

MICHIGAN TRADESMAN

PUBLISHED WEEKLY TRADESMAN COMPANY, PUBLISHERS \$1 PER YEAR

Eighteenth Year

GRAND RAPIDS, WEDNESDAY, JULY 17, 1901.

Number 930

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.



A STORE DO YOU RUN ONE?

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

TRADESMAN COMPANY

GRAND RAPIDS, MICH.

EGG Baking Powder

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

EGG BAKING POWDER

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

USE THE **CELEBRATED**

Sweet Loma

FINE CUT TOBACCO.

NEW SCOTTEN TOBACCO CO. (Against the Trust.)

WHEAT GRITS

Contain the Heart of the Wheat

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

Walsh-DeRoo Milling Co., Holland, Mich.

Bay Shore Standard Lime

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

BAY SHORE LIME CO., Bay Shore, Mich.

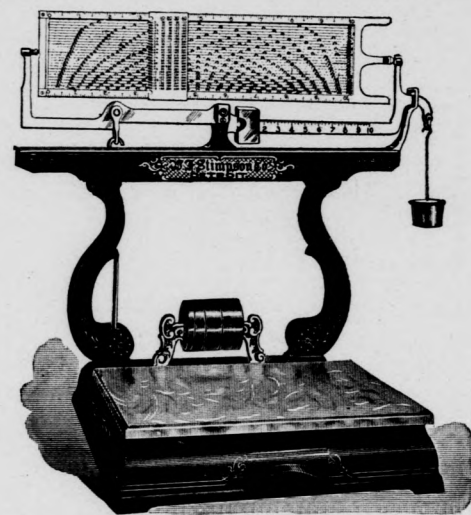
Capital and Brains

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

Stimpson Computing Grocers' Scale

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

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



SCOTTEN-DILLON COMPANY

TOBACCO MANUFACTURERS

INDEPENDENT FACTORY

DETROIT, MICHIGAN

OUR LEADING BRANDS. KEEP THEM IN MIND.

FINE CUT

UNCLE DANIEL.
OJIBWA.
FOREST GIANT.
SWEET SPRAY.

SMOKING

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

PLUG

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

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

MICHIGAN TRADESMAN

Volume XVIII.

GRAND RAPIDS, WEDNESDAY, JULY 17, 1901.

Number 930

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.

THE Grand Rapids FIRE INS. CO.
Prompt, Conservative, Safe.
J. W. CHAMPLIN, Pres. W. FRED McBAIR, Sec.

ELLIOT O. GROSVENOR

Late State Food Commissioner

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

1232 Majestic Building, Detroit, Mich.

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, until Aug. 3, and you will see a large line of samples to select from. Customers' expenses allowed. Or if you prefer, write him, care Sweet's Hotel, and he will call on you. He pays prompt attention to mail orders.

A. BOMERS,

..Commercial Broker..

And Dealer in

Cigars and Tobaccos,

157 E. Fulton St. GRAND RAPIDS, MICH.

Tradesman Coupons

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THE DAY OF LITTLE THINGS.

One of the curious features of the financial economics of the present is that, while no time in the world's history has ever seen the gigantic combinations of capital and the vast aggregations of industry now being organized or that have recently come into operation, the great majority of enterprises in which money is made rapidly today are those which receive their tributes in the smallest divisions.

It is natural that the seeker after wealth should devote his attention to that which will be likely to bring returns in the greatest quantities. The dealer strives for trade that involves large transactions. The inventor builds a machine which proposes to work a revolution in some great industry. The promoter undertakes to build up enterprises which shall deal with the greatest industrial problems. Now and again, in the multitude thus striving for financial success, circumstances permit a winning to be scored, but the way is strewn by the wrecks of the thousands who have met with failure.

Enterprises involving transactions of but a few cents are not attractive to the average imagination. It is difficult to see the possibility of a fortune from transactions involving the use of a few cents only. The fact is overlooked that many of the most gigantic enterprises of modern industry, those which have proved most profitable, are those like the Standard Oil Company and the great municipal traction companies, which make their final transactions in the smallest sums. Take even the great iron and steel corporations, whose plants involve the greatest mechanical undertakings except the railways, and their support in recent years has depended largely on enterprises like the urban and suburban traffic lines for the collection of fares in nickels. Even the vast railway industry of the country, which was built up on transactions involving large sums, is coming to find the most profit in suburban or similar trade, where the fares are the smallest and the greatest in number.

Among the greatest of more modern enterprises is the electric railway. In every large city in the country great sums of money have been invested in equipment which at first glance it would seem that a lifetime would be required to pay for in nickels. But the projectors of these enterprises are working for the present. There is no question but that the assurance of success in the great network of suburban electric lines extending over the country lies in the frequency of small cash transactions.

A suggestive incident along this line is the controversy now going on in New York over the use of chairs in the public parks. An enterprising speculator who had studied the subject of small things to some purpose conceived the idea of furnishing 6,000 chairs for the use of the tired loiterers, at a charge of 3 cents for those without arms and a nickel for the more comfortable seat. The trial of an injunction against the contract with the park commissioner brings out that, with an investment of \$20,000 in the chairs, the projector counted on obtaining gross receipts of \$300 per day or upwards of \$100,000 per year.

The quick profits in the world of industry to-day are in the smallest transactions. The stick of gum for a cent quickly makes the millionaire if he sells it. The advertiser of a specialty is coming to learn that the smaller the significance of the article and the less the price the greater the probability of success.

Women have at last obtained complete equality with the men in Colorado. The courts of the State have declared that women have the same privileges as men, of entering wine rooms and restaurants and calling for any kind of drink they wish. The courts say that "any enactment relative to the sale of liquor whereby a woman is prohibited from purchasing liquors under the same circumstances that a man is, is in violation of her rights under the equal suffrage constitutional provision, and is in violation to the right given a saloon keeper to sell to a woman as well as to a man. By that last act," the court wisely declares, "the last vestige of inequalities between man and woman under the laws of the State of Colorado was swept away."

A drug clerk, suspecting that a man contemplated suicide, sold him a harmless dose of quinine instead of the strychnine he asked for. After the man had written his last farewell he laid down and composed himself for death. After lying for about thirty-six hours with his hands crossed on his bosom he went out and got drunk and whipped the drug clerk.

Emperor William says the noblest weapon is the sword; but the kerosene can still gets there much more unannouncedly.

Carnegie is afraid that if he were to wait to dispose of his money by will it would be a dead give away.

GENERAL TRADE REVIEW.

With all industries in a state of increasing activity and prices of products kept at the highest, it is curious to witness a greater reaction in the Wall Street market than has taken place in many months. The causes of this reaction, however, are not far to seek. At the beginning of the decline there was uneasiness on account of some extensive bank failures. Then came the intense heat and drouth which began to threaten the corn crop in the Southwestern States. While a threat of failure in the wheat crop might serve as a greater pretext for grain gambling, the possibility of a lessening of the corn crop is really of much more importance. Not many realize that the cash value of the corn crop is about double that of wheat and the number of bushels to be transported by the railroads would be four times as great were it not that more of the yellow cereal is fed at the place of raising. Its products, however, must be carried. Sensational reports of the suffering of this grain carried the market downward for several days. At the close of the week there was a slight recovery on account of the general strength of the situation. Rain in the threatened region gives reassurance as to the corn crop, but now come the steel troubles. The downward movement is again the feature this week and in the light of the labor contest the movement seems likely to be considerable before another recovery. There are, however, no panicky tendencies manifest and the natural operation of so much liquidation is the liberation of ready money until rates are less than for many weeks past.

Naturally the feature of most prominence in the industrial field is the steel strike.

This finds the tide of production scarcely affected by the usual midsummer dulness and shutdowns. There has been some stimulation in the already tremendous demand on account of the threat of interference with supplies on account of the strikes. Demand is especially heavy in materials for agricultural implements and many other products show the greatest activity.

It is an unusual condition to report many woolen mills working day and night to meet the demands for their products. The price of the raw staple is at the lowest for years, but this seems to be a healthy condition for the manufacturer. The market for cotton goods is quiet, but retailers report satisfactory trade except that there is too much tendency to cut prices rather than carry over the season. Cotton declined to 8½¢, with a heavier export trade than at the same time last year. Leather and hides are reported exceptionally firm and shoe factories are well employed, many having orders for months to come.

A bad boy seldom gets his badness from his father. The old man usually hangs on to all he has.

The man who is rushing the growler is not necessarily chasing a mad dog.

MORNING MARKET.

Some Changes Which a Few Years Have Wrought.

A contrast that impresses one who has been familiar with the local produce market for a number of years is the difference in the average of prices and the freedom with which the products sell, as compared to the years succeeding the panic. Then, with many industries idle and little money in circulation, the offerings went begging at what would now be considered ridiculous prices. For instance, with potatoes selling at 85 cents per bushel, some growers bring in the culls and offer them at nominal prices. One asking 25 cents is offered 15 cents. He turns away with a contemptuous expression that they are not worth bringing at that price. Yet a few years ago such figures were considered pretty good for the regular crop. And so with other vegetables, the growers were thankful to take what would now be considered poor compensation for the marketing, thus practically giving the work of raising the products. It was necessary for them to raise the money for taxes and the other pressing needs, so the work must be done, even if for nothing. The contrast in the difference in prices is carried out in the improved conditions shown by the growers and their outfits. A few years ago many of these were pitiable spectacles. Now it is a pleasure to see the evident prosperity on every hand. Occasionally one is found who is not a model of thrift, but such may be readily classed as constitutionally lazy tendencies. One good feature of the change in the conditions is that less of the marketing is now being done by women, owing to the fact that it is a matter well worth the attention of the stronger sex.

There is another reason, aside from the increase of the general prosperity of the city, for the growth of and profitable returns from the market business. This is to be found in the increasing importance of this center as a distributing point for less favored regions. Year by year this change is going on at a rapid rate, but so gradual as to scarcely excite comment. A few years ago the transportation companies would be rushed during the peach harvest, but now the business extends the season through and its demands are such as to require and warrant the most extensive provisions on the part of the transportation companies. A factor of no mean importance in the new conditions is the extension of good roads, which makes the marketing so easy. It is cheaper to raise products twenty miles away, market them and deliver by express in Big Rapids, Cadillac or Manistee than to bring them on the average road the same distance to those cities. In the early interest taken in good roads by this city the projectors were building better than they knew, for none thought that the variable soils tributary to their enterprises would produce the support of many other cities slower in the work of road extension.

The course of the market has been rather even and uneventful. Offerings have generally been liberal and sales good in all products. Cherries are pretty well over. Berries are still plentiful and sell well, but blackcaps are getting soft. Potatoes are increasing in receipts and improving in quality and size.

Too Great a Risk.

"I'm going to give up the business," said the life insurance agent with a

sigh. "I don't care whether they meant it for a joke or not. It's a hard life, and people have no business trying to be funny at my expense."

"I have always prided myself upon my ability to land a man when once I succeeded in getting his attention. But I had a new experience the other day. I was working hard to convince a party that it was his duty to take out some of our insurance upon his life for the protection of his family, and I saw that I had him wavering, when I had to pause for breath, and he broke in with:

"By the way, how much do you carry on your life?"

"While I, taken unaware by the abruptness of the question, was stammering a reply, he escaped. The incident set me to thinking. I had induced hundreds of men to insure their lives for the benefit of their families, and yet I had never thought far enough to carry any insurance upon my own life. It didn't look consistent, now that I had come to consider the question, and I resolved to remedy it at once. To think is to act with me, and I sat down and filled out an application at once for a good round sum."

"I got the application back to-day marked, 'Refused—occupation too dangerous!' The next paper they get from me will be my resignation!"

Plea For the Establishment of a Public Market.

S. J. Dunkley in Kalamazoo Gazette-News.

I do not know of anything that would contribute so much to the welfare of the city of Kalamazoo and surrounding country as a public market place with suitable laws regulating the peddling of fruit in our city between certain hours.

Kalamazoo is situated in a fine country for fruit growing, and such a market would rapidly make it a large fruit center. I think the method followed by the city of Grand Rapids is a good one. The market place is divided into plots or stalls, a number of these are rented to the different fruit growers and market gardeners at from \$10 to \$20 per year and different sections of the market are separated for the display of certain kinds of products. For instance, one number being divided into wood, another to hay, berries in another section, peaches in another. By this system everyone knows just where to go to buy such products, and it also attracts a buyer from other places, as for instance, we send our buyer to Grand Rapids to pick up what stuff we want. The regulations require all growers of produce to come to the market in the morning and remain there until about 8 o'clock, after which time any one who has failed to dispose of his load in the market is free to peddle it out about the city if he so chooses. The rent from the stalls is a source of revenue to the city and makes the market practically self-sustaining.

Growers of produce come into Grand Rapids for twenty and thirty miles around and are on the market as early as 4 or 5 o'clock in the morning. Buyers of produce from out of the city go there to get stuff as they know it will be there on sale. The grocers of the city also have their men there to secure their stock. Thus it is an advantage in more ways than one. It attracts outside buyers and is an aid to home dealers by keeping peddlers off the streets to a very great extent.

It is also a help to the small growers of produce, as by this plan they are not required to peddle out their products but can dispose of them on the market early in the day and are not required to spend half a day in peddling about the city.

Observation Parties.

Mrs. Nebb—I am going to an observation party this afternoon, dear.

Husband—An observation party? What sort of a party is that?

Mrs. Nebb—Mrs. Quizzer's next door neighbor is moving and Mrs. Quizzer has invited a few friends to watch through the windows and see what they have.

It's no trouble for a real estate dealer to make mountains out of molehills.

Our
"Black Cat"
Plow Shoe will stand
all sorts of hard wear.

C. M. Henderson & Co.
"Western Shoe Builders"
Chicago, Ill.

You ought to sell
LILY WHITE
"The flour the best cooks use"
VALLEY CITY MILLING CO..
GRAND RAPIDS, MICH.



The Imperial Gas Lamp

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

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

B. B. B.

Mr. W. H. Ransom, of Clarion, says: "Last season my resort trade all used 30 to 35 cent coffee with only fair satisfaction. This season I am selling them 'BOSTON BREAKFAST BLEND' at 20 cents and everybody pleased—including myself." Delicious coffee, pleased customers, good margin—is there anything more you want?

OLNEY & JUDSON GROCER CO.

ROASTERS
GRAND RAPIDS, MICH.

RELOUZE SCALE & M'FG CO.
Scales
HOUSEHOLD
COUNTER
MARKET
CANDY
POSTAL
SCALES
SPRING BALANCES
ETC.

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

Getting the People

Value of Reading Notices vs. Display Advertising.

There is a contention on the part of some that the same investment in reading notices will yield greater returns than the conventional display. There is a plausibility for this contention in that in certain cases tests made of the two methods have seemed to make the showing in favor of the reading notices.

There is a certain class of advertising in which there is no doubt of the greater effectiveness of the notices. Take many of the proprietary remedies and in most communities the display advertisement is found of little worth. The display is seen and possibly strikes the attention as making a good showing, but it doesn't seem to strike the attention as describing something to be desired. But similar matter appearing as a candid statement in the reading matter seems to hit the mark.

It does not follow, however, that such notices will be relatively effective in selling all kinds of goods. The reading notice conveys the information that a certain specific—usually the character is indicated in the name—is just what is needed for the real or imaginary ailment. It is really the ailment or supposed ailment that advertises. The sufferer keeps the name of the specific in mind or clips or copies the notice and hies himself to the drug store. Let the grocer or hardwareman make his announcements in similar manner and there would be some who might stumble upon them, but many more would be impressed by a generous display.

Reiteration is the key to success in advertising for general commodities. The fact is well recognized that there must be enough of the display of a firm name to get it thoroughly in mind. Appearing in the reading matter with no distinction it is of some value, but more when in a size of letter to both consciously and unconsciously impress the eye and memory. Iteration and reiteration, again and again, until it becomes a part of the consciousness of every mind to be reached. And not the firm name alone—the constant iteration of this with the business is essential until the name comes to suggest the rest. The longer a dealer remains in the same location the more he comes to appreciate the value of an old established firm name. They are the inexperienced and thoughtless who lightly change their business designation.

It is fortunate that there is this distinction between the methods of advertising as applied to remedies and the business of the general merchant. It would make a curious jumble if the advertisements were all distributed through the reading matter. Often one comes across periodicals admitting so much of the medicine liners that the reading is tedious and unpleasant and the paper is greatly injured or ruined for both reading and advertising.

Medicine liners undoubtedly pay, for they usually produce a real, or imaginary, emergency. There may be occasions when they will pay, judiciously and sparingly used, in the general dealers' work. But it will not pay to supersede the display by such methods.

Morse & Deuel make a strong announcement of their discount sale which has fallen into the hands of a judicious printer, but it is an exceptional advertisement that can not be found fault

MORSE & DEUEL, One Price Clothiers.

We beg to announce our . . .

Fourth Annual Discount Sale!

This sale will continue until July 27, 1901, inclusive.

Only twice each year do we make these SWEEPING REDUCTIONS, to reduce our stock prior to inventory. This year there are many attractive values, especially to those who have delayed purchasing their warm weather clothing.

The regular price tickets are not changed but sales are made from a schedule of reductions, which positively guarantees you an actual saving.

MORSE & DEUEL,

The One Price Clothiers.

WHITE WARE.

Come in and see our new imported White Ware, just received, nothing like it in town. Made in Germany.

We still have a few Blue Flame Oil Stoves left, also some good Steel Ranges.

We have some good bargains in Screen Doors and Window Screens.

Spraker & Campbell.

OUR
Strictly
Pure . .
Paris . .
Green .

does not fail to kill the bugs and costs no more than the inferior grades. Once a customer on our Paris Green, always a customer.

One Pound Package,
25 Cents.

Wilcox & Godding,
DRUGGISTS.

BARGAIN COUNTER

On our bargain counter you will find something that will interest you

BOY'S AND MEN'S SUITS.

\$4 AND \$5 SUITS FOR \$2.00 AND \$2.50.

8. " " 4.

\$5. " \$5.50 " 3.50.

Shoes AND Slippers

\$2 Bicycle Shoes for \$1.25

75c Canvas Slippers for 50c

\$1 and 1.25 Walking Slippers for 50c

They will not stay long on the counter at these prices so come quick

SUN BONNETS AT 10C EACH.

Other Bargains to numerous to mention.

SHOOK & SON, Coral

Nobby Shoes for Ladies

Natty Patent Leathers which are the fad in Lace Boots and Oxfords.

The Best Make of Kids

which are always in style, from an old ladies' low broad heel to the tasty French heel of the up-to-date.

Children's and Misses' Shoes in Abundance.

Shoes that will hold—Shoes that will wear—Shoes that are guaranteed and no lack talk if not as represented.

GEO. W. NOBLE

Fly Time Has Come

and with it a complete line of Fly Nets both leather and cord, from \$2.00 to \$4.00 per set. A good set of cord team Nets, 5 bars and 50 cords, full size for \$3.00. A full stock of Harness Goods always on hand. Axle Grease a specialty.

W. H. LaBatt.

Wheat Crisps

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 asked for other and less desirable cereals.

Easy Cooked, Delicious to Eat.

Easy to Digest, Easy to Buy.

(10c per 2-lb. package.)

Walsh-DeRoo MILLING CO.

UMBRELLAS UP

That is what you want this weather, rain or shine. But our umbrellas are up in quality and down in price.

Summer Underwear, Hosiery, Work Pants and Shirts and Fine Shirts.

Fine line of Teas, Coffees, and Breakfast Foods.

W. A. GARDNER.

with. The quantity of wording is about right, but all the type is too large. Smaller body letter and smaller display to correspond would permit more room inside the border. The question of good policy in making such discount sales as each summer and winter progresses is probably one this firm has found profitable or they would not practice it. It would seem to an outsider as though the strong advertising of such sales as a regular feature of business would have the effect of educating a considerable class to wait for the reductions and so injure the more profitable custom. I note an apparent incongruity in the description of the sales as semi-annual while the display is annual.

Spraker & Campbell make as simple an announcement of a few specialties as could well be made. Unless the advertisement is for a German patronage I don't see that the statement "made in Germany" would have special value. The proportion of the display is very good, but the letter selected for the main line is about as poor as could be found and the flourish before the firm name is too pronounced.

Shook & Son present an exceptionally well-written list of specialties, in which the price is made an effective feature. The work of the printer could have been improved by using a plain line—not too heavy—to form the panel for "bargain counter." Then the styles of type should not vary so much and the table of prices in the center should have been brought together so as not to present so scattered an appearance. The expression "too numerous to mention" is too hackneyed to be of value and "too" should have two o's in it.

Geo. W. Noble has a crisp shoe announcement which is well written and well proportioned to the space. His printer succeeds in giving him an atrocious border, especially for the peculiar display selected, which would not be bad with a light, plain rule or simple pattern.

W. H. LaBatt writes a good announcement of fly goods for his harness trade and the printer has handled it well, including the specimen flies. A lighter, plainer border would make this a good advertisement.

Wilcox & Godding write an exceptionally good Paris green advertisement—just enough for the space—and the printer has done his work well. The price feature is valuable and is well brought out.

Another good one is that of the Walsh-DeRoo Milling Co. The style is dignified and convincing and just enough to be readable. The use of the initials gives an odd display, but the result is attractive. It would have been better if the last line could have been in Devienne the same as the rest.

W. A. Gardner gives us a little too much variety for his space. He has the material for three separate advertisements by expanding a little it could well be spread over three weeks. Too much change of topics is at the sacrifice of strength.

Sensitive Flour Again.

The Supply World tells of a New Jersey baker who was having his place kalsomined, when it occurred to him that a strong solution of carbolic acid and chloride of lime would effectually destroy any bacilli which might lurk there. Meantime the day's baking—extra large—was made up and put in the ovens. Later the loaves were delivered. But those who buttered slices of the fresh, inviting looking bread, at the evening meal, found that things were not always what they seemed. The bread tasted like a combination of hospital and mortar bed.

Around the State

Movements of Merchants.

Lockwood—Chas. Carroll has sold his general stock to D. M. Carroll.

Manton—Morris Kent & Co. succeed J. H. Jones in the produce business.

Harrison—Chas. Stahl has purchased the grocery stock of C. J. Richardson.

Hillsdale—C. S. Wolcott has discontinued his branch music store at Reading.

Farnsworth—S. D. Casler & Co. succeed S. D. Casler in the grocery business.

Iron Mountain—Emil Thorelius has sold his grocery stock to Chas. Kullgren.

Monroe—M. Slayman is succeeded in the fruit business by Donquette & Pellis.

Constantine—Geo. Ketcham has purchased the meat market of Kellogg & Gager.

Detroit—James H. Hooker has purchased the grocery stock of J. Carl Johnson.

Frankfort—F. O. Wickham has sold his hardware stock and tin shop to Collier Bros.

Petoskey—B. F. Donovan announces his intention of retiring from the grocery business.

Detroit—Valentine Lutomski succeeds August Neumann in the grocery business at 1295 Dubois street.

Addison—S. W. Butler, who conducted a clothing store at this place, has removed to Bridgewater, Pa.

Port Huron—Emory Doe and L. Cady have opened a grocery store at the corner of River and Erie streets.

Sterling—M. A. Vogel continues the general merchandise business of M. A. Vogel & Co. in his own name.

Edmore—Frank Dreese, dealer in dry goods, furnishing goods and boots and shoes, has removed to Onaway.

Port Huron—S. Richardson & Son succeed W. D. Smith & Son in the grocery and vessel supply business.

Saginaw—Schwartz Bros. is the style of the firm which succeeds Crowley & Schwartz in the wholesale fruit business.

Bellevue—C. D. Kimberly has purchased the interest of his partner in the dry goods and grocery firm of Kimberly & Vaughn.

Coldwater—Randolph Bros. is the style of the new firm organized to succeed G. A. Randolph in the flour and feed business.

Ludington—Mrs. M. Gustafson has sold her interest in the millinery establishment of Gustafson-Travis to her partner, W. Travis.

Muskegon—The grocery firm of Walda & Klont has been dissolved. The business will be continued under the style of J. D. Klont & Co.

Petoskey—S. S. Shilling has sold his flour and feed stock to A. Meyers of Caledonia, who will continue the business at the old stand.

Fairgrove—Chas. H. Gaylord has taken a partner in the bicycle and stationery business, the style of the new firm being Gaylord & McLuney.

Port Huron—M. J. Bourke, the Ward street grocer, will close his store for a time and, in company with his family, will take a trip in search of health.

Bay City—The grocers of Bay City doing business between Third and Twelfth streets have signed an agreement to close their stores every Thursday afternoon during the heated spell. Some of the dry goods houses close Friday afternoons.

Ishpeming—S. Johnson has purchased the interest of his partner, J. L. Carlson, in the mercantile firm of S. Johnson & Co., and will continue the business in his own name.

Petoskey—The Clark Shoe Co., Limited, has purchased the shoe stock of W. S. Spencer, whose health requires a rest from active business. The stock will be closed out at once.

Ann Arbor—H. L. Perkins, former junior member of the general merchandise firm of Perkins & Son, of Hudson, has engaged in the men's furnishing goods business on East Liberty street.

Marion—E. G. Hanson, who recently resigned his position in the drug store of George D. VanVranken, at Cadillac, has become the proprietor of the pharmacy formerly belonging to Dr. F. Willett.

Vermontville—E. A. Phillips, formerly engaged in the grocery business here, who left for the West some time ago, has purchased a general store at Anacortes, Washington, and will make that place his future home.

Ironwood—Oscar A. Hellberg, manager of the drug store of A. E. Anderson, announces that the stock will be removed to Minneapolis in a few days and that Mr. Anderson will engage in the drug business in the Flour City.

Farnsworth—L. G. VanValkenburg, for the past three years clerk in the mercantile establishment of D. Mills, at Gladwin, has purchased the merchandise stock of Spurgeon Casler, at this place, and will continue the business at the same location.

Lowell—Dwight F. Butts and Delos H. Owen, of the shoe firm of Butts & Owen, have dissolved partnership. Mr. Butts will continue the business in his own name and Mr. Owen has taken charge of the Citizens Telephone exchange at this place.

Plainwell—The Star drug store has changed hands, Dr. A. P. Burroughs, of Galesburg, and R. F. Graves, of this place, purchasing it of Mrs. A. P. Burroughs. The business will continue under the firm name of the Star Drug Co. and will be managed by R. F. Graves, who has so successfully conducted it for several years past.

Benton Harbor—Dr. P. E. Witherspoon has purchased the interest of his partner, V. A. Lowe, in the drug firm of Lowe & Witherspoon. Mr. Lowe retires from the business after twelve years of active work and will take a long-needed rest before engaging in business again.

Kalamazoo—J. W. Rose has resigned his position as manager of the Kalamazoo branch of the Standard Oil Co. Mr. Rose has been with the Standard the past twenty years, starting in as a traveling salesman, and twelve years ago became manager of the Kalamazoo house on its establishment.

Muskegon—N. P. and W. P. Harris, who compose the drug firm of Harris Bros., have purchased the Mulder block, at the corner of Pine and Myrtle streets, of the Mulder estate, the consideration being \$4,000. The corner store is occupied by Harris Bros., and the remaining portion of the first floor is leased to Mrs. A. Slaghuis, dealer in dry goods and millinery.

Cadillac—E. I. Bowen and Rutledge H. Hecox, after four years' partnership in the merchant tailoring business under the style of Bowen & Hecox, have dissolved business relations. The business will be continued by Mr. Bowen. Mr. Hecox has accepted a position as traveling salesman for a wholesale cloth-

ing house in Minneapolis, his territory comprising the Western States.

Manufacturing Matters.

Dundee—The Dundee Canning Co. continues the fruit canning business of Henry C. Spaulding.

Detroit—Notice has been filed with the county clerk that the Lee Injector Manufacturing Co. was dissolved by decree of the Wayne Circuit Court on May 14.

Detroit—The Pioneer Buffalo Coat Co. has been incorporated with a capital of \$20,000, of which \$10,000 is paid in. The stockholders are: Louis Abramsohn, 400 shares; Conrad Speck, Jr., Otto H. Dandell and Hyman Abramsohn, 200 shares each.

Osseo—Burnett & Co., dealers in general merchandise and manufacturers of hosiery, have sold their merchandise stock to A. Perrin and removed the hosiery plant to Owosso, where the business will be conducted under the style of the Burnett Knitting Co.

Belding—At the sale of the Belding Shoe Co.'s effects last Friday, the manufactured stock was bid in by E. R. Spencer for \$1,000. All other goods, aside from real estate and machinery, were purchased by Geo. Nichols for \$500. The real estate and machinery are to be disposed of later.

Marshall—The Michigan Cement Post Co. has filed articles of incorporation in the sum of \$10,000. There are one thousand shares of \$10 each. The company will start a factory here for the purpose of manufacturing and selling a cement post recently patented by John Martin, of Marengo. All the stockholders are residents of this city.

Kalamazoo—Articles of incorporation were filed with the county clerk for the Kalamazoo Stove Company, organized to do a general foundry business and metal manufacturing including the manufacture of metal stoves and appliances. The capital stock is placed at \$65,000, of which 10 per cent. is paid in. The incorporators are Edward Woodbury, Dr. J. M. Snook, Charles A. Dewing, James H. Dewing and W. S. Dewing, of this city; George E. Bardeen, of Otsego; William Thompson, of Oak Park, Ill., and Albert H. Dane, of Detroit.

New Location and New President.

The Bradley Cigar Co., which has recently removed from Greenville to this city, where it has located at 110 Canal street, has purchased the interest of Wm. H. Bradley in the corporation, which has necessitated his retirement from the office of President. The officers of the corporation are now as follows:

President—L. W. Hyde.
Vice-President—H. F. Sigler.
Secretary and Treasurer—C. C. Hyde.
Most of the employes of the company have removed to this city and taken up their duties at the new location. The remainder will do so during the course of the present week.

The Boys Behind the Counter.

Saginaw—Charles Jewell, prescription clerk at Parkinson & Parkinson's for some months, has gone to Detroit, where he has engaged with the Seeley Pharmaceutical Co. Jas. Winterborn, of East Tawas, will fill the place made vacant at Parkinson & Parkinson's.

Adrian—Will Young has taken a clerkship in J. V. DeFoe & Son's store.

Fife Lake—F. W. Wagner has taken a position as clerk in the dry goods store of J. W. Milliken, at Traverse City.

Petoskey—W. A. Jones, formerly head prescription clerk for White & White, of Grand Rapids, will have charge of the prescription department of the Central Drug Store.

Adrian—Miss Mabel Remmele has resigned her position in the Cash dry goods store and after Sept. 1 will be found at A. B. Park's.

St. Joseph—The reform movement is growing with surprising rapidity in St. Joseph. Following closely on Mayor Rice's edict against trapeze performances on Sunday is an agitation for the closing of the dry goods and men's clothing stores on the Sabbath day. A petition for the inauguration of this reform has been signed by the clerks in the various stores and is now up to the proprietors. As it is now the dry goods stores with every other kind of stores run full blast on Sunday morning.

Hides, Pelts, Tallow and Wool.

The hide market has received a setback in prices. Tanners would not take them on the outlook at advance; nor do they talk encouragingly for near future or until the disturbing elements of manufacturing are obviated.

Tallow advanced slightly, but the weather is too hot for shipping and trade is quiet, with firm prices. Stocks are light.

Pelts are not quotably higher and few offering. The demand is limited.

Wools have moved off freely from the State at low prices. Fine grades are in better demand, but not quotably higher. The 1901 clip is well sold out at fair margins to dealers.

Wm. T. Hess.

Prosperous Table Factory.

Owosso, July 15—At the annual meeting of the Robbins Table Co. the following officers were elected:

President and Treasurer—J. H. Robbins.

Vice-President—Mrs. Emma R. Jopling.

Secretary—Mrs. Charlena R. Letts.
The capital stock was increased from \$25,000 to \$30,000 and the usual 5 per cent. semi-annual dividend was declared. Prospects for the coming year are of the brightest. The factory has grown entirely away from the cheaper line of tables, and now manufactures a standard medium grade, for which there is a steady demand.

The turtle may be slow, but he usually gets there in time for the soup.

GRAND RAPIDS SUPPLY CO.
General Mill Supplies, Iron Pipe, Pumps, Well Points
and Well Supplies. We want your business.

ASK FOR PRICES
20 PEARL STREET, GRAND RAPIDS, MICH.

M. O. BAKER & CO.
TOLEDO, OHIO

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

Grand Rapids Gossip

The Grocery Market.

Sugars—The raw sugar market is slightly weaker, 96 deg. test centrifugals showing a decline of 1-32c making the present price 4 3-16c. Offerings were small and refiners were still backward about operating on a large scale. The world's visible supply of raw sugar is 1,900,000 tons against 1,370,000 tons last year. Owing to the weaker raw sugar market the refined market is quiet but unchanged. New business was light, but the ordering out on contracts made before the last advance was very good. Most refiners are at least a week behind on orders. The general belief is that prices will go still higher this month.

Canned Goods—The canned goods market is rather quiet on most lines, but tomatoes and corn show considerable activity and Baltimore packers are closely watching developments. There has been a very good demand for tomatoes from the West where the stocks are practically cleaned up and the prospects for the new crop are very poor. All this tends to make the market stronger and prices show a slight advance. If the heavy buying continues we think that prices will soon show a further advance. Of course there are the usual number of complaints about the destruction of crops but tomatoes will grow almost anywhere and we do not think there will be any great scarcity of this article. Corn is scarce with very good demand. Prices are very firm with an upward tendency. The new pea outlook is quiet and practically without change. Buyers are anxiously waiting reports from the West and New York State. The few reports that come to hand from those sections are not very favorable for a good pack and there is considerable nervousness over the situation both on the part of sellers and buyers. The Baltimore packing season has ended. Stocks of strictly fancy quality peas there are reported comparatively light, with supplies of ordinary quality ample, but not in excess of the normal demand. But few Western packers show any disposition to do further business, some of the largest packers having entirely withdrawn from the market. Everything points to a fair crop of excellent quality peaches. While the crop may not be so very large there will be canned this year peaches of far superior quality to the best that were packed last year. Gallon apples are very firm indeed. There is a very good demand but in many cases the orders have to be turned down for lack of stock to fill them with. The packing of new pineapples in Baltimore still continues, although it has been a very difficult matter to secure the very finest grades from the stock now arriving. Two or three cargoes arrived this week, but the extreme warm weather heated them and caused a good many to rot. The fruit is small and it is very difficult to get fruit large enough for the finest grades. String beans are selling well at good prices and we think will soon show an advance if the present rate of buying continues. There is a very good demand for Alaska salmon at unchanged prices. Columbia River salmon is rather quiet in spite of the scarcity of new fish. Most of the more popular brands of the 1900 pack are reported entirely sold out of first hands. Other grades of which there is said to be a fair supply are little wanted. The situation of the River is still unchanged,

the run of fish being reported poor. The run of the sardine fish is also very light and prices continue very firm.

Dried Fruits—There is more enquiry in the dried fruit market for a number of lines of spot goods but sellers do not appear at all sanguine that any material increase in actual business will result. A little activity is noted in currants and prunes. Spot prunes are going out very well for the season of the year. The size most wanted is 60-70s, but 40-50s, 50-60s and 90-100s are also meeting with some sale in a small way. There is very little business in loose muscatel raisins, but this is natural at this time of the year. There is a continued good demand for seeded, however, which keeps the market in a fairly good shape. Advices from California state that the weather has been favorable for the development of the growing crop, which looks well. There are some signs of the trade waking up on new crop apricots, the prices at which goods are now offered being more nearly in accord with buyers' ideas than those which have been asked heretofore. The demand for spot goods seems to be mostly for the fancy grades. There is a fair business also in fancy grades of peaches. A shipper of figs at Smyrna estimates the coming crop at about 80,000 camel loads, against about 65,000 loads last season. There is practically no demand for spot figs or dates, what little stock there is on hand being in cold storage. Evaporated apples are in good demand at unchanged prices, but a great many orders are obliged to be turned down through lack of stock. Stocks of these goods, both locally and throughout the State, are almost entirely cleaned up.

Rice—There is a greatly improved demand for rice, the call being mostly for medium grades of domestic at full prices. Buyers found some difficulty in duplicating orders of certain styles, owing to dealers not having a wide variety on hand. Supplies continue moderate and in the event of an improved demand, stocks would be readily absorbed within a few weeks. This heavy demand at this time of the year is rather unusual and in the aggregate is far in excess of that during the same period of several years past. Reports vary from various sections concerning the new crop. In Louisiana the outlook is more encouraging, there having been showers throughout that section. The Mississippi district is full of promise and the outturn is reported likely to be considerably in excess of any recent crop. From other districts reports are conflicting and note that a great deal of rain is wanted to save crops.

Tea—The distributing business continues discouraging and indications do not promise any change for the better in the immediate future. In spite of the prolonged dulness importers showed no disposition to make concessions of importance in prices. Green teas continued steady, while the lower descriptions of black sorts were reported nominal and irregular. Some business has been done in new crop teas on about the same basis as last year's for shipment from the East.

Molasses—General market conditions present the usual quiet. Mixed domestic grocery grades are firmer and show an advance of 1c per gallon, owing to the higher market for glucose, due to a strong advancing tendency of price for corn. This, however, did not stimulate buying, as the trade generally does not care to take the risk in carry-

ing supplies through the summer months. Supplies continue moderate on the spot and only about sufficient to cover the wants of the consuming trade until arrival of new crop.

Fish—The market on mackerel is slightly firmer, with good demand. The catch is fair and the goods are marketed as fast as they come along. We do not anticipate any radical change in the market and think buyers are perfectly safe in making purchases at present prices.

Rolled Oats—The rolled oats market is very strong, with a very heavy demand. A number of carloads were sold just before the recent advance, which was 40c per barrel, 25c per case, with the exception of Banner oats, which were advanced only 15c per case.

Pickles—The pickle market is very firm, prices showing an advance of 50c per barrel, with demand good at the advance.

Nuts—The demand for nuts, as a rule, is light. There is, however, a fair demand for peanuts at previous prices. The market for filberts is reported easier. Mail advices state that the new crop looks well and that the out-turn is expected to exceed that of 1900.

At a joint meeting of the representatives of the Grand Rapids Retail Grocers' Association and the Grand Rapids Retail Meat Dealers' Association, held last Thursday evening, it was found impossible to come to any agreement on a uniform date for the picnic and arrangements have therefore gone forward for two picnics, the grocers' picnic on July 25 and the butchers' picnic on Aug. 8. While the conflict in dates is greatly to be deplored, there is no reason why there should be any ill feeling in the matter, and the Tradesman sincerely hopes that both classes will conduct their plans with due regard for the rights and interests of the other side and not attempt to infringe on the personal liberty of either. One result of the conflict is that many of the Monroe street merchants will not close at all. This applies particularly to those merchants who handle both groceries and meats, but is not confined altogether to that class. The grocers have made extensive preparations for the entertainment of their members and guests next Thursday and every indication points to a large attendance from this and surrounding cities.

W. A. Baker, Michigan representative for the Wells-Whitehead Tobacco Co., of Wilson, N. C., has resigned to accept the Secretaryship of the Sebewaing Sugar Co., which has begun the construction of a \$600,000 plant at Sebewaing. Mr. Baker is a young man of energy and richly deserves the good fortune which has come his way.

Ionia—F. J. Shaffer & Co., of Detroit, have opened a branch store in this city for the purchase of poultry, butter, eggs, berries and every sort of farmers' produce. They will also wholesale bananas, oranges, etc., to the trade only. The store will be a valuable addition to the business interests of this city.

J. Geo. Lehman, Treasurer of the Grand Rapids Retail Grocers' Association, has returned from a week's respite from business cares at Buffalo and Niagara Falls. He was accompanied by his wife and daughter.

Want of principle is the principal want of a great many people.

The Produce Market.

Apples—Home grown are in limited supply at \$1 per bu. The quality is poor. Southern fetch 65c per 1/3 bu. box.

Bananas—Prices range from \$1.25@1.75 per bunch, according to size. Jumbos, \$2.25.

Beets—15c per doz.

Blackberries—\$2 per 16 qts.

Butter—Factory creamery has advanced to 19c for choice and 20c for fancy. Dairy grades suffer in quality by reason of the fearfully hot weather which has prevailed for the past few weeks. The price ranges from 12c for packing stock to 14c for choice goods in crocks.

Cabbage—\$1.25 per 3 bu. barrel.

Carrots—12c per doz. bunches.

Celery—16c per doz.

Cherries—Sweet are about out of market. Sour are also scarce and have advanced to \$2.75 per bu.

Corn—15c per doz. ears.

Cucumbers—30@35c per doz.

Currants—Cherry, \$1.10 per 16 qts.

Common, 90c per 16 qts.

Eggs—Local dealers pay 10c per doz, case count, to such shippers as can be prevailed upon to make shipments regularly twice a week, holding candled stock at 12c.

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

Gooseberries—80@95c per 16 qt. crate. Very scarce.

Grapes—Recent letters from the grape belt of Western New York promise an abundant yield. So far nothing has occurred to materially injure the fruit and the yield is likely to be heavier than it was last year in some localities. It is not probable that this statement will hold good for all.

Green Onions—10c for Silverskins.

Green Peas—75@95c 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—Messinas have advanced to \$5 for choice and \$5.50 for fancy.

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

Maple Syrup—\$1 per gal. for fancy.

Musk Melons—Gems command \$1 per basket.

Onions—\$1 per bu. for home grown; 70@80c for Southern.

Oranges—Valencia lates are about the only variety now to be had and they are only to be had in the large sizes—\$4.25 for 150s and \$4.50 for 126s.

Parsley—30c per doz.

Peaches—Elbertas from Texas command \$1.50 per crate of about 20 lbs. Elbertas from Georgia will not be here until the latter part of the week and the crop there is short. In Northern Texas the hot spell has cut the peach crop down probably 25 per cent.

Pie Plant—60c per 50 lb. box.

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

Plums—Californias command \$1.40 per 4 basket crate.

Potatoes—Receipts of home grown are now ample to meet both consumptive and shipping demands. The price ranges about 90c, but will gradually recede from now on.

Poultry—Receipts are so light that dealers are unable to fill their orders a portion of the time. 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 75c per doz. and squabs are taken readily at \$1.25@1.50.

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

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—\$1.50 per 4 basket crate.

Watermelons—25c for Georgias.

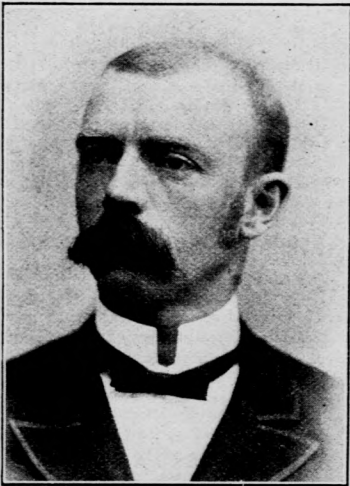
Whortleberries—\$3 per bu. Receipts are increasing.

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

REPRESENTATIVE RETAILERS.

H. B. Smith, President Muskegon Retail Grocers' Association.

Henry B. Smith was born in Groningen, Holland, Oct. 14, 1850, his parents being the descendants of Welsh people who emigrated to Holland several generations ago. When Mr. Smith was 6 years of age, his family emigrated to this country, settling in New Jersey. At the age of 9 years, he went to work in a cotton factory at Godwinville, where he remained five years. At the age of 14 he went to work for Uncle Sam, making blankets in a woolen mill at the same place. A year later he enlisted in the 158th New York Volunteers and got as far as Washington, where he was rejected on account of his youth. From this time until 1879 he followed the trade of painter, having removed in the meantime to Muskegon. In 1879 he engaged in the grocery business at his present location, 146 Ottawa street, where he has built up a constantly in-



creasing patronage and during which time he has accumulated a large amount of real estate.

Mr. Smith was married in 1869 to Miss Gertrude Wierengo and has raised a family of five children—four sons and one daughter. The daughter is now Mrs. S. J. Anderson, of Benton Harbor. The oldest son, Wm. G. Smith, is engaged in the grocery business on Terrace street; another travels for the Muskegon Milling Co.; the third is associated with his father in the store and the fourth is in charge of the men's furnishing goods department of Wm. D. Hardy & Co.

Mr. Smith is a prominent Odd Fellow, being a P. G. of Muskegon Lodge, No. 92; P. C. P., of Davis Encampment, No. 47; Ex-Captain of the staff of Rebekah Lodge, No. 124, and Major of the first Battalion Second Regular of the P. M., I. O. O. F.

Mr. Smith attributes his success to the fact that he has attended strictly to business and has never let his outside interests interfere with his work behind the counter. Although he has been in the grocery business twenty-two years, he numbers among his customers many who were his patrons when he first opened the store. "Once a customer, always a customer," has been his motto, and to his ability to make and hold friends is due in great part the success he has achieved in the business world.

Mr. Smith was the second President of the Muskegon Retail Grocers' Association and, when his term expired, he

was re-elected a second time, showing the esteem with which he is regarded by his brothers in trade.

Trials and Troubles of the Soda Fountain Clerk.

Consider now the meek and humble soda fountain clerk.

Who draweth off the moistened air with nimble turn and jerk.

His garb is always spotless white when first he puts it on,

But, lo, before an hour hath passed its spotlessness hath gone.

For then he hath vanilla on the bosom of his vest, and streaks of red raspberry make his trousers seem a jest.

While chocolate and ginger give a tiger-like effect to the balance of the garments in which he is proudly decked.

His hair is limp and languid, and is parted square and true

Above the very center of his nose, which turneth blue,

Because he hath to linger in the acid and the ice, to fix up funny mixtures for the one that hath the price.

He maketh strange concoctions in the line of fancy drinks, and all the while he watcheth for persuasive sorts of winks.

From early morn he twisteth at the soda water spout, and turneth the ice crusher till the ice hath given out.

He diggeth in the ice cream and he rusheth with the glass, while his deadly hated rival buys the soda for the lass.

Yea, verily, the soda clerk, he hath a sorry time, for he must know the way to get nine cents out of each dime.

And he must be a hustler, that there will not be a loss of ice or gas or water, or he'll tremble at the boss.

How often, oh, how often, hath the soda jerker grinned at the one who payeth nickels for a penny's worth of wind;

How often, oh, how often, doth a calm and peaceful smile go flitting o'er his visage when a drink goes out of style.

But, ah, alas, my son, sometimes he feeleth very bad, and then is when the ladies come with garments rich and glad.

The ladies fill the rockers and the doorways and the stools and insist upon a liquid that both elevates and cools.

And one declareth that she'd like some chocolate with cream, and, when he draweth it, straightway "Oh, no!" the maid doth scream.

And then she voweth that she hath already changed her mind, and wanteth just a phosphate with a piece of lemon rind.

And, yet, again the other maids declare they do not know just what they wish—and on and on their mild objections flow.

The weary soda fountain clerk suggesteth this and that, from plain old lemon phosphate to a dose of anti-fat.

And finally the ladies fair with one consent conclude that chocolate and cream shall be their soda fountain food.

Now, when he draweth all the drinks, his troubles are not done—

Nay, verily, my trusting child, they are but half begun;

For each and every maiden there doth straightway rise and say:

"Now, girls, I'll think it's awful if you do not let me pay!"

And all protest, and all object, and all their plans defend,

And not a one takes out her purse her lovely cash to spend.

Now, finally, the soda clerk suggesteth that each maid shall pay for what she drank—and then beginneth the tirade.

For all the ladies vow in wrath—yea, yea, they almost sob—that they will his employer see and take from him his job.

And then they take their parasols and sternly go away, and not a cent of all that bill do they take steps to pay.

The gentle soda fountain clerk, he falleth in a daze and leaneth on the vichy tube and wicked things he says.

Is this not true, just as we have composed it with much work?

It surely is—and if you doubt go ask the soda clerk.

Children cry for the moon; when they grow up they want the earth.

The New Traveling Bags.

The latest help toward madame's comfort when she goes traveling is a handy bag that seems to possess a score of openings. Who has not felt the sudden need of a handkerchief and hunted for it in the bag only to find that they were packed on the very bottom, and one must needs tumble everything else out before being able to secure one?

With this new-fangled bag such a state of circumstances is impossible, for it has an opening on each side, one on the top and one on the bottom, allowing every portion of the receptacle to be as easy of access as the top. The favored color now for leather traveling bags and suit cases is a dark, rich green, with trimmings of lacquered brass. The initials on these are put on in brass, instead of being painted on the end, as was formerly the fashion.

U. S. Steel Earnings.

At the time of the organization of the United States Steel Corporation last February, it was estimated that the earnings of the constituent companies aggregated \$108,000,000, and when the stocks were listed on the exchange the amounts of stock issued were stated to be \$508,486,300 preferred and \$506,473,400 common. Assuming these to be the amounts to participate in the current dividends, approximately \$14,000,000 will be required, or at the rate of \$56,000,000 for a full year, indicating that fully \$50,000,000 of earnings would be left over to cover charges for interest on bonds and the amount necessary for depreciation and other disbursements.

Wherein He Might Fail.

"Young man," said the stern parent, "do you think you will be able to support my daughter in the style to which she has been accustomed?"

Now, this young man might have taken advantage of a glorious opportunity to ring a chestnut bell, but he didn't. Instead he thought for a moment, and then replied:

"Well—er—I think so, with one exception."

"Aha! And what may the exception be, sir?"

"I don't think I could be so infernally stingy with the gas."

The busy little boot-black never fails to improve each shining hour.

Geo. H. Reifsnider & Co.

Commission Merchants

and Wholesale Dealers in

Fancy Creamery Butter, Eggs, Cheese

321 Greenwich Street, New York

References: Irving National Bank of New York and Michigan Tradesman.

Are you not in need of

New Shelf Boxes

We make them.

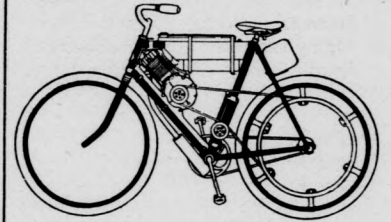
KALAMAZOO PAPER BOX CO.

Kalamazoo, Michigan

117 MILES

IN 5 HOURS AND 40 MINUTES
OVER COUNTRY ROADS

The last 50 miles was ridden at the rate of 2:14½ to the mile (the extra 17 miles was due to losing the way).



In the New York Journal century run of June 15th the Auto-Bies were the motor bicycles that "survived" the run.

A half dozen Thomas machines, ridden by their owners, entered the race and finished, all of them under six hours running time.

A year ago only two manufacturers in the United States were building motor cycles. To-day there are fifteen or more makers. A year ago not a motor cycle was in use or had been seen in the State. During the last few months Thomas Motor Cycles have been sold to up-to-date dealers at Detroit, Pontiac, Flint, Lansing, Jackson, Battle Creek, Kalamazoo, Holland, Traverse City and several other points in Michigan, which forcibly illustrates the great advance the Motor Bicycle has made in the short space of one year.

Motor Cycles are surely coming and can not be stopped.

ADAMS & HART

Michigan Sales Agents

We also handle the larger Automobiles—steam, electric, gasoline.

Michigan Fire and Marine Insurance Co.

Organized 1881.

Detroit, Mich.

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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

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ROMANCE OF CAMPHOR.

Soldiers Guarding Collectors in the Wilds of Formosa.

The large island of Formosa, off the east coast of China, fell to Japan a few years ago as one of the prizes of war. The island is famous for two products. The hill slopes of the west grow some of the finest teas in the world, the Oolongs and other Formosan teas being highly esteemed in this country, where nearly the entire crop is consumed. The tree-clad mountains of the East contain the largest camphor forests in the world. Most of the camphor kept in our drug stores comes from Formosa. Japan now produces only about 300,000 pounds a year; the yield in China has never exceeded 220,000 pounds a year; but 7,000,000 pounds of camphor were taken from the forests of Formosa in 1895 and in the past four years the annual yield has averaged over 6,000,000 pounds. Formosa controls the camphor market of the world and will probably always be the great source of this valuable gum. For some time past the purchasers of camphor have been compelled to pay more for it than formerly. The two principal reasons for the increase in price will be mentioned here; one of them is specially interesting, for it illustrates the difficulties and dangers that environ the camphor industry.

The mountains of East Formosa are inhabited by savage tribes who are the bane of the island. Nearly half of Formosa is still occupied by these murderous men of the forests whose weapons are turned against all strangers. The fertile plains of the West, filled with peaceful Chinese tillers of the soil, present a very different aspect. For many years it was almost certain death for sailors to be wrecked on the east coast of the island. If they escaped the sea they were murdered by the savages who were always on the lookout for loot from vessels driven upon the rocks of their inhospitable coast. Explorers have not dared to venture into some parts of these mountains which are still among the least known portions of the world. The savages are full of cunning and treachery. They are armed with bows and arrows, knives and swords. They are very dark and muscular and go about quite naked except for a scanty strip of blue cloth about the waist. In recent years many of them have acquired matchlocks and learned to use them.

One day, a few years ago, a party of English officers from a man-of-war went up into the mountains and met a party of natives armed with matchlocks. They challenged the natives to a trial of skill in shooting. A target was affixed to a tree about 300 feet distant and the Englishmen made what they considered pretty fair practice. The natives looked on without any apparent astonishment at the skill of their rivals. When it came their turn to fire every man of them disappeared in the jungle. Then crawled on their stomachs to within about nine feet of the target and they blazed away. Of course they all hit the target in the center. When the Englishmen protested that this method of conducting a shooting match was hardly fair, the natives replied:

"We do not understand what you mean by fair, but anyhow, that is the way we shoot Chinamen."

The men who collect most of the camphor of the world have to work among these treacherous devils. They are sent up into the mountains, pitch their camps in the camphor forests and

depend upon their guns and their vigilance to protect themselves from savage enemies. But although their wits are sharpened by the ever present danger whole parties of them are sometimes slaughtered. The history of the camphor industry in Formosa has many of these tragical incidents. Although armed guards stand over the men while they are felling the trees and extracting the gum they may be attacked at any moment unless the savages consider the force before them to be too strong for them to overcome. Great is the joy when they clean out a camphor camp. All the camp equipment and the food supplies are the legitimate spoils of war; so there is profit as well as glory in the murderous business. The work of getting the camphor down into the plains is even more dangerous than collecting it. The paths are narrow and the carriers, walking in long single file, can present no strong front to the natives concealed along the way. A strong escort front and rear, beating the bushes and scrub for the foe who may be lurking there, is always necessary to insure safety.

When the Japanese became fairly settled in the island last year they determined to put an end, if possible, to the dangers that beset the camphor industry. As a preliminary step they detailed 1,500 soldiers to guard the camphor camps and convoy the parties that carry the gum out of the forests. In these camps, scattered north and south among the mountains for a distance of 140 miles, the men are working to-day guarded by a part of the Japanese army. Thus war and industry are curiously combined in the island of Formosa. As a rule, when armed men are around looking for somebody to shoot there can be no such thing as industry in their neighborhood. Peaceful labor and the exploits of war are not congenial companions. But among the forests of Formosa the soldier is becoming the valuable adjunct of industry, and it could not thrive very well without him. The Japanese government proposes to use any force that may be required to place the great camphor business on a safe basis; but the cost of protecting the camphor gatherers is added to the cost of the commodity and there seems to be no reason to complain that this is not fair to all concerned.

This is the principal reason why the price of camphor has advanced. There is another reason for it also, and it may be said that the price is likely to continue at a good figure. Japan, like France and Spain, is desirous to obtain a monopoly in one or more commodities that will bring a large revenue into the government treasury. How could a monopoly be more easily established than in the article of camphor, the whole supply of which is practically confined to one Japanese island? So the authorities declared a while ago that thenceforth the camphor industry should be a government monopoly.

Any one may collect camphor to-day who can secure a permit to do so and permits are not difficult to obtain. But not a pound of the product can be sold to any one but the government which fixes the price to be paid. The price is said fully to compensate the collectors, but a limitation upon the amount of the product will prevent too many collectors from crowding into the field. The government names the maximum amount to be produced and will not buy a pound in excess of the limit. It was said a while ago that the amount to

be produced this year would not exceed 40,000 piculs (5,320,000 pounds). As Japan does not intend that the market shall be oversupplied, there seems to be no prospect of any large fluctuation in future prices.

The world will profit at least by the efforts of Japan to preserve an industry which, a few years ago, seemed threatened with ultimate extinction. It is necessary to kill the tree in order to get the gum. Contrary to all previous practice, a tree is now planted for every one that is killed. Japan requires this to be done, and, moreover, is establishing plantations of camphor trees so that Formosa, it is expected, will in a few years yield both wild and cultivated camphor.—N. Y. Sun.

Cheaper to Pay Doctor Than Undertaker.

Dr. C. P. Brown, the Spring Lake physician and all round good fellow, tells a good story about an old practitioner who, because of advancing years, had relinquished all of his out-of-town practice to his young assistant. One night the older physician was called on by two men in a buggy, one of whom wanted the doctor to come to his house, eight miles away, and attend his wife, who was very ill. "She will have no one but you, Doctor," said the man.

"Well, I'll go for \$10, and not a cent less," said the doctor.

A whispered consultation went on in the carriage, and finally the physician heard a voice say: "Better pay the ten. It's a good deal cheaper than burying her."

And the doctor got his money.

A Deadlock.

Maude—When are they to be married?
Ethel—Never.

Maude—Never? And why so?

Ethel—She will not marry him until he has paid his debts, and he can not pay his debts until she marries him.



Labels for Gasoline Dealers

The Law of 1889.

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

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

Tradesman Company,
Grand Rapids, Mich.

Perfection Peanut Cabinet and Warmer



The No. 1 Perfection Peanut Cabinet and Warmer is perfect. It will double your sales and treble your profit, as you can buy more at a time for less money without loss on stale nuts. It puts them before the public in a well finished glass case. It warms only such quantity as you wish; it warms them loose or in sacks. 100 pounds of peanuts will make you more money than 5 barrels of sugar. It costs 1 cent per day to run it and it is perfectly safe. It is warranted not to smell or smoke. If not satisfied after 10 days' trial we will refund the money. Price \$5.50 F. O. B. Detroit.

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E. A. STOWE, EDITOR.

WEDNESDAY, - - JULY 17, 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 10, 1901, and saw the edition mailed in the usual manner. And further deponent saith not.

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

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

THE STEEL STRIKE.

The matter of greatest current interest in the industrial and financial world is the strike of the employes of the companies under the control of the United States Steel Corporation. In some regards the conditions are unique and the contest promises to have more significance in the settlement of labor questions than any preceding one. It is, of course, the greatest strike which has ever been made against a single corporation, as no other industrial organization has ever approached it in size.

The strike is unusual in that there is no question of wages or hours at stake. The President of the Amalgamated Association claims that it is purely a question of principle. It seems to be the taking advantage of the fact that a great division of the country's industry is in the control of a single corporation to determine whether the unions shall control that organization in every part of its operations, including those mills where it has no organization. President Shaffer contends that it is a question of self-preservation, and no doubt he is correct as to the distinctive features of modern unionism.

It is the claim of the management of the corporation that it has no right to compel its employes to subject themselves to union rules against their wishes. It expresses its willingness to sign the scale for all mills now under union control. The union simply proposes to determine whether it can control all their employes and their entire business, because they are able to reach it in the single organization.

The strike opens with unfavorable indications for the companies. For some time delegates have been secretly at work in several of the mills and these have surprised the employers by joining the strikers. The Amalgamated Association claims that 70,000 men are already idle on account of the strike or-

ders and the employers concede 60,000.

There is illustrated in this strike one of the gravest dangers attending the vast aggregation of capital into trusts. While the industry was in the hands of several competing managements it was difficult for the men to reach all their antagonists. This they essayed to do, and claimed the right to do, through the sympathetic strike, but it was hard to convince the public that their power should extend to the coercion of outside parties and interests; but when these are united under one management their opportunity comes and no time is lost to test the utmost of their power. They are ready to accept the corporation as a monopoly and only demand that, so far as its influence goes, it shall give them unlimited monopolistic control of all its employes. They are ready to accept the centralization of capital if it only gives them a chance to make their own monopoly absolute.

The progress of the present strike will be watched with greater interest than has attended any previous struggle. At this time a prolonged struggle can hardly fail to work disaster to many outside interests. The magnitude of the industry is owing to its direct and indirect access to the markets of the world and any material advance in prices on account of stopping production will soon cut off that support. Then the tributary interests in other fields of industry in this country will quickly suffer from the interference of an extended struggle.

The ups and downs of business life find an apt illustration in the career of Frank B. Thurber. For years he was reckoned as one of the merchant princes of New York and the firm of H. K. & F. B. Thurber was among the leaders in the wholesale grocery business. Change in rank from affluence to poverty came because of his efforts to save the Thurber-Whyland Company, which succeeded the grocery house with which he was connected. He accepted the situation bravely, worked hard to support himself and family, spent his nights in studying law and some three years ago was admitted to the bar, at the age of 57. His friends have been glad to second his efforts in his own behalf and his ambition is to make money enough to pay his creditors. All this is brought to mind by the announcement that he has filed a petition in bankruptcy. It is explained that this course was necessary because one creditor was determined to harass him and involve him in legal proceedings which would be not only annoying but calculated to prevent him from achieving another success. He declares that discharge in bankruptcy will not be regarded by him as a discharge of his debts and that his most earnest efforts will be directed to making good his losses. Mr. Thurber was reckoned a philanthropist when he had the means and is to be commended for the earnest struggle he is so cheerfully making. All who know him hope that his ambitions will be realized.

Rev. T. DeWitt Talmage says that "a newspaper whose columns overflow with the advertisements of business men has more influence in attracting attention to and building up a city or town than any other agency that can be employed. People go where there is business. Capital and labor will locate where there is an enterprising community. No power on earth is so strong to build up a town as newspapers well patronized, and this power should be appreciated."

A MODEL INSTANCE.

The pessimist bemoaning the tardiness of justice has had a violent setback. Nebraska with commendable pride has just been giving her sister states a noteworthy object lesson. Three days ago the Treasurer of Kearney county on Tuesday confessed to a shortage of \$10,000 and an attempt to hide his guilt by shot-bagging himself over the head and then setting fire to his office in the court house and, announcing that he had been assaulted and robbed, he asked for a special session of court that he might plead guilty and receive his sentence. He so pleaded on Wednesday and was taken on Friday to the penitentiary where the prisoner's greatest anxiety seemed to be to get into a cell and have the matter over with.

Admitting all that the pessimist will insist upon—that this instance is only the exception that confirms the rule; that the prisoner was a novice with a peculiar and so unusual make-up; the undoubted victim of circumstances; the official of an agricultural state, the fact remains unchallenged that in three days an acknowledged criminal has by a regular process of the law been brought to justice and is already working out his sentence of six years in the penitentiary; and with so much to start with the optimist is already asking if this turn in the long lane of legal dilatoriness is not the beginning of a change and a much needed one in the criminal affairs of the country. If it be so the instance which this Middle Western State has furnished may well be termed a "model" one.

The fact that Nebraska is an agricultural State of the Middle West is certainly in its favor. That central part of the public domain, "taken up" years ago by the enterprising brain and brawn that found the densely-populated East too limited for its best endeavor, became the territory for the development of all that is best in Yankee wit and effort and, untrammelled by its oftentimes hide-bound ancestry, it struck out new and better ways for itself and so made possible a wider and richer development which tradition and precedent would hardly countenance along the Eastern seaboard. The Western plains, like the New England hills, built side by side the church and the school house, but the indwelling soul of both institutions had a wider range with a more clearly defined purpose and unlike their New England ancestry did not build better than they knew. The school house, strong in itself, was strengthened by the establishment of high school and university and the boy and girl who would, after school life began, ended it by enriching the farm house with the more strenuous life which the university had blessed and sent back to it. So Nebraska is to-day a State made up of farms, but these farms are tilled by trained intelligence and their broad acres are populated by men and women brought up in the fear of the Lord with a wholesome respect for the school master.

So brought up, they have put by their diploma and taken up the duties of citizenship. On the farm which they have made better by their learning, in business brightened and increased by an acuteness made possible by scholarship, not a life calling is found within the State borders which education does not grace. Like the rain it falls upon just and unjust and when the unjust proves recreant to his trust in a community like that there is but one course

to be followed and that course is taken. It may be the exception that confirms the rule, but coming as it does in a commonwealth of educated farmers it is more than suggestive that what was once considered impossible has been found a fact; that what state has done state may do, and that other communities may be incited to strenuous exertion and reach similar results by closely following in the footsteps of this model instance.

Every one whose attention has ever been called to it realizes what an immense amount of public printing is done for which there is no real and scarcely any apparent justification. Both at the national and state capitals many books are made which never would be missed. Within recent years some of the authors or editors of these publications have thought it would add to their attractiveness to illustrate them, and considerable money has gone in that direction. Secretary Root is just now setting quite an example of what ought to be done in this regard. He has caused a good many of the War Department documents to be condensed before going to the printer, and has refused to approve elaborate illustration. He can see no compensating value in the pictures. If all the other heads of departments thought as he does and lived up to it, hundreds of thousands of dollars would be saved annually. The amount of public printing done at Washington which is useless is scarcely appreciated. Millions could literally be saved in this department without detriment to the public service.

Those who are always glad to fix some mysterious meaning on the work of the elements are afforded an excellent field for speculation by what lightning has done in Cleveland. Something like nine years ago John D. Rockefeller, the multi-millionaire, erected a Baptist church in that city and since then it has been three times destroyed by lightning, the last occasion being only a few days since. To make it more effective the last time it was struck twice, once on the steeple and once in the rear, almost simultaneously. This must be an exception to the rule that lightning never strikes twice in the same place, for this building has been struck on three occasions, with a total of four hits. Somebody may suggest that the Lord takes this means of expressing disapproval of investing money earned by trusts in houses of worship, and perhaps Mr. Rockefeller himself will get discouraged and cease building Baptist churches.

The system of workmen's insurance in Germany is a huge piece of state machinery. The magnitude of the system may be estimated by the fact that it pays out, in one way or another, about 1,000,000 marks a day. The sick workman has no longer to trouble himself as to how he shall obtain money to pay for medical treatment, and what will become of his family should he himself be rendered unfit for work. The workman whose earning power is reduced by an accident connected with his employment now obtains just compensation, and the aged poor have the satisfaction of knowing that, although they can no longer work, they can still, owing to the insurance system, contribute their share toward the expenses of the household, and are not obliged to depend on the earnings of their children or on ordinary public charity.

SOME NOTIONS ABOUT THE MOON.

The recent announcement by Prof. Pickering, of Harvard University Astronomical Observatory, that snow had been observed on the surface of the moon, has directed renewed attention to our earth's nearest neighbor in the sky.

The astronomers long ago reached the conclusion that the moon is a dead planetary body, wrecked by volcanoes, deprived of all water and, therefore, absolutely unable to support either animal or vegetable life, and is simply a rocky desert, diversified by lofty peaks, each showing the crater of an extinct volcano, while deep, black chasms and lava-covered plains make up the remainder of its surface. Having become satisfied on this score, the moon had ceased to be of any special interest to the astronomers until Prof. Pickering announced the discovery of snow on its surface.

If there is snow on the moon, then there is water, and since this water must be converted into moisture and float in the moon's atmosphere before it can be condensed and fall in the form of snow, it follows that the moon is supplied with water; it has an atmosphere; this atmosphere is capable of carrying clouds charged with moisture, and these clouds discharge their moisture upon the moon in the form of snow, and, if there be snow, there may also be rain, and from all this may be inferred the existence of conditions which are capable of sustaining vegetable and animal and even human life.

Prof. Pickering is one of the foremost astronomers of the present day and, being supplied with all the modern apparatus for the study of the heavenly bodies, his announcements concerning the earth's satellite can not be regarded with indifference, while the interesting photographs with which his statements are backed up furnish evidence which can not be gainsaid. Photography is making remarkable revelations concerning the heavenly bodies, since the telescope is able to convey to a sensitized photographic plate impressions which are not even received by the eye.

Another distinguished astronomer, Prof. Garrett P. Serviss, has taken up Prof. Pickering's discoveries and treats them with entire seriousness, and he expresses the opinion that the moon is again to be an object of careful attention to the star-gazers everywhere.

According to the generally accepted theories, the moon is a fragment of our globe, thrown out into space at some period far in the past, but, failing to pass beyond the influence of the earth's attractive power, the outcast began to revolve around its mother earth, and so became a satellite. It is proper to mention that the moon is about 2,000 miles in diameter, while the earth is about 8,000. The mean distance of the satellite from the earth is about 240,000 miles. If the moon was ever a part of our globe, it may be taken for granted that it is made up of the same material as the earth, and, if the proper conditions of climate and atmosphere exist there, it may be assumed that the same sorts of living creatures, animal and vegetable, could live there.

Some of the wild dreamers about the way in which worlds were built have surmised that when the moon was torn, like our Mother Eve from Father Adam's body, the big chunk that constituted it was taken out of the continent that filled up the vast watery waste now occupied by the Pacific Ocean. At that time

Europe and Africa, on one side, were jammed against North and South America on the other. Brazil fitted into the concavity of the Gulf of Guinea, while the bulging mass of West Africa was crowded against the Atlantic States of this Union. When the mass that went to make the moon was torn away, it so deranged the framework of the globe that the Western Hemisphere fell away from the Eastern, and left the vast gash which is now the Atlantic Ocean, while the enormous cavity made by the displacement of so immense a portion of the earth's mass became the Pacific. The inference is, also, that considerable masses of land were submerged in the Atlantic waters at the moment of the general displacement of land and sea. It is held by some that the land mass of the globe was once all contiguous and consolidated or separated by narrow seas, making easy the migrations of races, of which the most conclusive but inexplicable evidences are found to-day.

Without undertaking to theorize as to the causes and occasion which tore from our earth so vast a part of its substance and hurled it into space to so great a distance, it is at least probable that there was some tremendous convulsion, which, however, did not destroy all the living things on what remained of our earth. It is also to be inferred that some of these creatures, including human beings, were carried away on the big fragment which is now known as the moon, and, if the proper conditions of climate exist there, that they were able to survive.

The fact remains that nobody on our earth ever sees but one side of the moon, and that side is the volcanic desert, which seems, as far as we have gained any knowledge of it, to be unfit for human habitation, although, since even that desert is not destitute of water, according to recent discoveries, it is possible that some human creatures may still live there. But the other side of the moon, which is never seen, may be of a very different character. It may possess seas and continents watered by rain and snow, with rivers and other streams diversifying its fertile hills and fruitful plains. The dweller in the moon who, looking upon the earth, should be able to see only the great deserts of Sahara, in Africa, or Gobi, in Asia, would gain but a poor opinion of our globe, and that is precisely what we are doing with regard to the moon. We see only its desert side, while it may have broad regions as fertile and as beautiful as the Valleys of the Mississippi, the Nile and the Amazon.

Just why we never see but one and the same side of the moon is an unsolved problem—unsolved because there are theories to be maintained, facts or no facts. Some speculators have invented extremely complicated movements to explain the mystery, but all efforts to construct a machine possessing such movements that will produce the required phenomena have failed, and the fact remains that, while the volcanic desert on the moon is the only side of it that the people of this earth ever see, it will not do, in the light of recent discoveries, to declare that the other side, which is always hidden, is also a volcanic waste.

If the moon is actually endowed with a climate, an atmosphere and conditions favorable to human life, and if, as may be fairly assumed, the moon is populated, it must have for its inhabitants the same sort of people as exist

upon this earth, and it is, therefore, possible that they have developed a civilization, and have built cities and organized states and institutions somewhat in line with ours.

The earth, as seen from the moon, must be a gorgeous spectacle indeed, four times as big as the moon appears to us. But this grand spectacle is not visible from the hidden side of the satellite, and it may be well imagined that the people in the moon, in order to witness this magnificent earth in its fully illuminated periods, would run excursion trains out to the mountains on the edge of the desert, from which they can enjoy the sight and light and poetic and amatory influences of a moon four times as big as the one we see. It must be truly grand.

STANDING ROOM ONLY.

Something less than a century ago, Thomas Robert Malthus, a British writer on political economy, gained a great deal of notoriety by a treatise in which he set forth that the increase of population upon the earth would in time, by exhausting the fertility of the land, cut short the food crops, so that the great majority of men and domestic animals would die the latter from being consumed for food and the people from starvation.

At that time the magic power of chemistry to create fertilizers and renovate the worn-out lands had not been discovered. To-day so complete is the confidence in the ability of the earth to provide food for all the creatures which dwell upon it that the forebodings of Malthus and other such pessimists are no longer regarded.

Another writer, this time in the *Cosmopolitan Magazine* for July, has undertaken to show that the time is coming when the population of the earth will be so dense that it will hold no more, and signs will have to be put up announcing standing room only. This writer holds that wars are becoming less frequent and much less destructive than formerly and that the sanitary condition of mankind is constantly improving, so that the terrible pestilences which in earlier ages decimated the population of cities and nations are now things of the past. The result is that the population of our globe is steadily and even rapidly increasing.

The increase of the population of the world from 1810 to 1886 was as follows:

1810.....	682,000,000
1828.....	847,000,000
1845.....	1,009,000,000
1874.....	1,391,000,000
1886.....	1,483,000,000

It is estimated from these figures that the rates of increase have been as follows: During 1810 to 1828, twelve per thousand per year; during 1828 to 1845, ten per thousand per year; during 1845 to 1874, eleven per thousand per year; during 1874 to 1886, six per thousand per year. From these figures it is held that the rate of increase for the nineteenth century was ten per thousand per year.

The density of population—the number of persons to one square mile of land—in the several principal countries is thus given:

1. Russia.....	15
2. United States.....	21
3. China.....	95
4. Spain.....	96
5. France.....	186
6. Germany.....	263
7. Italy.....	289
8. United Kingdom.....	339
9. Holland.....	411
10. Belgium.....	572

The three great countries at the head of this list have plenty of room left for the future expansion of their respective

populations; but when we look at the end of the list, we see that the United Kingdom, Holland and Belgium are already showing signs of becoming filled—especially Holland and Belgium. The Dutch, by their indomitable perseverance and engineering skill, have literally taken their country out of the encroaching sea and now they have in hand a vast scheme to reclaim many square miles from the menacing Zuyder Zee by filling up the sea and so turning the part reclaimed into habitable land. The pressure of population must certainly be felt both in Holland and in Belgium.

The people of Belgium, with more than 500 to the square mile of territory, are entirely comfortable and prosperous; but how would it be with double that population crowded into the same space? The writer mentioned considers that the world will be completely filled with population when there shall be one thousand persons to each square mile of country, and the time required to reach that condition is arrived at thus:

At the rate of 1,000 persons to every square mile of land on the earth, the space for each person would be, on the average, less than two-thirds of an acre apiece, or a square-shaped land space each side of which measures only 55½ yards. This average land space for each person living in the world would have to suffice for all purposes—agriculture, mining, roads, houses, parks, railways, factories, etc.—and thus an average density of world population that is equal to 1,000 persons per mile of land may be regarded, not inappropriately, as equivalent to the world's being full.

Applying to the future growth of the world's population the rate of increase that has obtained during the nineteenth century—one person per hundred per year—the population and number of persons per square mile will be as follows:

1900.....	1,600,000,000	or.....	31
2000.....	4,328,000,000	or.....	83
2100.....	11,706,000,000	or.....	225
2200.....	31,662,000,000	or.....	669
2250.....	52,073,000,000	or.....	1,001

A century from now the world will not be uncomfortably crowded, so that there need be no immediate anxiety; but to have to live on a globe where there were 1,000 people to the square mile would not be pleasant. There would be serious lack of elbow room. The entire country would not be filled up with population, since there would be vast cities with millions of inhabitants living in houses twenty stories high, leaving land for cultivation. But since, according to the estimate, there would be on our globe, instead of the estimated 1,600,000,000 of the present day, the enormous number of 52,000,000,000, the situation would be unbearable.

Unless such swarms of people should have arrived at such a high state of peacefulness and industry that nobody quarreled and everyone who was able worked, it would be impossible to maintain such a crowded condition of humanity. Earthquakes, deluges, vast conflagrations caused by the burning of all the coal beds and oil fields, would in all probability intervene to kill off the superfluous population, since nature provides for every contingency. It is a matter for such congratulation that the necessity for such a thinning out of the population is extremely remote as yet.

Andrew Carnegie says he would give his whole fortune for his lost youth. He can search us if he thinks we've got it.

Clothing

Things Which Render Panama Straw Hats Expensive.

The Panama hat is floating gayly on a mighty wave of popularity. Twenty years ago it was a familiar sight on New York streets, but later it was pushed aside by various European and Asiatic rivals and not in those twenty years has Panama straw been in such demand as now.

One or two of the hatmakers who are arbiters of masculine fashion are responsible for the resurrection, and presumably South American straw weavers are rising up and calling those autocratic gentlemen blessed. The supply of finer grades of the straw is already practically exhausted, and although the cheap straw can be woven to order rapidly the finer quality of Panama can not be produced in a hurry, no matter what the urgency of the demand may be. An expert can not make a hat of the very best quality in less than seven or eight months and even the hats that are not so fine are a matter of months.

Women do the weaving, the men never having been able to master the art in its perfection, although some native men do plait straw after a fashion. The industry is common in almost all the South American countries, but the lion's share of the best Panama straw comes from Venezuela.

The straw is woven from a marsh grass, and the quality of the finished product depends as much upon the quality of the grass as upon the work.

For the best straw, the grass is carefully sorted and selected, only the finest stalks being chosen. Then the woman who is to weave it squats herself down beside a big earthenware jar of water, takes a handful of grass and begins her work, under the surface of the water. Every inch of the hat is woven under water, this care being necessary in order to keep the grass moist and prevent its splitting and breaking during the plaiting.

Day after day, and month after month, the woman sits by the water jar, working with infinite care; and, in seven, eight, or more probably nine months, a hat is ready for the American or Englishman who has money to burn. Few Panama hats of fine quality are worn in South America. To be sure, little of anything is worn by a large part of the population, but even the hat wearing element can not afford the luxury of fine Panama.

In fact, few of the best hats ever find their way into the general market. They are picked up by individuals. English and American travelers, officers on trading ships or men-of-war, foreign Consuls or traders, buy the hats for themselves or for friends at home, and, of course, the output is comparatively small. It has been smaller than ever within recent years, for the demand has not been great enough to encourage the industry, and it has been with the South American straw weavers as with our Indian basket weavers. The younger generation has not taken to the art so kindly as its forbears did, and there are few of the young women who can compete with their grandmothers in weaving skill.

Even on its native heath a good Panama hat is expensive, one of good quality bringing about \$40 in American money and often more, although loosely woven inferior straw hats may be had for almost any price, even as little as

a few cents in our coin. In New York shops the price of a genuine Panama straw hat ranges from \$12 to \$150; but there are few of the latter in stock, and the \$40 or \$50 hats are about the limit of the New York man's extravagance.

Many a wife is rejoicing over the advent of the Panama, and it is a brave man who dares to tell his wife that he paid \$40 for his straw hat. Never again can he indulge in the scathing satire anent women's bonnets that is so dear to the average husband. Never can he point with modest pride to the \$5 straw hat that has lasted two seasons, and demonstrate, gently but firmly, to his wife that woman's extravagance in millinery is what is making man bald and wrinkled and careworn. He has put a weapon into his enemy's hand, and she's no sort of woman if she doesn't use it.

"Well, it's a love of a toque, John. Of course, \$30 does seem a good deal to pay for one rose and a fold of chiffon, but then, you know, one pays for style. You remember, the summer that Panama hats were the rage, you gave \$40 for a perfectly plain one, not even an egret on it," she will say.

Oh, the men who buy Panamas are laying up trouble for themselves! Still, they buy the hats and they retreat behind the excuse of durability. A man doesn't buy a hat because it is the fashion, even although it is a bit of mad extravagance. Perish the thought! He invests in Panama straw at \$40 per because the hat will wear forever. In all human probability, never again, in the course of his natural lifetime, will he need to buy a straw hat. Say he lives twenty years. One \$5 straw hat a season for twenty years means \$100. That is two and one-half times the \$40 expended on the imperishable Panama. The number of men who are doing that sum, to convince themselves and their better-halves that a Panama hat at \$40 is the cheapest thing they can buy, is legion. Of course they don't believe it, but it salves their consciences to think they do.

There are men who buy \$150 Panama hats without a quiver and are unashamed, but they are the men who have unlimited money, or unlimited credit, which is much the same thing.

The finest Panama hat ever seen in this country, and probably as fine a specimen of the work as was ever turned out, belonged to Gen. Grant. It was given to him during his first term and was worth \$500.

Panama hats are bought by the New York importers in the ordinary native shape, with broad, flat crown and a wide rim slightly rolled. In the hat factories here they are bleached, cleaned and shaped to suit the prevailing styles, the Alpine shape being the superlatively correct thing this summer.

The cheap Panama hat, so called, worn by nine out of every ten men on the street, is a poor imitation of the genuine article. Many of these hats are not made of anything approaching Panama straw. The rest are of French Panama straw. Great quantities of Panama grass are exported from South America to France, where the grass is split and woven into French or split Panama. Even in South America some split Panama straw is used. The grass is split so carefully that often no one save a connoisseur could tell the finished straw from genuine whole grass Panama, but it is far inferior in durability and texture and is not worth one-fifth the value of the genuine Panama.—N. Y. Sun.



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. Limited issue. Order the book now to prevent disappointment. You can do a large profitable business with it.

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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.

Dry Goods

Weekly Market Review of the Principal Staples.

Staple Cottons—Heavy brown sheetings and drills have found a limited business, but as stocks are low and a number of mills working under orders, this division can afford to rest on orders for awhile. The tone of the market continues firm. Bleached cottons are also firm, and in some quarters sellers are reserved at even present prices. Wide sheetings, cotton flannels and blankets show no new feature worthy of mention. Coarse colored cottons are in excellent condition as far as the sellers are concerned, and in the face of a moderate request, they are very firm.

Prints and Ginghams—Stocks of staple indigos, mournings, turkeys, etc., have been reduced at first hands and a good many fair-sized orders have been accepted for future delivery. Fancy prints are also in excellent condition, and, with a strong print cloth market, the condition of printed cottons is very good. In some quarters we hear strong talk in regard to advancing prices soon, although no open changes have been made. In fine printed cottons a fair business for next spring has been booked, chiefly in confined styles. Napped fabrics show no change, and the demand is moderate. Staple and fancy gingham are well situated and the market shows no change.

Dress Goods—These goods now are receiving about the same attention that the heavyweight suitings felt when they were first opened, namely, a small amount of buying, and these small initial orders. Whether the buying will pick up, as did the other, is partly a conundrum, but as the general belief is that nowhere near the needed amount of goods has been ordered, there is every indication of a large amount of buying in the near future before the jobbers will have a sufficient stock of goods to supply their customers. Duplicate orders are few, which shows plainly that the goods already out have not been tried, for as soon as the popular lines are discovered, then will good sized duplicate orders be billed. At this writing it is impossible to tell on which lines the demand will fall, i. e., whether it will be a season conspicuous for its plain or fancy goods or whether it will be well distributed, favoring neither one nor the other. At present the greater portion of the business done has been in plain one colored goods, but this in no way proves that solid colors will be the reigning thing, as manufacturers have not had a chance as yet to find out just what will be acceptable to their trade.

Woolen Goods—The American Woolen Company did not open its spring staple lines on July 8, as it was previously reported, this opening having been indefinitely postponed. It is reported that the sales of the company for June amounted to 2,500,000 yards of goods, representing \$3,000,000 worth of business or thereabouts. A large percentage of this was in the form of duplicate orders, on which the profit was good. It is said that this company's large buying of wool, which they now have on hand, at a low market price, was one of the things which helped to turn the market.

Underwear—In the fleeced end for fall, there is more interest than in other lines. The activity which was so marked in our last report has fallen off

again, presumably because the buyers have been given a longer time in which to do their buying before prices are advanced by the Association. The jobber has disposed of good quantities, yet not enough to make him feel that he will need to replenish his stock immediately. This makes the duplicate business with the mills slow, and very few orders are being received. The jobbers, according to what they say themselves, feel that they are practically through with fleeces, except in the way of replenishing retailers' stocks as they may become depleted in the fall and early winter, and they think as a rule that they have stocks enough to take care of any amount of business that may accrue from that cause. One result of this is the curtailment of production on the part of many mills.

Ribbed underwear is even less fortunately situated. Agents are expecting a hard season, strong competition and cut prices, similar to what existed in the fleeced end until the Association took hold of it.

Carpets—Carpet manufacturers continue to receive a fair amount of new business each week, although, as a rule, the orders are not as large as they should be. In some instances, however, some manufacturers report their products sold up for several months to come. In fact, one manufacturer of high-grade carpets is quoted as saying that his production of certain lines is taken up to May 1, 1902. These are rare cases, however. While the bulk of the business is being done with the cheaper grades, such as the 4-4 goods, it is noticeable that as the season advances the 3-4 goods are becoming more in favor with the buying public. The cheap and medium tapestries, while in a moderate demand, are not likely to have as much call later as the better grades of tapestries. The wiltons, axminsters and velvets are beginning to show some improvement in the way of orders and a good business in these lines is looked for very shortly. The extremely hot weather experienced the past week or two has caused a number of the large Philadelphia mills to curtail their production quite extensively, and their efforts to secure additional business have not been as persistent as they would have been had climatic conditions been normal. The cut-order trade report the usual summer dulness in business as about commencing. This season, while ending later in the year than usual, has been in reality shorter than previous seasons, as business to any extent did not commence until later than customary, owing to the prolonged wet weather which occurred in April and May. A good business is expected in the fall, as it is believed that the unfavorable weather in the spring has caused many to put off purchasing carpets until the fall season.

Rugs—Smyrna rug mills are working full and have orders ahead for some time. The carpet-sized rugs seem to be in most demand, although the medium sizes sell exceedingly well. The retail trade in rugs has shown some falling off, but this is expected at this season of the year. Manufacturers, however, are not alarmed at this occurrence and feel confident that buying will be resumed as the cooler weather sets in. Wilton rugs are in moderate request.

It is better to have loved and lost than never to have loved at all. It is better for the jeweler, the florist, and the messenger boy—and sometimes for the lawyers.

Tit For Tat.

A drummer who travels for a Boston grocery concern says that he sees in Maine some of the sharpest tricks that are practiced anywhere on his route. He gives the following specimen:

A farmer's wife hustled into a store in Washington county the other day and went for the proprietor with:

"Mr. B—, I bought six pounds of sugar here last week, and when I got it home I found a stone weighing two pounds in the package."

"Yes, ma'am."
"Can you explain the swindle, sir?"
"I think I can," was the proprietor's placid reply. "When I weighed your eight pounds of butter week before last, I found a two-pound pebble in the jar and when I weighed your sugar the stone must have slipped into the scales somehow. We are both growing old, ma'am, and I am sorry to say that our eyesight isn't to be trusted. What can I do for you to-day, ma'am?"

For a moment the woman gazed at the merchant over her brass-bound spectacles. Then she recollected herself and remarked that she had a dozen eggs which she wished to exchange for hooks and eyes.

The late Joseph Cook very pithily said that the five greatest things of the age begin with the letter P—politics, the police, the press, the parlor and the pulpit. With usual perversity in such practical matters the worthy and deserving divine overlooked the sixth and most important of all, which is the plunks.

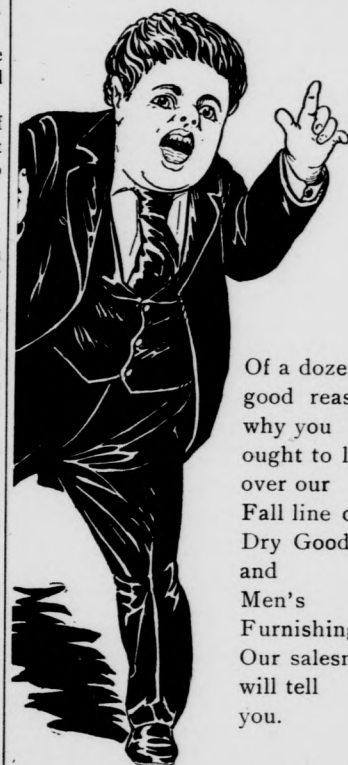
Ask to see Samples of

**Pan-American
Guaranteed Clothing**

Makers

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

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.

GOODS FOR FALL

The following are a few of our many lines of goods for fall and winter wear. It will be wise for you to place your order early to insure a complete assortment:

Duck Coats, Mackinaws, Lumberman's Socks, Woolen Socks, Gents, Ladies and Children's wool and fleece lined Underwear, Kersey Pants, Wool and Cotton Bed Blankets.

**P. STEKETEE & SONS,
WHOLESALE DRY GOODS, GRAND RAPIDS, MICH.**

This space belongs to

G. H. Gates & Co.

Detroit, Mich.

Shoes and Rubbers

Some Facts About Polishes and Laces.

There are a great many different kinds of polishes on the market to-day, each one claimed by the manufacturer to be the "best." Some of them are very good and some are "awfully bad." If you have experimented until you discovered the right polish, stick to it.

True it is that there are a lot of new things brought out that will bear investigation and prove worthy of a place in your findings department. But the thing to avoid is buying any large quantity of a thing until you know how good it is. A small trial order will demonstrate the worth of any article if the manufacturer is reliable. Trial orders are sometimes "baited" and the goods are selected with an eye to getting a big order on the strength of the "bait." No reputable dealer, however, will descend to such means. Choose your dealer as well as the goods. A well-known house, a house that has a reputation, is the safest always.

Polishes are one of the most important of all in the findings department. The right kind preserve the shoes and make friends for you. The wrong kind will prove a boomerang. Get the right kind and keep them.

Another thing. Work out your old stock by keeping it to the front. Put the new stock in the background until the old stuff is cleared out. Give your customers the best you have, always endeavoring to keep the stock fresh and getting the older polishes sold up well. Better order often, in small lots, than to have an accumulation of stale goods.

Most pastes and dressings require a cool place away from the light to preserve them properly. It is not a good idea to pile a window full of dressings in bottles. If you want to make a window display use the empty paper boxes with a few bottles through the show to give life. Pastes are nearly always put up in tin boxes, which preserve them well if kept out of the sunshine.

A shoe dealer had a pyramid of dressings in bottles in his window not long ago, and had built a foundation of the tin paste boxes. He neglected the window and allowed it to stand too long. The result was he had a lot of damaged goods on his hands. The sun shone on his window nearly all day, and, as he had no awning, the goods dried up.

Next time he will know better. Show cases should be secured for shoe dressings, and a nice display kept in view but the best place for stock in bulk is in a drawer or on a shelf where heat and light will not penetrate.

Shoe laces, long neglected, are coming to the front. Time was when most any old lace would do, but to-day there is as much style in laces as in shoes. The colored laces have had a great run and are gaining in popularity every day. It seems now as if the cheap, "given away" kind were to be relegated to their deserved position in the rear rank. The fine silk lace will have its innings. It has been deserved, too. The cheap one has caused the retailer endless trouble. A little firmness, a little nerve, and diplomacy will overcome the evil of presenting laces to everybody. Here's how one shoe store handles that problem. A large card is placed in the window with this inscription:

No shoes delivered. No shoes sent C. O. D. No shoes charged. No extra laces given away. Your money back for

the asking. For the accommodation of those who do not wish to carry their packages we have made arrangements with a local express company, who will deliver packages upon payment of 10 cents each. We have put up in separate envelopes two pairs of extra quality laces. Price, 5 cents.

You see this store does not flinch from the idea that "selling laces will ruin my business." They make a plain, straightforward proposition and stick to it. And that store is doing a splendid business. Nothing is more ruinous to a business than to lapse into the habit of allowing the customer to dictate to the "boss." If the boss has the nerve to invest his money in the business he ought to run it to suit himself.

If he allows Mr. Jones to come in and say, "I want a couple of pairs of shoe laces," and he meekly hands them over, he is laying the foundation for a bad ending. Mr. J. will continue to impose upon good nature until he will finally demand a pair of baby shoes or a pair of slippers gratis, because he has "been trading with the store for so many years."

The time to put a check upon this very bad practice is right now. When the demanding customer comes in and asks for laces, show him the free kind and selling kind. Tell him there is nothing in the cheap kind for either of you, and ten to one he will pay five cents for the better grade. Say to your trade: "Five cents may seem a very small amount, but twenty nickels make a dollar. I am giving you the benefit of extremely low prices and can not afford to lose even a copper cent. If I give you the lace I must necessarily get even somewhere else."

Be firm in your position. Don't let your trade get in the habit of running your business. Do you go out to the farm of one of your customers and ask for a cabbage or a bunch of lettuce simply because you are an old friend? You buy them and fork over the cash, don't you? Well, it's as broad as it's long.—Shoe and Leather Gazette.

Incessant Attendance the Price of Success.

To paraphrase the old aphorism, "Incessant attendance is the price of success," in the retailer's domain as well as in all others, and the man who expects to make a success of the shoe business must buckle right down to the fact that his continual presence in his store during business hours is absolutely necessary to it. Of course, I do not mean that a merchant should never take a vacation during the summer months when business is dull; in very many ways it is just an absolute necessity and a mighty good investment. In fact, I've preached on the subject of "goin' a-fishin'" before, and at that time I intimated that no man could expect to make a success of his business unless he did go a-fishing once in a while.

So I might qualify this week's text of continual presence by saying it is necessary except when it is time to go fishing.

And, with the exception of an occasional vacation, it is almost a fundamental condition of success that the retailer sticks close to his store, and is always on hand when he is wanted, for nothing so destroys confidence among his customers as that repeated disappointment they feel when they ask for him in the place he ought always be found. Customers are queer creatures, sometimes, and many a man, dealing as a regular thing at one particular

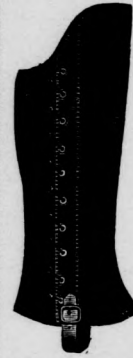
LEGGINGS

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.

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

store, likes to have the personal element in evidence and prefers to be waited upon by the proprietor rather than one of the clerks.

Of course, a man doing any kind of business couldn't begin to wait upon all his customers. If he could, or had to, he would have no need to employ assistants; but I'll venture to say that in almost every retailer's experience he knows enough customers who prefer dealing directly with him to keep him fairly busy every day.

Too many storekeepers get into the habit of running out at all hours of the day—sometimes down to the "drug store to get a soda" or around the corner to get a cigar—so that they are not actually in their stores one-half of the time, and their business suffers in consequence in such a way that it is hard to determine just what causes the suffering.

This continual presence should apply to the clerks and assistants with every bit as much force as it does to the proprietor. Too many of them get into the way of running out upon the slightest pretext, and the store suffers not only by actual loss of business by reason of no one to attend to it, but in reputation.

A writer in one of the trade papers coming to my desk, in taking up this same subject recently, said:

I have seen this "running-off" tendency affect an entire store force; and certainly nothing could be more demoralizing. When one man starts it another catches it, he passes it to the next, and he to the next until the whole force has the infection. Small stores in little towns seem to be the most susceptible. The boss will stroll down to the "corner" with a friend, then the bookkeeper will embrace the opportunity to slip out the back door on a similar journey, then a clerk will slip out a side-door, and another will slip out of some other door, until finally there is hardly a corporal's guard left on duty. This is not an exaggeration; cases of the sort have come under my personal observation. I recently went into a store in the middle of the day and found only three men on duty. At the time, nine men were employed—the other six were out. Of course, this was a dull day, and there were no customers in the store when they left it, but that was no indication that there would never be any customers there.

Nothing on earth is so exasperating to a woman as to come into a store and ask for the proprietor only to find him out. She generally has some particular business to transact when she asks for him, and she does not relish the idea of being compelled to wait until he comes back. His business is there within the store anyway.

The greatest encouragement a merchant can give his assistants is to set them a good example by sticking to his store and being on hand when he is asked for.—Shoe and Leather Facts.

The Extremes Are Too Heavy.

It is very doubtful if the extreme mannish shoe for women will ever have a very extended call.

The shoe, as it is made, is too heavy, and a woman seriously objects to place upon her feet such a cumbersome article of footgear as tires the feet in walking.

The good, roomy, thick-soled shoe, moderately mannish, will always be popular, and the extremes in style are, as usual, a passing fad which is bound to crop up so that the salesman can say he is showing something new.

Definite Instructions.

Lady (to clerk in clothing store)—I want a pair of trousers for my husband. Clerk—What size, madam?

Lady—I don't know the size, but he wears a fifteen collar.

How the Jobber Can Better His Customers and Himself.

A shoe jobber told me the other day that one of the worse features of his business was his trade with a certain class of suburban customers. All around his city within a radius of ten or twenty miles there were small villages in which were situated stores devoted to the sale of a mixed stock—dry goods, millinery, small wares, and a few other things, and with them a larger or smaller variety of shoes. These suburban merchants, as well as others who keep stores devoted entirely to the shoe business, were, many of them, his customers, and he found that a large proportion of them were poor pay, and that some of them had asked him to accept a greater or less number of cents on a dollar because of their inability to carry on business at a profit.

This has led to an investigation on the part of the jobber of the way in which business is done in these suburban stores. He has come to the conclusion that in his line, and possibly in every line, these merchants have a very erroneous idea of the way to carry on business. The dealers in this class seem to have made up their minds that they must compete with the department stores in the great city. They argue that if they do not they will not be able to get trade, because people will go into the city to purchase unless they can buy cheaper at home.

On this account the suburban merchant buys a good quality of shoes and sells them at a very considerable discount from the price charged by the city retailers. Now this is all wrong, and jobbers will do their customers a lasting favor, and perhaps at the same time better their chances of getting 100 cents on the dollar, if they will advise their customers to charge as much for their goods as do the city retailers. Arguments are in favor of such a course. The average retail buyer is more apt to go to the city to buy his goods than he is to buy them of the smaller suburban merchants, not because he can get better prices, but because he thinks that he can get a larger variety from which to select.

The city retailer must have a good profit because his expenses are large. If the suburban's current expenses are smaller so much the better for him. If he is selling a good quality of shoes at the same price as the city competitor he can make a larger profit because his cost of doing business is less.

There is no valid reason why he shouldn't take advantage of his more fortunate position as regards proportion of expenses to receipts.

This may be thought to be the retailer's business and not the jobber's. However, I consider it very much the jobber's. There are plenty of retailers who rely on the merchants from whom they buy, for advice and guidance, and certainly every retailer values the good opinion of the credit man of the house with whom he deals. The credit man can save himself from some bad quarters-of-an-hour if he gives this good advice in a plain and direct manner to each of his suburban customers.

Let him find out the price at which his customer is selling the goods he buys and see whether he is making enough profit. It is all nonsense for the suburban retailer to think that he can not sell goods at city prices. People do not trade at his store because he sells at less prices than his city competitor. They trade at his store because

of its convenience and get-at-it-iveness. They trade there because it saves a trip to the city. There are plenty of people who prefer to buy their own and their children's shoes near home to save car fares and time. Possibly they would not trade there under any circumstances if it were as convenient to get their shoes in the city. If this is the reason that they do it, what is the use of giving them an extra quarter or a half dollar on a pair of shoes and thereby cutting the profit down 25 to 75 per cent? In doing this it is not only the retailer that suffers, for if a jobber's customers are not making money he will in the end have his full share in the misfortunes of those customers.

Here is a chance for the jobber, and the jobber's credit man to do a little quiet missionary work which ought to bring a good harvest.—Boot and Shoe Recorder.

A Wise Husband.

Mrs. Shopperround—They had a bargain in gloves at Abargain & Loseller's department store to-day—but I didn't need any gloves.

Mr. Shopperround (apprehensively)—Indeed? Er—how how many pairs did you buy, dear?

THE BEST LIGHT.



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

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

Each Lamp Takes and Burns Its Own Gas!

**NO ODOR!
NO SMOKE!
NO DIRT!**

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

Sells at Sight.
Agents coining money. Write at once.

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

BEST BY TEST.

Coming!

Our salesmen will call on you soon with a complete line of shoes for fall and immediate use. Your orders will be highly appreciated by us. Yours truly,

Bradley & Metcalf Co.
Milwaukee, Wis.



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

Shipped knocked down. Takes first class freight rate.

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

FREIGHT TRACERS

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

BARLOW BROS., GRAND RAPIDS, MICH.

THE USUAL RESULT.

Death For the Cutter and Demoralization For the Others.

During the past year or so a revolution has occurred in the grocery business in a certain town in Ohio. The cause of it is a remarkably good illustration of the hardship that attends competition—the moral injustice that is embodied in the idea that a merchant has a perfect right to do what he pleases with his own goods and his own business, regardless of the harm he does his competitor.

The town I refer to is a very conservative place. There is plenty of money in it and, if I remember, about a dozen grocers. There isn't a single new store among this dozen. Every one has been established for a good many years and has been handed down from father to son in direct succession.

Every grocer in business in this town has made money and is well fixed. Two or three are extremely well to do and the rest have all they want and a little more.

So far as my experience goes this condition hasn't a parallel in the whole United States.

Clerking in one of these grocery stores when I lived in this place was a callow youth who rejoiced in the expressive nickname of "Slickey," which he got on account of the very slick way he combed his hair. "Slickey" had a head of oily hair and he thought it the essence of good form to soap it down on top of his flat little forehead like a smear of black paint.

After clerking a while, "Slickey" got ambitious, and went to New York. He had some relatives of influence there, and they got him in one of the biggest branch stores operated by James Butler. In some way or other he rose to be a sort of branch manager and this he remained until about a year ago, when I saw him one day on the Jersey City ferry.

"Hear about my good luck?" he asked with a broad smile.

"No," I said, "what was it?"

"My uncle just died and left me over \$3,000," he said, proudly.

I congratulated him both on the death of the uncle and the acquisition of the three thousand simoleons.

"What are you going to do with it?" I asked.

"Well," he replied, "I'll tell you. I'm going out home to show those old fellows how to run a grocery store. They don't know—there ain't a man in that knows how to run a grocery business. I'm going to put a New York cut store in there, and in six months I'll be doing the business of the town."

"God pity 'em!" I ejaculated, sympathetically. "Slickey" alone would be bad enough, I thought, but "Slicky" and a cut store together—Heaven attend!

"You bet your life!" said "Slickey," enthusiastically, interpreting my remark as compliment. "I'll make 'em sing all right, won't I, eh?"

"Ob, there's a splendid field out there for a cut store," he went on. "You know what it is—you've been there. Why, the scheme'll go like wildfire!"

"Well," I replied, "you may succeed yourself, but you'll ruin the business of every other grocer there."

"What in — do I care?" was "Slickey's" retort.

Well, "Slickey" opened his store,

and I have followed his career with a good deal of interest. He spent a big slice of his \$3,000 in fitting and stocking up. He got a good place on the main street, next door to a corner, and bought his fixtures with a lavish hand. He certainly had a fine store—a little flashy but glittering with glass and nickel and handsome as grocery stores go.

"Slickey" started the ball rolling as if he had a mint back of him instead of the little end of \$3,000. He bought big spaces in the two local newspapers and waded in to do a typical city cut-price business.

The result of "Slickey's" scheme, to make a long story short, shows the baleful influence of a cut price. "Slickey" came into a market where the people had been accustomed to pay the grocers a fair profit—an old-fashioned grocery profit—and the older fellows who read this know what that was. Naturally, he could afford to sell a good deal cheaper and make a profit that has come to be considered fair in outside markets where competition and the hand of the cutter have pushed cost and selling price too close together.

And that is exactly what "Slickey" did, but the result of the move was not what he expected. As I stated, the town in question is inordinately conservative—people as well as merchants. When the people there sized up the "Slickey" store—he personally had never cut much ice when he was a clerk in the town—they didn't flock there in the crowds that "Slickey" thought they would. They took "Slickey's" prices, though, and went to their old grocers with them. In a word, they stuck to their old grocers, but they expected to be paid for doing it.

When "Slickey" found that his scheme wasn't working, he got a little light-headed—cut his prices deeper. This worked exactly like it had before. The people took the low prices and used them to beat down their own grocers' prices. In six months from the time "Slickey" entered the town, the range of grocery profits was fully 10 per cent. lower than it was before. In place of the calm, even, easy-going, assured existence which the grocers led before, they were in a turmoil. Their profits were cut, every hour brought daily wrangles with their customers—accusations of over-charge—and they could have choked "Slickey" to death with infinite pleasure.

"Slickey" lasted just eleven months. Then he went all to pieces and was sold out. He did not succeed himself, but he had the satisfaction if it is a satisfaction, of knowing that he had plunged the grocery business of that little Ohio town into a hullabulloo that will last it for twenty-five years.

There is the injustice of it. An incompetent, hair-brained chump has gone into this Ohio town and deliberately bored a hole in the grocery business boat. It isn't sinking quite, but is by no means riding as high as it was before. The safe calm of the business is destroyed, profits are cut, incomes curtailed, and all because a callow thing called "Slickey" wanted to show the grocers of his town how to run a grocery business.

Can anybody imagine the grocers of that town getting their prices back to where they were before?

It is tough luck, but what are you going to do about it?—Stroller in Grocery World.

Shorts in a Corner.

"Yes," said young Mr. Bashful to his best girl, "the stock market has been through considerable excitement of late."

"Oh, yes," the girl responded, eager to take part in conversation on a topic which interested her Adolphus, "I have read a lot about it in the paper—all about those dreadful bulls and bears and things."

"Yes," Adolphus went on: "they got the shorts in a corner and effectually squeezed them."

"Did they?"

"Yes," "I think," the demure maid added after a few minutes' meditation, "that if ever I become a speculator I shall be a short."

A few minutes later she found it was not necessary to speculate in stock in order to be treated as a short.

Empty compliments and senseless abuse are on an equal footing.

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.

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

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

The Meat Market

Increase in the Sale of Horse Meat in Paris.

It seems curious indeed that a nation supposed to represent much that is of the higher quality in life should, at the same time, manifest such peculiar tastes in so many ways as do these French people. Wander around in the Latin Quarter of the city of Paris, which has so long been the home of the art students—although in reality very much more than art has its home there—and you will be surprised and puzzled at the number of golden horse heads above the shops of tradesmen. When you have investigated a little the explanation comes, for you learn that there is an unwritten law that these yellow heads, aglitter in the sun when the sun does shine in Paris, must appear above the places where horse meat is sold. So you may be sure that at every shop where these odd signs are seen horse meat and mule meat and donkey meat are for sale. One can not help wondering how it happens that such a nation should countenance such a traffic, for, after all has been said that can be said, there is something inherently obnoxious in the use of this noble animal for food. Talk with a dealer, perhaps along the Rue Mouffetard in one of the most congested quarters of Paris, where the poor people are crowded together in unwholesome masses, and he will tell you that the meat he sells is of a fine quality, that it is wholesome, that it is cheap—what more benevolent thing could a man do for the poor than to offer them such food?

There is no question as to the matter of cheapness, or as to the desirability of having lower-priced meats for the poor, for in point of fact the price of ordinary meat in Paris is practically prohibitive to the poor, who must go meatless all their days when a roast sells at thirty cents per pound and is very ordinary meat at that. But I can not see that the dealer's argument holds good any further than this. And yet there is much horse and mule meat sold in Paris. By the figures given me at the office of the supervisor of foods, under whose jurisdiction comes the inspection of meats, there were killed last year for consumption in Paris fifteen thousand and ten horses. Any one who is at all familiar with the extent of the traffic will tell you that these figures fall very short of the actual amount consumed. Without any question the authorities, and very naturally, wish to minimize the extent of the traffic, although why in the name of all that is Christian they do not prohibit it altogether is something no American can understand. I think, from what I have seen and heard in Paris, that the above number would have to be multiplied several times to reach the amount actually eaten.

One of the officials at the government headquarters, when asked as to the character of the meat sold, said that it was, of course, all inspected in order to see that it was wholesome. Then in answer to another question, he frankly admitted that the butchers could not afford to buy the best horses for killing because they were so expensive. It was a little difficult for one to harmonize these statements, and it paved the way easily to a belief that the stories of the slaughtering of injured horses, and the use of those which may have died from disease, might not be so very far out of the way after all. Naturally enough the

reputable sellers of ordinary meats are quick to denounce the sale of horse flesh, but the dealers in the latter are never at a loss for a word in its favor; so we may leave them to their controversies.

I wanted to make a photograph of one of the best known shops on the Rue Mouffetards but the camera had a deeper meaning than I thought to the woman in charge and she would not under any consideration allow the picture to be taken; and when a lively French woman of the shop-keeping class sets out to spoil the photographic prospect she can succeed to the queen's taste. Not far away in the Rue Broca, however, I found a dealer who was not unwilling to be photographed; in fact he was willing to leave his customers to shift for themselves that he might appear in the picture alongside his big side of mule meat suspended in front of his neat shop. Along the sides of the room were the white cloths which are found in all the better shops encasing the wood or iron work in such a way that neither the sides of the shop nor the meat itself shall become the least contaminated. You will find scarcely a shop, even for the sale of the horse meat, which is not kept in a very neat and attractive manner. It is hard to understand how they manage to preserve their meat as well as they do in any of the shops as they fight shy of the use of ice on account of its very high price. Many of the markets have long heavy iron bars in front of their shops which can be so adjusted at night that the air may freely circulate around the sides of meat while thieves may not.

The laws are stringent on the subject of labeling. No piece of horse, donkey, or mule meat may be exposed for sale without a large oval brass tag about ten inches in length upon it plainly telling what it is. I suppose there may be those who would evade the law, but I fancy they must be in the minority, for no reputable dealer would feel like taking the chances, not only of arrest and punishment but of serious damage to his business bound to follow an evasion of the law. Horse and mule meat sell at about the same price for corresponding cuts. The cheapest cuts will bring about four cents per pound while the best roasts will fetch as high as twenty-two cents per pound. Donkey meat will average about sixteen cents per pound, although donkey sausage is considered by many one of the delicacies of the Paris dietary and sells at a handsome figure.

The greater number of the horses eaten in Paris are killed in the regular abattoirs, where there is close government supervision, but some are killed on the premises of the butchers. One of the best known of the abattoirs is located on the Boulevard l'Hopital.

The entrance to the abattoir is an attractive one, big trees on either hand, large iron gates, a lodge or house of the guard in the center of the interior and the slaughtering places around at various points in the enclosure. I started out to get a permit to go over the abattoir, see the killing of the horses, and perhaps make some photographs of the interior, but too much red tape was wound around the application to secure a permit within an average lifetime and I did not go. I was heartily glad of it, too, for, say what they will, argue as the French people will as to its aid to the poor, prepare all the attractive information they may showing how wholesome and edible the food is, yet

when all is said and done there is something too fine and noble and, if you will, beautiful, about this splendid friend of man, too insistent an intelligence—more nearly human than the intelligence of almost any other domestic animal—for one to look with equanimity, and how much less with favor, upon such scenes. The horseless carriage is coming in every large city, the electric cars are going more and more to displace the horses, the trucking of the great business marts will be done with steam or electricity, even the work of the farm will eventually be done by electrically driven plows and mowers and threshers—the horse is falling out of the race and therefore there is nothing left for him but the shambles.

Ah, well, let those who so argue take what comfort out of it they can; for my part, I would rather every gentle, soft-eyed, big-hearted horse on the continent should die of old age and not leave colt or kin behind him than that any of his noble race should be bred for an ignominious death at the hands of a mercenary butcher. I do not think I shall ever forget the feeling of disgust, chagrin, perhaps, and in a certain sense indignation, too, that came over me several years ago on a former visit to Paris, when I sat at one of the open air tables alongside one of the boulevard restaurants in the dusk of an autumn evening before the street lights were out, and ate two or three mouthfuls of a peculiar, yet not ill-tasting, piece of steak with which I had been served by the obliging waiter. While there might be something provocative of laughter in the fact that, without question, I had been taken in, yet there was more to make one pity the race that would permit such a thing than there was to make one laugh at the clever deception. It was my first, and last, mouthful of horse meat.

W. S. Harwood.

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.



A GRAND CAKE BEST YET

Don't Delay

Order at once; only 8 cents per pound in boxes and cans.

Your neighbor dealer is selling RUBE SEARS at a fine profit so

Don't Delay

SEARS BAKERY
GRAND RAPIDS, MICH.

Write for sample of

Sears Richmond
VERY FINE
10 cents

SEARS BAKERY

NATIONAL BISCUIT COMPANY

GRAND RAPIDS, MICH.

Village Improvement

The Health of the People the Beginning of Happiness.

This is the inscription over the entrance to the Brookline, Mass., public baths, the first municipal baths built in America. They were constructed only after careful study of the best models in England and Germany, as well as those of our own West Point and Annapolis. The cost, when finished and fully equipped, was \$43,000. The main part of the building contains the natatorium, spectators' gallery, running track and dressing rooms, and is well lighted, well ventilated and commodious. The main tank is 80 feet long and 26 feet wide, and has an average of 4 1/2 feet of water. The bottom of the tank slopes gradually, and is four feet deep at one end and seven feet at the other. Around the swimming hall are forty-two dressing rooms, with a passageway on either side. At one end of the swimming hall are three rain baths, at the other, two; these are for the preliminary cleansing bath required of all before entering the swimming tank.

On the right of the entrance is the instruction room, containing a small tank 22 by 10 feet, with water of an average depth of 3 1/2 feet; six large (double) dressing rooms and a rain bath. On the left of the entrance is a large room containing six rain and footbaths, and three bath tubs with an overhead rain-bath attachment, and nine dressing rooms. The two swimming tanks are lined with white glazed brick, and the floors of the tanks are covered with light adamantine mosaic. The water in these tanks, taken from the public drinking supply, is constantly changing, and the standard temperature, from 75 to 80 degrees Fahrenheit, is easily maintained. Impurities, if present, are constantly swept from the surface of the water by a superficial current from a large copper gargoyle.

The water is entirely drawn off, the tank washed out, and refilled at least every other day. Nearly twenty million gallons of water was used in 1900.

A ladies' hair drying room is on the second floor; laundry and lockers in the basement. All towels and bathing suits are sterilized before using. The floors are of granolithic and are heated by a system of steam coils underneath, which keeps them warm and dry. Nearly six thousand non-residents availed themselves of the privileges of these baths in 1900. Numbers of students from Wellesley College, and classes from other schools received swimming instructions.

The school children are obliged to take swimming lessons as a part of their regular course of study, being graded for proficiency and receiving diplomas the same as in other classes. The police are obliged to learn to swim and are given instructions in saving persons and in resuscitation. Valuable lives have already been saved by this knowledge on the part of pupils and the police.

One of the most notable municipal playgrounds in America comprises twelve and six-tenths acres of ground in the most densely populated part of Cambridge, Mass. The field house is of brick. It provides lavatories, matron's and janitor's rooms, and room for the sale of refreshments. The broad hall is a gathering place in stormy weather. The basement provides storage room for bicycles and a place

for the change of clothing by the athletes. On either side of the field house are hedge-enclosed playgrounds for small girls and babies. The sand courts are also here, under the matron's eye. The greatest space is given up to the gravel playground that in winter is flooded for a skating pond. The cost of this playground, including land and construction, was \$194,733, or about 37 cents per square foot. In 1893 the assessed value of the property within the area of influence was \$936,100; inside of five years the value had increased to \$1,661,600, making a net gain of \$725,500—nearly enough to pay for the interest and sinking fund. The cost of maintenance including salaries of matron and janitor, is nearly \$6,300 per year. "From the moment a child enters the ground an endeavor is made to surround him with habits of clean conversation, respect for authority, regard for the rights of the weak, fair play towards his equals, personal cleanliness and many more of the virtues that make a good citizen." In 1896 the Northwest University of Chicago established a playground roomy enough for three or four thousand children. In an interview with Lieutenant Knoll of the police force of the district embracing this playground, he said: "Young boys under sixteen who are not occupied loaf around street corners, they have no place to go, they get into saloons, they annoy passers-by and form crowds. They resent the interference of the police, and finally they are arrested. We hate to do this as it is the first step towards pushing a boy downward into the criminal class. Since this playground is opened they come in here, they give us no trouble whatever, and juvenile arrests in this vicinity have decreased fully 33 1/3 per cent." It was also proved that juvenile crime in July and August in one crowded ward was 60 per cent. greater than during the other ten months of the year. Is further argument needed, think you?

It has been said that bill-boards and the hideous disfigurement of natural scenery by advertising signs are the result of the modern spirit of commercialism, and that soap, saloon, cigar and chewing gum signs follow the flag of civilization. People who but lately were classed as cannibals and barbarians do not so disfigure their landscapes. In Bermuda public sentiment makes it so unprofitable for a man to paint signs on fences and rocks that special legislation is unnecessary. Hawaii's laws forbid a man from bringing his fences within 150 feet of the roadside. That space must be left for natural growth. The trees, shrubs, vines and flowers growing in these spaces are looked after and carefully tended, while advertise-

ments on rocks and other conspicuous places are prohibited by law. The admission of Hawaii to the Union may be the unexpected means of elevating the public taste of our country. Eight years ago in England was formed the society called "Scapa," whose object is to "Check the Abuses of Public Advertising." The society now numbers more than one thousand members. Among them are Millais, the artist, James Bryce, Sir Charles Dilke, and many others equally distinguished. A strong contingent are members of Parliament. "Scapa" has driven the flashlight advertisements out of London by decree of the Town Council, while that body voluntarily removed all advertisements

from street cars and omnibuses at great pecuniary loss to the city. Glasgow, Liverpool, Dublin, Hull, and many other cities, large and small, have special legislation regarding advertising signs. Lord Salisbury, the Duke of Westminster, and other owners of large estates have forbidden the placing of any signs thereon. The German attache in London drew the attention of his home government to the good work of "Scapa" and the result was a law regulating the size of sign-boards and the localities where they might be placed. A license for the privilege must also be paid. France is taxing them out of existence. Rome licenses them under certain restrictions. Chicago and

**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.

**THE IMPROVED
Welsbach HYDRO-CARBON
LAMPS**

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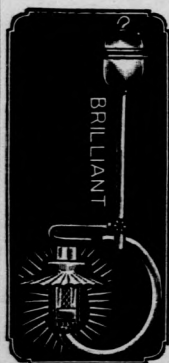
No Odor. No Dirt.
No Smoke. No Wicks.

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

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

OUR GUARANTEE MEANS SATISFACTION OR MONEY REFUNDED

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



100 candle power.

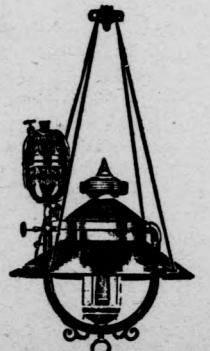
No Matter if you do Live in the Country

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.



Storm Lamp, 2 to 400 candle power.

Quincy, Illinois, have recently passed the most stringent laws yet offered for the abatement of this nuisance in America. Many towns have attempted to regulate this nuisance, but the attempts were both feeble and futile. Let us make it a national matter. The governor of New Hampshire, outraged at the advertising signs painted on the rocks through Crawford's Notch, declared he would have a bill put through the Legislature that would drive all such signs from the State. It was this same feeling of outrage on the part of the citizens of Edinburgh, Scotland, which caused a mob in that city to threaten the destruction of a firm which threw its gaudy flashlight advertisements against the almost sacred Castle Rock. Advertising audacity and genius are proper enough, but there are places where one finds advertisements intruded in a way which arouses an indignation against such firms very harmful to their interest. The educational value of good pictures in our public schools is well understood. Is not a lack of scenic pride a distinct loss to our patriotism? A municipal art society in Belgium offered prizes for the most beautiful signs. The result was satisfactory, in that it proved that the handsomest signs have attracted and held permanent attention.

Jessie M. Good.

The Storekeeper's Wife Gives a Roland For an Oliver.

Written for the Tradesman.

Airy and cool under elm shade and wind-swayed Virginia creeper, the white-painted, green-blinded cottage of George Van Arsdan had settled down that summer afternoon to keep as comfortable as possible during the intense heat which was making June that year as disagreeable as the hottest August weather; and little dainty, black-haired and black-eyed Mrs. Van Arsdan, in white with pale pink ribbon at neck and waist, was out on her broad verandah with her pretty embroidery as cool and comfortable as the wind that kissed her sweet lips. "Singing she wrought" and so interested was she in the delicate blossom she was fastening with her needle to the linen in her hands that she did not hear the gate latch click behind her husband nor his foot on the walk as he came up with a letter in his hand. Not until it fell over her head upon her lap was she aware of his approach and then, with an "Oh! George! How you do like to startle me!" she picked up the letter and looked at the address and the postmark. George had thrown himself into his wicker easy chair on the other side of the willow work table and with a sardonic grin of expectation waited for the opening of the letter. It ran thus:

My own dear Lucy: Tom and I have about made up our minds that we can't let the summer go by without spending another August with you and George. We don't know of any "little cottage with a creeping vine" half so delightful as yours and last year when we got back from Sweetwater we were so rested and brightened up that our friends hardly knew us. Naturally we want to try it again. We want some more of your fresh milk and vegetables and your dainty cooking, and we write early so as to antedate other friends who may be looking forward to the same delights. Do write soon and say that we may come. Tom sends oceans of regards, and so do I—to you both.

Affectionately,

Elizabeth Sherwood Leigh.

Two masculine legs became suddenly limp, two masculine arms fell hopelessly from their shoulders and the head

between them settled for support upon the high chairback. Mrs. Van Arsdan folded the letter, put it carefully into its envelope, looked at her husband and laughed.

The Van Arsdens were young people, who had been married five years. George had come to Sweetwater a stripling, had served his time in the village store and ended by buying out the proprietor, married and here he was, thrifty and fairly well to do, with a good store of goods, a cozy home all his own and was looked upon as one of the enterprising men in the village.

A year ago the Leighs had asked to spend August with them and Mrs. Van Arsdan, glad of the opportunity to brighten an old schoolmate's not very prosperous life, had opened her house and her heart to her early friend, who effusively accepted the invitation and just as effusively made her friend's house her home; and during the whole of that burning August weather she never lifted her finger to do a stroke of work during her entire stay, although Mrs. Van Arsdan had no maid and was not the skillful housekeeper that she became later. The visitor did not even take care of her own room and, not being an early riser, the second breakfast and the delayed work made such inroads on the good hostess' health that months passed before she fully recovered from her summer's experience. It had been simply taking summer boarders without the weekly formality of board-paying and when the trunks of the Leighs—Tom had come on for the last fortnight—started on the home journey the indignant George said to his wife, "There, Lucy, we're to have no more of that;" and he meant it.

So, after Mrs. Van Arsdan got through laughing now, the indignant husband wanted to know what she was going to do about it. "You know, my dear, that that thing is never going to happen again. She came here and turned everything topsy-turvy. Nothing was sacred. My chair was hers, my paper was hers, my—but never mind, it's over with and we're to have no more of it. Hadn't I better answer the letter and have it done with?"

"I'll answer it, dear," and, with the sweetest smile imaginable, she went on with her blossom making and George went back to the store. During the afternoon this was the letter she composed and she read it to her husband when he came home to dinner:

My dearest Elizabeth: Your sweet letter came a few hours ago and I hasten to reply. I read it to George to hear what he thought about it and, man fashion, he said "No," in the largest kind of capitals; but, like most of these big fellows with a perfectly savage bark, his bite doesn't amount to anything. The only thing he insists on is that he simply will not give up his room to anybody else. At first I rebelled and insisted that it was not hospitable to give you the small room we used last summer; but George silenced me by saying that you didn't give up your big room to us when we came to see you last winter. So I guess we shall have to consider the room question settled. We didn't find it so very warm last summer, except in the hottest weather, and then with only yourself in the room it will not be as uncomfortable as we two found it. So we'll leave it that way.

In thinking over the work and expense part—I've been helping in the store considerably during the year and have got to be quite a financier, George says—I couldn't do the work for both families as I did last summer, I grew thin on it; but I think it will be rather nice for us to take turns doing the work,

you doing it one week and I the next. Then we'll keep a careful account of the expenses and at the end of each week we'll settle up.

I haven't done my washing and ironing for nearly a year, but I can make arrangements with my washwoman for you and so prevent the annoyance you suffered last summer in having me assume responsibility for your washing. You feel just as I do; but, as each pays for her own washing, we sha'n't be troubled about that. I have just heard of one good thing: Both the Mowry girls are at home and they have consented to come over and help any time we want them. "A dollar a day and found," George says, "is pretty steep for country prices;" but he says he'd rather pay that than have me work as I did last summer. It won't be so very expensive, however, as each will hire her own help and it will come only every other week.

I must add that this arrangement can be made for August only, as July is too

early and September too late for us. If these conditions suit you we shall be glad to have you come. The cottage and the vine are here and the fresh milk and vegetables are begging to be eaten. All you have to do is to pack your coolest things and start the first of August.

Lovingly yours,

Lucy Fenwood Van Arsdan.

A few days later Elizabeth Sherwood Leigh wrote to her dear friend, Lucy Fenwood Van Arsdan, saying that "Tom had decided to spend their vacation at the seaside;" and the storekeeper and his wife laughed again.

Richard Malcolm Strong.

Tommy Smith—This is the night your sister's best feller comes, ain't it?

Willie Jones—Yes, but I guess she's tryin' to shake him.

Tommy Smith—How d'yer know?

Willie Jones—She eat onions for supper to-night.

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Hardware

Steel Range Is Better Than Cast Range.

Two or three years ago I should have been very glad to have given a few suggestions, or even been pleased, had I only known how to reach the stove manufacturing companies, but the troubles of two or more years ago have mostly been remedied and, as I glance at the steel range and cook of to-day, it seems to me as if there is little or no room for criticism, and as all stove companies have men lying awake nights composing music and songs of praise of their own goods I do not consider it worth my time to say much in that line. I think the steel range is a better construction by far than the cast range. First, by appearance only, I consider it so far in advance that it leaves the cast range out of sight.

Ninety-nine and one-half per cent. of the housewives will tell the hardware dealer that there is less than one-half the work to keep the steel range clean from dust and dirt.

And the most precious about the steel range is the almost dust and ash-proof oven, which all neat women admire. As there is no oven, top or fire-back to crack, there is no chance for the ashes and dust to leak down onto the custard pies as is the case with cast stoves of all kinds. Let the admirers of cast goods say in praise what they will of their goods, I do not hesitate in saying that to find a cast range or cook which has been in service for a few years with a tight oven is a curiosity indeed and should be placed upon exhibition.

And to further this statement, I beg leave to relate a little experience of my own which took place the latter part of my experience in hardware. As I was showing up the good points of our ranges to a newly-married hired girl, I called her attention to the steel and almost air-tight oven. She examined it more closely than any tinner ever does an oil tank and asked a hundred and forty-eleven questions, such as only women can ask concerning a stove and, after I had answered them all favorably, she said that was the range she wanted, as she had worked "out" ever since she was fifteen years of age and now she was thirty-five; had worked in New York, Chicago, Omaha and at a hundred or more different places, and she had always considered her place learned as soon as she had found all the "cracks in the oven," and knew where to set the pies, cakes, etc., where they would be liable to catch the least ashes while baking.

This woman was a splendid cook and knew what she was talking about, although it may be a bitter dose for some to swallow; but if there are any dealers who think I am outrageous in my statement, if they will take the trouble to enquire of their customers, what is the matter with their stove? the answer will be, My stove is O. K. only the oven is cracked and the woman gets wild sometimes when she has her baking spoiled by the ashes falling through.

The first steel range that I ever sold was to an old couple from the rocky coast of Norway. They came to the State of Iowa about thirty years ago. Had bought one of ye old time cook stoves in Milwaukee when they first landed and it had served them every day up to the time I sold them the range, and it was with tears in their eyes that they stated their wants, as their old stove had fallen to pieces in spite of

their hopes that it would have lasted as long as they did. They asked to see the best stove we had in the store and I sold them the steel range, cautioning them not to use as much fire or time to bake as they did with the old stove. I was almost sorry for this statement, as the old lady took it as much to heart as if I had insulted an old friend and, looking me in the eyes said, "Young man, when you and your new stove have baked as much* as my old stove and me with as little and cheap fuel, it will be all right for you to tell me how much coal to use." I said no more at the time, and not until two days later did I think of the range or old woman, when she stepped into the store and informed me she would not keep the range as she could not make it bake; that it burned everything to "black ashes." I knew there was something wrong and thought I smelled too much fire and finally persuaded her to go home and try less fire, and she did. Two weeks later I saw her again and asked about the range and was informed that while she liked it ever so much better than she had, she still longed for her old stove, as the steel range would burn the bread before it was baked. I told her to use still less fire and she only laughed at me as she said she was using so little fire already that it was contrary to all her rules and all she knew about cooking to use less, as she had never seen the stove that would bake with as little fire as you could cook with and that was the rule she kept house by. I told her there was only one out of two things for her to do—she would have to use less fire and break her rules or else we wanted her to return the steel range as we did not want her to keep it if it was not giving satisfaction. I did not see or hear from them again for two weeks, when they both came into the store all smiles, and I asked them if they brought back the range, and the old lady held one hand up to me (warningly) and said, "You young tinner man won't get that stove back for \$100. I can bake as nice bread as you ever ate with three corn cobs and a wad of hay." The old gentleman smiled and said the luckiest event of his life was when the old stove fell to pieces, as he could save enough in fuel every year to buy a new range if need be.

I know I am going to extremes, but I think this statement will illustrate the difference between the old castiron cook of thirty years ago and the steel range of to-day.

As to improvements, I have this to say, that many companies are too saving of asbestos lining or packing. While the steel range will work without any asbestos lining, still those with asbestos lining have only to be seen and tried to be appreciated by any one who considers economy, and I have yet to see my first range or oven which I would condemn on account of too much lining. Another and the greatest, drawback that I know of about steel ranges is the enormous amount of poor nickel-plate used as trimmings and ornaments.

Nickel-plate, I suppose, is intended to make the range attractive and pleasing to the eye while it is in the store, provided it don't have to be carried over thirty days, but in case it must be carried from one season to the other, there is hardly anything more trying on the merchant than to find that, instead of the white nickel, there is rust and he is often required to give a greater discount than is his profit on account of poor nickel-plate. Were this all we

could gladly forgive and forget; but no less is the disappointment of the housewife who receives a bright and beautiful steel range, either as a necessity or a remembrance of some noted time, and in spite of her best care she will find within six months after receiving it that the nickel has turned to black and rusty iron. Now, this is something worth attention of stove builders, as the average woman has only from one to two chances in a lifetime to buy a stove. It is something which they must stand around or over every day of the year, and if they make the mistake of buying one covered with nickel in the first place, I can describe what you will see in its place six months later, and you can imagine what comfort it must be to the housewife to be thus disappointed in what she once took such pride. As I glance at a muchly-nickeled steel range it makes me feel like asking if stove manufacturers have a motto different from ours, as it seems by the poor nickel-plate which most of them use that their motto is to "deceive" instead of "please."

I have found it a hard matter sometimes to persuade women that what they ask for in a range is just what they don't want, as over 50 per cent. of women would prefer a range entirely covered with nickel, never stopping to ask if it is durable. If nickel on steel ranges is indispensable I would ask for better work in that line than we have in the stove trade to-day.

Another defect of the ranges some years ago—before so many were made of planished steel, or were made of enameled steel—was a place in the end of range on a level with the gate where the enamel would always burn off, thus giving the range an ugly, untidy look, but in many of the steel cooks and

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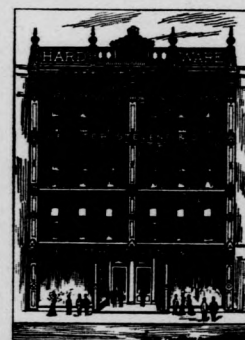
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ranges of to-day I notice this particular place being made of castiron or else a draft or something to take the place of that once ugly spot. While some seem to have profited by experience, still there are those who still turn out what I would call an enameled firebox. This is not noticed so much where wood is burned as where coal is used, coal making a much hotter fire, if it takes a notion to run away from the cook, than wood does, and where I held my last position it was nothing extraordinary to see the whole firebox of the range get red-hot. Although this is against all rules of stove manufacturers, it is no more than any and all ranges are treated to, and it is their duty to build their goods so as to come out at the end of the year as presentable in appearance as is possible.

Just one more kick—before I close—about the base of steel ranges, and that is because they fit the floor entirely broom and mop proof, but scrubbing water and other things which are occasionally spilled on the kitchen floor will manage to get under, and all the efforts of the housewife can not get at it to wipe it up, consequently when for some reason the range is to be moved there is found a rotten floor and a mess of custards, pumpkin pies and slop water to a thickness of one-half an inch or more under the range. While I am going to extremes, it is nothing more than I have seen with my own eyes, and I think others have seen similar cases. Although I do not state these things to find fault with the steel range, because, as I stated in the beginning, I consider the steel range so far in advance, taken as a whole, that cast ranges and cooks are out of sight so far as satisfaction and economy are concerned, and these are the only two points I look after in stoves, still I have said enough to let any one know that I do not consider steel ranges perfect.

I know nothing from actual facts as to how steel goods compare with cast goods, only I have been told by customers who have tried them both that steel ranges and cooks take less fuel to do baking with than do cast goods. I have already stated my experience with the steel oven, and so far I have to hear my first dissatisfied customer who has bought a steel range, while with cast ranges and stoves it is so common to hear that the oven and other parts are cracked. One thing of advantage is the oven door of steel goods; hinged at the bottom to open down it makes a rest to turn or examine the baking on before putting in or taking from oven, while with all cast goods I have seen, when the oven door is open it is only in some one's way.

The parts most liable to become damaged in any stove or heater is the "grates," either on account of ignorance or lack of knowledge, but very few people know how grates become damaged, and if they are told that it is on account of too much ashes accumulating under the grate and shutting off the air they will hardly believe you, that a small fire on the grate with it full of ashes under is more destructive to a grate than a roaring fire on top and clear under. And it is only when stove manufacturers can build stoves which can not be clogged that this can be remedied, as only a very few people will give this little matter attention, and will blame the manufacturers of the stove when they find the grate melted and wrung out of shape, and if the dealer ventures to tell parties that it is their own fault

they will usually declare that they never have as hot a fire as their neighbor, and his stove never gets out of shape.

If people could be educated as a whole on some of the simplest matters it would be made easier for those who endeavor to supply their wants, but as they can't, stove manufacturers will have to try to build stoves which can't be clogged with ashes, otherwise the grate can never stand the racket which some people give it, both in cast and steel goods alike. The construction of the stove is the only thing which can save the grate, since we burn coal, and manufacture stoves that will draw; unless the ashes is kept cleared from under the grate this trouble will continue.—B. E. Anderson in American Artisan.

Guessing Contests to Attract Trade.

If you are going to hold a guessing contest this fall, surround it with a certain amount of dignity, and make it attractive from start to finish. Have everyone in the neighborhood talking about you and speculating as to the result of the contest. Above all, make the contest worth while. If you think there will be enough interest in it to pay you, give half a dozen good prizes, to first, second, third, fourth, fifth and sixth winners. Start out with a prize of considerable value that will attract attention, and will be desired by everyone who sees it. If you think you can afford it give a silver set as first prize. Such an article can be purchased from your jobber at a very small figure. Then offer as the next prize a plated piece of silverware of value, and so on down through the list.

You have decided on your prizes, what shall be used for the purpose of making the guesses on? Look through your community obtain something that has already attracted attention and at the same time something that will provide a wide range for the guesses and that can be displayed in your store window. Don't put your guessing contest on the extent of your sales, or the number of people that will visit your store. These ideas are old and are worn threadbare. Try and be original in your guessing contest this year, if it is the only original thing that you have done since the first of January. In the large cities a guess on the total wheat crop might not be a bad idea, giving prizes to those who come nearest to the figures given out by the Government. However, this will not apply in the smaller towns, for it would require too long a time before the figures were available to decide the contest and people would become tired of waiting. Better take some local event, or choose some subject for the guessing contest, such as the largest melon produced in the county, or some other agricultural product.

After having decided on the guessing contest, advertise it. Advertise it in your home newspapers in type so large that it will be seen, advertise it in any circular matter you may send out—but advertise it. In all your advertising matter set forth the rules governing the contest. If you are going to require every one who guesses to buy a certain quantity of goods, say so in your advertising. Do not attract people to the store with the idea that they can make a guess for nothing and then turn them away because they do not buy goods from you. State plainly when the prizes will be awarded and the result known. In this connection select some one—or more—prominent citizen of your town to

aid you in deciding who are the prize-winners. If you are on good terms with the country editor he will be glad to help you. Possibly the minister may be induced to aid you in reaching a decision or the mayor, or some other good citizen, whose name in connection with the contest will be an assurance that everything is done fairly and honestly.

Have a large book ready for the guesses as they come in and be careful that they are recorded plainly and so that there can be no future question as to them. It may be advisable to give each customer a slip, in addition to recording the guess in this book, the slip to contain the guess made, and the number of the guess on the book, so that future comparisons can be made in case any question is raised.

Do not have the guessing contest at this time of the year extend over a month. Try to close it up as nearly the middle of August as possible, so that it will not interfere with your regular fall trade that comes later.—Commercial Bulletin.

The Wrong Firm.

A commercial traveler on his first trip called upon a well-known pharmacist. He was nervous as he put his hand in his pocket and drew out a card.

"I represent that concern," said the young man.

"You are fortunate," replied the pharmacist.

The traveler was encouraged.

"I think so, sir," he said, "and the pharmacist who trades with us is even more so. My firm has the finest line of cosmetics in the world."

"I shouldn't have thought it," slowly responded the man of medicines; "her complexion looks natural," and he handed back the photograph which the young man had given him in mistake. The traveler didn't wait for his order.

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Summer Resorts

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"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:

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| 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.

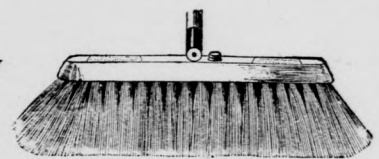
The summer train schedule goes into effect June 30. Time cards and full information regarding connections, the "Northland Express" with cafe car service, will be sent, and assistance given to plan a comfortable trip via the

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**BOUR'S
COFFEES
MAKE BUSINESS**

Woman's World

The Interrupted Career of Mary Ellen.

The other day I received, through the same mail, two letters, which seemed to me to be deeply significant of a phase of evolution through which my sex is passing.

One of the letters was from a man, and in it he said:

My wife is a young and pretty woman who has become stage-struck. She has had some success playing in amateur theatricals, and the indiscreet and indiscriminating praises of her friends have caused her to believe herself a Julia Marlowe or a Maude Adams. If she were a genius, I would be willing to sacrifice myself to her ambition, but I am sure that she has nothing but a very ordinary talent, of the kind with which the stage is over-run, and that meets with scant pay and no fame. Nevertheless, my wife's belief that she is a star that is being hidden under the domestic bushel is spoiling all the sweetness of our life. What course do you think is wisest for me to pursue in regard to the matter—for her as well as for myself?

The other letter is from a mother, and its plaint is virtually the same:

I have only this one child, and she is an unusually bright and attractive girl. For four years her father and I have denied ourselves the pleasure of her society in order that she might have the benefits of the best education a famous Eastern college could give her. All of that time we have looked forward to her return, when we would have the sunshine of her presence about us, and the loving care of a daughter to bless us, and when she would fill our dull old house with the laughter and gayety of youth. She has just graduated and come home, but she tells us she could not think of wasting her life merely going into society; that she intends to study some profession and follow a career that will rob us of her forever. So far as money is concerned, we are amply able to give her everything she desires, so there is no question of her necessity to work. Her happiness is, of course, ours, but it is so hard to give her up. What shall we do?

The career craze among women is one of the problems that is a comedy or a tragedy, according to the way you look at it. It is funny when you see the futile and finicky way in which most women set about doing things, as if fame were an apple that grew on every tree and all that one had to do was to go out and gather it some day, when they were not too busy going to parties or marked-down bargain sales. It is heart-breaking when you think how universal is the desire of women to do something outside of the home.

To anyone who looks only on the outside of things it seems the most contradictory thing on earth that a woman should be willing, not to say anxious, to leave her home and go out into the world to make the hard, grinding struggle for bread unless she was forced to it by the direst necessity. Yet there is no working woman who has achieved even the most moderate success who does not daily have some woman clothed in purple and fine linen openly envy her and the working woman knows that it is the lifting of the curtain that hides the familiar domestic tragedy—that it is the heart cry for freedom, the rattling of the shackles, that are still shackles, no matter how much they are gilded.

For hundreds of years we women have been taught that we must make home pleasant if we wanted to keep our men in it. It is time that men should wake up to the fact that they have got to do their part at making home pleasant if they want to keep their wives

and daughters in it. I do not blame any woman who has got health and sense enough to earn her own living for refusing to have her car fare doled out to her and her bills grumbled over. No man who had a grain of self-respect would be willing to be the dependent on a person who indicated in every possible way that they considered him a burden, and there is no reason for a woman standing it, either. If a girl's father is not able to support her, she certainly ought to get out and hustle for herself. If he is not willing to do it, surely her own womanhood demands that she should refuse to receive grudging alms.

I believe that a wife should be, in the fullest possible sense, her husband's partner, and that, when it is necessary, there is no limit to the work, the economies and the self-sacrifices she ought to share with him, but when she has done it, she is entitled to a fair share in the perquisites.

Whenever women are granted independence—when the wife and daughter have their own bank account, no matter how small, and liberty to spend it as they please—we shall hear no more of the unrest of womankind and of discontent with the domestic sphere. There is no other work so easy as housekeeping, and women are not fools. They know a good thing when they see it, but no job that merely pays board and clothes, and involves a fight over the clothes, is attractive. No man would take it, even if the clothes were as gorgeous as General Miles' full dress uniform, and he had a seven-course dinner every night, and it is folly to expect women to be satisfied with it.

That is one side of the question. No one can deny, however, that there are plenty of women, like those referred to in the letters I have quoted, who have been bitten by the prevalent career craze and who are anxious to leave the home nest and try their foolish wings in the great world. My advice, every time, would be to let them do it. There is nothing else on earth so wholesome, and so chastening, and so convincing, as bumping right hard into the actualities of life.

Every stage-struck girl in the world believes that when managers see her they will fall over each other in their efforts to secure her to play Juliet. Every girl who wants to write for the newspapers thinks she will receive a check for a thousand dollars by return mail for her poem on spring. Every callow maiden who paints an object that her friends recognize, without being told, as a cow, expects to have her picture hung on the line in the salon the first year.

Let her go and try her strength. Let the stage manager call her a dummy and tell her she does not know enough to walk across the stage. Let a cruel city editor call her cherished effusion "rot" and cast it in the waste basket. Let the art teacher inform her that she does not know the first thing about even how to see things, let alone draw them, and my word for it, if she has a good home, she will take the first train for it and you will never hear anything more about careers from her.

And that reminds me of a little romance in which I have had the pleasure of assisting, in a way. In a certain Michigan city there is a certain worthy gentleman, whom we will call Mr. Blank, and who possesses a charming and lovely young daughter. Mr. Blank has thriven in the grocery line, and,



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

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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

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Benton Harbor, Michigan.

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like a good American parent, he lavished his substance on his daughter. He sent her—her name is Mary Ellen—to a big Eastern school, where she acquired, among other things, the belief that she was destined to be a second Rosa Bonheur.

Last year Mary Ellen graduated and went back home, but, to her father's consternation, she announced that she proposed devoting her life to that art that spells itself with a big A and that in the fall she intended going to New York, where she would study for a few years before going abroad to the French studios.

Mr. Blank pished and pshawed. It wasn't at all what he had planned. He wanted to enjoy his pretty young daughter and in the end he hoped she would marry Tom Graham, who had grown up in his business and was now junior partner and who had been in love with Mary Ellen all his honest young life. So Mr. Blank argued, and Tom pleaded his cause, but all to no avail. Mary Ellen affirmed her decision that she was wedded to art and that she had espoused a career, and quite turned up her superior nose at the girls who only cared for parties and beaux.

Now, Mr. Blank knew this world pretty well, and so one day he called Tom into his private office and held a long consultation with him, closing with the remark: "She wants a career. Well, I'm going to let her go up against it good and hard, and see if it won't knock some sense in her."

That night he astonished Mary Ellen by telling her that he had been thinking it over, and he had decided that if she was sure she wanted to leave home and devote her life to art he would raise no further objections, but that he would only make her a very small allowance. This amazed Mary Ellen, but as she had loudly proclaimed that the vanities and luxuries of life were nothing to her, she was too proud to ask for more money.

Still more to her surprise, Tom seemed to coincide with her father, and told her that he perceived that she was right and that, while he could never love anyone else but her, he didn't feel that he had any right to stand in the way of her happiness and success in the career she had chosen.

It wasn't exactly what Mary Ellen had expected, and when she left home, with the smallest check in her pocket she had ever had, and Tom's cheerful good-bye ringing in her ears, she began to doubt if an artistic career was all that she had fondly imagined, and in the succeeding months that impression gained force.

She ascertained that real artists held quite different standards of criticism from the teachers at her school and that they did not seem very enthusiastic about her gifts. She also made acquaintance with New York hall bedrooms and cheap table d'hote restaurants and ready-made clothes and she forgot how theater tickets and long-stemmed roses and all the little indulgencies she had been used to seemed. Neither did it raise her spirits to hear that Tom was going about a deal with that pretty Gray girl. Finally Mary Ellen sat down and took counsel with herself. It was the day the art critic told her that in about six years' more study he thought she would know enough to teach beginners, and the end of her meditations was the following wire to her father:

"I am sick of art. Send me enough money to come home on."

Tom answered the telegram. He found her a homesick little bundle of nerves, in a dingy back room she called a studio, and he gathered her into his arms and she sobbed out the story of her troubles on his breast.

That night I went around to the hotel to say good-bye to her.

"When you resume your career—" I began.

"Career!" she cried scornfully; "I have just found the greatest career on earth, and I am going to freeze to it." Dorothy Dix.

Terse Expressions of Judy of Judyville.

We look backward regretting or forward hoping, while the present stands offering us flowers.

Show me a man who has never made a mistake, and I will show you one who has never tried anything.

It is a mistake to eat all you can, spend all you have, tell all you know or show all you feel.

A bad pup often makes a good dog; and I would rather undertake to reverse the force of a bad man than loan my money to a weak one.

Many people labor like an ox or a mule, and have to be pressed or they will not earn their feed.

Don't tell me what you have of beauty, strength, education, money, or genius. The only thing I care to consider is what you are doing with it.

If we could get a shield from the fear of things that never happen, our troubles would be reduced 99 per cent.

Many practice humanity to get the upper hold.

You can't escape criticism; for, if you save your money, you are a miser and a hog; and if you spend it, you are a spendthrift and a dog.

If you don't know where success lies, perhaps you know where it is not, and that will show you what to avoid.

Set your stake, and, before you reach it, set it further ahead.

Some people kick at everything they don't understand.

I would rather fail and know the cause, than succeed and not know why.

He that opposes us sharpens our wits and becomes our helper.

I can tolerate a man who fails to acquire an education, or one who never gets a dollar ahead, but I soon grow tired of a person who does not have sense enough to have a good time.

Geo. W. Stevens.

Demand For Character.

I do not know whether it is true that every man is the architect of his own fortunes, but surely every man is the architect of his own character, and he is the builder of his own character. It is what he makes it, and it is growing all the time easier to do right and to be right. With our churches, our Young Men's Christian Associations, our various church societies, every assistance is given for righteous living and righteous doing. It is no longer a drawback to the progress of a young man to be a member of a Christian church. It is no embarrassment; it is an encouragement. It is no hindrance; it is a help. There never was in all the past such a demand as now for incorruptible character strong enough to resist every temptation to do wrong. We need it in every relation of life, in the home, in the store, the bank, and in the great business affairs of the country. We need it in the discharge of the new duties that have come to the Government. It is needed everywhere, never more than at this hour.

William McKinley.

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

Plasticon

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

N. P. Brand of Stucco

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

Bug Finish

The effective Potato Bug Exterminator.

Land Plaster

Finely ground and of superior quality.

For lowest prices address

Alabastine Company,
Plaster Sales Department
Grand Rapids, Mich.

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,

Dic.

Frank Hamilton

Butter and Eggs

Observations by a Gotham Egg Man.

The recent period of excessive heat prevailing in nearly all parts of the country has given us an egg situation that is hard to describe in all of its disastrous features. The arrivals have, as a rule, fallen so low in quality that previous reputation of brands has counted for naught, and every lot arriving has had to be sold according to separate negotiations. As a rule the better class of trade have taken samples, examined them in their candling rooms, and accepted or refused them according to the quality there shown. In a great many cases marks that were formerly running of good quality and commanding full quotations have been turned down by their previous customers and thrown back on receivers' hands, only to be finally forced out to cheap trade at extremely low prices. A few examples of this kind ill serve to illustrate what has been experienced by almost every receiver in the market. A car of Missouri stock received last week showed scarcely five dozen good eggs to the case and sold at 9½c at mark; the previous consignment from same point brought 12½c. Many of the marks from Ohio, Indiana, Illinois and Iowa that were selling at 12@12½c at mark prior to the heated term have lately contained so many badly heated and hatched eggs that receivers have been unable to sell them above 9@10c. Some instances of very excessive losses are reported; in one lot an ordinary inspection showed no less than twenty-four dozen loss to the case, and instances where losses have run up to 12 @16 dozen have been very frequent.

With stock running so irregular in quality and condition, and averaging so very poor, and with qualities deteriorating so rapidly when goods were not promptly sold, receivers have been disposed to accept any reasonable bids and there has been considerable variation in the prices obtained for equal qualities. Where holders have hesitated to accept a prompt selling price on arrival, owing to the great difference between the rates offered and those obtained for prior shipments, they have often regretted it afterward, for when the stock has stood around the store day after day it has gone down so rapidly that last offers were generally the worst. Sometimes the goods have been so badly "burnt"—heated and partially hatched—that extremely low prices have had to be accepted. In one instance we heard of 106 cases selling for \$200, and many other instances have been reported where even rates have had to be accepted, some lots ranging down to \$1.25 per case.

Under these circumstances receivers have made little effort to draw egg shipments, and those who have a high reputation as selling agents have generally considered themselves the most fortunate when they have had the least stock to handle. It has been impossible to give any very satisfactory service to shippers whose goods were formerly of good quality but are now salable only to

cheap buyers at extremely low prices, and there are few houses who would not gladly shut up their egg department for a few weeks if they could do so.

But here is the best hot weather egg story that has yet come to my attention and I can vouch for its truth. Besides indicating forcibly the wretched condition of general egg receipts it may be taken as a proof of the bad "refrigerator" service furnished by some of the lines who charge for cold transportation and furnish incubators. H. T. Ponde, one of our local egg receivers, got in a shipment of twenty cases of eggs on Monday in a B. & O. "refrigerator" car. After the goods had been placed on the store floor one of the egg salesmen heard a peculiar "peep" and after some search for the source located it in one of these egg cases. Opening the case he found seven live chickens in the case apparently one or two days old. One of the little chicks died about as soon as the case was opened, but the others were lively as crickets. These eggs had been about five days in transit in a B. & O. "refrigerator" car, and the question is how did the hatching process, begun before the goods were loaded, go on to completion while the eggs were in transit? Probably this instance may serve to account for hundreds of other cases where goods are found to be in much worse shape on arrival here than when they leave the shipping station in the West.

There has been considerable speculation as to the quantity of eggs in New York refrigerators on July 1. In the absence of definite reports from the refrigerator companies it is, of course, impossible to obtain very accurate figures, but a fair estimate may be made from information picked up here and there. Last year the quantity held in New York on July 1 was generally estimated at about 225,000 cases. There has since been increased capacity installed in New York borough for about 35,000 cases, a new house built in Brooklyn and another in Jersey City. The demands upon the storage houses for egg room have been very great this season and some of the room that was last year reserved for other articles has been devoted to eggs. The New York houses are now about full as far as the room available for eggs is concerned, and it would be a very conservative estimate to place the excess over last year at 75,000 cases for New York City; this would make the quantity held within city limits about 300,000 cases, in addition to which we must figure on about 52,000 cases held across the river in Jersey City where there were none last year. Boston reports 212,830 cases against 149,349 cases same time last year and indications point to at least 35 per cent. increase in the holdings at interior warehouses in New England and New York State. Estimates of the Chicago holdings vary widely, but the more reliable figures place the quantity there at from 600,000 to 650,000 cases.—N. Y. Produce Review.

He who gives cheerfully is liable to be asked to give twice.

Discovered an Unexpected Way to Earn Money.

From the New York Tribune.

There are many ways of earning a living, it is said, if one only keeps one's eye open, and there are two women who deal in coal and wood and keep stores opposite each other in Hamilton street who have "skinned their optics" to some purpose.

Stable G of the Street Cleaning Department is in the same street, which is only one block long. There are about one hundred drivers employed. It is required that each driver furnish his own shovel and broom, and neither must be left at the stable after working hours. One of the women, who is an Italian, seeing the disadvantage of the men carrying home their shovels and brooms, made an agreement with them to care

for them for 10 cents a week from each man. The Italian woman has been doing the whole trade until recently, when the Irish woman on the other side of the street began competition. About half of the drivers are Italians, and naturally they patronize the Italian woman, while the other half leave their shovels with the Irish woman.

Both women can be seen at their posts every night and morning when the men come to and from their work.

The Nature of the Beast.

Customer—Waiter, it is nearly half an hour since I ordered that turtle soup. Waiter—Sorry, sir; but you know how slow turtles are, sir.

Don't mistake contrariness for strong mindedness.

WM. K. MUNSON

Grower and Shipper of
BERRIES, PLUMS, PEACHES, PEARS AND
GRAPES

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.

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

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.

H. F. ROSE & CO.,

Phones 504.

Fruits and Produce on Commission

24 Woodbridge Street West, Detroit, Mich.

Members Detroit Produce Exchange and National League Commission Merchants.

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

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.

Reference, Home Savings Bank, Detroit.



We solicit your shipments
of Fresh Eggs and Dairy
Butter.

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

The New York Market

Special Features of the Grocery and Produce Trades.

Special Correspondence.

New York, July 13—Coffee is certainly one of the most depressing staples just now in the whole range of groceries. The supplies have been so enormous that quotations have been forced down until a point has been reached that seems disastrous, and still come reports of overwhelming crops that must, it is thought, send prices still lower. The only salvation would seem to be a series of crop failures or a giving up of plantations. The week's business has been moderate and altogether the market has hardly been up to the average. Rio No. 7 closes at 5 7/8c. In store and afloat the amount aggregates 1,117,146 bags, against 698,903 bags at the same time last year—figures that indicate the difference with telling force. In mild coffees the demand has been of a moderate character, with Good Cucuta on a basis of 8c. East Indias are slow.

Not only has the supply of coffee been so large as to demoralize the market for that article, but it has been so tremendous that low prices have increased consumption at the expense of tea, and the latter, if possible, is in worse shape than coffee. Your correspondent has made it a point to see some of the larger dealers and the one word as to the condition of the market was "Disastrous." The one exception was the head of a large Japanese company who said that Japan had nothing to complain of. The consumption of other sorts may fall off, but Japan continues to send about so much all the time and the condition, upon the whole is satisfactory. Ceylon and India have had a hard row to hoe. And no one can see any relief for a good while.

The sugar refiners are behind in filling orders and yet trade is said to be flat, stale and unprofitable. This is especially true as to new business, although withdrawals on outstanding contracts have been fairly satisfactory.

There is a steady volume of small orders for rice coming in and the aggregate is quite satisfactory. Quotations are quite firmly maintained and the future seems to be quite encouraging. Prime to choice Southern, 5@5 3/8c. Foreign sorts are quiet, with Parna and Japan both about 4 3/4c.

The spice market is fairly firm, especially for nutmegs. Altogether the situation among the jobbing trade is quite satisfactory. Prices show no appreciable change from last week.

For the season of the year the molasses trade is, perhaps, all that could be expected, and this is not saying much, to be sure. The tone of the market is fairly satisfactory and, as compared with tea and coffee, the market is booming. Prices show no change. Syrups show increasing supplies and, while prices are fairly steady, the outlook is hardly as favorable as a week or so ago. Prime to fancy, 20@27c.

In canned goods quietude reigns. Packers are busy and the market is fairly steady, with few, if any, changes being apparent. Gallon apples are firm at about \$2.15 here and some quite good sales have been made. The pack of peas promises to be short in New York and prices are well held. Nothing is doing in the market for corn, although prices are pretty well sustained.

There is a fair jobbing trade in raisins and currants show some improvement, but, as a rule, the market presents few features of interest and all hands seem to be waiting for something to turn up.

Lemons have continued in active demand and fancy Sicily fruit runs up as

high as \$5 per box. California lemons are in moderate supply and full prices are obtained. Bananas are steady at unchanged rates.

The market for best Western creamery is firm at the old rate of 10 1/2c. The supply of really desirable stock is not over-abundant, but the price shows no advance. Seconds to firsts, 17@19c; imitation creamery, 15@17c; Western factory, 14@15c.

Little, if any, change is observable in cheese. White, full cream is worth at the outside, 9@9 1/2c. Large size colored, fancy, 9c.

There is a decided scarcity of the better grades of eggs and almost all arrivals show the effect of the recent hot spell. Goods from Michigan and Indiana which will stand the test will fetch 15c without any trouble and average packs are worth 14@15c.

False Parts and Divorce.

"You were telling me," said a local philosopher, "about So-and-so, whose wooden leg was so natural looking that the girl he married last year didn't get on to it until afterward. I see she's been trying to get a divorce from him on account of it since then. She told the Judge he had deceived her. The Judge, though, wouldn't grant her the divorce, and I think he did right not to. For, hang it, isn't every marriage a case of deceit on both sides? If every man and every woman made known frankly to each other the worst about themselves wouldn't they all draw back from any thought of marriage? Besides, a divorce on account of a wooden leg being granted, why wouldn't one on account of false teeth, or a wig, be in order? My wife had false teeth, and after our wedding I felt pretty sore about it, but I didn't make any holler about a divorce. Look, too, at these young fellows with padded coats. Many a girl marries one of them on account of his figure, on account of his big, broad shoulders, but she doesn't drag him into the divorce court because it turns out that his shoulders come off with his coat. I'm glad a wooden leg is not cause for divorce and at the same time not sorry that in my household the limbs are all of flesh and bone. In these matters we should all be very careful and circumspect beforehand."

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

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

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.



Highest Market Prices Paid. Regular Shipments Solicited.
98 South Division Street

Grand Rapids, Michigan

L. O. SNEDECOR

Egg Receiver

36 Harrison Street, New York

REFERENCE—NEW YORK NATIONAL EXCHANGE BANK. NEW YORK

Start in with us now.

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

All sales case count.

Window Dressing

Use of Fans and Price Cards—Protection From Flies.

"Whew!" we have all been saying, as we mopped our foreheads, "will it ever be cool again?" for the hot weather has come with a vengeance and we are too much exhausted to do more than seek a place that is cool. So just remember to keep coolness in mind as you make your trims. Look over the interior of the store and see that ledge decorations are removed if they interfere with the free passage of air. Remember that dark goods in the window and in the trims generally have a hot look, and avoid using them as much as possible until cool days come. Avoid reds for the same reason. Seek out the cold and neutral colors for your effects and give everything as breezy and cool a look as possible. People can not fail to be attracted by a store of cool and restful appearance.

* * *

A trimmer some time ago noticed in a restaurant a large cake of ice on exhibition, in the interior of which a variety of green stuff and shell fish had been frozen. It gave him an idea, so he had a large cake of ice made, in the interior of which he placed a negligee shirt, with collar, belt and washable necktie. The odd exhibit attracted considerable attention and made a hit, as it was shown on a broiling hot day.

* * *

Another trimmer had noticed on a hot day that everyone was carrying fans, and the idea occurred to him to use them as a background for a display of summer clothing. So he draped the background of his clothing window in dark green cloth in plain folds and festoons and set artificial palms at intervals along the window back and through the window. He then sketched on the middle of the background of the window a rough outline of a very large palmleaf fan and filled it in by tacking upon it palm leaf fans overlapping each other. He then painted on it in large green figures the price per suit of the summer goods shown in the window. Fans lettered in green with "hot weather" phrases were also used in the window to call attention to the goods. The display attracted much attention.

* * *

An idea for the display of clothing and furnishing goods that is particularly adaptable to a very large and deep window is to display all articles in the window on poles or posts. The floor of the window is divided up into large diamond-shaped spaces, and at each corner of these spaces a slender pole (which may be as richly carved or ornamented as is desired) is firmly set by screwing it to the floor. Brackets of metal are screwed to these poles, and from these brackets or arms attached to them various articles of clothing are hung. If straw hats are shown the poles are sometimes bound with straw. Sometimes, too, the poles are bound with strips of ribbon of various colors. Bars can be suspended on the poles when desired, and in this way a considerable variety of effect can be secured.

* * *

Some card writers, in their anxiety to make their cards tell, make the mistake of imitating the sensational methods of certain advertising men, and so use such extravagant terms as "slaughtered," "butchered" or similar sensational words and phrases on their price cards. Tricking a man into reading a

sensational piece of news that winds up with an ordinary business announcement is not profitable, because it is a plain cheat. Putting such yellow journal phrases on your window cards is bad sense and bad taste. An epigrammatic, terse, snappy card can never be made up in this manner. It is a good idea to take some paper or book and go through it, copying odd and suggestive phrases for use on your cards. If you lack a faculty for odd or imaginative turns of thought, a well-written book or news item will often be of assistance in supplying helpful phrases.

* * *

An enterprising window trimmer is pretty sure to make a point of securing the latest issues of the catalogues of window fixture makers. Even although he may be unable to purchase many of the latest fixtures, he finds in the new designs set forth helpful suggestions for fixtures that he can contrive himself, to be made up in inexpensive material, that will serve a temporary purpose. The art of fixturing has now advanced to such a point that it is almost impossible for the most inexpert trimmer to fail in securing a presentable window with some fixtures. The "T" stand has been improved by altering the shape of one or both arms of the cross piece, making them separately adjustable and removable and adding an attachable coat hook to the upper end. The various forms of wooden fixtures have been copied in metal with excellent results. Rings and diamond-shape ends have been devised for attachment to the ends of haberdashers' stands, so that by their use various new and improved ways of showing ties in connection with shirt and other displays are possible. The advantage of adjustability that the half circle gives over the straight rod has been appreciated at its proper value, and standards with semi-circular arms are now to be had in great variety. These stands are on the whole inexpensive, and, with their adjustable and removable parts, are very ingenious and well worthy of study. Even if a trimmer is not able to purchase the latest fixtures, he will do well to keep constantly posted on the latest improvements, for the sake of the suggestiveness that they will have in his own work.

* * *

It is said that flies can be driven out of a window by placing in the window a hot piece of metal or crockery, on which a small quantity of ammonia is let fall. The heat vaporizes the ammonia and the flies seek a less stimulating atmosphere. Fly specks can be removed from metal fixtures by washing them in a solution of ammonia and water or alcohol. It is sometimes well to cover elaborate fixtures and window mirrors with mosquito netting, or, better still, a light and pretty gauze. This gauze can be hung over the mirrors curtainwise, or stretched tightly over the glass. A very pretty effect is secured by using thin curtains of blue or pink silk, over which the gauze is draped, in addition to stretching it smoothly over the surface of the mirror. Netting can be stretched over the mirror in an alternating surface of plain material and wide box pleats or folds. Between the folds fine artificial vines can be tacked to the netting with artificial flowers. The temporary covering is thus given a touch of ornamentation which greatly improves its appearance. A pretty effect is produced if the netting is caught together in a loose bunch at the center of

the mirror, and between the wrinkles radiating to the edges fine vines are attached with their ends spreading out like rays. A large rose or bunch of roses is attached to the center of the netting. A window, all of whose fixtures and mirrors are covered with netting or gauze, is apt to have a makeshift look, and so any device for ornamenting the coverings is useful. When netting or gauze is not used tinfoil will commend itself for some purposes. It can be wrapped about the parts of the fixtures, and while a protection, has some ornamental value of its own if skillfully used. It is very useful when the fixtures are of lacquered brass, which it is desired to subject to a little scrubbing as possible.—Apparel Gazette.

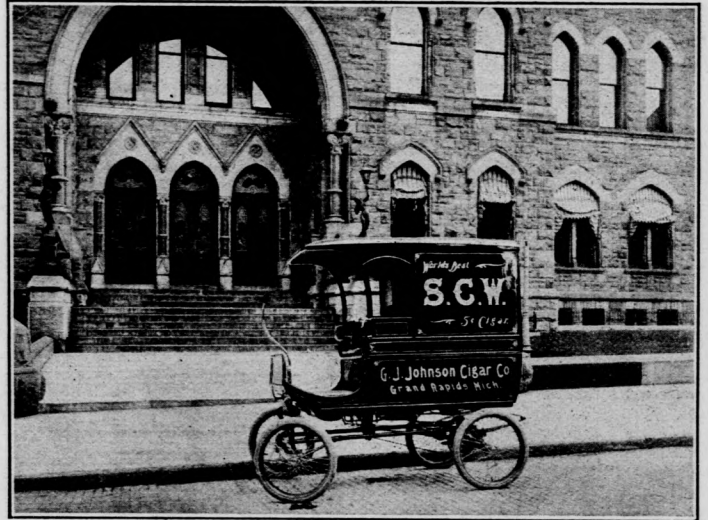
Six women can talk at once and get along all right—but no two men can do it.

Ills of Civilization.

The civilized man has softened his feet, crushed their bones together and diminished their efficiency by compressing them in tight, hot shoes, has weakened his ankles by placing around them bandages of thick leather, tightly drawn with laces strong enough to hang him. We owe to the shoemaker, therefore, our sprained ankles, our ingrown nails, our corns and bunions, our bills for salves and plasters. The savage knows nothing of these things. They are the heritage of civilization. So far as athletic sports are concerned, however, it is probably true that, in contests of strength and endurance, the civilized athlete is the equal, perhaps the superior, of the savage, but this is not due to his civilization but to the fact that, in a sense, he combines the best and most healthful features of both savage and civilized life.

Better be stupidly silent than volubly insincere.

Thirty Miles an Hour

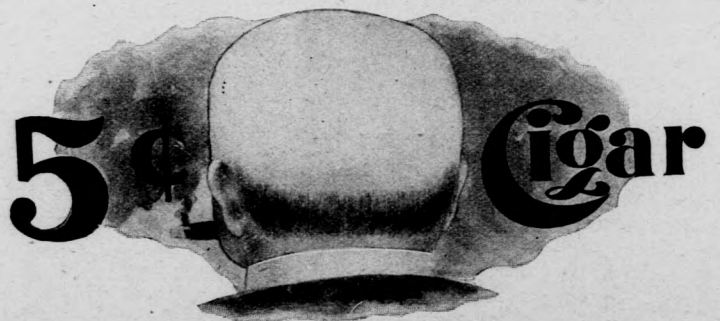


This beautiful auto, which was designed with especial reference to its adaptation to the cigar business, has started out on a tour of the State under the supervision of Abe Peck, formerly of Lowell. The motive power is steam, which is generated by gasoline, only 5 gallons per day being required. The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

Second Picnic of the U. C. T.

Grand Rapids Council, No. 131, will hold a second picnic at North Park on Saturday, July 27, under the direction of D. M. Bodwell, H. E. Skillman and F. J. Davenport, who constitute the Committee on Picnic. The programme prepared for the event is as follows:

2 o'clock. Base ball match, 5 innings, Capt. Chas. P. Reynolds vs. Capt. Franklin Pierce. Prize—League ball, by Studley & Barclay.

3:30 p. m. Smoking contest. First prize—Box cigars by B. J. Reynolds. Second prize—Case smoking tobacco by B. J. Reynolds.

4:00 p. m. Fat men's race. First prize—One barrel salt pork by Olney & Judson Grocer Co. Second prize—One barrel salt pork by Worden Grocer Co.

4:30 p. m. Lean men's race. First prize—One barrel molasses by Musselman Grocer Co. Second prize—One case fine boots by Rindge, Kalmbach, Logie & Co.

5:00 p. m. Three legged race. First prize—One barrel crackers by Sears' Bakery. Second prize—One case coffee by Clark-Jewell-Wells Co.

5:30 p. m. Ladies' race. First prize—One barrel gum drops by Putnam Candy Co. Second prize—One case asafetida by Hazeltine & Perkins Drug Co.

6:00 p. m. Supper in Pavilion.

7:00 p. m. Dancing for those who wish.

Judges—W. R. Compton, B. J. Lauer and W. B. Holden.

On arrival on the grounds leave lunch baskets with manager of Pavilion, who will superintend the setting of his tables with his own help and serve coffee and ice cream in connection with the supper. This arrangement will relieve the ladies of the unpleasant features of a picnic and we believe will be appreciated.

Gripsack Brigade.

H. C. Horrigan, Michigan representative for the Continental Paper Bag Co., has opened an office in this city, locating at 545 Michigan Trust building.

M. Keller, Michigan and Northern Ohio traveling representative for the Egg Baking Powder Co., of New York, is in town for a couple of weeks. He is a guest at the Plaza.

The wife of the late Jesse Sargent, who held a \$5,000 accident policy in the T. P. A. of St. Louis, has placed her claim in the hands of Ex-Judge Haggerty for collection.

Kalamazoo Telegraph: A traveling man's picnic is the latest. Members of the U. C. T. are discussing the proposition and have talked over Lake Cora and Gull Lake as possible sites for a day's outing. The strong long arms which swing grips throughout the season will be just the thing to tote lunch baskets with, thank you.

Lester D. Califf, traveling representative for the Automatic Wringer Co., of Muskegon, left Sunday for the East. His territory comprises Ohio, West Virginia, Delaware, Maryland and New Jersey. Frank A. Califf, who represents the same company in Pennsylvania, also left at the same time to resume work in his new territory.

On account of the increase in the wholesale trade of Wm. Connor, he will remove early in August from his rooms at Sweet's Hotel to more commodious quarters in the Wm. Alden Smith block, on Ionia street, and will add a large line of samples, including everything that is made and worn in men's, youths', boys' and children's ready made clothing, at all prices. He will employ a competent staff of salesmen and the salesrooms will be open daily. Mr. Connor is a veteran in the clothing business and, judging by the enviable record he has made in the past, his judicious management and his wide circle of friends, the venture will surely meet with success.

James W. Church, who died at his home in Detroit last Monday, was the best known cigar salesman in Michigan and Indiana. He was born in Norham, Ont., 45 years ago and removed to Detroit about 1880. For a time he was in the drug business and fifteen years ago he went on the road for Berdan & Co., of Toledo, whose cigars he has been handling ever since. Mr. Church, or "Jim," as he was universally called, belonged to Saginaw lodge of Elks, and Oriental lodge of Masons in Detroit. He was single, and greatly attached to his father, Hiram T. Church, and his sister, Mrs. Frances McCreery, with whom he lived. About five weeks ago he was taken down with diabetes, which proved fatal.

An Approximation to Raspberry Vinegar.

"The next time you are at a soda water fountain and are in doubt what to take," said a rotund authority on summer beverages, "order lime juice and raspberry syrup in a tall, thin glass with plenty of fizz. It's the nearest approach to that good old-fashioned drink, raspberry vinegar, which they used to have in the country when I was a boy, of anything you can find in this trolley-automobile-neurasthenic age. On a hot day it will make you think of the shady woods, their cool brooks and the old swimming pool, the one you liked so well."

American Energy Not Hampered.

Wealth has been accumulated in the United States with astonishing rapidity, not so much because Americans have devoted themselves exclusively to gain, but because they have been freed from so many burdens on production which Europeans groan under. It has always been an American ideal to make life freer, broader and more comfortable here for the mass of humanity than it is elsewhere. Ability to earn money is a means to that end. Men earn more here than they do abroad, and they spend their earnings more freely, but not for unworthy purposes.

The Responsibility of Wealth.

There can be no doubt that the responsibility of great wealth is more acutely felt in this country than ever before. Larger gifts are made in a larger way, as fortunes increase in size and number. And we are glad to think that it is not pressure from without so much as humane impulse from within which stimulates to generosity. Wealth sees poverty and need and stunted lives and unrelieved misery about it, and yearns to be a rescuer, a creator of opportunity, and by voluntary distribution to undo excess.

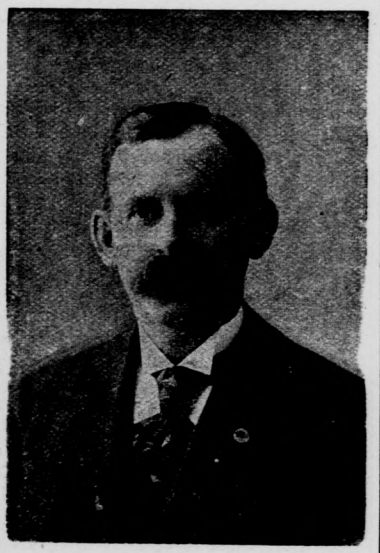
Kissing a fashionable young lady on the cheek is one way to remove paint.

GONE BEYOND.

Death of Stephen T. Bowen, the Veteran Salesman.

Stephen T. Bowen, the well-known clothing salesman, died at his home in Hyde Park, Ill., last Wednesday, after an illness of three weeks. The immediate cause of death was a breaking down of the kidneys. The last three days of his illness he was unconscious. He died very quietly and without a struggle. The funeral was held Friday, July 12, the interment being made in Oakwoods cemetery.

Mr. Bowen was born Oct. 20, 1849, at Albany, N. Y., where his father was professor of the musical and grammar departments of the State Normal School. His antecedents were Yankee on both sides. His father was of Welsh extraction. When he was 6 years of age, the family removed to Hopkinton, Ia., where his father engaged in general trade. Two years later the family removed to Sand Springs, Ia., where his



father re-engaged in trade. During this time Stephen attended the district school of the place, supplementing his work in the local school by a couple of terms at the Chicago University, at the end of which time he was compelled to return home on account of failing health. At the age of 18 years he embarked in general trade at Sand Springs in partnership with his cousin under the style of Bowen & Tuttle. Three years later he sold his interest to his partner and concluded to engage in agricultural pursuits. After remaining on a farm eighteen months, he accepted a position as clothing salesman for Clement, Morton & Co.—afterwards Clement, Bane & Co.—with whom he remained twenty-three years. He then cast his fortunes with John G. Miller & Co., of Chicago, subsequently changing to Whitney, Christenson & Bullock and more recently to a Utica house. During the time he traveled for Clement, Bane & Co., he conducted retail clothing stores at Battle Creek, Paw Paw and Hartford.

Mr. Bowen was a member of the Illinois Commercial Traveling Men's Association, a charter member of the Northwestern Traveling Men's Association and belonged to the Iowa Traveling Men's Association and the Michigan Knights of the Grip. He was a member of Hyde Park Baptist church, of Chicago, and resided at 5406 Kimbark avenue, Hyde Park.

Mr. Bowen was married when 22

years of age to Miss Mary Pope, of Sand Springs—who survives him. He also leaves four children, two sons and two daughters. The sons—Frederic F. and Stephen T. Bowen, Jr.—are engaged in the musical merchandise business at Chicago under the style of the Bowen Bros. Co.

Mr. Bowen attributed his success as a salesman to pluck, energy, perseverance and hard work, and those who knew him well and were familiar with the manner in which he suffered from ill health during recent years realize how hard it was for him to keep up and put his best foot forward and meet his friends with a smile and his customers with a hearty handshake when he felt more like taking to his bed than continuing the tireless battle for trade. The writer was frequently summoned to his room at Sweet's Hotel to find him suffering the agonies of the damned from his old enemy, rheumatism, but he bore his affliction calmly and invariably insisted that he would be better soon; in fact, hopefulness was one of his most marked characteristics and this faculty must have contributed greatly to dissipate the clouds of ill health which hung over him during the closing years of his career.

A New York lawyer is earnestly beginning an agitation which he hopes will result in legislation this winter calculated to lessen the law's delays. He urges that the opportunities which the present practice gives to occasion postponement is not only vexatious but brings the profession into disrepute. It is possible to keep the day of judgment distant from the date when action was commenced and this often amounts to a hindrance of substantial justice. A defendant who really has no defense can keep the complainant out of his money for a couple of years anyhow. Unquestionably there is room for improvement in this respect and while it might not be very profitable to the attorneys it would be an acceptable change to litigants. It will be well for the promoter of this plan not to insist upon too radical reforms at the outset, since most of the legislators are lawyers, and self-preservation is heaven's first law.

Not only is the growing of the finest grade of Sumatra tobacco under cloth in progress in Connecticut, but in Decatur county, Ga., much is being done along that line, and very successfully. The State Commissioner of Agriculture, Mr. Stevens, of Atlanta, has been looking at the crop in Decatur county. He finds 1,500 acres of tobacco on one farm, 500 of this given up to Sumatra under cloth at a cost of \$30,000. That farm sold more than 451,000 pounds of tobacco last year at prices ranging from 20 cents to \$1 a pound.

It is not consistent for a man to tell a girl before marriage that he is willing to die for her, and then refuse to eat the biscuits she makes after becoming his wife.

Whiskey, Morphine and Tobacco Habits Positively Cured

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

The Warwick

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

A. B. GARDNER, Manager.

Drugs--Chemicals

Michigan State Board of Pharmacy

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

Examination Sessions.

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

Mich. State Pharmaceutical Association.

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

Methods to Be Avoided in Advertising Drug Stores.

Much has been said, both pro and con, in relation to the druggist who advertises. I shall not attempt to discuss the ethics of the question, for I do not believe there are any ethics to the advertising side of the subject. I maintain that every druggist advertises, in one way or another, for good or for bad, little or much. If that assumption shall stand, the most natural question which one would then ask is: When or what shall a druggist do to bring his vocation, profession, business, or by whatever term you are pleased to call it, together with his merchandise before the public or community?

The advertisement smiths would advise to entrust them with the problem, by sending them from time to time a list of such things as you wish to mention, and letting them word a catchy advertisement for your local paper. The specialty man would advocate placing your advertisement at the top of the hotel register; maybe he would display a glass sign for the reading room or draw forth a card bearing the rules of the house and ask for your advertisement with which to make a border. The medicine man would contend that a house-to-house distribution of books with your name on is the best method. Some job printers think that flaming red circulars are most noticeable. The sidewalk artist says that people who look where they step will always see his work. The street car publisher may tell you that by his scheme Aunt Jemima's Pancake Flour was introduced. The bill-board proprietor claims that California syrup of figs secured its large sale by his route. The opera house manager naturally thinks that his programmes are the only sure means of getting your name and remedies before the public. Mile posts may tell you that Adam, Eve & Co.'s Garden of Eden perfume is sold only at their store in Paradise, Mo. The cutter thinks that saffron-hued bulletins bearing the price of ¼-lb. of sulphur, etc., for 15 cents draw trade.

In large cities it is no doubt true that a good location secures much patronage. But pure goods, reliable methods, and clean stores add much to one's prestige. Neat and well-placed signs play a conspicuous part in securing customers. Next to the best advertisement that one can possess is a large, clean window, containing a tastefully arranged display, particularly if it embodies an original idea well demonstrated. If such a course can be pursued it will soon be seen how quickly the feature is observed by the passers-by; the word is soon passed from one to another that this is the day that Blank & Co. change their windows, so let us go that way and take a look. Probably there is no sort of advertising that shows such immediate results, be they large or small, as

good, well-placed window displays. It is the belief of the writer, however, that added to the few features mentioned in the foregoing, nothing can compare for the large city pharmacist, as well as for the druggist in the smaller cities and towns, with clean, wholesome, well-worded newspaper advertising frequently changed.

A very good and cheap way for one to advertise is to be gentlemanly and accommodating. One can make his place have an air akin to welcome, so that people will drop in frequently—i. e., make his store a meeting place, although not a loafing rendezvous. Such a course will cause him to be spoken of pleasantly, and such mention counts for much good. The confinement incident to our profession tends to make us narrow and pessimistic, often blind, to our own interests.

Here let me say that the man who does not stock or try to procure salable things for his patrons advertises well the fact that he is either short of capital or a poor business man. He is bound to lose business, and finally to degenerate into a little druggist.

It is claimed that advertising influences sales to the amount of \$10,000,000,000, and that on an average basis of 5 per cent. \$500,000,000 is spent annually for advertising in the United States. Nearly two-thirds of the large general advertisers are found in New England, with New York, New Jersey, Pennsylvania, and Delaware added, about one-third of them being in New York.

One great fault with much of the present-day advertising is that it is much overdrawn—the statements are so large that people discount them nearly one-half. Wouldn't it be far better always to tell the truth, and thus secure the full benefit of all that is said? If one makes a statement in public, he generally does or should prepare himself so that he can prove all his statements, else his remarks lack force. How much more important then, when wording an advertisement which we hope will be read by thousands of people, that we adhere strictly to facts, and thereby gain a reputation for being honest in all ways!

It seems to me that the person who avoids levity, writes short, forceful sentences, casts no insinuations upon his competitors, is the one whose advertisements will be read and appreciated:

1. Because they will be true.
2. Because they will be refreshing.
3. Because they tell just what people desire to know.
4. Because they attack no one.
5. Because people admire fair play.

Let me give you an illustration:

JUST STOCKED

A very large line of Hair Brushes. Possibly the best assortment in the city.

All shapes, colors and prices. Leastwise, sufficiently large from which to make a satisfactory selection at
 PUSH, HARD & CO.'S.

This, it will be seen, intimates that you believe it the best line in town and yet that it is possible you are mistaken, and you admit that such may be the case. Such a way of starting it is better than:

HAIR BRUSHES TO BURN.

Positively the Largest Line Ever Seen in the City. Everything as Represented. Prices the Lowest.

Nobody would credit that for how do they know it? And you yourself can not swear to it. Such an advertisement loses force, prestige, and money.

It has always seemed strange to me that some druggists will pay so much for space, and so seldom change the advertisement. Better have a small space with frequent changes than large space containing stale matter. Good advertising is legitimate and does not, I believe, belittle the profession. It is an honorable means for securing trade, and the man who does the right sort is the man who gets along, all other things being equal. The poorer the location, the greater the need of advertising. The better the business, the more need of such "lubrication." The slower the trade, the more imperative the demand to start it up.

Learn to write your own advertisements. Think them over carefully; re-write them if necessary. Change them at least once a week, preferably Saturday, so that the new one will be seen when the paper is most carefully read—on Sunday. Choose an attractive heading and attend to the work as punctually as you open your store, and watch the results. Clothe your advertisements with well chosen words. Don't say too much, but yet make them interesting; try to tell people something that they don't already know so that they will look for your advertisements and read them. Such methods, if carefully pursued, will prove valuable.

The above, added to courteous treatment, reliable goods, careful dispensing, a clean store, and a proper arrangement, fortifies one against the ravages of the cutter, competitor and adversary alike.
 Judson B. Todd.

Take Time to Read the Trade Paper.

The reading of journals takes time as well as the money required for subscription to such periodicals, but any business man could well afford the investment of the few dollars required yearly for the necessary books and papers, and one or two hours' systematic reading each day will be sufficient to keep one thoroughly well posted in all matters pertaining to his business. Rightly considered, it is not an expense or a waste of time, but an investment in business education. I have heard men declare that it would be impossible to find the time for reading or study, as the requirements of their business were so exacting that every minute of the day was fully occupied. In such cases I have usually found that their time was chiefly occupied in doing the petty routine work of their establishments, which, had they been more able business men, would have been performed by a clerk. To the head of a business who pleads "no time" for study or reading I would say, take time—hire another clerk if necessary. If your brains can not make you more money than your hands, you of a certainty need more business knowledge. Satisfactory help can easily be hired to perform the routine work of the drug store, but you can not hire a man to do your thinking and planning and the driving of your business, at least not for any salary that you can afford to pay.—W. A. Dawson in the American Druggist.

Camphor Pomade.

Oil bitter almonds, 1 dr.
 Oil cloves, 20 dps.
 Camphor, 1 ½ ozs.
 White wax, 4 ozs.
 Lard, prepared, 1 lb.

Melt the wax and lard together, then add the camphor in saturated solution in spirit; put in the oils when nearly cold.

When a man disputes with a fool, the fool is doing the same thing.

The Drug Market.

Opium—Is very firm and shows a fractional advance. Reports from primary markets are conflicting.

Morphine—Is unchanged.

Quinine—Is steady.

Cantharides—Chinese are in better supply and have declined. There is no change in Russian.

Menthol—Is firm at the decline.

Sugar of Milk—Is firm, on account of the scarcity of milk. It is thought that prices will be higher later on.

Balsam Copaiba—On account of large stocks and competition, has declined.

Oil Cassia—Is in better supply and lower.

Oil Peppermint—Is in a very strong position. This year's crop, it is stated, will not be over half of last year.

Oil Neroli—The crop is practically a failure. The oil has advanced \$5 per oz.

Oil Sassafras—Has advanced and is tending higher, on account of scarcity.

It may be more blessed to give than to receive, but we are always willing to let the other fellow have the blessings.

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.

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.

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.

WHOLESALE DRUG PRICE CURRENT

Advanced—Oil Sassafras. Declined—Balsam Copaiba, Oil Cassia

Table listing various drugs and their prices. Columns include drug names (e.g., Aceticum, Benzolcum, Boracicum), quantities, and prices. Sub-sections include Acidum, Ammonia, Aniline, Bases, Balsamum, Cortex, Extractum, Ferru, Flora, Folia, Gammi, Herba, Magnesia, Oleum, Potassium, Radix, Semen, Spiritus, and Syrups.

Table listing various drugs and their prices. Columns include drug names (e.g., Menthol, Morphia, S. F. & W., Sinapis, opt.), quantities, and prices. Sub-sections include Tinctures, Oils, Paints, Varnishes, and Miscellaneous.



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

- Rolled Oats
Corn Syrup
Cheese
Pickles
Sal Soda

DECLINED

Index to Markets
By Columns

Table listing various grocery items and their prices, organized by column (A through Y).

1

Table listing items under column 1, including Alabastine, Axle Grease, Baking Powder, Jaxon, Bath Brick, and Blueing.

2

Table listing items under column 2, including Shoe, Stove, Butter Color, Candles, Canned Goods, Chicory, Chocolate, Clothing Lines, Corn, French Peas, Gooseberries, Hominny, Lobster, Mackerel, Mustard, Peas, Pineapple, Pumpkin, Raspberries, Russian Caviar, Salmon, Sardines, and Shrimps.

3

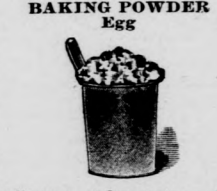
Table listing items under column 3, including Strawberries, Succotash, Tomatoes, Catsup, Carbon Oils, Cheese, Chicory, Chocolate, Clothing Lines, Corn, French Peas, Gooseberries, Hominny, Lobster, Mackerel, Mustard, Peas, Pineapple, Pumpkin, Raspberries, Russian Caviar, Salmon, Sardines, and Shrimps.

4

Table listing items under column 4, including Mexican, Guatemala, Java, Mocha, Package, New York Basis, Extract, Condensed Milk, Coupon Books, Credit Checks, Crackers, Butter, Soda, Oyster, Sweet Goods-Boxes, Cocoa, Cocoa Shells, Coffee, and Santos.

5

Table listing items under column 5, including Sugar Squares, California Prunes, Apples, California Fruits, Raspberries, Citrus, Currants, Beans, Cereals, Crackers, Hominny, Macaroni and Vermicelli, Pearl Barley, Grits, and various other food items.



6



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



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

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

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

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

FRESH MEATS

Beef
Carcass. 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 @ 5 1/2
Plates. 4 @ 5 1/2

Pork
Dressed. @ 7
Loins. @ 10
Boston Butts. @ 8 1/2
Shoulders. @ 8 1/2
Leaf Lard. @ 8

Mutton
Carcass. 7 1/2 @ 9 1/2
Lamb. 9 1/2 @ 10

Veal
Carcass. 8 @ 9

GRAINS AND FLOUR

Wheat
Winter Wheat Flour. @ 65

Local Brands
Patents. 4 10
Second Patent. 3 60
Straight. 3 40
Clear. 3 60
Graham. 3 00
Buckwheat. 4 00
Rye. 3 25

Subject to usual cash discount.
Flour in bbls., 25c per bbl. additional.

Ball-Barnhart-Putman's Brand
Diamond 3/8s. 3 75
Diamond 1/2s. 3 75
Diamond 3/4s. 3 75
Worden Grocer Co.'s Brand
Quaker 3/8s. 3 60
Quaker 1/2s. 3 60
Quaker 3/4s. 3 60

Spring Wheat Flour
Clark-Jewell-Wells 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 3/8s paper. 3 95
Pillsbury's Best 1/2s paper. 3 95

Ball-Barnhart-Putman's Brand
Duluth Imperial 3/8s. 4 25
Duluth Imperial 1/2s. 4 15
Duluth Imperial 3/4s. 4 05
Lemon & Wheeler Co.'s Brand
Wingold 3/8s. 4 20
Wingold 1/2s. 4 10
Wingold 3/4s. 4 00

Olney & Judson's Brand
Ceresota 3/8s. 4 20
Ceresota 1/2s. 4 10
Ceresota 3/4s. 4 00
Worden Grocer Co.'s Brand
Laurel 3/8s. 4 10
Laurel 1/2s. 4 00
Laurel 3/4s. 3 90
Laurel 1s. and 3/8s paper. 3 90

Meal
Bolted. 2 00
Granulated. 2 10

Oats
Car lots. 37
Car lots, clipped. 40
Less than car lots.

Feed and Millstuffs
St. Car Feed, screened. 18 00
No. 1 Corn and Oats. 17 80
Unbolted Corn Meal. 17 00
Winter Wheat Bran. 15 50
Winter Wheat Middlings. 16 50
Screenings. 16 00

Corn, car lots. 49 1/2

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

HERBS
Sage. 15
Hop Leaves. 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

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

OLIVES
Bulk, 1 gal. kegs. 1 25
Bulk, 3 gal. kegs. 1 10
Bulk, 5 gal. kegs. 1 00
Manzanilla, 7 oz. 80
Queen, pints. 2 35
Queen, 19 oz. 4 50
Queen, 28 oz. 7 00
Stuffed, 5 oz. 90
Stuffed, 8 oz. 1 45
Stuffed, 10 oz. 2 30

PAPER BAGS
Continental Paper Bag Co.
Ask your jobber for them.
Glory Mayflower
Sachel & Pacific
Bottom Square
1/4. 28 50
1/2. 34 60
1. 44 80
2. 54 1 00
3. 66 1 25
4. 76 1 45
5. 90 1 70
6. 1 06 2 00
8. 1 28 2 40
10. 1 50 2 60
12. 1 69 3 15
14. 1 88 3 60
16. 2 04 4 15
20. 2 52 5 00
25. 3 10 6 50

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

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

PICKLES
Medium
Barrels, 1,200 count. 4 75
Half bbls, 600 count. 2 88

Small
Barrels, 2,400 count. 6 25
Half bbls, 1,200 count. 3 63

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

POTASH
48 cans in case.
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
Beacon. @ 12 25
Family Mess. @ 15 50

Dry Salt Meats
Bellies. 9 1/2
Briskets. 9 1/2
Extra shorts. 8 1/2

Smoked Meats
Hams, 12 lb. average. @ 12
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. @ 11
California hams. @ 9 1/2
Bolted Hams. @ 17
Pickle Bolted Hams. @ 12 1/2
Berlin Ham pr's'd. @ 8 1/2
Mince Hams. @ 9

Lards-In Tierces
Compound. 7 1/2
Pure. 9 1/2
Vegetole. 7 1/2
60 lb. Tubs, advance. @ 7 1/2
80 lb. Tubs, advance. @ 7 1/2
50 lb. Tins, advance. @ 7 1/2
20 lb. Palls, advance. @ 7 1/2
10 lb. Palls, advance. @ 7 1/2
5 lb. Palls, advance. @ 7 1/2
3 lb. Palls, advance. @ 7 1/2

8

Sausages
Bologna. 5 1/2
Liver. 4
Frankfort. 7 1/2
Pork. 7 1/2
Blood. 6 1/2
Headche. 80

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

Pigs' Feet
1/4 bbls., 40 lbs. 1 65
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. 10
Beef middles. 10
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
Roast beef, 2 lb. 2 75
Potted ham, 1/4 s. 50
Potted ham, 1/2 s. 90
Deviled ham, 1/4 s. 90
Deviled ham, 1/2 s. 90
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. 4 1/2
Broken. 4 1/4
Japan, No. 1. 5 1/2 @ 6
Japan, No. 2. 4 1/2 @ 6
Java, fancy head. 5 @ 5 1/2
Java, No. 1. 5 @ 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. 3 15
L. P. 3 00
Wyandotte, 100 3/4 s. 3 00

SAL SODA
Granulated, bbls. 90
Granulated, 100 lb. cases. 1 0
Lump, bbls. 80
Lump, 145 lb. kegs. 85

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

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

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

Higgins
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 1/4
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, 1/2 bbl. 6 00
Holland white hoop, keg. 87
Holland white hoop mchs. 82
Norwegian. 1 00
Round 100 lbs. 3 00
Round 40 lbs. 1 50
Scaled. 19
Bloaters. 1 60

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

9

Whitefish
No. 1 No. 2 Fam
100 lbs. 7 50 2 75
40 lbs. 3 30 1 40
10 lbs. 90
8 lbs. 75 37

SEEDS
Anise. 9
Canary, Smyrna. 4
Caraway. 3
Cardamon, Malabar. 60
Celery. 12
Hemp, Russian. 4 1/2
Mixed Bird. 4 1/2
Mustard, white. 9
Poppy. 10
Rape. 10
Cuttle Bone. 15

SHOE BLACKING
Handy Box, large. 2 50
Handy Box, small. 1 25
Bixby's Royal Polish. 85
Miller's Crown Polish. 75

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

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

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

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

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

Sapallo, kitchen, 3 doz. 2 40
Sapallo, hand, 3 doz. 2 40

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

SPICES
Allspice. 12
Cassia, China in mats. 12
Cassia, Batavia, in bund. 28
Cassia, Saigon, broken. 38
Cassia, Saigon, in rolls. 57
Cloves, Amoyana. 15
Cloves, Zanzibar. 14
Mace. 55
Nutmegs, 75-80. 50
Nutmegs, 105-10. 40
Nutmegs, 115-20. 35
Pepper, Singapore, black. 28
Pepper, Singapore, white. 18
Pepper, shot. 20

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

SYRUPS
Corn
Barrels. 21
Half bbls. 23
1 doz. 1 gallon cans. 3 26
1 doz. 1/2 gallon cans. 1 66
2 doz. 1/2 gallon cans. 98

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

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

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

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

Best Gloss Starch
Neutral Pearl Starch in bbl.
Neutral Powdered Starch in bbl.
Best Confect's in bbl., thin boll.
Best Laundry in bbl., thin boll.
Chas. Pope Glucose Co.
Chicago, Ill.

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12

Table with 2 columns: Item Name and Price. Includes Lobetsky Bros. Brands, Fine Cut, and various tobacco products.

Table with 2 columns: Item Name and Price. Includes Flat Iron, Smoking, and various household items.

Table with 2 columns: Item Name and Price. Includes various types of tobacco and cigars.

Table with 2 columns: Item Name and Price. Includes Table Sauces, Fresh Fish, and various food items.

Table with 2 columns: Item Name and Price. Includes Twine, Vinegar, and various food items.

Table with 2 columns: Item Name and Price. Includes Washing Powder, Wicking, and various household items.

Table with 2 columns: Item Name and Price. Includes WOODENWARE, Baskets, and various household items.

13

Table with 2 columns: Item Name and Price. Includes Butter Plates, Egg Crates, and various household items.

Table with 2 columns: Item Name and Price. Includes various types of wood and furniture.

Table with 2 columns: Item Name and Price. Includes Wash Boards, Wrapping Paper, and various household items.

Table with 2 columns: Item Name and Price. Includes Yeast Cake, Foreign Dried Fruits, and various food items.

Table with 2 columns: Item Name and Price. Includes Hides and Pelts, Tallow, and various household items.

Table with 2 columns: Item Name and Price. Includes Candies, Stick Candy, and various food items.

14

Table with 2 columns: Item Name and Price. Includes Mixed Candy, Fancy-In Pails, and various food items.

Table with 2 columns: Item Name and Price. Includes various types of candy and confections.

Table with 2 columns: Item Name and Price. Includes various types of nuts and dried fruits.

Table with 2 columns: Item Name and Price. Includes various types of nuts and dried fruits.

Table with 2 columns: Item Name and Price. Includes various types of nuts and dried fruits.

15

Table with 2 columns: Item Name and Price. Includes AKRON STONWARE, Bathing, and various household items.

Table with 2 columns: Item Name and Price. Includes various types of stoneware and kitchenware.

Table with 2 columns: Item Name and Price. Includes various types of lamps and lighting fixtures.

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"Summer Light"



Light your Hotels, Cottages and Camps with the "NULITE" Incandescent Vapor Gas Lamps. Superior to electricity or carbon gas.

CHICAGO SOLAR LIGHT CO., Dept. L. Chicago, Ill.

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.

PARIS GREEN LABELS

The Paris Green season is at hand and those dealers who break bulk must label their packages according to law.

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.

Glover's Gem Mantles

are superior to all others for Gas or Gasoline. Glover's Wholesale Merchandise Co. Grand Rapids, Mich.

Office Stationery advertisement for Tradesman Company, listing various stationery items like letter heads, envelopes, and counter bills.

THEIR THIRD PICNIC.

Muskegon Grocers and Butchers Working in Harmony.

The annual picnic of the Muskegon Retail Grocers' Association and the Muskegon Retail Butchers' Association, which will be held at Mona Lake on August 8, promises to be the most successful event of the kind that has ever been undertaken by the enterprising merchants of the Sawdust City. The first picnic was held at Grand Rapids two years ago, in conjunction with the annual picnic of the Grand Rapids Retail Grocers' Association. The second picnic was held last year at Lake Michigan Park. The third picnic this year, held under the joint auspices of the two associations above named, will virtually dedicate the new resort at the east end of Mona Lake, which is evidently destined to take rank among the leading places of resort on the Lake Michigan shore. It is reached by the Pere Marquette Railroad and the new interurban line between Grand Rapids and Muskegon and also by the street railway system of Muskegon, which has lately extended its line to Mona Lake and has new cars and equipment on hand ready to begin operations about Aug. 1.

When the matter was first taken up by the two associations, it was decided to place the management of the affair in the hand of an Executive Committee composed of six members, as follows: Grocers—D. A. Boelkins, John Smith and August Riedel.

Butchers—Wm. Castenholz, Chas. Schoenberg and C. D. Richards.

At the first meeting of this Committee, Wm. Castenholz was elected Chairman and August Riedel Secretary, and the amount of work undertaken by this Committee will be plainly manifest on the day of the picnic. Two local bands have been secured—the Woodman band, the Beerman's band—and the latter band will remain in town until 11 o'clock for the purpose of welcoming the members of the Grand Rapids Retail Meat Dealers' Association and their guests when they arrive by boat and also the delegations who are expected from Fremont, Shelby, Hart, Pentwater, Holton, Grand Haven, Whitehall, Montague, Slocum's Grove and Ravenna.

Dinner will be called at Mona Lake at 12 o'clock and at 1 o'clock the set programme of the day will begin by a few short speeches from the judges' stand, under the direction of Hon. Wm. E. Moore, Mayor of Muskegon, who will act as presiding officer. The list of speakers is not yet completed, but Colonel Bennett, who is on the staff of Food Commissioner Snow, will deliver an address, in which he will undertake to set forth the relations of the food department and the retail grocery trade. The judges' stand will be ample to accommodate the speakers of the day, the presidents of each association, the Mayor and Common Council of Muskegon and representatives of the press.

The first event under the head of sports will be a molasses novelty race contest between twenty boys, who will stand with hands tied, before twenty pans, in each of which have been placed three pints of molasses and a 25 cent piece. The boy who succeeds in lifting the money with his teeth first will receive a prize of \$1. The next successful contestant will receive 50 cents and the third 25 cents. Each boy who enters the race will be given the 25 cents he raises from the bottom of the pan.

2. High dive.
3. Slide for life.

4. Swimming race for men.
5. Tub race for men.
6. Walking greased pole.
7. Log rolling contest.
8. Exhibition Mayo life saving boat.
9. High dive.
10. Slide for life.
11. Race in the clouds between lady and gentleman balloonists, who will descend to earth in parachutes.
12. Dinner.
13. Illuminated balloon ascension and elaborate display of fireworks from a balloon anchored 500 feet in the air.
14. Dancing to the music of an orchestra for all who desire.

Muskegon has seventy retail grocers and thirty-three retail meat dealers, most of whom are members of their respective associations, which are officered as follows:

Retail Grocers' Association—President, H. B. Smith; Secretary, D. A. Boelkins; Treasurer, J. W. Caskadon.

Retail Butchers' Association—President, Martin Birch; Secretary, C. D. Richards; Treasurer, Wm. Smith.

Both Associations are working in perfect harmony and confidently look forward to their third picnic as an event of more than ordinary interest and enjoyment.

Too Much Hot Air.

Many a salesman talks too much, especially the novice. He uses what he thinks is a maxim—usually a bunch of firecrackers—and shoots away without a stop until all his ammunition is gone. Vacating himself in that way, he wears the merchant with his verbal deluge and leaves himself no argument or fact for a deciding effect when the prospective buyer is betwixt and between I will and I won't.

As much as possible of a salesman's stock of persuasion, argument, and fact should be held in reserve for an impressive drop on the scale when something at the critical moment is needed to force a favorable decision. The weightiest argument, the most convincing fact, should be the reserve corps. Don't plunge your reserve into the fight until it is needed. Then let the impact be made with all there is in you behind it. If that does not fetch him nothing will. Sage Barrett.

Scarcity of Platinum.

The scarcity of platinum is beginning to cause some concern among the electrical manufacturers of the country. For about five years the price of this valuable metal has steadily risen, until to-day it is listed at a higher price than ever since its discovery, and every indication points to still higher prices. Platinum is now quoted at about \$36 an ounce, about twice the quotation of gold, while five years ago it sold as low as \$5 an ounce. Since the flooding of the platinum mines in the Transvaal, which occurred after the breaking out of the Boer war, manufacturers have had to rely on Siberia for their supply of the valuable metal. Some little hope was held out that platinum would be found in Alaska and other Northern mining countries, but no such discoveries have been made.

A Yorkshire miller, noted for his keenness in financial matters, was once in a boat trying his best to get across the stream which drove his mill. The stream was flooded, and he was taken past the point at which he wanted to land, while further on misfortune again overtook him, to the extent that the boat was upset. His wife, realizing the danger he was in, ran frantically along the side of the stream, crying for help in a pitiful voice, when, to her sheer amazement, she was suddenly brought to a standstill by her husband yelling out: "If I'm drowned, Molly, do not forget that flour's gone up two shillin' a sack!"

Hardware Price Current

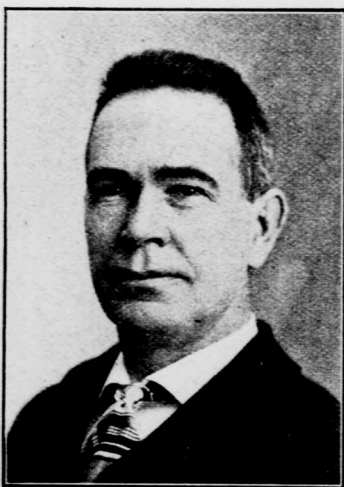
Ammunition		Levels	
Caps		Stanley Rule and Level Co.'s.....dis	70
G. D. full count, per m.....	40	Mattocks	
Hicks' Waterproof, per m.....	50	Adze Eye.....	\$17 00 dis 70-10
Musket, per m.....	75	Metals—Zinc	
Ely's Waterproof, per m.....	60	600 pound casks.....	7 1/2
Cartridges		Per pound.....	8
No. 22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

GOES UP HIGHER.

D. C. Oakes Takes Cashiership of Bank at Grand Haven.

D. C. Oakes, who enjoys an excellent reputation as a banker, has sold an interest in his banking establishment at Coopersville to Chas. M. Moore, in order that he may be relieved from the detail so that he can accept the position of Cashier of the National Bank of Grand Haven, recently tendered him by the directors of that institution. Mr. Oakes will reside in Coopersville until fall and spend his evenings at home so as to keep in touch with the business he established there and in which he will retain an interest.

Mr. Oakes was born at Centerville, Mich., June 18, 1853. His father, who was Captain of Company A, Eleventh Michigan Infantry, died after the battle of Murfreesboro from an attack of typhoid fever, and when he was 11 years of age he lost his mother, when he was taken care of by S. W. Cade, a farmer living one mile north of Sturgis, who



Peace, all of which goes to show the esteem in which he is held by the people in the localities in which he has lived. He has also been Treasurer of the Coopersville Creamery Co., and manager of the Mutual Telephone Co., which constructed a line from Coopersville to Allendale and Grand Haven in the face of bitter opposition at the hands of the Bell company, which predicted the failure of the enterprise, and, as usual, made a mistake. Mr. Oakes is also identified in a financial way with the State Bank of Hammond, Louisiana, and is also a stockholder and officer in the Grand Rapids Bark & Lumber Co.

Mr. Oakes was married on Christmas, 1876, to Miss Nora Kelley, of Lyons. Two children grace the family circle—Ruby, aged 19, and Archie, aged 17. He attends the Methodist church and is a member of I. O. O. F. Lodge, No. 376.

Mr. Oakes attributes his success to his faculty to keep pounding every day. His theory is that a man is better off to be busy and have cares than not to be busy and have cares and the success of his banking business and the other lines of business to which he has given his best thought and advice plainly indicates the practicability of his theory. He is public spirited to a marked degree and has always cast the weight of his influence with every movement having for its object the moral and material improvement of the town with which he is identified.

The Grain Market.

Wheat has had an upward tendency during the week, partially owing to the strength in corn and oats and the fact that exports have been heavy. Foreign crop reports also show much deterioration, especially in Germany and France. Owing to the extreme heat, fears for our spring wheat crop are entertained, as with even the fair outlook it may still be cut short. Our winter wheat is a large crop, estimated at 420,000,000 bushels, and should nothing happen to spring wheat, the United States will have the largest crop ever harvested. It will all be wanted, as, owing to the high price of other cereals, the farmers will be feeding wheat to their cattle and hogs. Our visible and the amount held by farmers, or what is termed the invisible, are the smallest in probably fifteen years, so our new crop will go into consumption at once. Prices for both cash and options are about 2c a bushel higher than last week, and they may be pressed down a few points, but wheat is low enough.

Corn has been very excited. September sold as high as 54½c on account of the extreme heat in Kansas, Nebraska and other corn states. Some claim that Kansas will only raise 50,000,000 bushels, while she has raised as high as 250,000,000 bushels. The estimate on corn is way below our usual average, and as last year's corn crop was below the average, we believe that prices will go higher eventually, especially if rain holds off a few days longer and the heat continues, and corn will be the smallest crop in many years.

As stated before, oats is a short crop. The visible decrease was large, being 1,770,000 bushels. Prices have advanced about 3c since last writing, which, taking the number of pounds into consideration, is higher than wheat to-day. Oats seem to be wanted. We might add that the visible supply of wheat is below 27,000,000 bushels, against 46,000,000 bushels for the corresponding week last year.

Rye has also been very irregular in price and has varied 20½c per bushel. However, it closed a trifle lower than last week.

Beans have held their own.

Flour is held up in price, as the dealers are stocking up somewhat with old wheat flour, but prices are certainly low. Mill feed remains steady, owing to the short hay, corn and oats crops. We read of hay being sold for \$20 per ton in Kansas. We may look for stiff prices right along in mill feed.

Receipts of grain have been rather small during the week, being as follows: wheat, 42 cars; corn, 2 cars; oats, 8 cars; flour, 5 cars; hay, 1 car; potatoes, 4 cars.

Millers are paying 65c for wheat to-day. C. G. A. Voigt.

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.

A SMALL UP-TO-DATE DRUG STORE FOR SALE; corner building, low rent; farming community; summer resort. Reason for selling, ill health. Must get out of doors for a year or two. Address No. 957, care Michigan Tradesman. 937

FOR SALE—SMALL CAPACITY SAWMILL in good repair; one-half million feet of logs ready to be manufactured and more in sight. Reason for selling, owner has no knowledge of manufacturing. Address Box 64, Boon, P. O., Wexford Co., Mich. 950

FOR SALE—FINE CLEAN STOCK GENERAL MERCHANDISE. Good reasons for selling. Address No. 948, care Michigan Tradesman. 948

FOR SALE—DRUG STORE IN A THRIVING Northern Michigan resort town. Stock invoices about \$1,500. Best of reasons for selling. Bright new stock, good trade. Address Bower's Drug Store, Indian River, Mich. 947

FOR SALE—STOCK GENERAL MERCHANDISE, invoicing from \$7,500 to \$2,800, in good farming district at one of the best trading points between Grand Rapids and Cadillac. Good reasons for selling. Address No. 916, care Michigan Tradesman. 945

FOR SALE, CHEAP—\$1,500 STOCK GENERAL MERCHANDISE. Address No. 945, care Michigan Tradesman. 945

WANTED—MERCHANDISE FOR 133 acres grape land near Lawton. Fair building, small lakes, will sacrifice. Address No. 944, care Michigan Tradesman. 944

FOR SALE OR EXCHANGE—A STOCK OF dry goods, boots and shoes, etc., in the best town in Central Michigan. Address No. 943, care Michigan Tradesman. 943

WANTED—A SECONDHAND NATIONAL cash register. C. Cohn Co., Constantine, Mich. 935

DRUG STORE WITH BRIGHT FUTURE. Well located, cheap rent, best town of its size in State, will be sold cheap for cash; or will consider deal for real estate (improved). Reason—other business. Address No. 953, care Michigan Tradesman. 953

BARGAIN, DRUG STOCK, BUILDING the man. Involving \$1,750. Must be sold before Sept. 1, 1901. Write for particulars. Address No. 952, care Michigan Tradesman. 952

TOO MUCH BUSINESS FOR THE SIZE OF the man. The one chance of your life time to buy a good clean stock of groceries. The best location in the city of Petoskey, and my store for rent. For particulars write or inquire of B. F. Donovan, C. O. D. Store, 320 Howard St., Petoskey, Mich. 951

FOR SALE FOR CASH—GENERAL MER- chandise stock, inventorying about \$12,000; town about 6,000 inhabitants; liveliest town in Northern 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. 941, care Michigan Tradesman. 941

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, invoicing about \$2,000; sales in 1900 were \$36,522.25; 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. 953

WANTED—GOOD HARDWARE AND IM- plement 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, inventorying about \$5,000. Will sell or trade all or part for good timbered land or summer resort property. Address No. 924, care Michigan Tradesman. 929

FOR SALE—AN A1 STOCK OF GENERAL merchandise, invoicing \$20,000, doing a good, healthy, strictly cash business. Best store in town of 800; have big farmers' trade and get 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

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. 938

FOR SALE—TWO GOOD BUSINESS chances; best six 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. 935

FOR SALE OR RENT—TWO BRICK STORES connected with arch, 22x80 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

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, invoicing 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, invoicing \$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, tinmithing and plumbing stock, invoicing about \$3,500, in a good factory town in Southern Michigan. Address No. 824 care Michigan Tradesman. 824

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

FOR SALE—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, invoicing \$3,000 to \$3,500; cash discount; best farming district in Northern Indiana; good reasons for selling. Address No. 810, care Michigan Tradesman. 810

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 SITUATION—REGISTERED pharmacist, 29 years of age, married, twelve years' experience, capable of managing. Will be at liberty after July 25. Address F. S. T., 301 Jefferson St., Grand Rapids, Mich. 949

YOUNG MAN, 22 YEARS OF AGE, NEAT in appearance, wishes a position as a traveling salesman in any of these lines: Dry goods, clothing or shoes. Has had about ten years of experience in the above lines. Was in the retail business for the last two years and has traveled all through this State. Is well acquainted with the retail trade. Address No. 954, care Michigan Tradesman. 954

WANTED—DOCTOR, FIRST-CLASS OPEN- ing for good physician and surgeon; good town; no doctor. Address at once, the Fountain Pharmacy, Fountain, Mich. 955

WANTED—REGISTERED PHARMACIST Address No. 940, care Michigan Tradesman. 940

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

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

MICA AXLE GREASE

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

ILLUMINATING AND LUBRICATING OILS

PERFECTION OIL IS THE STANDARD
THE WORLD OVER

HIGHEST PRICE PAID FOR EMPTY CARBON AND GASOLINE BARRELS

STANDARD OIL CO.

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

ENGRAVERS BY ALL THE
LEADING PROCESSES

PORTRAITS, BUILDINGS,
MACHINERY,
STATIONERY HEADINGS,
EVERYTHING.

HALF-TONE
ZINC-ETCHING
WOOD ENGRAVING

TRADESMAN COMPANY
GRAND RAPIDS, MICHIGAN.

MERCANTILE ASSOCIATIONS

- Michigan Retail Grocers' Association**
President, C. E. WALKER, Bay City; Vice-President, J. H. HOPKINS, Ypsilanti; Secretary, E. A. STOWE, Grand Rapids; Treasurer, J. F. TATMAN, Clare.
- Grand Rapids Retail Grocers' Association**
President, FRANK J. DYK; Secretary, HOMER KLAP; Treasurer, J. GEORGE LEHMAN
- Detroit Retail Grocers' Protective Association**
President, E. MARKS; Secretaries, N. L. KOENIG and F. H. COZZENS; Treasurer, C. H. FRINK.
- Kalamazoo Grocers' and Meat Dealers' Association**
President, E. P. CROSS; Secretary, HENRY J. SCHABERG; 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. FELTON.
- 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. HORN.
- Traverse City Business Men's Association**
President, THOS. BATES; Secretary, M. B. HOLLY; Treasurer, C. A. HAMMOND.
- Owosso Business Men's Association**
President, A. D. WHIPPLE; Secretary, G. T. CAMPBELL; Treasurer, W. E. COLLINS.
- Pt. Huron Merchants' and Manufacturers' Association**
President, CHAS. WELLMAN; Secretary, J. T. PERCIVAL.
- Alpena Business Men's Association**
President, F. W. GILCHRIST; Secretary, C. L. PARTRIDGE.
- Calumet Business Men's Association**
President, J. D. CUDDIHY; Secretary, W. H. HOSKING.
- St. Johns Business Men's Association**
President, THOS. BROMLEY; Secretary, FRANK A. PERCY; Treasurer, CLARK A. PUTT.
- Perry Business Men's Association**
President, H. W. WALLACE; Secretary, T. E. HEDDLE.
- Grand Haven Retail Merchants' Association**
President, F. D. VOS; Secretary, J. W. VERHOEKS.
- Yale Business Men's Association**
President, CHAS. ROUNDS; Secretary, FRANK PUTNEY.
- Grand Rapids Retail Meat Dealers' Association**
President, JOHN G. EBLE; Secretary, L. J. KATZ; Treasurer, S. J. HUFFORD.
- Muskegon Retail Butchers' Association**
President, MARTIN BIRCH; Secretary, C. D. RICHARDS; Treasurer, WM. SMITH.

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.

	daily	ex Su	ex Su	ex Su	daily
Lv. G'd Rapids	4:05p	7:45a	2:00p	10:45p	
Ar. Cadillac	6:45a	11:25a	4:40p	2:10a	
Ar. Traverse City	8:30a	1:30p	6:50p		
Ar. Petoskey	9:30a	2:50p	7:35p	5:35a	
Ar. Mackinaw City	11:20a	4:15p	6:55a		

Train leaves for Cadillac 5:20pm, ar'g at 9:00pm.
Trains arrive from the north at 6:00 a. m., 11:30 a. m., 12:20 p. m., 5:15 p. m. and 9:20 p. m.

Going South.

	ex Su	ex Su	Daily	ex Su	Daily
Lv. G'd Rapids	7:10a	1:50p	6:00p	12:30p	9:35p
Ar. Kalamazoo	8:50a	3:22p	7:45p	1:45p	10:55p
Ar. Ft. Wayne	12:10p	6:50p	To Chicago	1:45a	
Ar. Cincinnati	6:25p			6:55a	

Trains arrive from the south at 3:55 a. m. and 7:20am daily, 1:50pm, 9:35pm and 10:05pm 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. 9:35pm train going south has through sleeping cars to Cincinnati, St. Louis, Indianapolis and Louisville daily.

MUSKEGON Except Except Except
Sunday Sunday Sunday
Lv. Grand Rapids ... 7:35am 1:53pm 5:40pm
Ar. Muskegon ... 9:00am 3:10pm 7:00pm
Sunday train leave Grand Rapids at 9:15am.
Sunday train leaves Grand Rapids 7:00pm.
Arrives at Muskegon 8:25pm.
Trains arrive from Muskegon at 9:30am daily, 1:30pm and 5:20pm except Sunday and 8:00pm Sunday only.

CHICAGO TRAINS

G. R. & I and Michigan Central.

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

FROM CHICAGO Except Daily
Sunday
Lv. Chicago (12th St. Station) 5:15pm 11:30pm
Ar. G'd Rapids (Union depot) 10:05pm 7:23am
5:15pm train runs solid to Grand Rapids with Pullman buffet parlor car attached.
11:30pm train has through coach and sleeping car.

Take G. R. & I. to Chicago

50 cents to Muskegon
and Return Every Sunday

A HEAVY LOAD

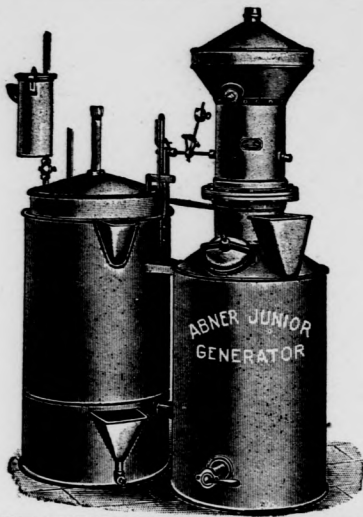


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Base Balls.....	38c and \$ 68	Lead Pencils, gro.....	50
Butter Plates, wire end.....	42	Lemon Squeezers, glass, doz.....	40
Baskets, bushel.....	90	Lawn Mowers, 14 in., each.....	2 15
Baskets, handled.....	30	Milk Jars, Paper Cap, gro.....	5 00
Bags,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

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