly put down, Miranda elbowed Burleigh into the aisle and with both stout hands promptly brought skirt and waist together, to the consternation of Miss Marchmont, who, from the vigorous treatment she was receiving concluded that no woman's hands had taken her in charge and turned indignantly. Burleigh Richmond's black eyes looked into her angry face calmly resenting the charge laid to him. Seeing her mistake Miss Marchmont flushed red and looked the pardon she could not otherwise beg, while Miranda Southwick, with a whispered "It's me. I was jest ketchin' your dress together," affirmed she "didn't see what everybody was laughin' at!"

After the benediction matters were straightened out; and for years afterwards Burleigh Richmond was fond of telling how he became acquainted with his wife. Richard Malcolm Strong.

A Trade Maker

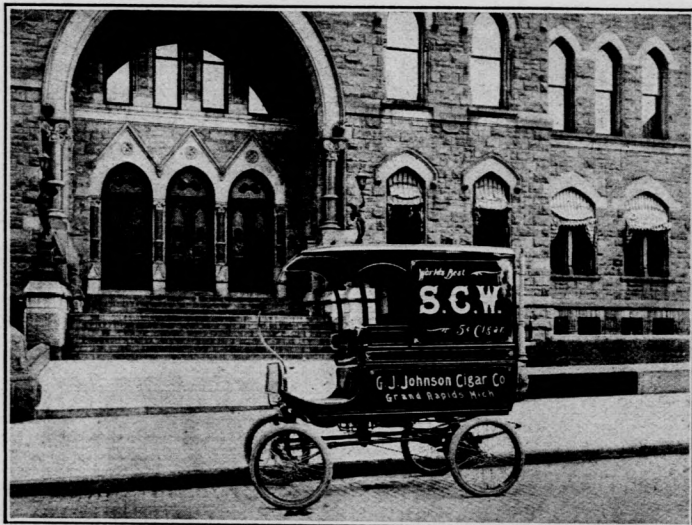
Fanny Davenport

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



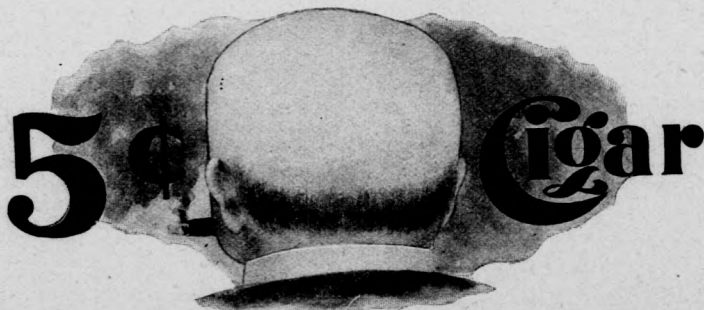
This beautiful auto, which was designed with especial reference to its adaptation to the cigar business, has started out on a tour of the State under the supervision of Abe Peck, formerly of Lowell. The motive power is steam, which is generated by gasoline, only 5 gallons per day being required. The 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.

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.

Commercial Travelers

Michigan Knights of the Grip
President, GEO. F. OWEN, Grand Rapids; Secretary, A. W. STITT, Jackson; Treasurer, JOHN W. SCHRAM, Detroit.

United Commercial Travelers of Michigan
Grand Counselor, H. E. BARTLETT, Flint; Grand Secretary, A. KENDALL, Hillsdale; Grand Treasurer, C. M. EDELMAN, Saginaw.

Grand Rapids Council No. 131, U. C. T.
Senior Counselor, W. R. COMPTON; Secretary-Treasurer, L. F. Baker.

Michigan Commercial Travelers' Mutual Accident Association
President, J. BOYD PANTLIND, Grand Rapids; Secretary and Treasurer, GEO. F. OWEN, Grand Rapids.

Gripsack Brigade.

Ira F. Gordon, who covers the southern half of the State for F. E. Myers & Bro. (Ashland, Ohio) and Bucher & Gibbs Plow Co. (Canton, Ohio), contemplates removing from Traverse City next fall to some city in his territory. Grand Rapids and Lansing are both under consideration.

I. E. Harrod, Michigan and Wisconsin representative for the New York Pharmacal Co., the Arlington Chemical Co. and the Palisade Chemical Co., of Yonkers, N. Y., who is spending a couple of months in Grand Rapids, attending to detail work among the physicians, was presented with a 9 pound boy by his wife on Sunday.

Boot and Shoe Recorder: Said a shoe salesman who goes to the wholesale trade: "I start this week on my trip to the Western cities with spring samples. There are many others besides myself who are leaving Boston at this time. You see we have to make the trip so as to get back at the Hub again the last of July or the first of August, at latest. The wholesalers begin to arrive in Boston at that time and, of course, we must be on hand to meet them. But first we must call on them at their places of business to show them the styles we have for the coming season. If we didn't do this they would think that they were not properly attended to and might give their orders for the coming season to some other house. This trip seems unnecessary, but it must be made before the jobbers come to Boston."

The Celery City To Be Largely Represented Here July 25.
From the Kalamazoo Telegraph.

Preparations for the Grocers and Butchers' Association picnic and outing at Grand Rapids July 25 took on a very definite form Monday evening, when Clair M. Patee, transportation agent of the Grand Rapids Railway Co., went before a meeting of the Association and mapped out the programme of the day and offered his services to boom the excursion. His assistance was gratefully accepted and he will spend some time in Kalamazoo and nearby towns putting out advertising to swell the numbers who will take the trip.

The start for the Rapids will be made over the G. R. & I. at 7:15 in the morning and the committeemen say they will be disappointed if 1,500 people do not go. There will be cars enough for 2,000, at least, and it is believed that the number will easily reach if it does not exceed that figure. Upon the arrival in Grand Rapids the parade will be immediately formed for a short line of march through the business streets after which the visitors will scatter to the Valley City's three fine resorts, Reed's Lake, North Park and John Ball Park. The parade will have plenty of music with the new K. O. T. M. band from Kalamazoo and the Newsboys' band and Newell's John Ball Park aggregation of musicians. The Grand Rapids men will be in uniform and it is probable that the Kalamazoo delegation will appear in white caps with a

little bunch of celery each to remind them of home, sweet home.

After dinner the events will all be at Reed's Lake, where every kind of sport will be put on. About 4:30 Congressman Alden Smith, as President of the day, will call the picnickers together in Ramona pavilion and will make the address of the day, with music by the bands and some other short speeches. There will be rides on the lake, dinner at the picnic grounds, games of all kinds, a vaudeville performance and every kind of picnic fun.

If only one train is taken it will return at 8 o'clock in the evening, but it is probable that there will be two trains, one leaving at 8 and one later in the evening.

The Lansing Grocers' Association has accepted the invitation to be present on the same day and, while it is doubtful if the Jackson grocers will go in a body, it is certain that a large delegation will attend, with another from Milwaukee.

Pan-American Special on Michigan Central Railway.

Detroit, July 5.—Taking effect Sunday, July 7, the Michigan Central will again change time, and will then have completed a superb train service between all Michigan and Western points and Buffalo and the East; making it possible for passengers destined to the Pan-American Exposition to reach Buffalo and Niagara Falls in the most expeditious manner.

The cause of the change in time is the putting on of the "Michigan Pan-American Special" consisting of standard Michigan Central coaches and beautiful Buffet parlor cars, which will depart from Detroit at 12.35 p. m. (noon) daily, except Sunday, arriving Buffalo at 7.10 p. m. Leaving Detroit at this hour this train will make connections with all in-coming trains from the State, thus making it possible for a person at almost any point in the State to leave home after breakfast and arrive at Buffalo for dinner, and for passengers taking the train at Detroit an opportunity of getting luncheon at home and dinner at Buffalo.

Returning the train will leave Buffalo at 9.00 a. m., reaching Detroit at 3.55 p. m., making connections with all afternoon trains for Michigan points. The train will run in both directions via Niagara Falls, affording a splendid view of the Falls to passengers who will be unable to stop over at that point. It will be known as "The Michigan Pan-American Special" because it is purely a Michigan-Detroit train.

With this new train the Michigan Central will have seven trains a day each way between Detroit and Buffalo; the best passenger service ever in effect between Detroit and the East. The above new train shortens the time again between Detroit, New York, Baltimore, Washington and Philadelphia. New York is reached at 7.30 a. m. the following day, Baltimore at 7.15 a. m., Washington at 8.30 a. m., and Philadelphia 7.22 a. m. To the last three named points it is the best service ever in effect from Detroit. Jos. S. Hall, D. P. A.

He Was Holding the Form.

It was late and getting later. However, that did not stop the sound of muffled voices in the parlor. Meantime the gas meter worked steadily. The pater endured it as long as he could and then resolved on heroic measures.

"Phyllis," he called from the head of the stairs, "has the morning paper come yet?"

"No, sir," replied the funny man on the Daily Bugle, "we are holding the form for an important decision."

And the pater went back to bed wondering if they would keep house or live with him.

A Natural Resentment.

Farmer Hornbeak—Josh Hayrake is awfully down on the automobiles. One of 'em run over his poor ole mother-in-law.

Farmer Whiffletree—Kill her?

Farmer Hornbeak—Nope; never hurt her a gol-dingd party.

The Grain Market.

Wheat has followed its usual course of late, that is, prices have worked downward, especially for futures. Old cash wheat is very scarce and commands a premium. However, it looks as though bottom must be somewhere. It is now down below where even the bears think it is dangerous to put out new lines. New wheat will soon make its appearance if the weather keeps favorable. The wheat fields around here seem improved and farmers are looking for a better yield than was anticipated four weeks ago. The visible made a fair decrease of 1,100,000 bushels, which leaves the visible 29,000,000 bushels, which is lower than it has been in a number of years. However, that does not affect the short sellers. One good sign is that exporters are beginning to buy our new wheat, and are buying it very cheap as they always do, as they always seem to come along when the market is at bottom and buy what they want, and nobody is to blame but the short sellers and the crop boomers.

In regard to spring wheat conditions, there are quite a number of complaints of too much rain, causing the wheat to rust, so that cereal is not yet made. Should the weather continue favorable there will be a good, fair average crop—not a bumper crop, owing to the short acreage.

Corn is booming on account of the poor prospects for corn in Missouri, Kansas, part of Nebraska and Oklahoma. There seems to be only about two-thirds of a crop. Also in other states the corn crop is far from satisfactory. September has been selling as high as 49c—rather topsey.

Oats made a decrease of 1,582,000 bushels, which gave it a boom of fully 2c a bushel. The crop is also very short and in many places almost a total failure. Some people are talking 40c oats. However, we think that is entirely too high. It is not very often that we see oats equal in price with wheat, but such is a fact to-day, and should oats go up much more, farmers will be feeding their wheat instead of their oats.

Rye is weak and has gone off about 4c since last writing and, with the outlook for a good, fair crop of rye, we see nothing in the near future except lower prices. Rye will probably open around 40c for new—in fact, that is what dealers are offering to-day, but the sellers are not anxious to accept the bids.

Beans are steady at last week's prices.

Flour is in fair demand—old wheat flour. As it will be some time before

new wheat flour will make its appearance, the dealers will prefer old wheat flour for a while to come.

Brans and middlings remain steady at \$16 for bran and \$17 for middlings. With the high price of corn and oats, mill feed will remain at present prices.

Receipts, owing to the washouts of the railroads, were only normal: wheat, 39 cars; corn, 7 cars; oats, 7 cars; flour, 5 cars; beans, 2 cars; potatoes, 3 cars.

There has been no report the last three days.

Millers are paying 63c for wheat.
C. G. A. Voigt.

Half a Year of Hustling in the Capitol City.

From the Lansing Republican.

The officers of the Lansing Business Men's Association, the six months' old organization which has boosted the city from the mediocre into industrial prominence, take a pardonable pride in calling the attention of the members of the Association and Lansing business men in general to the work accomplished by the organization during the first half year of its existence.

The beet sugar factory has been located and will be in operation this fall.

The American Cut Glass Co. has had a fine plant constructed, which is now under operation.

The wholesale grocery house of Austin & Burrington was located through the efforts of the hustling Business Men's Association, and the Wilson plow point plant on the improvement grounds is on the eve of operation. The plant of the Potter Manufacturing Co. has been sold to the Hugh Lyons Co., which will come forward with a practically new factory. And still they come.

Besides the things that show on the surface the Business Men's Association has accomplished much that has not yet manifested itself.

George B. Caldwell, formerly of this city, who was for several years National Bank Examiner, has resigned his position as cashier of the Merchants' National Bank of Indianapolis. Mr. Caldwell's friends do not know what his plans are for the future.

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.

New Coffee Roasting Plant

We have put in the most completely equipped coffee roasting plant in Michigan and solicit an opportunity to submit samples and quote prices on anything you may need in the coffee line

FREEMAN MERCANTILE CO.

GRAND RAPIDS, MICH.

Drugs--Chemicals

Michigan State Board of Pharmacy

Term expires
L. E. REYNOLDS, St. Joseph - Dec. 31, 1901
HENRY HEIM, Saginaw - Dec. 31, 1902
WERT 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. W. SERLEY, Detroit.
Treasurer—W. K. SCHMIDT, Grand Rapids.

Practical Pharmacy for Practical Pharmacists.

Every pharmacist in the country who is interested in dispensing, compounding and manufacturing operations; who experiments to perfect his processes; who notes the peculiarities that develop in his daily experiences; who, in short, is a real and true practitioner of pharmacy—every such man, we repeat, should concern himself with the operations of the newly-created Section on Practical Pharmacy and Dispensing of the American Pharmaceutical Association. This section was founded for just such men—for practical pharmacists—and they ought to make it their medium of exchange and the expression of their experience. Last year, when this section was but a committee of the Association, with limited operations, one of the most useful and helpful reports was presented that the pharmacists of the country have ever profited by. It comprised a comprehensive analysis of seventy-eight troublesome prescriptions which had been sent in to the committee from various parts of the country, and was in a limited way a practical treatise on frequently-occurring prescription incompatibilities. This year, with a better organized equipment, and with much more time and attention to be given the work at the annual meeting, results more varied and even more useful may be expected.

The section is anxious to have pharmacists send in every practical note possible—formulas, wrinkles in dispensing, incompatibilities, etc. Papers are also desired. In order to stimulate the work of the section Dr. Enno Sander, ex-President of the Association, has made it possible to have a cash prize of \$50 awarded each year for the best paper presented. All competitors for this prize must be members of the Association, but this should prove no hindrance to any pharmacist—he ought to be a member!

There has been a great deal of talk in the past to the effect that the American Pharmaceutical Association was run "by professors for professors," and that the interests of the practical pharmacist were neglected. Whether or not this has been true in the past, it was not true at the Richmond meeting of last year, and it will not be true in the years to come. The formation and activity of the new Section alone guarantees that purely pharmaceutical interests will be maintained and advanced as they have previously been in no association in the country. On the other hand, the new life which has been infused into the commercial section, and the change of purpose which was effected in it at the Richmond meeting, give assurance that in the future this branch of the association will develop into an educational forum for the elucidation and discussion of business and advertising methods of all kinds. With two of the

four sections devoted to the two chief elements of the pharmacist's activities—the technical and the commercial—and with these sections under the control of the ablest and most representative men in the country, it is sure that every pharmacist, in justice alone to his own selfish interests, ought no longer to withhold his membership from the American Pharmaceutical Association.—Bulletin of Pharmacy.

Novel Soda Drinks.

Crushed Cranberry.

Cranberries, 2 pints.
 Water, 2½ pints.
 Sugar, 2 pounds.
 Solution of citric acid, ½ ounce.
 Soda foam about 1 ounce.

Wash the fruit, place in a pan or kettle, add the water, apply heat, allow to boil for five minutes, stirring frequently; add the sugar, dissolve, add the solution and soda foam, and finally enough solution of salicylic acid to preserve.

Coca Tonic.

Kola wine, 8 fluidounces.
 Coca wine, 4 fluidounces.
 Blackberry brandy, 1 fluidounce.
 Lime juice, 1 fluidounce.
 Raspberry juice (from fresh fruit), 4 fluidounces.
 Rock-candy syrup, 8 fluidounces.
 Serve one ounce to a mineral glass, with a little ice.

Wine of kola is made from the fresh kola nut by percolating one ounce of it, ground, with ten ounces of sherry wine.

Root Beer Extract.

Fluid extract of sarsaparilla, 10 fluidrachms.
 Fluid extract of pipsissewa, 10 fluidrachms.
 Fluid extract of wintergreen, 4 fluidrachms.
 Fluid extract of licorice, 4 fluidrachms.
 Oil of wintergreen, 48 drops.
 Oil of sassafras, 24 drops.
 Oil of cloves, 12 drops.
 Alcohol, 10 fluidounces.

This makes a root beer "extract" which may be mixed with syrup or it may be diluted with nine gallons of water containing one gallon of refined molasses, and charged in a fountain. If it is preferred to use a fermented article, add the water and molasses, using warm water, also one quart of yeast, and keep in a warm place until fermentation is complete.

Protection From Mosquitoes.

The liquids employed on the face and hands in order to prevent mosquitoes from biting are usually solutions in alcohol of camphor, menthol, or oil of pennyroyal. The menthol preparation is a good one. It is the odor of these substances that keeps the mosquitoes away. Oil of tar is very efficacious for this purpose, but it is scarcely less undesirable than the mosquitoes themselves.

Ink for Writing on Glass.

Resin, 20 parts.
 Alcohol, 150 parts.
 Borax, 35 parts.
 Methylene blue, 1 part.
 Water, 250 parts.

Dissolve the resin and the methylene blue in the alcohol and mix with the water in which the borax has previously been dissolved.

Digestive Tablets.

Powdered double refined sugar, 300 parts.
 Subnitrate bismuth, 60 parts.
 Saccharated pepsin, 45 parts.
 Pancreatine, 45 parts.
 Mucilage, 35 parts.
 Ginger, 30 parts.
 Mix and divide into suitable sizes.

Improved Glycerin Suppositories.

Prof. L. E. Sayre says that there has always been considerable complaint of the U. S. P. suppositories on the score that the proportions of the ingredients are such as not to give the greatest efficiency to the preparation. A Western pharmacist who has created a large demand for glycerin suppositories of his own manufacture furnished Professor Sayre with his formula, which reads as follows:

Glycerin, 300 grammes.
 Sodium carbonate, 6 grammes.
 Stearic acid, 10 grammes.

Mix the ingredients as directed by the Pharmacopoeia and form into suppositories of suitable size. The size usually prescribed as rectal suppositories, instead of weighing 6.8 grammes, weigh less than 4 grammes. The Pharmacopoeia directs that these suppositories, after molding, be wrapped in tin foil. This, remarks the Professor, is considered quite objectionable. It is far better to introduce them at once into dry glass tubes and then tightly cork the container. If it be desirable to wrap the individual suppositories, it is better to employ a strong paraffin paper for the purpose. Too much stress can not be laid upon the fact that they should be freshly prepared when required. It does not take long for the glycerin to disengage from combination; it soon appears on the surface of the suppository, and being extremely hygroscopic will rapidly attract moisture.

Best Kind of a Window Display.

Professor Fennel, of the Cincinnati College of Pharmacy, has a successful pharmacy in that city. Recently he displayed in his window, according to a report in the Cincinnati Post, "a unique and instructive collection of 1,000,000 prescriptions illustrating the great change in the pharmaceutical world during the past fifty years. The display included 300,000 prescriptions on which were the signatures of the foremost Cincinnati physicians since 1850, together with mortars and other contrivances then in use by druggists, but long since abandoned." The display attracted a great deal of attention, and was written up and given the prominence of a leading news article in the daily above referred to. Professor Fennel was interviewed on the subject of the display, and on the changes that had taken place during the fifty years which the display represented, and it is safe to say that the display proved a profitable one. In hunting around for good window displays pharmacists, as a rule, pay too little attention to the things which really belong to pharmacy proper, and which would advertise them as professional and scientific men rather than as business dealers. Give a greater share of attention to your real calling in your displays and your advertising generally. Educate the people to seeing in you something besides a dealer in miscellaneous articles.

Antidote For Formaldehyde.

Dr. Lord says: Several cases of poisoning with formaldehyde, taken by mistake, have recently been reported. In view of the fact that the chemical is coming into more and more general use as a disinfectant and antiseptic, such cases will probably become more frequent. An easily accessible and reliable antidote is, therefore, a necessity. We possess such an antidote in ammonia water. Ammonia, combining with formaldehyde, forms the harmless, non-caustic and non-toxic hexamethy-

lene-tetramine, which is a well-known compound, and is employed therapeutically under the names formin, urotropine, etc.

The ammonia may be administered either in the form of the ordinary ammonia water (a few drops well diluted), or anisated solution of ammonia, or aromatic spirit of ammonia, or solution of ammonium acetate, which latter has no caustic properties whatsoever, and is equally capable of combining with the formaldehyde to form hexamethylene-tetramine. Thos. Willetts.

Sterilizing Cocaine Solutions.

The growing use of cocaine for producing anesthesia by intraspinal injections has caused a demand for a method of sterilizing the solutions without the use of heat, which sometimes acts unfavorably on this alkaloid. A simple method is recommended in the New York Medical Record:

Place the desired amount of cocaine salt in a graduate that has been recently sterilized, then add an ounce of dry ether, and stir the mixture constantly with a sterilized glass rod until the ether has completely evaporated. Pour on the cocaine the requisite quantity of recently boiled (and cooled) water, stir to effect solution, and use at once. This method contemplates the preparation of only the actual amount of cocaine injection needed at the time; hence there is no danger of using a solution of cocaine that has become "spoiled."

The Drug Market.

Opium—Is very firm and tending higher, on account of stronger primary markets.

Morphine—Is steady at unchanged price.

Quinine—Is quiet. The demand is small and prices are unchanged.

Citric Acid—Is weak at the decline, owing to competition.

Castor Oil—Has declined 4c per gallon.

Oil Cedar Leaves—Has now come into the market and lower prices are looked for.

Oil Peppermint—Is very firm and is tending higher.

Oil Sassafras—Has advanced.

Linseed Oil—Has again advanced, on account of high price for seed.

A kind word thrown at your husband will go farther towards a new bonnet than a rolling-pin will.

Window Shade

Headquarters

Send us your orders. Large stock on hand. Special sized shades our specialty. Orders filled same day received. Write for Price List and Samples.

Heystek & Canfield Co.
 Grand Rapids, Mich.

Fred Brundage Wholesale Druggist

32 and 34 Western Avenue
 Muskegon, Mich.

School Supplies and Stationery

Complete lines now ready. Wait for our travelers. You will not be disappointed.

WHOLESALE DRUG PRICE CURRENT

Advanced—Oil Sassafras, Linseed Oil.
Declined—Castor Oil.

Acidum		Conium Mac.		Scilla Co.	
Aceticum	\$ 60 8	Copaiba	1 50 25	Tolutan	50 50
Benzolcum, German.	70 75	Cubebæ	1 50 25	Prunus virg.	50 50
Boricæ	47 12	Exechthitis	1 00 10	Tinctures	
Carbolicum	30 42	Erigeron	1 10 20	Aconitum Napellis R	50 50
Citricum	47 50	Gaultheria	1 25 10	Aconitum Napellis F	50 50
Hydrochlor.	30 5	Gossypii, Sem. gal.	50 60	Aloes	50 50
Nitrosum	12 10	Hedera	1 50 20	Aloes and Myrrh.	50 50
Oxalicum	12 14	Juniperæ	1 50 20	Arnica	50 50
Phosphoricum, dil.	15 15	Lavandula	1 50 20	Asafoetida	50 50
Salicylicum	15 15	Limonis	1 50 20	Atropa Belladonna.	50 50
Sulphuricum	13 15	Mentha Piper	1 50 20	Aurant Cortex.	50 50
Tannicum	1 10 20	Mentha Verid.	1 50 20	Benzoin	50 50
Tartaricum	38 40	Morruhu, gal.	1 10 20	Benzoin Co.	50 50
Ammonia		Myrra	4 00 45	Barosma.	50 50
Aqua, 16 deg.	40 6	Olive	75 30	Cantharides	50 50
Aqua, 20 deg.	13 15	Piscl Liquida.	10 12	Capsicum	50 50
Chloridum.	12 14	Piscl Liquida, gal.	35 35	Cardamon	50 50
Aniline		Ricina	95 102	Castor	50 50
Black	2 00 2 25	Rosmarini	40 45	Catechu	50 50
Brown	90 1 00	Rose, ounce.	6 00 6 50	Cinchona	50 50
Red	45 50	Succinl	40 45	Cinchona Co.	50 50
Yellow	2 50 3 00	Sabina	90 1 00	Columba	50 50
Baccæ		Santal	2 75 7 00	Cubebæ	50 50
Cubebæ, po. 25	22 24	Sassafras	50 55	Cassia Acutifol.	50 50
Juniperus	6 8	Sassafras, ess., ounce.	50 55	Cassia Acutifol Co.	50 50
Xanthoxylum	1 70 1 75	Thigil	1 50 1 60	Digitalis	50 50
Balsamum		Thyme, opt.	40 50	Ferri Chloridum	50 50
Copaiba	55 60	Theobromas	15 20	Gentian	50 50
Peru	6 1 85	Potassium		Gentian Co.	50 50
Terabin, Canada	55 60	Bi-Carb.	15 18	Gulaca	50 50
Tolutan	15 60	Bichromate	13 15	Gulaca ammon.	50 50
Cortex		Bromide	52 57	Hysocyanus	50 50
Ables, Canadian.	18 18	Carb	12 15	Iodine	75 75
Cassia	12 12	Chlorate, po. 17@19	16 18	Iodine, colorless.	75 75
Cinchona Flava.	18 18	Cyanide	34 38	Kino	50 50
Eunonymus atropurp.	30 30	Iodide	2 30 2 40	Lobelia	50 50
Myrica Cerifera, po.	12 12	Potassa, Bitart, pure	28 30	Myrrh	50 50
Prunus Virgin.	12 12	Potassa, Bitart, com.	15 15	Nux Vomica	50 50
Quillaja, gr'd.	12 12	Potass Nitras, opt.	7 10	Opil	50 50
Sassafras, po. 20	12 12	Potass Nitras.	6 8	Opil, comphorated.	50 50
Ulmus, po. 15, gr'd	15 15	Trusslate	23 26	Opil, deodorized.	50 50
Extractum		Sulphate po.	15 18	Quassia	50 50
Glycyrrhiza Glabra.	24 25	Radix		Rhatany	50 50
Glycyrrhiza, po.	28 30	Aconitum.	20 25	Rheli	50 50
Hematox, 15 lb. box	11 12	Althæ	30 33	Sanguinaria	50 50
Hematox, 15.	13 14	Anchusa	10 12	Serpentaria	50 50
Hematox, 1/4s.	14 15	Arum po.	10 12	Stromonilum	50 50
Hematox, 1/4s.	14 15	Calamus	20 25	Tolutan	50 50
Hematox, 1/4s.	16 17	Gentiana, po. 15	12 15	Valerian	50 50
Ferru		Glycyrrhiza, pv. 15	16 18	Veratrum Veride.	50 50
Carbonate Precip.	15 15	Hydrastis Canad.	75 75	Zingiber	20 20
Citrate Quinina.	2 25	Hydrastis Can., po.	75 80	Miscellaneous	
Citrate Soluble	75 75	Hellebore, Alba, po.	12 15	Ether, Spts. Nit. F	30 35
Ferrocyanidum Sol.	40 40	Inula, po.	18 22	Ether, Spts. Nit. F	34 38
Solut. Chloride.	15 15	Ipecac, po.	3 60 3 75	Alumen	2 1/2 3
Sulphate, com'l, by	2 2	Iris plox., po. 35@38	35 40	Alumen, gro'd., po. 7	3 3
bbl, per cwt.	80 80	Jalapra, pr.	25 30	Annatto.	40 50
Sulphate, pure.	7 7	Maranta, 1/4s.	22 25	Antimoni, po.	40 50
Flora		Podophyllum, po.	75 1 00	Antimoni et Potass T	40 50
Arnica	15 18	Rhei	75 1 00	Antipyrin	25 25
Anthemis.	22 25	Rhei, cut.	1 25	Antifebrin	20 20
Matricaria.	30 35	Rhei, pv.	75 1 35	Argenti Nitras, oz.	51 51
Folia		Spigella	35 38	Arsenicum	10 12
Barosma.	45 48	Sanguinaria, po. 15	40 45	Balm Gilead Buds.	38 40
Cassia Acutifol, Tin-	20 25	Serpentaria	40 45	Bismuth S. N.	1 80 1 85
nevelly	20 25	Senega	60 65	Calcium Chlor., 1s.	9 9
Cassia, Acutifol, Aiz.	25 30	Smilax, officinalis H.	40 40	Calcium Chlor., 1/4s.	10 10
Salvia officinalis, 1/4s	12 12	Scilla, M.	10 12	Calcium Chlor., 1/4s.	12 12
and 1/4s	12 12	Symplocarpus, Foeti-	10 12	Cantharides, Rus, po.	80 80
Uva Ursi.	8 10	dus, po.	25 25	Capsici Fructus, af.	15 15
Gummi		Valeriana, Eng. po. 30	25 25	Capsici Fructus B, po	15 15
Acacia, 1st picked.	65 65	Valeriana, German.	15 20	Caryophyllus, po. 15	12 14
Acacia, 2d picked.	45 45	Zingiber a.	14 16	Carmine, No. 40.	3 300
Acacia, 3d picked.	35 35	Zingiber j.	25 27	Cera Alba.	50 55
Acacia, sifted sorts.	28 28	Semen		Coccol	40 42
Acacia, po.	45 65	Anisum, po. 15	12 12	Coccol Fructus.	40 40
Aloe, Barb. po. 18@20	12 14	Apium (graveleons).	13 15	Centraria	10 10
Aloe, Cape, po. 15.	6 12	Bird, 1s.	4 6	Cetaceum.	45 45
Aloe, Socotri, po. 40	6 12	Carul.	10 11	Chloroform	55 60
Ammoniac.	55 60	Cardamon.	1 25 1 75	Chloroform, squibbs	1 10
Asafoetida, po. 40	40 45	Coriandrum.	8 10	Chloral Hyd Crst.	1 40 1 65
Benzoinum	50 55	Cannabis Sativa	4 1/2 5	Chondrus	20 25
Catechu, 1s.	13 13	Cyonium	75 1 00	Cinchonidine, P. & W	38 48
Catechu, 1/4s.	14 14	Chenopodium	15 16	Cinchonidine, Germ.	38 48
Catechu, 1/4s.	16 16	Dipterix Odorata.	1 00 1 10	Cocine	6 55 6 75
Camphore	69 73	Foeniculum	7 9	Corks, list, dis. pr. ct.	70 70
Euphorbium, po. 35	40 40	Lini	4 6	Croosotum.	35 35
Galbanum	1 10	Lini, gr'd.	4 1/2 4	Creta, prep.	5 5
Gamboge	65 70	Lobelia	45 50	Creta, precip.	9 11
Guaiacum, po. 25	30 30	Pharlaris Canarian.	4 1/2 5	Creta, Rubra	9 9
Kino, po. 30.75	75 75	Rapa	4 1/2 5	Crocus	25 30
Mastic	60 60	Sinapis Alba.	9 10	Cudbear	24 24
Myrrh, po. 45	40 40	Sinapis Nigra.	11 12	Cupri Sulph.	6 1/2 8
Opil, po. 4.90@5.00	3 45 3 50	Spiritus		Dextrine	7 10
Shellac	25 35	Frumentum, W. D. Co.	2 00 2 50	Ether Sulph.	75 92
Shellac, bleached.	40 45	Frumentum, D. F. R.	2 00 2 25	Emery, all numbers.	8 8
Tragacanth	60 90	Frumentum, O. T.	1 50 1 50	Emery, po.	6 6
Herba		Juniperis Co.	1 50 2 00	Ergota	85 90
Absinthium, oz. pkg	25 25	Saacharum N. E.	90 2 10	Flake White.	12 15
Eupatorium, oz. pkg	20 20	Spt. Vini Galli.	1 75 6 50	Galla	23 23
Lobelia, oz. pkg	25 25	Vini Oport.	1 25 2 00	Gambler	8 9
Majorum, oz. pkg	28 28	Vini Alba.	1 25 2 00	Gelatn, Cooper	60 60
Mentha Pip. oz. pkg	23 23	Sponges		Gelatn, French	36 60
Mentha Vir. oz. pkg	25 25	Florida sheeps' wool	2 50 2 75	Glassware, flint, box	75 75
Rue, oz. pkg	39 39	carriage.	2 50 2 75	Less than box	70 70
Tanacetum V. oz. pkg	25 25	Nassau sheeps' wool	2 50 2 75	Glue, brown.	11 11
Thymus, V. oz. pkg	25 25	carriage.	2 50 2 75	Glue, white.	15 25
Magnesia		Velvet extra sheeps'	2 50 2 75	Glycerina.	17 1/2 25
Calcined, Pat.	55 60	wool, carriage.	2 50 2 75	Grana Paradisi.	25 25
Carbonate, Pat.	18 20	Extra yellow sheeps'	2 50 2 75	Humulus	25 55
Carbonate, K. & M.	18 20	wool, carriage.	2 50 2 75	Hydrarg Chlor Mite	1 00
Carbonate, Jennings	18 20	wool, carriage.	2 50 2 75	Hydrarg Chlor Cor.	1 00
Oleum		Grass sheeps' wool,	2 50 2 75	Hydrarg Ox Rub'm.	1 10
Absinthium	6 50 7 00	carriage.	2 50 2 75	Hydrarg Ammoniat	1 20
Amygdala, Dulc.	38 65	Hard, for slate use.	2 50 2 75	Hydrarg Unguentum	50 60
Amygdala, Amara.	8 00 8 25	Yellow Reef, for	2 50 2 75	Hydrargyrum	85 85
Anisi	1 85 2 00	slate use.	2 50 2 75	Ichthyobolia, Am.	65 70
Aurant Cortex	2 10 2 25	Syrups		Indigo	75 100
Bergamul	2 65 2 85	Acacia	50 50	Iodine, Resubli.	3 40 3 60
Cajiputi	80 85	Aurati Cortex	50 50	Iodoform	3 60 3 85
Caryophylli	75 80	Zingiber	50 50	Lupullin.	50 50
Cedar	80 110	Ipecac.	50 50	Lycopodium	80 85
Chenopadi	2 75 2 75	Ferri Iod.	50 50	Macis	65 75
Cinnamoni	1 20 1 30	Rhei Arom.	50 50	Liquor Azen et Hy-	25 25
Citronella	35 40	Smilax Officinalis.	50 60	Liquor Potass Arsnit	10 12
		Senega	50 60	Magnesia, Sulph.	2 3
		Scilla	50 50	Magnesia, Sulph, bbl	1 1/4

Menthol.	2 45	Selditz Mixture.	50 22	Linseed, pure raw...	82
Morphia, S. P. & W.	2 15 2 40	Sinapis	18 18	Linseed, boiled...	83
Morphia, S. N. Y. Q.	2 05 2 30	Sinapis, opt.	30 30	Neatsfoot, winter str	54
Morphia, Mal.	2 05 2 30	Snuff, Maccaboy, De	41 41	Spirits Turpentine..	41
Moschus Canton.	65 80	Voos	41 41		
Myristica, No. 1.	10 10	Snuff, Scotch, De Vo's	41 41	Paints	
Nux Vomica, po. 15	35 37	Soda, Boras, po.	9 11	BBL.	LB.
Os Sepia.	35 37	Soda et Potass Tart.	23 25	Red Venetian.	1 1/2 2 1/2
Pepsin Saac, H. & P.	1 00	Soda, Carb.	15 15	Ochre, yellow Mars.	1 1/2 2 1/2
Pielin Liq. N. N. 1/4 gal.	2 00	Soda, Bi-Carb.	3 4	Ochre, yellow Ber.	1 1/2 2 1/2
Pielin Liq., quarts.	2 00	Soda, Ash.	3 4	Putty, commercial.	2 1/2 2 1/2
Pielin Liq., pints.	2 00	Soda, Sulphas.	2 2	Putty, strictly pure.	2 1/2 2 1/2
Pil Hydrarg. po. 80	50	Spts. Cologne.	2 60	Vermillion, Prime	
Piper Nigra, po. 22	18	Spts. Ether Co.	50 55	American.	13 15
Piper Alba, po. 35	30	Spts. Myrela Dom.	2 00	Vermillion, English.	70 75
Plix Burgun.	10 12	Spts. Vini Rect. bbl.	2 00	Green, Paris.	14 18
Plumbi Acet.	10 12	Spts. Vini Rect. 1/2 bbl.	2 00	Green, Peninsular.	13 16
Purvis Ipecac et Opil	30 30	Spts. Vini Rect. 10 gal	2 00	Lead, red.	6 1/2 7
Pyrethrum, boxes H.	50	Spts. Vini Rect. 5 gal	2 00	Lead, white.	6 1/2 7
& P. D. Co., doz.	75	Sulphur, Crystal.	80 1 05	Whiting, white Span	90 90
Pyrethrum, pv.	25 30	Sulphur, Subl.	2 1/2 3 1/2	Whiting, gliders.	95 95
Quassia	8 10	Sulphur, Roll.	2 1/2 3 1/2	White, Paris, Amer.	1 25
Quinia, S. P. & W.	36 46	Tamarinds	28 30	Whiting, Paris, Eng.	1 40
Quinia, S. German.	36 46	Theobromæ.	60 65	Universal Prepared.	1 10 1 20
Quinia, N. Y.	36 46	Vanilla	9 00 16 00		
Rubia Tincturum.	12 14	Zinci Sulph.	7 8	Varnishes	
Saccharum Lactis pv	18 20			No. 1 Turp Coach.	1 10 1 20
Salacln	4 50 4 75			Extra Turp.	1 60 1 70
Sanguis Draconis.	40 40			Coach Body.	2 75 3 00
Sapo, W.	10 12			No. 1 Turp Furn.	1 00 1 10
Sapo M.	10 12			Extra Turk Damar.	1 55 1 60
Sapo G.	12 15			Jap. Dryer, No. 1 Turp	70 75

HOLIDAY GOODS

We wish to assure our customers that we shall this season show an even more complete line of Holiday Goods than last year. Our Mr. Dudley will call and display samples as soon as the new lines are complete. Our customers can place their entire orders with us this season at one time if they wish, saving the time and trouble of looking over several smaller lines.

Hazeltine & Perkins
Drug Co.,
Grand Rapids, Michigan

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

Family White Fish
Domestic Cheese
Lemons
Brooms

DECLINED

Winter Wheat Flour
Spring Wheat Flour

Index to Markets
By Columns

A	Col.
Akron Stoneware.....	15
Alabastine.....	1
Ammonia.....	1
Axle Grease.....	1
Baking Powder.....	1
Bath Brick.....	1
Bluing.....	1
Brooms.....	1
Brushes.....	1
Butter Color.....	2
Candles.....	14
Canned Goods.....	2
Catsup.....	3
Carbon Oils.....	3
Cheese.....	3
Cheating 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
Dried Fruits.....	5
Farinaceous Goods.....	5
Fish and Oysters.....	13
Flavoring Extracts.....	5
Fly Paper.....	6
Fresh Meats.....	6
Fruits.....	14
Grains and Flour.....	6
Herbs.....	6
Hides and Pelts.....	13
Indigo.....	6
Jelly.....	6
Lamp Burners.....	15
Lamp Chimneys.....	15
Lanterns.....	15
Lantern Globes.....	15
Licorice.....	7
Lye.....	7
Matches.....	7
Meat Extracts.....	7
Molasses.....	7
Mustard.....	7
Nuts.....	14
Oil Cans.....	15
Olive.....	7
Oyster Pails.....	7
Paper Bags.....	7
Paris Green.....	7
Pickles.....	7
Pipes.....	7
Potash.....	7
Provisions.....	7
Rice.....	8
Saleratus.....	8
Salt Soda.....	8
Salt.....	8
Salt Fish.....	8
Sauerkraut.....	9
Seeds.....	9
Shoe Blacking.....	9
Soap.....	9
Soda.....	9
Spices.....	9
Starch.....	10
Stove Polish.....	10
Sugar.....	10
Syrups.....	10
Table Sauce.....	12
Tea.....	11
Tobacco.....	11
Twine.....	12
Vinegar.....	12
Washing Powder.....	12
Wickling.....	13
Woodenware.....	13
Wrapping Paper.....	13
Yeast Cake.....	13

ALABASTINE

White in drums.....	9
Colors in packages.....	10
White in packages.....	10
Colors in packages.....	11
Less 40 per cent discount.....	

AXLE GREASE

Aurora.....	55	6 00
Castor Oil.....	60	7 00
Diamond.....	50	4 25
Frazier's.....	75	9 00
IXL Golden, tin boxes.....	75	9 00



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

BAKING POWDER

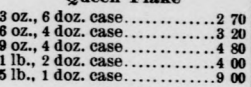
Egg.....	
1 lb. cans, 4 doz. case.....	3 75
1 lb. cans, 2 doz. case.....	3 75
1 lb. cans, 1 doz. case.....	3 75
5 lb. cans, 1 doz. case.....	8 00



1 lb. cans, 4 doz. case.....	45
1 lb. cans, 2 doz. case.....	85
1 lb. cans, 1 doz. case.....	1 60

JAXON

Queen Flake.....	
3 oz., 6 doz. case.....	2 70
6 oz., 4 doz. case.....	3 20
9 oz., 4 doz. case.....	4 80
1 lb., 2 doz. case.....	4 00
5 lb., 1 doz. case.....	9 00



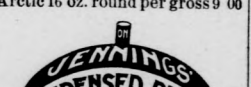
10c size.....	90
1/4 lb. cans 1 35.....	
6 oz. cans 1 90.....	
1/2 lb. cans 2 50.....	
3/4 lb. cans 3 75.....	
1 lb. cans 4 80.....	
3 lb. cans 13 00.....	
5 lb. cans 21 50.....	

BATH BRICK

American.....	70
English.....	80

BLUING

Arctic, 4 oz. ovals, per gross.....	4 00
Arctic, 8 oz. ovals, per gross.....	6 00
Arctic 16 oz. round per gross.....	9 00



BROOMS

No. 1 Carpet.....	2 60
No. 2 Carpet.....	2 15
No. 3 Carpet.....	1 85
No. 4 Carpet.....	1 60
Parlor Gem.....	2 40
Common Whisk.....	85
Fancy Whisk.....	1 10
Warehouse.....	3 25

BRUSHES

Solid Back, 8 in.....	45
Solid Back, 11 in.....	95
Pointed Ends.....	85

Shoe

No. 8.....	1 00
No. 7.....	1 30
No. 4.....	1 70
No. 3.....	1 90

Stove

No. 3.....	75
No. 2.....	1 10
No. 1.....	1 75

BUTTER COLOR

W. R. & Co.'s, 15c size.....	1 25
W. R. & Co.'s, 25c size.....	2 00

CANDLES

Electric Light, 8s.....	12
Electric Light, 16s.....	12 1/2
Paraffine, 6s.....	10 1/2
Paraffine, 12s.....	11
Wickling.....	29

CANNED GOODS

3 lb. Standards.....	70
Gallons, standards.....	2 00

Blackberries

Standards.....	75
----------------	----

Beans

Baked.....	1 00 @ 1 30
Red Kidney.....	75 @
String.....	80
Wax.....	85

Blueberries

Standard.....	85
---------------	----

Brook Trout

2 lb. cans, Spiced.....	1 90
-------------------------	------

Clams

Little Neck, 1 lb.....	1 00
Little Neck, 2 lb.....	1 50

Clam Bouillon

Burnham's, 1/2 pint.....	1 92
Burnham's, 1 pint.....	3 60
Burnham's, quarts.....	7 20

Cherries

Red Standards.....	85
White.....	1 15

Corn

Fair.....	65
Good.....	80
Fancy.....	95

French Peas

Sur Extra Fine.....	22
Extra Fine.....	19
Fine.....	15
Moyen.....	11

Gooseberries

Standard.....	90
Standard.....	85
Star, 1/2 lb.....	1 85
Star, 1 lb.....	2 35
Picnic Tails.....	3 40

Mackerel

Mustard, 1 lb.....	1 75
Mustard, 2 lb.....	2 80
Soused, 1 lb.....	1 75
Soused, 2 lb.....	2 80
Tomato, 1 lb.....	1 75
Tomato, 2 lb.....	2 80

Mushrooms

Hotels.....	18 @ 20
Buttons.....	22 @ 25

Oysters

Cove, 1 lb.....	85
Cove, 2 lb.....	1 55
Cove, 1 lb Oval.....	95

Peaches

Pie.....	1 65 @ 1 85
Yellow.....	
Standard.....	70
Fancy.....	80
Marrowfat.....	1 00
Early June.....	1 00
Early June Sifted.....	1 60
Grated.....	1 25 @ 2 75
Sliced.....	1 35 @ 2 55
Pumpkin.....	70
Fair.....	75
Good.....	85
Fancy.....	90
Standard.....	90
Russian Caviar.....	3 75
1/2 lb. cans.....	7 00
1 lb. can.....	12 00

Salmon

Columbia River, talls.....	@ 1 85
Columbia River, flats.....	@ 1 95
Red Alaska.....	1 20 @ 1 40
Pink Alaska.....	1 00 @ 1 10
Standard.....	1 50
Domestic, 1/2s.....	4
Domestic, 3/4s.....	8
Domestic, Mustard.....	7
California, 1/2s.....	11 @ 14
California, 3/4s.....	17 @ 24
Fair.....	7 @ 14
French, 1/2s.....	18 @ 28

Sardines

Domestic, 1/2s.....	4
Domestic, 3/4s.....	8
Domestic, Mustard.....	7
California, 1/2s.....	11 @ 14
California, 3/4s.....	17 @ 24
Fair.....	7 @ 14
French, 1/2s.....	18 @ 28

3

Strawberries

Standard.....	85
Fancy.....	1 25

Succotash

Fair.....	90
Good.....	1 00
Fancy.....	1 20

Tomatoes

Fair.....	85
Good.....	90
Fancy.....	1 00
Gallons.....	2 40

CATSUP

Columbia, pints.....	2 00
Columbia, 1/2 pints.....	1 25

CARBON OILS

Eocene.....	@ 10 1/2
Perfection.....	@ 9 1/2
Diamond White.....	@ 8 1/2
D. S. Gasoline.....	@ 12 1/2
Deodorized Naphtha.....	@ 10 1/2
Cylinder.....	29
Engine.....	19
Black, winter.....	@ 10 1/2

CHEESE

Acme.....	@ 9 1/2
Amboy.....	@ 9 1/2
Carson City.....	@ 9 1/2
Elsie.....	@ 10
Emblem.....	@ 10
Gem.....	@ 10
Gold Medal.....	@ 9 1/2
Ideal.....	@ 9 1/2
Jersey.....	@ 9 1/2
Riverside.....	@ 9 1/2
Brick.....	14 @ 15
Edam.....	@ 90
Leiden.....	@ 17
Limburger.....	13 @ 14
Pineapple.....	50 @ 75
Sap Sago.....	19 @ 20

CHEWING GUM

American Flag Spruce.....	55
Beeman's Peppin.....	60
Black Jack.....	55
Largest Gum Made.....	60
Sen Sen.....	55
Sen Sen Breath Perfume.....	1 00
Sugar Leaf.....	55
Yucatan.....	55

CHICORY

Bulk.....	5
Red.....	7
Eagle.....	4
Franch's.....	6 1/2
Schener's.....	6

CHOCOLATE

Walter Baker & Co.'s.....	
German Sweet.....	23
Premium.....	31
Breakfast Cocoa.....	46
Runkel Bros.....	21
Vienna Sweet.....	21
Vanilla.....	28
Premium.....	31

CLOTHES LINES

Cotton, 40 ft. per doz.....	1 00
Cotton, 50 ft. per doz.....	1 20
Cotton, 60 ft. per doz.....	1 40
Cotton, 70 ft. per doz.....	1 60
Cotton, 80 ft. per doz.....	1 80
Jute, 80 ft. per doz.....	80
Jute, 72 ft. per doz.....	95

COCOA

Cleveland.....	41
Colonial, 1/2s.....	35
Colonial, 3/4s.....	35
Epps.....	42
Huyler.....	45
Van Houten, 1/2s.....	12
Van Houten, 3/4s.....	20
Van Houten, 1s.....	38
Webb.....	30
Wilbur, 1/2s.....	41
Wilbur, 3/4s.....	42

COCOA SHELLS

20 lb. bags.....	2 1/2
Less quantity.....	3
Pound packages.....	4

COFFEE

Roasted.....	
Special Combination.....	15
French Breakfast.....	15
Lenox, Mocha & Java.....	17 1/2
Old Gov't Java and Mocha.....	24
Private Estate, Java & Moe.....	26
Supreme, Java and Mocha.....	27
Dwinell-Wright Co.'s Brands.....	
White House, 60-1s.....	29
White House, 30-2s.....	28
Excelsior M. & J., 60-1s.....	21 1/2
Excelsior M. & J., 30-2s.....	20 1/2
Royal Java.....	26 1/2
Royal Java & Mocha.....	26 1/2
Arabian Mocha.....	22 1/2
Aden Moch.....	22 1/2
Mocha & Java Blend.....	23
Fancy Maricao.....	18 1/2
Java Blend.....	17 1/2
Golden Santos.....	17
Ja-Mo-Ka.....	15 1/2
Excelsior Blend.....	14 1/2
No. 65 Blend.....	14

Common

Common.....	10 1/2
Fair.....	11
Choice.....	13
Fancy.....	15

Santos

Common.....	11
Fair.....	14
Choice.....	15
Fancy.....	17
Peaberry.....	13

Marsambo

Fair.....	12
Choice.....	16

4

Mexican

Choice.....	16
Fancy.....	17

Guatemala

Choice.....	16
-------------	----

Java

6



Vanilla 2 oz. panel. 1 20 2 oz. panel. 75
Lemon 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. 8 1/2 @ 9 1/2
Loins No. 3. 12 1/2 @ 16
Ribs. 9 @ 12 1/2
Rounds. 8 1/2 @ 9
Chucks. 5 @ 6 1/2
Plates. 4 @ 5 1/2

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

Mutton
Carcaass. 7 1/2 @ 9 1/2
Lambs. 9 1/2 @ 10

Veal
Carcaass. 7 @ 8

GRAINS AND FLOUR

Wheat
Wheat. 63

Winter Wheat Flour

Local Brands
Patents. 4 10
Second Patent. 3 60
Straight. 3 40
Clear. 3 00
Graham. 4 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 1/2s. 3 75
Diamond 3/4s. 3 75
Diamond 1s. 3 75
Worden Grocer Co.'s Brand
Quaker 1/2s. 3 60
Quaker 3/4s. 3 60
Quaker 1s. 3 60

Spring Wheat Flour

Clark-Jewell-Well's Co.'s Brand
Pillsbury's Best 1/2s. 4 15
Pillsbury's Best 3/4s. 4 05
Pillsbury's Best 1s. 3 95
Pillsbury's Best 1 1/2s. 3 85
Pillsbury's Best 2s. 3 75
Ball-Barnhart-Putman's Brand
Duluth Imperial 1/2s. 4 00
Duluth Imperial 3/4s. 3 90
Duluth Imperial 1s. 3 80
Lemon & Wheeler Co.'s Brand
Wingold 1/2s. 4 10
Wingold 3/4s. 4 00
Wingold 1s. 3 90
Oliney & Judson's Brand
Ceresota 1/2s. 4 20
Ceresota 3/4s. 4 10
Ceresota 1s. 4 00
Worden Grocer Co.'s Brand
Laurel 1/2s. 4 10
Laurel 3/4s. 4 00
Laurel 1s. 3 90
Laurel 1 1/2s. 3 80
Laurel 2s. 3 70

Meal

Bolted. 2 00
Granulated. 2 10

Oats

Car lots. 32
Car lots, clipped. 35
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. palls. per doz. 1 85
15 lb. palls. 35
30 lb. palls. 62

LICORICE

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

LYE

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

MATCHES

Diamond Match Co.'s brands.
No. 9 sulphur. 1 65
Anchor Parlor. 1 50
No. 2 Home. 1 30
Export Parlor. 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. 2 40
Stuffed, 8 oz. 2 34
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. 64 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

Sugar

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

PARIS GREEN

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

PICKLES

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

Small

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

PIPES

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

POTASH

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

PROVISIONS

Barreled Pork

Mess. @ 15 50
Back. @ 15 75
Clear back. @ 16 00
Short cut. @ 15 50
Pig. @ 18 50
Bean. @ 12 25
Family Mess. @ 15 50

Dry Salt Meats

Belles. 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. @ 11 1/2
Ham dried beef. @ 13
Shoulders (N. Y. cut) @ 7 1/2
Bacon, clear. 10 1/2 @ 11
California hams. @ 8 1/2
Bolted Hams. @ 17
Pineapple Bolted Hams @ 13
Berlin Ham pr's'd. @ 8 1/2
Mince Hams. @ 9

Lards-In Tierces

Compound. 6 1/2
Pure. 9
Vegetable. 7
60 lb. Tubs. advance 1 1/2
80 lb. Tubs. advance 1 1/2
100 lb. Tubs. advance 1 1/2
50 lb. Tins. advance 1 1/2
20 lb. Palls. advance 1 1/2
10 lb. Palls. advance 1 1/2
5 lb. Palls. advance 1 1/2
3 lb. Palls. advance 1 1/2

8

Sausages

Bologna. 5 1/2
Liver. 4
Frankfort. 7 1/2
Pork. 7 1/2
Blood. 6 1/2
Tongue. 9
Headcheese. 8

Beef

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

Pigs' Feet

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

Tripe

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

Casings

Pork. 21
Beef rounds. 1 25
Beef middles. 3
Sheep. 60

Butterine

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

Canned Meats

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

RICE

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

Imported.

Japan, No. 1. 5 1/2 @
Japan, No. 2. 4 1/2 @
Java, fancy head. 5 1/2 @
Java, No. 1. 5 @
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
L. P. 3 00
Wyandotte, 100 lbs. 3 00

SAL SODA

Granulated, bbls. 80
Granulated, 100 lb. cases. 90
Lump, bbls. 75
Lump, 145 lbs. kegs. 80

SALT

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

Diamond Crystal

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

Common Grades

100 3 lb. sacks. 2 25
60 6 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 1/2
Georges selected. @ 7
Grand Bank. @ 6
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, mchs. 87
Norwegian
Round 100 lbs. 3 00
Round 40 lbs. 1 50
Sealed. 19
Bloater. 1 60

Mackerel

Mess 100 lbs. 12 25
Mess 40 lbs. 5 20
Mess 10 lbs. 1 35
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 75
40 lbs. 3 30 1 40
10 lbs. 90 43
8 lbs. 75 37

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
Cuttle Bone. 15

SHOE BLACKING

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

SNUFF

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

SOAP

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



50 cakes, large size. 3 95
100 cakes, large size. 6 50
50 cakes, small size. 1 95
100 cakes, small size. 3 85
Bell & Bogart brands—
Coal Oil Johnny. 3 90
Peekin. 4 00
Detroit Soap Co. brands—
Queen Anne. 3 15
Big Bargain. 1 75
Umpire. 2 15
German Family. 2 45
Dingman Soap Co. brand—
Dingman. 3 85
N. K. Fairbanks brands—
Santa Claus. 3 25
Brown. 2 40
Fairly. 4 00
Fels brand—
Naptha. 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. 95
Ricker's Magnetic. 3 90
Lautz Bros. brands—
Big Acme. 4 00
Acme 50. 3 25
Marselles. 4 00
Master. 3 70
Proctor & Gamble brands—
Lenox. 3 00
Ivory, 6 oz. 6 75
Ivory, 10 oz. 6 75
Schultz & Co. brand—
Star. 3 00
A. B. Whisley brands—
Good Cheer. 3 80
Old Country. 3 20
Sapolio, kitchen, 3 doz. 2 40
Sapolio, 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. 55
Cloves, Amboy. 17
Cloves, Zanzibar. 14
Mace. 55
Nutmegs, 75-80. 50
Nutmegs, 105-10. 40
Nutmegs, 115-20. 35
Pepper, Singapore, black. 18
Pepper, Singapore, white. 28
Pepper, Saigon. 20
Pure Ground in Bulk
Allspice. 16
Cassia, Batavia. 28
Cassia, Saigon. 48
Cloves, Zanzibar. 17
Ginger, African. 15
Ginger, Cochon. 18
Ginger, Jamaica. 25
Mace. 68
Mustard. 18
Pepper, Singapore, black. 20
Pepper, Singapore, white. 28
Pepper, Cayenne. 20
Sage. 20

SYRUPS

Corn
Barrels. 26
Half bbls. 22
1 doz. 1/2 gallon cans. 3 30
1 doz. 1/4 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

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

11

TEA

No. 8. 4 75
No. 9. 4 70
No. 10. 4 65
No. 11. 4 60
No. 12. 4 55
No. 13. 4 50
No. 14. 4 50
No. 15. 4 50
No. 16. 4 50

Sundried, medium

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

Gunpowder

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

BEST GLOSS STARCH

CHAS. POPE GLUCOSE CO. CHICAGO.

BEST GLOSS STARCH

CHAS. POPE GLUCOSE CO. CHICAGO.

BEST GLOSS STARCH

CHAS. POPE GLUCOSE CO. CHICAGO.

BEST GLOSS STARCH

CHAS. POPE GLUCOSE CO. CHICAGO.

BEST GLOSS STARCH

CHAS. POPE GLUCOSE CO. CHICAGO.

BEST GLOSS STARCH

CHAS. POPE GLUCOSE CO. CHICAGO.

BEST GLOSS STARCH

CHAS. POPE GLUCOSE CO. CHICAGO.

BEST GLOSS STARCH

CHAS. POPE GLUCOSE CO. CHICAGO.

BEST GLOSS STARCH

CHAS. POPE GLUCOSE CO. CHICAGO.

BEST GLOSS STARCH

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
Hawatha	58
Telegram	28
Pay Car	34
Prairie Rose	38
Protection	38
Sweet Burley	40
Sweet Loma	38
Tiger	39
Plug	
Flat Iron	36
Crepe de Menthe	60
Stronghold	40
Solo	35
Sweet Chunk	37
Forge	33
Red Cross	24
Palo	36
Kylo	36
Hawatha	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
Today	38
J. T.	38
Piper Heidsieck	64
Boot Jack	81
Jelly Cake	36
Plumb Bob	32
Smoking	
Hand Pressed	46
Double Cross	37
Sweet Core	40
Flat Car	37
Great Navy	37
Warpath	27
Bamboo, 8 oz.	29
Bamboo, 16 oz.	27
I X L, 6 lb.	28
I X L, 30 lb.	32
Honey Dew	37
Gold Block	37
Flagman	40
Chips	35
Kiln Dried	24
Duke's Mix	40
Duke's Cameo	40
Honey Dip Twist	39
Myrtle Navy	40
Yum Yum, 1 lb.	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.	28
Indicator, 1 lb. palls	31
Col. Choice, 2 1/2 oz.	21
Col. Choice, 8 oz.	21
TABLE SAUCES	
LEA & PERRINS' SAUCE	
The Original and Genuine Worcestershire.	
Lea & Perrin's, large	3 75
Lea & Perrin's, small	2 50
Halford, large	3 75
Halford, small	2 25
Salad Dressing, large	4 50
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 50
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. 7, per gross	35
No. 3, per gross	55
WOODENWARE	
Baskets	
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
19 lb. cotton mop heads	1 25
Ideal No. 7	90
Pails	
2-hoop Standard	1 40
3-hoop Standard	1 60
2-wire, Cable	1 60
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 60
Ideal	1 50
Tubs	
20-inch, Standard, No. 1	6 00
18-inch, Standard, No. 2	5 00
16-inch, Standard, No. 3	4 00
20-inch, Cable, No. 1	6 50
18-inch, Cable, No. 2	6 00
16-inch, Cable, No. 3	5 00
No. 1 Fibre	9 45
No. 2 Fibre	7 95
No. 3 Fibre	7 20
Wash Boards	
Bronze Globe	2 50
Dewey	1 75
Double Acme	2 75
Single Acme	2 25
Double Peerless	3 25
Single Peerless	2 60
Northern Queen	2 50
Double Duplex	3 00
Good Luck	2 75
Universal	2 25
Wood Bowls	
11 in. Butter	75
13 in. Butter	1 00
15 in. Butter	1 75
17 in. Butter	2 50
19 in. Butter	3 00
Assorted 13-15-17	1 75
Assorted 15-17-19	2 50
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 1/2
Wax Butter, short count.	13
Wax Butter, full count.	23
Wax Butter, rolls.	15
YEAST CAKE	
Magic, 3 doz.	1 00
Sunlight, 3 doz.	1 00
Sunlight, 1 1/2 doz.	50
Yeast Cream, 3 doz.	1 00
Yeast Foam, 3 doz.	1 00
Yeast Foam, 1 1/2 doz.	50
FRESH FISH	
White fish	8
Trout	8
Black Bass	10 11
Halibut	15
Ciscoes or Herring	12 1/2
Bluefish	20
Live Lobster	20
Boiled Lobster	20
Cod	10
Haddock	7
No. 1 Pickerel	8
Pike	7
Perch	5
Smoked White	10 1/4
Red Snapper	11
Col River Salmon	12
Mackerel	15
HIDES AND PELTS	
The Cappon & Bertsch Leather Co., 100 Canal Street, quotes as follows:	
Hides	
Green No. 1	6 1/4
Green No. 2	5 1/4
Cured No. 1	8 1/4
Cured No. 2	7 1/4
Calfskins, green No. 1	9
Calfskins, green No. 2	7 1/4
Calfskins, cured No. 1	10 1/4
Calfskins, cured No. 2	9
Pelts	
Pelts, each	50 1 00
Lamb	
Tallow	
No. 1	4 1/4
No. 2	3 1/4
Wool	
Washed, fine	15 1/2
Washed, medium	18 1/2
Unwashed, fine	11 1/3
Unwashed, medium	14 1/3
CANDIES	
Stick Candy	
Standard	7 1/4
Standard H. H.	7 1/4
Standard Twist	8
Cut Loaf	9
Jumbo, 32 lb.	7 1/4
Extra H. H.	10 1/4
Boston Cream	10
Beet Root	8

14	
Mixed Candy	
Grocers	6
Competition	7
Special	7 1/4
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	9
Dandy Fan	10
Hand Made Cream	10
mixed	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. pails	12
Molasses Chews, 15 lb. pails	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 Dk. No. 12	1 00
Gum Drops	30
Licorice Drops	75
Lozenges, plain	55
Lozenges, printed	60
Imperial	60
Cream Bar	55
Molasses Bar	55
Hand Made Creams.	80 90
Cream Buttons, Pep. and Wint.	65
String Rock	65
Wintergreen Berries	60
Caramels	
Clipper, 20 lb. pails	9
Standard, 20 lb. pails	10
Perfection, 20 lb. pails	12 1/4
Amazon, Choc. Cov'd Kosker 2 for 16 pr bx.	55
Big 3, 3 for 16 pr bx.	65
Dukes, 2 for 16 pr bx.	60
Favorite, 4 for 16, bx.	60
AA Cream Carls 3 lb.	55
FRUITS	
Oranges	
Florida Russett	2
Florida Bright	2
Fancy Navela	4 00 4 50
Extra Choice	2
Late Valencia	2 00
Seedlings	2
Medt. Sweets	3 50 4 00
Jamaicas	2
Rodi	2
Lemons	
Messina, 300s	5 00 6 00
Messina, 360s	5 00 6 00
California 300s	4 50 5 00
California 360s	4 50 5 00
Bananas	
Medium bunches	1 50 2 00
Large bunches	
Foreign Dried Fruits	
Figs	
California, Fancy	9
Cal. pkg. 10 lb. boxes	9
Extra Choice, 10 lb. boxes	9 1/4
Fancy, 12 lb. boxes	12
Pulled, 6 lb. boxes	9
Naturals, in bags	9
Dates	
Fards in 10 lb. boxes	9
Fards in 60 lb. cases	5 5 1/4
Hallow	5 1/4
lb. cases, new	9
Sairs, 60 lb. cases	4 1/4 5
NUTS	
Almonds, Tarragona	17
Almonds, Ivica	9
Almonds, California, soft shelled	16 1/2
Brazils	11
Walnuts	12 1/4
Walnuts, soft shelled	13 1/4
California No. 1	13 1/4
Table Nuts, fancy	14
Pecans, Med.	10
Pecans, Ex. Large	11
Pecans, Jumbos	12
Hickory Nuts per bu.	
Ohio, new	2
Cocanuts, full sacks	23 50
Chestnuts, per bu.	9
Peanuts	
Fancy, H. P., Suns.	5 1/2
Fancy, H. P., Suns. Roasted	6 1/2 7
Choice, H. P., Extras	9
Choice, H. P., Extras Roasted	9
Span. Shld No. 12 w	7 8

15	
AKRON STONEWARE	
Butters	
1/2 gal., per doz.	48
2 to 6 gal., per gal.	6
8 gal. each	52
10 gal. each	54
12 gal. each	56
15 gal. meat-tubs, each	1 20
20 gal. meat-tubs, each	1 60
25 gal. meat-tubs, each	2 25
30 gal. meat-tubs, each	2 70
Churns	
2 to 6 gal., per gal.	6 1/2
Churn Dashers, per doz.	84
Milkpans	
1/2 gal. flat or rd. bot., per doz.	48
1 gal. flat or rd. bot., each	6
Fine Glazed Milkpans	
1/2 gal. flat or rd. bot., per doz.	60
1 gal. flat or rd. bot., each	6
Stewpans	
1/2 gal. fireproof, ball, per doz.	85
1 gal. fireproof, ball, per doz.	1 10
Jugs	
1/2 gal. per doz.	60
1 gal. per doz.	45
1 to 5 gal., per gal.	7 1/2
Sealing Wax	
5 lbs. in package, per lb.	2
LAMP BURNERS	
No. 0 Sun.	35
No. 1 Sun.	45
No. 2 Sun.	65
No. 3 Sun.	1 10
Tubular	45
Nutmeg	50
LAMP CHIMNEYS—Seconds	
Per box of 6 doz.	
No. 0 Sun.	1 56
No. 1 Sun.	1 78
No. 2 Sun.	2 48
First Quality	
No. 0 Sun, crimp top, wrapped & lab.	2 00
No. 1 Sun, crimp top, wrapped & lab.	2 15
No. 2 Sun, crimp top, wrapped & lab.	3 15
XXX Flint	
No. 1 Sun, crimp top, wrapped & lab.	2 75
No. 2 Sun, crimp top, wrapped & lab.	3 75
No. 2 Sun, hinge, wrapped & lab.	4 00
Pearl Top	
No. 1 Sun, wrapped and labeled	4 00
No. 2 Sun, wrapped and labeled	5 00
No. 2 Sun, "Small Bulb," for Globe Lamps.	5 10
La Bastie	
No. 1 Sun, plain bulb, per doz.	1 00
No. 2 Sun, plain bulb, per doz.	1 25
No. 1 Crimp, per doz.	1 35
No. 2 Crimp, per doz.	1 60
Rochester	
No. 1 Lime (65c doz)	3 50
No. 2 Lime (70c doz)	4 00
No. 2 Flint (80c doz)	4 70
Electric	
No. 2 Lime (70c doz)	4 00
No. 2 Flint (80c doz)	4 70
OIL CANS	
1 gal. tin cans with spout, per doz.	1 40
1 gal. galv. iron with spout, per doz.	1 58
2 gal. galv. iron with spout, per doz.	2 78
3 gal. galv. iron with spout, per doz.	3 78

Poultry

Peculiarities Pertaining to the Handling of Poultry.

A Western gentleman, who is very well posted on the supply of poultry in all sections of the country, said, during a recent visit to this market: "The country is alive with poultry, especially that portion lying west of the Mississippi River, and there will be more live poultry shipped this year than ever before. Texas, too, is rapidly coming to the front as a poultry raising State. Chicago as been getting most of the live birds shipped from there. But Chicago can handle only a certain quantity of stock and her surplus will come East as in the past, only there will, I think, be more of it this season. I find the big packers of the West are making great efforts to fasten securely their fangs in the newer poultry raising sections, and they put up such a stiff game very few of the local shippers and packers can buck it and they generally sell out to the packers and accept positions as managers, etc., of the branch houses of these big firms. But these dressing plants will not decrease the shipments of live poultry, owing to the great increase in the supply."

Considerable complaint has been made of late by receivers of live poultry against the exasperating slowness of the railroads delivering this stock in rendering their freight bills. I was up in West Washington Market Thursday and overheard a live poultry receiver complain bitterly to a certain railroad company at the delay in sending him a freight bill on a carload of live poultry which had been delivered to him on Monday. As soon as I had an opportunity, I asked him about the trouble and he said that Monday he received and sold a car of live poultry, but had been unable to render account sales to shippers as the railroad delivering the car had not rendered the freight bill. "Such delays as this," said the receiver, "work a hardship on the shipper, who is thus prevented from receiving his money two or three days longer than necessary, and frequently it places us in an embarrassing position as the shipper sets us down as slow pay. It is not our fault at all. In the case I have just referred to, I have made every effort possible to secure the freight bill since Monday and here it is late Thursday afternoon and no bill has as yet been presented. These delays are getting to be of entirely too frequent occurrence." In order to ascertain if there was any reason why there should be any delay on the part of the railroads in rendering freight bills on live poultry delivered to merchants in this city, I called on a freight agent of one of the lines carrying a considerable quantity of live poultry, and he informed me that there was no reason why the freight bills should not be rendered the day after the stock is delivered. His line, he said, always did this as they realized the importance of the matter both to the shipper and receiver. He said that any line that was so slow in rendering freight bills was in great danger of losing their business from this source, and he was surprised to hear that any road carrying live poultry should give cause for complaints of this kind.

"Soft meat frozen roasted chickens," said a merchant, "have been good property this year, but not many of the boys had much, if any, stock and

therefore could not scoop in much of the profits. Most of the holdings were in the hands of a few and a large portion of the stock was exported by Priebe & Simater and Beyer Brothers. This export field is not an easy one to enter, for it requires a close study of foreign trade demands and necessitates large shipments of fancy stock in order to make it pay. London pays a good price for the right kind of birds, but she is very cranky and notional and unless the offerings of our poultry are up to the English standard away go the profits."

The very warm weather of last week worked against extensive transactions in poultry although buyers for summer hotels were on the market at times. The hot weather is driving the city folks to the country rapidly and this always affects the demand for poultry. With so many homes closed for a period of thirty to sixty days there is naturally a material falling off in retail demand for poultry and jobbers are frequently called upon to do considerable hustling in order to place their stock. But receipts of all kinds of poultry are light at this season and generally there is sufficient call for it to enable dealers to clean up fairly well. About the scarcest thing in the way of poultry just now is the broiler, both scalded and dry-picked, and these bring good prices. For instance, last Wednesday fancy dry-picked broilers commanded 23¢@24¢, but there were not many to be had; this scarcity of stock is due primarily to the backward season, causing slow growth of the birds. Last year at this time they were in quite liberal supply, the top quotation for fancy Western broilers being 15¢. Western stock has not yet begun to arrive in any quantity, the birds being too small, but in the course of a week or two they will no doubt come forward freely. On the other hand fancy fresh fowls were quoted on June 26 at 10½¢ and that price also ruled on same date last year. It required fancy stock, however, to bring 10½¢ last week as the buyers were loath to pay that price unless they got very best quality.—N. Y. Produce Review.

Preserving Eggs in Lime Solutions.

One pound of lime should be stirred with a gallon of water, and the eggs, perfectly fresh, immersed therein in barrels or jars. This excludes air and any germs that might cause mildew or mold and prevents evaporation, so that the contents of the eggs are not reduced in bulk. It is important to have a considerable excess of lime to replace any that may become carbonated. The vessels containing the eggs should be kept in a cool, well ventilated place. A very successful variation in the process consists in embedding new laid eggs, warm from the nest, in a thick paste of lime and water. Eggs thus preserved for six months could hardly be distinguished from those newly laid. The contents of eggs evaporate rather rapidly through the shell, and the object of the preserver must be to prevent this evaporation, and at the same time to allow for the expansion and contraction of the natural air-space in the egg due to changes of temperature. The plan of coating the shells with wax or melted paraffin fails in the latter particular. Strong brine fails because the contents of eggs preserved in it become much reduced in bulk. Eggs for keeping should never be laid on their sides; and they should be packed with the small ends downward.

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	Size Shot	Gauge
120	4	1½	10
129	4	1½	10
128	4	1½	8
126	4	1½	8
135	4½	1½	6
154	4½	1½	4
200	3	1	10
208	3	1	8
236	3¼	1½	6
265	3¼	1½	5
264	3½	1½	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		
½ kegs, 12½ lbs., per ½ keg	2 25		
¼ kegs, 6¼ lbs., per ¼ keg	1 25		
Shot			
In sacks containing 25 lbs.			
Drop, all sizes smaller than B.	1 40		
Angurs and Bits			
Snell's	20		
Jennings' genuine	25		
Jennings' imitation	50		
Axes			
First Quality, S. B. Bronze	6 00		
First Quality, D. B. Bronze	3 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.	5-16 in.	¼ in.
BB	8½	6 c.	5 c.
BBB	8½	7½	6¼
		6½	6¼
Crowbars			
Cast Steel, per lb.	6		
Chisels			
Socket Firmer	65		
Socket Framing	65		
Socket Corner	65		
Socket Slicks	65		
Elbows			
Com. 4 piece, 6 in., per doz.	net		
Corrugated, per doz.	65		
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	28		
List 12 13 14 15 16.	17		
Discount, 65			
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	33½		
Yerkes & Plumb's	40&10		
Mason's Solid Cast Steel	70		
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		
Stamped Tinware	20&10		
Iron			
Bar Iron	2 25		
Light Band	3 c rates		
Knobs—New List			
Door, mineral, jap. trimmings	75		
Door, porcelain, jap. trimmings	85		
Lanterns			
Regular O Tubular, Doz.	5 00		
Warren, Galvanized Fount	6 00		
Levels			
Stanley Rule and Level Co.'s	dis		
Adze Eye	\$17 00.	dis	70—10
Mattocks			
Metals—Zinc			
600 pound casks	7½		
Per pound	8		
Miscellaneous			
Bird Cages	40		
Pumps, Clifton	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 ¼ per pound extra.			
Planes			
Ohio Tool Co.'s, fancy	50		
Scotch 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 30 advance	Base		
10 to 16 advance	5		
8 advance	10		
6 advance	10		
4 advance	30		
3 advance	45		
2 advance	70		
Fine 3 advance	50		
Casing 10 advance	15		
Casing 8 advance	25		
Casing 6 advance	35		
Finish 10 advance	35		
Finish 8 advance	35		
Finish 6 advance	45		
Barrel ¼ 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, ½ inch and larger	8½		
Manilla	12		
Sand Paper			
List acct. 19, '86	dis		
Sash Weights			
Solid Eyes, per ton	25 00		
Sheet Iron			
Nos. 10 to 14	com. smooth.	com.	
Nos. 15 to 17		3 20	
Nos. 18 to 21		3 30	
Nos. 22 to 24		3 40	
Nos. 25 to 26		3 70	
No. 27		3 80	
All Sheets No. 18 and lighter, over 30 inches wide, not less than 2-10 extra.			
Shovels and Spades			
First Grade, Doz.	8 00		
Second Grade, Doz.	7 50		
Soldier			
½@¼	19		
The prices of the many other qualities of soldier 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		
Onedia Community, Newhouse's	40&10		
Onedia Community, Hawley & Norton's	85		
Mouse, choker per doz.	15		
Mouse, delusion, per doz.	1 25		
Wire			
Bright Market	60		
Annealed Market	60		
Coppered Market	50&10		
Tinned Market	50&10		
Coppered Spring Steel	40		
Barbed Fence, Galvanized	3 25		
Barbed Fence, Painted	2 95		
Wire Goods			
Bright	80		
Screw Eyes	80		
Hooks	80		
Gate Hooks and Eyes	80		
Wrenches			
Baxter's Adjustable, Nickeled	30		
Coe's Genuine	30		
Coe's Patent Agricultural, Wrought	70&10		

Benefits to Be Derived From Neighborliness.

Neighborliness among retail dealers located in the same section of the city or in the small town or city is a matter that can not be too strongly commended. That it is a good thing for all concerned was recently illustrated in this part of the country. Two retailers occupied almost adjacent stores. At any rate they were located in the same business block and were only separated by several intervening stores. One of these neighbors was inclined to be a "cutter." By that is meant that he believed that the only way to gain trade was through reducing prices on all goods to such a point there was no profit left in the business for him. The other merchant was a conservative old fellow who believed in making a fair profit on all lines of goods he sold. He figured that he was entitled to this fair profit and that his business should bring him fair returns—at least enough to live on. At the same time he was shrewd and he understood something of human nature. Occasionally he would go over and have half an hour's chat with the "cutter." At first his visits were short, the "cutter" evidently being busy at just about the time the other merchant called, but through keeping it up the older merchant finally won the confidence of the "cutter" and they would have pleasant half hour chats together when business was dull.

Mind you, the older merchant was too shrewd to talk shop to the other fellow or remonstrate with him for cutting prices. He just let matters take their course and inside of eight months he had the "cutter" almost changed. Then it came April and the "cutter" was having a pretty how-to-do one afternoon when the old gentleman visited him. In answer to a few enquiries, the other merchant learned that Mr. Cutter had run out of onions and couldn't get any on the market less than a dollar and a half a bushel. He had sold out his winter supply at a dollar a bushel. It happened that the other merchant had a good supply in his store room and he promptly offered the "cutter" twenty bushels at 80 cents a bushel, the price he had paid for them in the fall.

Mr. "Cutter" did not know what to make of this proposition, but after satisfying himself it was made in good faith, he accepted it and sent his delivery wagon over after the onions the next day. The result of this little friendly act on the part of the other merchant was made manifest in a short time. Mr. "Cutter" changed his tactics. He appreciated that the other fellow had been in business longer than he and that he had a wide experience. From regarding him as an enemy he came to look upon him as a friend and disastrous cutting ended in that locality, as a result of which both merchants are doing a lucrative business, are making a fair profit on their goods and have a mutual respect for each other that is wholesome and is helping them financially.

Be cordial to your competitors, be friendly with them and treat them as if they had as much right to do business as yourself. These neighborly exchanges of courtesies will help you and you can return the courtesies. Your neighbor may be able to sell goods you have on your selves and can not sell and you may be able to sell goods you buy from him and he can not sell. Cultivate friendship in the same line of trade, and you will be surprised at the benefits that you will receive from such friends,

and the help you can render them with no cost to yourself.—Commercial Bulletin.

Loss of Flavor in Bread.

The blame for the alleged loss of flavor in bread of to-day as compared with the bread of yesterday is hard to fix. The consumer blames the baker, the baker blames the flour, the miller blames the wheat, and the farmer blames the Lord. Thus nobody seems to blame the consumer, although we are strongly inclined to think that his notions, due to the talk of his old folks, may have something to do with the case. For there are people who really believe that everything was better and life altogether happier in the "good old times." They believe it either because they are young and unable to form their own opinion about it, or because they are old and do not know how to enjoy life under present-day conditions. The truth is, however, that never before has the average man been so well clothed, housed, fed, instructed and amused as he is to-day.

But to return to the question of flavor in bread, it has been pointed out that through all changes connected with the substitution of the roller for the millstone system the bread of France has retained its flavor without perceptible falling-off and still ranks as the best bread in the world, and that bakers there do not choose flour for its whiteness nor for the number of loaves it will make to the barrel, and do not commit the common error of over-fermenting the dough.—Roller Mill.

Physical Rotundity As a Moneymaker.

"It is a curious fact," said a well-known local physician the other day, in a group of colleagues of the medical profession, "that there is nothing so adds to one's air of prosperity as the so-called 'aldermanic rotundity.' I have been advised to drink at a minimum eight glasses of beer a day. I am not a beer drinker, but I would follow the advice if I was sure it would bring about the desired result. It would mean several thousand dollars more a year to me if, leaning back in my chair, I could with a contented air of prosperity, twirl my thumbs over an abdominal protuberance as I prescribed for my patients. I can name a dozen or more physicians whose reputation for prosperity lies simply in the fact of their possessing such a form. You see, I am already cultivating it, and it is necessary for me now to leave my waistcoat unbuttoned. If it just keeps up I expect to be one of the most prosperous physicians in Grand Rapids in another year. The thumb twirling I have already mastered so when the rest comes I can supply that without trouble, and have the complete outfit."

Cities That Remind You of People.

According to a writer in the July number of Harper's Magazine, cities, like human beings, have distinct personalities, are frivolous, progressive, somber or gay, much after the people about us and produce as vivid impressions on the mind. Denver and Chicago are cordial good fellows who slap one on the back and call new acquaintances by their Christian names. When Salem or Annapolis is mentioned a vision is invoked of mitted and kerchiefed old ladies drinking tea from dishes of rare Nanking. New York is the resplendent wife of a banker, pushing her noisy way in the world and dazzling foreign courts with her diamonds, much to the disgust of passe Mistress Boston.

Fragmentary Efforts.

Many a man would have been a success had he connected his fragmentary efforts. Spasmodic, disconnected attempts, without concentration, uncontrolled by any fixed idea, will never bring success. It is continuity of purpose alone that achieves results. The ant carrying a grain of corn larger than itself up a high wall, and, after many failures, finally bearing it in triumph to the top, teaches a lesson that all might study profitably. The man who has the power of unification, whose every effort has reference to one central aim, is the one who reaches the top of the wall. He understands that it is not the amount of work that can be accomplished at a stretch but it is persistence that tells. It is the long, steady pull, the unconquerable purpose, the unbroken effort that win the battle of life. No matter how brilliant his intellect, how subtle his mind, or how diversified his talents, if a man lacks concentration and continuity, his manifold gifts will avail him but little.—Success.

Kingdom of Wheat.

Kansas is the kingdom of wheat. No other State approaches it. This year it will lead out with 100,000,000 bushels of spring and winter wheat, the climax even in Kansas.

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 FOR CASH—GENERAL MERCHANDISE STOCK. Inventory about \$12,000; town about 6,000 inhabitants; liveliest town in North-rn Michigan; electric street cars run by the door; building has plate glass front; electric lights water works; only one other larger stock in city. Address No. 931, care Michigan Tradesman. 931

FOR SALE—PRODUCE AND COMMISSION BUSINESS. One of the best locations on the Eastern Market, Detroit. Reason for selling. other business. Address No. 932, care Michigan Tradesman. 932

FOR SALE—GROCERY WITH BAKERY IN CONNECTION. good business; located in one of the most thriving towns; going into other business. Address 513 Walnut St., Three Rivers, Mich. 935

FOR SALE—STOCK OF DRY GOODS. shoes and groceries; invoice \$4,000; goods bought new last year; will sell part or whole of stock; located in small town in Michigan; splendid country trade and town is growing. Address M, care Michigan Tradesman. 934

FOR SALE ON EASY TERMS—A GOOD clean stock of general merchandise, invoice about \$8,000; sales in 1900 were \$36,525; will reach \$40,000 this year; good farming community; no better point in the United States to make money; will sell on easy terms, small payment down, balance on long time, with good security; do not need cash; reason for selling, intend to retire; no competition to speak of; a bonanza for the right man. Address P. O. Box 2, Kansas, Ohio. 933

WANTED—GOOD HARDWARE AND IMPLEMENT STORE to locate in one of the best towns in Michigan; extra inducements to right person. Address Hardware, care Michigan Tradesman. 932

PEOPLE THINK WHEN A MAN OFFERS to sell a business it is not paying; come and see my store—\$1,800 general stock—and dwelling. I will convince any man that I have a money-making location or pay expense of investigating. I have other business. A. M. Bentley, Rhodes, Mich. 931

FOR SALE OR EXCHANGE—A GENERAL stock of merchandise in Southern Michigan, inventory about \$5,000. Will sell or trade all or part for good timbered land or summer resort property. Address No. 923, care Michigan Tradesman. 929

FOR SALE—AN AI STOCK OF GENERAL merchandise, invoice \$20,000, doing a good, healthy, strictly cash business. Best store in town of 800; have big farmers' trade and got good profits. Double store room, brick, good basement, solid plate glass front, gas and steam heat. Will sell or rent building. Am retiring from mercantile business, have other interests that require my attention. No trades considered, and don't write unless you mean business. W. W. Mitchell, Wood River, Neb. 928

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, 128-128 Market St., Chicago, Ill. 924

FOR SALE CHEAP—A GOOD STOCK OF dry goods, notions and shoes, worth \$2,500; make offer part cash and trade; great bargain if taken immediately. Address Lock Box 42, Alma, Mich. 930

FOR SALE—BEST MONEY-MAKING GRO-cery in the State, all sales spot cash; old established stand, 40x80; low rent; stock about \$5,000; can reduce to suit; no unsalable goods; making over \$3,000 net per annum. The Philadelphia Chemical Co. is building a plant near my store. It appropriated nine million dollars for this; our ship yards built the famous Erie and Tashmo, and are building two vessels to cost over half a million each; have two large soda and many other plants; this is the second largest shipping point in the State; our postoffice rates second; reason for selling, wish to take an interest in a wholesale grocery in Detroit. Carl Dice, Wyandotte, Mich. 939

FOR SALE—TWO GOOD BUSINESS chances; best in all stock groceries in Southern Michigan, and one-half interest in general stock, Oceana county; best location in the town; ill health only cause for selling. Address Lock Box 418, Hudson, Mich. 938

FOR SALE OR RENT—TWO BRICK STORES connected with arch, 2x80 each; suitable for department or general store, of which we have need here; will rent one or both. Write P. O. Box 556, Mendon, Mich. 936

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

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 MER-chandise, invoice 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

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

FOR SALE—STOCK OF GENERAL MER-chandise 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, invoice \$3,000; located in Northern Michigan; doing a good business. Address No. 913, care Michigan Tradesman. 913

FOR SALE—WHOLE OR PART INTEREST in a general hardware, tin-smithing and plumbing stock, invoice 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, inventory about \$1,800, in good farming community. Reason for selling, other business. Address No. 869, 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, invoice \$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

WANTED—REGISTERED PHARMACIST. Address No. 939, care Michigan Tradesman. 930

WANTED—BY AN EXPERIENCED MAN, position as clerk and stock-keeper in dry goods, clothing or general store. Best of references. Address No. 937, care Michigan Tradesman. 937

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

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

Geo. H. Reifsnider & Co.
Commission Merchants
and Wholesale Dealers in
Fancy Creamery Butter, Eggs & Cheese.
321 GREENWICH ST., NEW YORK.

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

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

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

ENGRAVERS BY ALL THE
LEADING PROCESSES

PORTRAITS, BUILDINGS,
MACHINERY,
STATIONERY HEADINGS,
EVERYTHING.

HALF-TONE
ZINC-ETCHING
WOOD ENGRAVING

TRADESMAN COMPANY
GRAND RAPIDS, MICHIGAN.

MERCANTILE ASSOCIATIONS

Michigan Retail Grocers' Association

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

Grand Rapids Retail Grocers' Association

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

Detroit Retail Grocers' Protective Association

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

Kalamazoo Retail Grocers' Association

President, E. P. CROSS; Secretary, HENRY J. SCHOBURG; 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.

Jackson Retail Grocers' Association

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

Adrian Retail Grocers' Association

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

Saginaw Retail Merchants' Association

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

Traverse City Business Men's Association

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

Owosso Business Men's Association

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

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

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

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

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

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

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

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

Grand Rapids Retail Meat Dealers' Association
President, JOHN G. ERLE; 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 and 12:10 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.
Lv G'd Rapids daily ex Su ex Su ex Su
Ar. Cadillac 4:05p 7:45a 2:00p 10:45p
Ar. Traverse City 4:45a 11:25a 4:40p 2:10a
Ar. Petoskey 8:30a 1:30p 6:50p 6:35a
Ar. Mackinaw City 9:30a 2:50p 7:35p 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.
Lv G'd Rapids ex Su ex Su Daily ex Su Daily
Ar. Kalamazoo 7:10a 1:50p 6:00p 12:30p 9:35p
Ar. Ft. Wayne 8:50a 3:22p 7:45p 1:45p 10:55p
Ar. Cincinnati 12:10p 6:50p To Chicago 1:45a
Ar. Cincinnati 6:25p To Chicago 6:55a
Trains arrive from the south at 3:55 a m and 7:20am daily, 1:50pm, 9:35pm and 10:05pm 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. 9:25pm train going south has through sleeping cars to Cincinnati, St. Louis, Indianapolis and Louisville daily.

MUSKEGON Except Except Except
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 Sunday Daily
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 Sunday Daily
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.

We Have a Plan



that will establish any retail business on a cash basis and draw a large increase of cash business in a wonderfully short time. It is a success. The cost is small. It's free for the asking. Don't delay. Write us at once.

Trio Silver Co.,
133 Wabash Ave., Chicago, Ill.

Appreciative Grocers

like to buy and sell goods "Not Made by a Trust" when quality and prices are better than the trust's. We are not in the baking trust. We give better prices than they do. That makes quality the thing to consider.

Standard Crackers

and

Blue Ribbon Squares

are enjoyed by all consumers. They bring the grocer trade in other lines. Why not handle these goods?

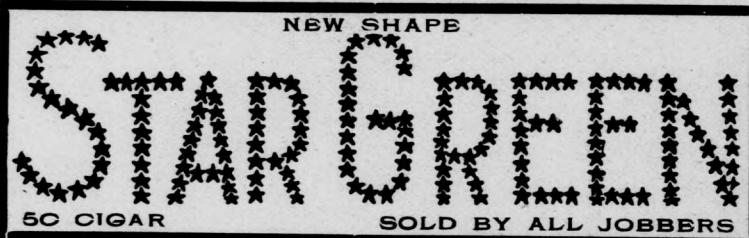
E. J. KRUCE & CO., DETROIT

H. Leonard & Sons, Grand Rapids

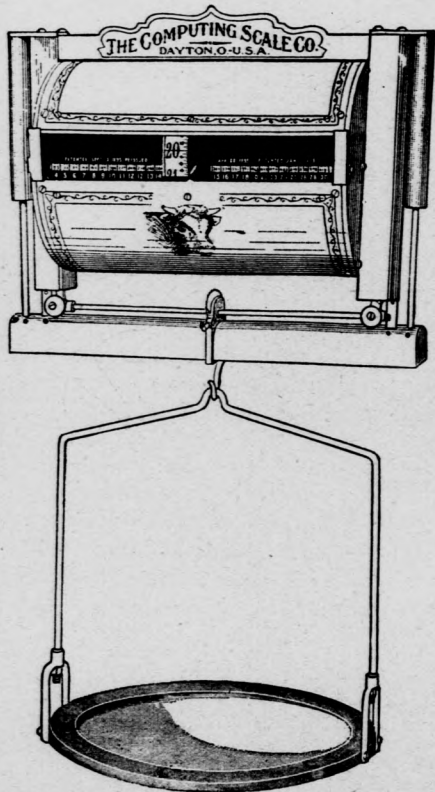
Price list Staple Crockery, Glassware, Notions and House Furnishing Goods. Send for Catalogue. "The Commercial Traveler" sent to Merchants only on request—175 pages at

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.....	1 75	Playing Cards.....	71
Burners, No. 1.....\$2 25, \$2 00 and		Plates, Breakfast.....	90
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 Valises, each.....	23
Galvanized Iron Pails, 10 quart.....	1 65	Tumblers, 3/4 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		



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