

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

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.

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

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

Grocers Will Please Commit to Memory

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

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

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

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

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

MICHIGAN TRADESMAN

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ASSOCIATE OFFICES IN ALL PRINCIPAL CITIES



References: State Bank of Michigan and Michigan Tradesman, Grand Rapids. Collector and Commercial Lawyer and Preston National Bank, Detroit.

THE MERCANTILE AGENCY

Established 1841.

R. G. DUN & CO.

Widdicombe Bld'g, Grand Rapids, Mich.

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

C. E. McCrone, Manager.

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

ELLIOT O. GROSVENOR

Late State Food Commissioner

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

1232 Majestic Building, Detroit, Mich.

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.

Aluminum Money

Will Increase Your Business.



Cheap and Effective. Send for samples and prices.

C. H. HANSON,

44 S. Clark St., Chicago, Ill.

IMPORTANT FEATURES.

Page.

2. Getting the People.
3. Making Matches.
4. Around the State.
5. Grand Rapids Gossip.
6. Clerks' Corner.
7. Representative Retailer.
8. Danger Signals.
9. Editorial.
10. Editorial.
11. Clothing.
12. Dry Goods.
13. Shoes and Rubbers.
14. Village Improvement.
15. The Meat Market.
16. Wiles of the Traveler.
17. Woman's World.
18. Butter and Eggs.
19. The New York Market.
20. Window Dressing.
21. Commercial Travelers.
22. Drugs and Chemicals.
23. Drug Price Current.
24. Grocery Price Current.
25. Grocery Price Current.
26. Grocery Price Current.
27. Dried Fruit.
28. Hardware Price Current.
29. The Produce Market.

WEALTH AND WORTH.

Few mortals, no matter what their vocation, have during their lifetime acquired fame to a greater degree than Andrew Carnegie. To begin with, as an expert in the art of moneymaking, his name has been re-echoed from the four corners of the globe. Now, as the distributor for the endowment of educational and other institutions of probably the greatest individual fortune ever acquired by a human being, he is furnishing food for comment throughout the world.

Yet, great as is this thrifty Scotchman's faculty for making the most of an opportunity, it may be doubted whether his name would ever have become familiar in every clime had not money in well nigh inconceivable quantities come to him as the result of his success in the management of prudently developed and shrewdly promoted manufacturing enterprises. True, he has done wonderful things with his money, the limit of his achievements in this respect not having yet been reached, but its possession in the first place was the foundation of his renown and essential in the exercise of that generosity which is dictating its distribution in aid of public libraries and to open the doors of universities to the lean of purse. He has become celebrated more because of his extraordinary fortune than for any particular trait of character distinguishing him from the common herd. Mark the difference in the conspicuousness he has attained and the renown achieved by Berthelot, that French veteran of intellectual prodigies, who in his work combines the insight, industry and daring of Edison and the intuitive processes of Huxley. King of chemistry, sagacious statesman and charming literary specialist that he is, Berthelot attracts but limited attention beyond the boundaries of his own country. During fifty of the seventy-five years of his life he has either discovered or pointed out the secret of some vital interpretation in the laws of nature whose application has been a beneficence to the human race. He could have been a

millionaire a hundred times over had he followed the example of other inventors and demanded a patent on even a tithe of the secrets he has given his countrymen.

From some of his discoveries he could have amassed the millions of Carnegie, but instead he handed his work over to his country. Truth, as Renan once wrote of him, is his ideal of riches, and he has disdained pre-empting his tax on humanity and turned over to the worldly the gathering of wealth. It would be a long tale to go over the infinite number of things that Berthelot's skill and insight discovered to the use of industries, from dyes rivaling the ancient Tyrian colors to medicines which have revolutionized the pharmacopoeia, yet because he chose to give the race the benefit of his researches without exacting a portion of its possessions in return he lingers in comparative oblivion in contrast with the mere gatherer in of shekels who has succeeded beyond the most extravagant of expectations in the accumulation of the medium of exchange.

But as there is unquestionably more satisfaction in life for Berthelot in his present condition than he could extract out of it were he the possessor of wealth rivaling that of Carnegie, there is no occasion to grieve over the limited extent of his fame; still he is too prominent an example of the discrimination of which men are guilty in distinguishing between wealth and worth to be overlooked.

Among the American exports to the Philippines which left San Francisco yesterday were 600 school teachers. That is about as useful and wise a contribution as the people of the United States can make to the Filipinos. The number looks large and still it is not enough to satisfy the demand and probably more will be sent as soon as arrangements can be perfected. The Filipinos are anxious to learn, particularly desirous of mastering the English language. The teacher follows the soldier very quickly and the second could not go before the first. The army with guns has done its work preparing the way for the army with school books. Nothing will more rapidly hasten the substantial welfare of the Philippines and their inhabitants than such work as can be most successfully accomplished by American teachers.

It is estimated that over half the American people indulge in vacations during the months of July and August. To begin with there are 17,000,000 school children and teachers. Then come the ministers and actors, college students and the families of the wealthy and leisure classes. Clerks, salesmen and office workers all manage to get away for a time during the summer. The army of recreation is indeed a big one. No other country has so many people who can afford to leave their homes.

If the sun had nothing else to do but shine on the righteous, it wouldn't have to rise so early in the morning.

GENERAL TRADE REVIEW.

The dominating factor in the Wall Street market is the weather condition. Reports of injury on account of the heat in the corn producing sections enhance the price of that cereal, and through sympathy wheat, while the stocks of the grain carrying roads suffer accordingly. Then when there are reports of broken drouths there is the opposite effect—grain is lower and stocks regain their losses. At the latest the last condition seems to have control, stocks recovering the sharp decline of the opening days of the week. There seems to be less effect on the industrial stocks on account of the steel strike than was expected. The effect in this direction is a serious disappointment to the strikers, who reckoned that the stockholders would cry for mercy as soon as their holdings began to suffer. Instead the sentiment seems to be nearly unanimous to fight it out and the shares are strengthened accordingly, regaining a large share of the decline attending the first outbreak. The ease in the money market caused by the heavy selling of securities a week ago has continued and there is a heavy increase in the bank reserves and a corresponding decrease in loans. Wall Street trading continues heavy, last week's shares transferred exceeding 5,000,000.

The iron situation continues the general activity and heavy demand, with a hardening in prices in the lines affected by the strike. Building operations all over the country are making heavy demands. Some of the steel rail mills report sales made for delivery in 1902.

Textile lines appear to have reversed the positions held earlier in the season. Instead of activity in the cotton goods division there is now comparative quiet, while at woolen mills an idle wheel is the exception. Revival in this manufacture was especially tardy on account of the heavy supplies of cheap goods made of shoddy, low grade imported wool and substitutes, but with general prosperity there has come increasing demand for better qualities. This is evidenced by efforts of mills to secure first-class wool, and the general depression in the raw material has made it possible to get the best at reasonable terms. Aside from an advance in indigo flannels, finished products remain unchanged in prices. The lightweight season will open below last year's prices, owing to the decline in all branches of the industry and the fall of 11½ per cent. in the average price of wool.

European governments consider the possibility of war in relation to every project. They will not permit electricity to be employed for traction purposes on their main railroad lines, for the reason that the service could be more easily interrupted than if steam locomotives were used.

A woman can throw a stone with a curve that would make the fortune of a professional base ball pitcher.

The girl who poses for artists always leads a model life.

Tradesman Coupons

Getting the People

Why the Newspaper Is the Best Medium.

There is a constant reiteration in the advertising press of the admonition to use the newspapers for publicity until some are coming to shrewdly guess that the agents are interested in the use of the press to the exclusion of other means of reaching the people. I will not pretend to claim that there is no self-interest in the adherence to this text, but whatever the motive there is sound logic in the preaching.

Few people realize the extent that printing, and especially the regular press, holds upon the credulity of the people. The fact that anything appears in the newspaper is more convincing of its truth than any amount of argument to sustain it. This fact is made the basis of the work of the politician, who cares more for the assertion in the press which is not likely to meet with denial than for any amount of stump oratory.

There is a reason for the hold which the press maintains on popular belief to be found in the history of the printing art. Attending the awakening from the long night of the dark ages the press was the herald of a better life for the people. The earliest printing in the Western world of that day was essentially religious. For long centuries before that time the written preservation of human knowledge in the cloisters of the monks was a most wonderful thing to the common mind. The man who spent his life making books was looked up to as a superior being and the productions of his pen were objects of the greatest veneration. With this long hereditary reverence for literature as a preparation, the opening of the world of letters to the popular mind brought the religious conviction which we know as the Reformation. This seemed to intensify the hold upon the popular belief until the printed page, however absurd or contradictory, was law and gospel to the readers. On this account the politician who aspired to lead the people a couple of centuries ago depended upon his pamphlet. If he could only command the machinery to get his lucubrations into the hands of his clientele he could gain almost any end provided his opponent had not equal facilities.

As the modern newspaper became established much of the spirit of credence was transferred to the new medium for disseminating literature. The periodical press has never obtained the hold over the popular mind possessed by books; but enough of the popular reverence was transferred to make its power tremendous, and, of course, its development made it the means of reaching the popular mind. Those who are accustomed to reading the papers on various and contradictory sides of public questions wonder that there is not produced a spirit of newspaper skepticism, but as a matter of fact there are comparatively few who actually read more than their accepted beliefs.

The argument then is that through its hereditary prestige the newspaper brings the most effective means of reaching popular conviction. Few analyze the reasons for their belief in matters that reach them through the press—it is easier to accept them because they are "in the paper." This acceptance is a matter of course.

It follows that the advertiser should have a regard for this quality in his most valuable medium. If he does

We Lead The Procession.

OUR BIG MID-SUMMER SALE Is A Winner.

Great crowds of buyers are taking advantage of the low prices we are giving.

Are You in the Procession? Getting Your Share? ☞ ☞

The people tell us that never before in the

history of Cass City have they attended a more genuine sale than this, our Annual Mid-Summer Sale, which will continue during the entire month of July. This gives you all plenty of time to secure a liberal share of the great bargains offered. Sale will last until July 31st. Come where the crowd is.

Fairweather Bros.

Butter and Eggs as good as cash.

It's Like This

You take your choice of suits in this closing sale—
Give us about two-thirds the regular price.
and put the rest in your pocket for a rainy day.
If it's a sixteen dollar suit you get it for ten dollars and fifty cents. You've saved \$5.50.
Call and examine for yourselves.

\$8.50, \$12.00, \$16.00 SUITS
going at **\$5.50, \$7.50, \$10.50.**

HAMILTON CLOTHING CO.

Better Bread

Bread with a sweet flavor and tender fibre is what all housewives want. This is the kind we all want. The kind children want and the kind we can all have if we use

White Lily Flour

—from the—
Cass City Roller Mills,
C. W. Heller.

IT IS RIGHT

That you should love, cherish and protect a dear one while life remains, but when the silver cord is loosed, you owe it to their memory to give them suitable burial. My line of

Funeral Supplies

is always complete and strictly up-to-date in every respect. Three hearses always in readiness, and branch office both at Gagetown and Argyle, with capable managers. Telephone home office, 22-1 ring, and be sure of prompt service.

A. A. MCKENZIE.

CASS CITY

PURE PARIS GREEN at the right price also

INSECT POWDER HELEBORE POISON and STICKY FLY PAPER

and other articles used in destroying insect life at BOND'S DRUG STORE.

HAY is Growing and we must Clean out our Buildings.

Good Timothy Hay 60c
Good Mixed Hay 55c
Fair Mixed Hay 50c
Straw 25c

These Prices delivered, 5 cents cheaper at the door.
COME AND SEE US.
MICHIGAN PRODUCE COMPANY

Buy a Good Cigar

it lasts longer, is healthier, does not leave that muddy taste in your mouth and is more satisfactory in every way—smoke

"GATE POST"

a straight 10c cigar and enjoy the comforts that hundreds of other smokers do.
A. W. Jahraus, Mfg.

this every statement will bear the impress of candor. Thus it is not only an injury to his own means of publicity when he abuses the public confidence, but is also an injury to the work of ages which has given the press its moral hold.

* * *

Fairweather Bros. show a carefully written and printed announcement of their mid-summer sale which is dignified and well handled in both regards. The printer has done well to adhere to a single series of type. I should only suggest that a little less spacing out of the body letter would leave more room to the display and prevent its coming too close to the border.

An exceptionally well written advertisement is that of the Hamilton Clothing Co. The manner in which the proposition is suggested is attractive and convincing and the definite price feature is a valuable one. If the two main display lines had been a few points smaller, giving a little more space inside the border, the effect would have been better. Less styles of type would also have added to the artistic effect.

C. W. Heller says just enough for his space and says it well and has no complaint to make of his printer. Perhaps a little smaller display or less spacing would have given a little more white space inside the border, but the effect is good as it is.

A. A. McKenzie writes a suggestive undertaker's advertisement which should be an aid to his business. In composing it I would have used a size or two smaller type for the body, so as to get more space, making the paragraphs more readable.

Another good display is that of Bond's Drug Store. This, however, illustrates the tendency to dispense with pauses to an extent liable to cause confusion. It is not the intention to say that these articles are being used to destroy insect life at Bond's Drug Store, although that may be the fact. They are for sale there, as would have been indicated by a comma after "life."

The Michigan Produce Company has a spontaneity in its way of announcing hay prices which is good work. The printer has handled it as judiciously as the space will admit.

A. W. Jahraus writes a good cigar advertisement and the printer has done his part well, except that he has crowded his border too much in his display, and a typographic error confuses the last sentence.

She Had Forgotten Something.

A dignified young woman came down in the elevator at the Morton House the other day and started across the office, which was filled with furniture buyers and salesmen, to leave her key with the clerk. To the unobservant eye of the elevator boy she was correctly attired in blue as to waist and white as to skirt. White skirts worn with colored waists do not form a dress combination often seen at this hotel, but it's not the elevator boy's place to reason why, so he let her go without remonstrance, even although two long pieces of tape floated from her waistband.

But just as the girl neared a group of men in the corridor an elderly woman placed a detaining hand on her arm. "My dear," she said. "My dear, haven't you left off a piece of your apparel?"

The girl gave a startled glance downward; then she looked around and caught the commiserating glance of the elevator boy as he went skyward, and then she made a dash for the stairs and went up them two at a time, exactly as she had been taught in her childhood she must not do.

MAKING MATCHES.

Results of Ingenious Machinery in Cheapening the Product.

It was found a few years ago that each of the inhabitants of Great Britain consumed, on an average, eight matches a day. The consumption in this country per capita is considerably larger, although exact statistics can not be given because the Treasury returns of the imports of matches convey no idea of the number brought into the country, which is certainly large. The foreign matches are not so cheap as ours but for one reason or another there is a considerable demand for them.

If we figure on the British basis of eight matches per capita a day the home consumption is 610,427,096 matches a day. This enormous figure may be accepted as approximately the home consumption of home made matches in addition to the foreign matches that are found in all of our markets; but it by no means represents our total output, for a considerable quantity of American matches are sold in European and other countries.

Success in matchmaking, at the present time, is largely a question of machinery. Matches are sold at a price so exceedingly small that the manufacturers controlling the best machinery for eliminating hand labor and producing excellent matches at a minimum cost have a great advantage in trade. It is next to impossible for one match factory to compete with another unless its machinery is equally efficient. It can not buy the machinery used in rival factories, for it is almost invariably the case that a manufacturing concern absolutely controls the patents it has thought it advantageous to employ. In order to compete successfully in the match industry, nowadays, it is practically essential to own machinery that is at least as perfect as any used by rival establishments.

American matchmaking machines are the best in the world, which accounts for the success of the American concern in England the other day in absorbing the plant and business of the largest British establishment. In the meeting held for the purpose of voting upon the proposal to amalgamate the two concerns, the President of the American company, addressing the shareholders of the British company, told them plainly that although the American enterprise had occupied the British field only a few years it was competing successfully with their own industry on their own ground, largely for the reason that American machinery was superior to that of British invention.

Our public is paying for matches today less than half what it paid twenty years ago, although they were then regarded as very cheap. Elderly persons can remember the time when matches were husbanded with considerable care, for it did not take very many of them to represent the value of a cent. But now, thanks to machinery and improved processes, nobody cares very much how many matches he wastes trying to light his pipe on a windy day. In fact, matches are so cheap that the cost of supplying a great country with all the matches it wants does not reach an impressive figure. The total product of all our match factories is sold for less than \$10,000,000 a year, which cuts a very small figure when it is remembered that the value of the machines of all kinds that are produced in this country every year is alone about \$400,000,000. Match

manufacturing is a small industry after all.

Not many establishments are required to turn out the matches this country needs. Over in New Jersey, only a few miles from this city, there are two factories with a capacity together of 90,000,000 matches a day. The largest factory in the country, at Barberton, Ohio, can turn out 100,000,000 matches a day, probably a seventh of the entire consumption.

This country has a great advantage in the abundance of aspen, which tree is superior to all other timber for match-making on account of its natural qualities and the ease with which it is worked. It is light, spongy and splints easily, and although pine, linden, birch and other woods are also used in this and other countries, aspen is preferred to them all. European match manufacturers have been engaged in a scramble for years past to secure a sufficient quantity of aspen. Germany is importing from Russia every year about 3,500,000 cubic feet of aspen to supplement her own supplies.

A while ago the German manufacturers petitioned the Minister of Agriculture and Forestry to cause the foresters in the districts where match factories are situated to give more attention to raising the aspen. A similar appeal has been made to their government by the matchmakers of France. Russian manufacturers have been opposed to the wholesale depletion of their forests by foreign matchmakers and have not been slow to appeal to their government to stop the exportation of aspen. Fortunately for our matchmakers, the home supply of aspen is very large and the wood is little used for other manufacturing purposes.—N. Y. Sun.

The Experienced Traveler.

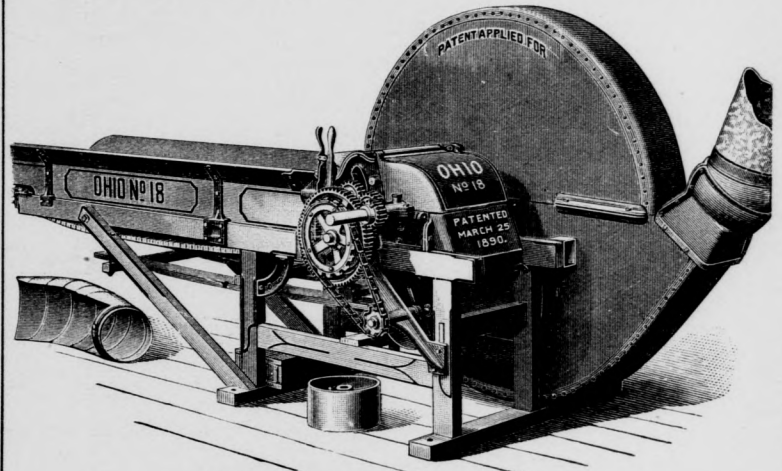
People who travel very little do not realize how different an old traveler appears in numberless little details to one who seldom goes far from home. Dress, wraps and impedimenta of all kinds have a different strap upon them. The way people enter a Pullman and settle themselves for a journey shows to an observant person whether they are in the habit of going only short distances or whether traveling has become second nature. The various belongings of an old traveler may be, and generally are, very smart, but never look new. They bear the cherished marks of use, and the labels on a much traveled valise or trunk are never removed with the consent of the owner, who values these baggage stamps of far off lands as much as an Alpine climber does the notches and the names of famous climbs on his mountain staff. Woe betide the unfortunate maid or valet who is over-zealous enough to clean and polish up the sole-leather bags that have rare custom house marks upon them! A young woman about to go abroad for the first time was interrupted by a friend while busy oiling her new leather trunk with a rag which she dipped from time to time into a plate of road dust. "What am I doing?" she answered in reply to the latter's query. "Why, taking the newness off, of course. I would not travel with a spick and span trunk for anything."

Crystallized Mint Leaves.

From the Philadelphia Record.

The crystallized mint leaf is the latest novelty in summer confections displayed in a Chestnut street shop. The lover of mint, whether in the form of candy or julep, will find them deliciously refreshing. The sprays of fresh leaves are treated apparently much in the same way as candied fruits are produced, only the mint retains all its original flavor. Crystallized mint leaves are rather expensive, selling at 15 cents an ounce, but they are well worth the price.

New "Ohio" Monarch Self Feed Ensilage Cutter



With Direct Blast Blower Elevator

1901 Ensilage Cutter has traveling table 10 feet long. Self feed increases capacity more than 33 1-3 per cent. and saves more than 75 per cent. time and labor feeding.

Present requirements of parties filling silos have outgrown most machines manufactured prior to this time, and the NEW "OHIO" MONARCH SELF FEED ENSILAGE CUTTER, which is larger, stronger and has greater capacity, is offered to meet the new conditions. The blower elevator has ample capacity to elevate the ensilage into the silo and will do it to the satisfaction of all.

We invite correspondence and can quote interesting prices to hardware and implement dealers who are interested in the sale of a first-class line of feed and ensilage cutters.

ADAMS & HART, Grand Rapids, Mich.

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

Around the State

Movements of Merchants.

Mt. Clemens—The Moxon Pharmacy has sold out to J. H. Joyce.

Casnovia—Hatch & Cook will take possession of their grist mill July 28.

Grand Haven—C. S. Buhl succeeds Gerrit Zaagman in the coal business.

Bancroft—F. B. Parker has purchased the meat market of Bryant & Rowley.

Ovid—John Robson has sold his hardware stock to W. B. Cox, of Colchester, Ill.

St. Johns—Frink & Colkelman have purchased the stock of the Tromp Shoe Co.

La Porte—John Chamberlain & Son have sold their grocery stock to E. W. Pierce.

East Jordan—The State Bank of East Jordan has been established, with a capital of \$20,000.

Caseville—C. A. Stockmeyer succeeds McKinley & Stockmeyer in the mercantile business.

Sault Ste. Marie—T. M. O'Laughlin succeeds Henson & O'Laughlin in the grocery business.

Detroit—The Fletcher Hardware Co. has increased its capital stock from \$150,000 to \$200,000.

Brooklyn—C. B. Farnham has purchased the clothing, hat and cap stock of Frank North & Co.

Stanton—The State Savings Bank succeeds C. W. French & Co. in the banking business Sept. 3.

Hillsdale—H. P. Mead & Co., dealers in house furnishing goods, have changed their style to the H. P. Mead Co.

Hartford—Wm. and Ollie Bridges, under the firm name of Bridges Bros., have engaged in the grocery business.

Yuma—C. E. Cartwright has purchased the Miner grocery stock and will continue the business at the same location.

West Branch—Salling, Hanson & Co., of Grayling, have purchased the Crump box factory at Roscommon. They will take possession at once.

Detroit—Skae & Alward, wholesale and retail coal dealers, have merged their business into a limited copartnership under the same style.

Lake Linden—Samuel Blumenthal has leased a store in the Therrien block and will display therein a line of dry goods and men's furnishing goods.

Sault Ste. Marie—Frederick Niebur & Son, of Hurley, Wis., have opened a hardware store in the Everett block. The firm will carry a \$15,000 stock.

Bush P. O.—E. M. (Mrs. A.) Gould, general merchandise dealer, has removed to Stearns and purchased the general stock of J. H. Brimmer & Son.

Holland—Will Botsford has bought the confectionery and bakery business of Gerrit Steketee and took charge of it yesterday. He will add a line of fruits.

Charlotte—John Kay has engaged in the buggy and harness business in the Heilway building. Mr. Kay formerly conducted a similar business in Olivet.

Kalamazoo—The grocery stock of P. L. Burdick, on Oak street, has been purchased by Homer Kidney, clerk in the store of Jos. Speyer for the past two years.

Jackson—The Jackson Retail Grocers' Association has decided to give its annual excursion via the Grand Trunk to Detroit on August 7. The excursion will include a side trip to Port Huron from Detroit on the Tashmoo. All grocery stores here will be closed on the day of the excursion, which will carry fully 2,500 people.

Holland—James E. Lewis, formerly engaged in general trade at New Richmond, has purchased the Smeenge grocery stock here and will continue the business.

Ann Arbor—The Ann Arbor Music Co. will take possession of the building now occupied by the Moore Hardware Co. Aug. 1. The latter company is closing out its stock.

Hastings—S. A. Crowell and Mort Christie have engaged in the cigar business at the former's place of business on Jefferson street under the style of Crowell & Christie.

Tawas City—The grocery, provision and feed firm of Murphy & Kulaszski has been dissolved and the business will be continued by M. Murphy & Co. at the old Koeing stand.

Grand Ledge—A. O. Halstead, the druggist, has purchased the Youngs brick store, two doors south of his present location, and will move his drug stock into same about Aug. 1.

Quincy—M. D. Greening has sold his drug, paint and oil and grocery stock to Clinton Joseph, taking in part payment Mr. Joseph's drug stock at Horton, which he will close out at once.

Conklin—Norman Harris, the veteran merchant, has sold his stock and store building, with fixtures, to Dr. E. Cilley, of Coopersville. Dr. Cilley intends to put in a complete stock of drugs.

Houghton—The old Hill grocery has again changed hands and will hereafter be conducted under the style of J. Phillips & Co., the new concern having purchased the stock of Bryce & Corbeille.

Thompsonville—The Standard Oil Co. has established a distributing station here and erected tanks and an office building. O. L. Lovejoy has secured the contract for running the distributing wagon.

Ypsilanti—The Ypsilanti grocers will give an excursion to Put-in-Bay Aug. 14, and they will make a determined effort to induce all the merchants of the city to close their places of business during the entire day.

North Lansing—Gardner & Robertson, whose drug stock and store building were badly damaged by fire recently, are refinishing their store with a new plate glass front and steel ceiling; they will otherwise improve the interior.

Red Jacket—Richard D. Dudley, for the past eleven years with the grocery firm of Holman & Lewis, and Charles W. Koppelman, cigar manufacturer at this place, have formed a copartnership and engaged in the grocery business in the Hermann block.

Negaunee—John Shea will erect a two-story brick block on Iron street directly east of his present dry goods store. The building will be 93 feet deep and will have a frontage of 35 feet. Mr. Shea expects to be located in his new quarters by the latter part of October.

Eaton Rapids—A. L. Bradford has purchased the general merchandise stock at Marcellus of C. P. Beebe and will remove it to this place as soon as the store building at the corner of Main and Hamlin streets can be equipped with new furniture and fixtures. He will continue his wholesale cigar business as before.

South Haven—The courts will probably be called upon to decide as to who is the owner of the South Haven drug store on Phoenix street. Last spring N. R. Goodrode purchased the stock of E. E. Napier. Last week Mr. Goodrode sold the stock to Chas. H. Rogers. Mr. Rogers paid \$500, and the balance,

about \$4,000, was to be paid between that time and the following Tuesday. Mr. Rogers took possession of the stock Thursday, but before the day was over, Mrs. Goodrode called at the store and demanded possession, claiming that the store was hers, and did not belong to her husband.

Bay City—Isaac Van Dusen, owner of the grocery store and meat market at Madison avenue and Third street, was recently arrested, charged with keeping his place open Sunday, July 7. The complaint was made by Henry Cornell. Mr. Van Dusen denies the charge. He says his arrest is due to a crusade started by the Grocers and Butchers' Association.

Kalamazoo—Joseph Speyer, proprietor of the oldest retail establishment in Kalamazoo, died Sunday, aged 63. Speyer came to Kalamazoo direct from Germany in 1860, became associated with M. Israel, a pioneer dry goods merchant, and at the time of his death was sole proprietor of the largest dry goods stock in the city. He was prominent in business, masonic and Jewish circles.

Hillsdale—The merchants and several hundred citizens of Albion, with their wives and children, picniced at Baw Beese Lake last Tuesday, coming here by special train. All business was suspended by Hillsdale merchants, who joined with the Albionites in making a good time. A fine programme of sports was carried out and with music, dancing and boating, the occasion was a most enjoyable one. It will be made an annual affair by the two cities.

Ithaca—A. L. Hardy, of Middleton, has made a demand on Fulton township for \$150 as the price of his grocery stock. Last spring when the smallpox scare was on in dead earnest at Middleton, he had a small grocery stock in the building where the cases occurred and, as the building was turned into a kind of pest house and Mr. Hardy's stock was made unsalable, he thinks that he should have pay for the same, from the township. The matter was argued before the town board last Monday. No decision was reached.

Manufacturing Matters.

Crystal Falls—The Chester Iron Co. has been formed at this place, with a capital stock of \$10,000.

Galesburg—The Galesburg Canning & Packing Co. has been organized with a capital stock of \$7,300.

Gobleville—The Gobleville Milling Co. has filed articles of incorporation. The capital stock is \$10,000.

Lansing—The capital stock of the Lansing Wheelbarrow Co. has been increased from \$200,000 to \$250,000.

Vernon—B. H. Chadwick, for the past six years station agent at this place for the D. & M. Railroad, has resigned his position and engaged in the flouring mill business, having purchased the Garrison grist mill.

Thompsonville—The Thompsonville Woodenware Co. has filed articles of incorporation. The capital stock is \$10,000.

Lake Linden—The Lake Linden Cooperative Society is the style of a new enterprise established at this place. The capital stock is \$20,000.

Perry—Colby & Co., the well-known hay and grain shippers of Shiawassee county, are erecting a new three-story elevator. They already have two large elevators here.

Mt. Clemens—The Macomb Sugar Co. has let contract for erecting a sugar plant here to Kirby & Co., of Cleveland, for \$567,000. The factory is to be completed by Sept. 1, 1902.

Detroit—The Detroit River Sugar Co., capital \$450,000, filed articles of association July 23. The incorporators are John A. Russell, H. E. Emmons, Joseph C. Dumont and J. Emmett Sullivan, trustee, all of Detroit. The company propose to manufacture both beet and cane sugar.

Battle Creek—The Michigan Cereal Co., Limited, has been formed, with a capital stock of \$100,000, of which \$4,020 is paid in. Barak L. Hoge, of St. Louis, is Chairman and J. L. Hooper, of this place, and Marcus L. Heald, of Yellow Springs, Idaho, are the other stockholders.

Whitedale—A. B. McArthur and Rod Lyman have formed a copartnership under the style of McArthur & Lyman and purchased the Whitedale lumber properties, including the sawmill. They will engage in the manufacture of pine and hardwood lumber and will also conduct a general store in connection.

Detroit—The Morin-Matheson Manufacturing Co. has filed articles of association with the county clerk and prepares to manufacture cheese and deal in other commodities. The company is capitalized at \$20,000 and the organizers are: Andrew Morin, John R. Matheson, James A. Matheson and William W. Bush, all of Detroit.

Flint—The Flint papers say that the Flint Cigar Co., the Holmes Cigar Co. and the Iroquois Cigar Co. may move their plants to Detroit. The manufacturers claim that it is absolutely impossible to grant the dollar increase demanded by the union men, as 90 per cent. of the cigars made by the three concerns mentioned are sold outside of the city in direct competition with the goods produced by the big non-union factories in Detroit. They claim that the old scale of wages gave the local cigar-makers more money than members of the craft earned in most cities of the State. Under the old scale cigars cost the local manufacturers \$3 to \$5 per thousand more than the cost of the large Detroit manufacturers who employ non-union men, and from \$1 to \$2 more than the cost in the union shops of other cities throughout the State.

It is easy to bear the aches of another man's corns.

M. O. BAKER & CO. TOLEDO, OHIO

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

GRAND RAPIDS SUPPLY 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.

Grand Rapids Gossip

The Grocery Market.

Sugar—Raw sugar is somewhat weaker, 96 deg. test centrifugals having declined 1-32c, making the present price 4 5-32c. At the reduction some sales took place and as refiners are in want of supplies a marked activity is looked for. The general impression is that spot stocks are somewhat over-estimated. The receipts of raw sugar will soon begin to fall off and, with no arrivals of cane sugar before the middle of August, no considerable declines in values are warranted in the immediate future. The visible supply is 720,000 tons, compared with 1,180,000 tons at the same time last year. Conditions in the refined market remain practically unchanged.

Canned Goods—The canned goods market has at last taken on one of its old-time "booms" and the good feeling arising from the activity in tomatoes, corn, small fruits and peaches is felt all along the line. So great has been the momentum that there is now but little to keep back the pressure on all lines of canned goods, no matter where located, and from this time on we may look forward to a healthy market for everything, especially the staple lines. The weather is the all-powerful influence in the canned goods situation, which it has changed completely. The heat and drought have been so severe that crops of every description have felt the effects and prices are either firmer or higher all around, while the reports of damage to crops have aroused buyers to a recognition of the true state of affairs, with the result that business in all the large canned goods markets of the country has suddenly become active. Enquiries, especially for tomatoes, new peas and the small fruits, in many instances fail to find any offerings and actual orders are being turned down. Everywhere the packs of small fruits are light, considerably below last year, while packers who have spot tomatoes to sell or who will enter more orders for futures also are scarce. Tomatoes continue to advance and, on account of the alarming condition of the crop and prospects of a shortage of tin plate, many packers have entirely withdrawn from the market. The situation everywhere is undoubtedly one of great strength. The acreage this year is reduced and the vines are reported very backward in most of the large growing districts. The market for corn, in sympathy with tomatoes, is also very firm and goods that a few weeks ago were going a begging for buyers at very low prices have all been sold. There is also a good buying movement in futures. There are reports of great damage to the corn crop in some sections, which have considerably strengthened the market conditions. Peas show a little movement but most packers are still proceeding very cautiously in the matter of offerings. Packing in New York State is now going full blast, with reported prospects of a much lighter pack than was expected early in the season. Gallon apples are in great demand at high prices. Many orders are received which have to be turned down, on account of the scarcity of stock with which to fill them. The reports from the peach districts agree with reports previously given and that is that there is going to be a good crop of fine peaches from which very few cheap seconds or pies will be culled. This news has, of course, reached every

buyer of peaches in the country and the result has been a very heavy demand for both grades. Both lines have drawn strength from these conditions and have advanced 5c per dozen. There will be a still further improvement in both of them. String beans have at last shown some strength. During the past six months they have been very dull, but have at last awakened. The market is very strong and some grades are very difficult to obtain. The salmon situation is unchanged. The demand is fair but there is no large movement in this line. This is almost the only article in the canned goods line that does not show unusual activity at this time. Reports from the Columbia River are to the effect that the fish situation is rather better for the past few days and the cold storage plants are working extra hands to care for the catches. The fear that there would be no fish this year has been dissipated and it is now thought that the later runs will compensate for the scarcity at the opening of the season. It is reported that there are few mustard sardines in the hands of the Maine packers and that practically no fish suitable for mustards are running. There is some talk of an advance all around on domestic sardines, owing to the tin outlook. Advices from the French as well as Portuguese fishing grounds represent the season's catches of sardines so far as rather poor, and unless they improve shortly prospects for packers will, it is thought, be somewhat gloomy.

Dried Fruits—There was a little more activity in the dried fruit market last week, orders ranging a little larger, causing a more hopeful feeling on the part of the holders. Prunes continue in quite good request, with stocks rather light. The poor berry crop in some sections it is believed caused dried fruits to receive more attention. Prices are firmer and on some sizes higher. Stocks of 40-50s, 60-70s and 90-100s are especially scarce and wanted and these three sizes are being firmly held by most holders. Raisins of all grades are very quiet. What few are sold are for immediate use, as dealers do not want to carry any stocks through the warm weather. The consumptive demand for peaches shows considerable improvement, owing, possibly, to the damage to vegetable crops. This, with the realization that supplies here are unusually light, created a good demand. Advices from the coast state that the quantity of apricots to be dried this year will be larger than was anticipated owing to the warm weather, and to the fact that the canners have not bought heavily this season as quite a number of canned apricots were carried over. Growers at present are very firm in their ideas, but we expect to see the market settle during the next thirty days. The evaporated apple situation is very strong both for spot and futures. Spot goods, however, are practically out of the market.

Rice—The rice market is very firm, with excellent demand; in fact, the amount going into consumption is said to exceed that of a year ago. Stocks of all grades in local hands are running light and supplies from primary markets are small and some of the mills have entirely shut down for lack of stock to work on and will remain closed until about August 15. In view of these facts and the strong statistical position, holders are very firm in their views and prices are well maintained. The general opinion among dealers is that there will

be no decline during the balance of this season.

Tea—The demand is limited to necessities and dealers are still waiting for the long delayed change for the better. Prices are unchanged, but if there should be a decline it would not come as a surprise. Dealers are well supplied and encouraging reports from the India and Ceylon markets are not sufficiently strong to induce them to buy stocks in advance of immediate wants.

Molasses and Syrups—The dulness always experienced during the summer was very marked during the past week, no business beyond the usual every day transactions being recorded. Grocers' wants are small at this season and the majority of them are only buying in a hand-to-mouth way. In anticipation of a good demand later on, when the fall trade opens, holders of stocks are not forcing business, but are satisfied to await developments. There is a very strong tendency of prices, showing an advance of 1c per gallon on domestic mixed grocery grades, influenced by the firmer and higher market for glucose. Other grades remained unchanged and quiet. Stocks continue light in hands of dealers and no speculative dealings were noted. Corn syrup, in sympathy with the higher market for glucose, has advanced 1c per gallon and 6c per case, with the probability of still higher prices shortly.

Fish—Another advance in mackerel has taken place, with the market very firm and with good demand. The catch this year so far is somewhat in excess of last year's catch. That of codfish, however, is a little lighter than last year's catch. Prices on codfish are practically unchanged.

Nuts—The demand for nuts is light, as is usually the case at this time of year. Advices from Brazil indicate that the crop of Brazil nuts is about finished. Receipts up to the present are said to be about the same as last year. Filberts are slightly easier. The new crop, it is stated, is looking well and is expected to be 25 per cent. larger than last year. The weather is reported very favorable for the growing crop. Pecans are very strong and show an advance of 1½c per pound. Peanuts are a little easier and have declined ¼c.

Pickles—Pickles are very firm at previous prices, with the probability of a further advance soon.

Rolled Oats—The rolled oats market has developed very unusual strength, prices now being so high as to be almost prohibitive, and no positive sales are made at these prices, everything being subject to confirmation. Advances are as follows: rolled oats in barrels, \$1.10; cases, 45c; Banner oats, 40c; barley, 40c. These are the largest advances in prices of cereals during one week for a long time.

The Pillsbury-Washburn Flour Mills Co. has established a branch office for Michigan in this city, placing it in charge of its veteran traveling representative, J. P. McGaughey. The office is located in the Michigan Trust Co. building.

Geo. M. Tuttle has opened a grocery store at Stittsville. The Ball-Barnhart-Putman Co. furnished the stock. He will add a line of shoes and dry goods this fall.

Comstock & Weed have opened a grocery store at Petoskey. The Ball-Barnhart-Putman Co. furnished the stock.

The Grain Market.

Wheat at last has shown a steady advance during the week. Exports have been large. The excessive heat in Kansas and other corn states had the effect of advancing coarse grains, which helped to lift wheat out of the old rut. The bear element also got scared at the short wheat crop on the continent and ran to cover, which had a tendency to elevate the price of cash and futures. September sold a week ago at 66c, while it closed to-day at 70¾c—an advance of 4¾c. While cash was 68¼c at last writing, it closed to-day at 71½c—a difference of 3¼c. Winter wheat is all secured, while spring is having some setbacks. In some localities there is too much wet weather, while in other sections there is burning hot weather. However, there will be a fair crop, but by no means a bumper crop. The conservative element thinks the price low yet.

Corn has made a phenomenal advance of 6½c within the last week. Some predict 70c for corn, owing to the three-quarter crop. Still, should seasonable weather come soon, it may be some better than present expectations, but it looks at present as if corn would sell higher.

Oats likewise have advanced 6c per bushel, owing to the short crop and the large decrease of over 1,000,000 bushels during the week.

Rye has advanced 4c per bushel.

Beans, owing to the continued dry weather, have advanced fully 5c per bushel.

Flour is very strong, and, with the advance in wheat, prices are fully 20c per barrel higher.

Mill feed has also made an advance of \$2 per ton and there is more demand than can be filled at present.

Conditions have changed wonderfully in one week. Where languid markets were ruling, brisk trading and a broad market have taken their place.

Receipts during the week have been as follows: wheat, 48 cars; corn, 10 cars; oats, 12 cars; flour, 4 cars; beans, 2 cars; hay, 2 cars; potatoes, 3 cars.

Millers are paying 66c for wheat.

C. G. A. Voigt.

Every preliminary arrangement for the Grocers' picnic to-morrow has been completed and nothing but stormy weather stands in the way of a successful affair. It is expected that 200 will come from Lansing, about the same number from Battle Creek and from 1,500 to 2,000 from Kalamazoo, besides delegations from other cities, swelling the total number from outside to from 3,000 to 4,000. Complete arrangements have been made for the reception of the visitors as they arrive at the various depots and ample street car service has been arranged for. In behalf of the Grand Rapids merchants, the Tradesman extends a cordial welcome to their visiting guests, and trusts that their stay here will be so pleasant that they will have cause to remember the event for a long time to come.

The Reed City Clarion is exhibiting considerable enterprise in publishing portraits and biographical sketches of its leading citizens, especially those who have lately entered upon the sea of matrimony.

Geo. K. Root has opened a grocery store at Frederic. The stock was furnished by the Ball-Barnhart-Putman Co.

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

Clerks' Corner.

The Necessary Qualifications For a Good Clerk.

The competition of business at present demands that the clerk possess many general qualifications as well as specific ones, that is those as applied to the distinctive business in which he is engaged.

By general qualifications is meant those which are invaluable to the success of any young man. He should first of all be strictly honest and truthful. The world is strewn with the wrecks of young men who could not withstand temptation when trust was imposed upon them and following this comes the untruthfulness in evading the charge. This always makes matters worse and it leads to the utter disgrace of the young man.

As a business training the clerk should make all he can out of his position, paying close attention to correctness, quickness, true business methods and apply himself to the details of the business.

The calling of clerk does not necessarily mean to a young man that he be a machine, paid to do just so much work. This seems to be the big mistake with a great many, who go through their work listlessly, awaiting only the closing time.

The business man to-day requires men who use their brains in their work to the advantage of his business. This class of clerks are the ones who get there when the opportunity for advancement presents itself.

A clerk must possess many personal good qualifications. These do not cost him anything beyond his personal efforts. He should be clean and neat and keep everything likewise. He should strive to be polite and attentive to his customers, who always appreciate the fact that they are dealing with a gentleman.

In his work he should be industrious and persevering, letting no obstacle stand in the way that can be removed by dint of unflinching effort.

By specific qualifications are meant those that a young man must possess in the particular line in which he is engaged. Thus a clerk may be good in one line and not in another. He must acquire those qualifications peculiar to his business, also study to improve himself in a general business sense.

In his actions at work a clerk generally betrays the trend of his thoughts; one who transacts his business in an expeditious, clean and intelligent manner shows that his mind is on business, not afar off in bygone or anticipated pleasures.

One of the causes that lead to inaptitude, carelessness and temptation is intemperate habits. The aim of every clerk should be to put his best efforts in his work and it is impossible for one to do so whose strength of mind is being weakened by intemperance and loss of sleep. It is the bright, wide awake young man whose pleasant words and attention to business please and hold trade, not the slow, lack-luster, indifferent fellow with his mind still on the night before.

A clerk is generally required to be at business at a regular hour, as punctuality is regarded as necessary to the success of any one, he must observe this point. It is just as vital for a clerk to be punctual in his hours and appointments as it is for the richest and most successful business man.

Obedience in business as well as in an army is essential to its welfare. The clerk must ever be on watch for suggestions and orders from his superiors and carry them out faithfully. The saying is that one must know how to obey before he can command.

The aim of a clerk should be to see that every piece of work assigned to him for the day be finished, not leaving it for to-morrow. It is far better to do more than is required of one than to leave work unfinished.

Many of our brightest business men were clerks at one period of their life and every day clerks are being advanced into the ranks of salesmen, managers and other more remunerative positions. These changes do not come by chance, or luck, but by hard labor and close application to business and studies that they may fit themselves for better work.

Once a clerk always a clerk, should not be the feeling of one to whom betterment has not come as soon as expected. Patience is a virtue as well as a good qualification and he should keep on striving, for honest endeavor and hard work, backed up by a sturdy will, generally bring the long sought for results.

An illustration of the brightness and activity of the clerks is in the forming of associations collectively they are a mighty class and are securing reforms and new conditions not within the scope of the individuals.

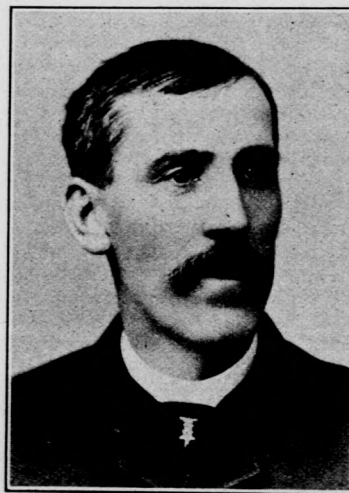
As all men and chances are equal the clerk stands as good a show as any one to become a successful business man, therefore it is incumbent upon the clerk to use his best efforts and thoughts in business, looking forward to success in higher lines. He must try to make his services indispensable to his employer, thus strengthening his show for advancement when the occasion arises.

No one person can possess all the good qualifications in the category for absolute perfection is rarely attained in this world, but one should study himself and endeavor to attain as best he can those in which he is deficient.—Geo. H. Filbert in Commercial Bulletin.

REPRESENTATIVE RETAILERS.

Albert Towl, the Veteran Grocer of Muskegon.

A. Towl was born in Ravenna, Ohio, Feb. 3, 1842. His father was of Scotch descent. His mother's antecedents were English. When he was quite young, his parents removed to Evansport, Ohio, subsequently removing to Cleveland and Bryan. Mr. Towl attended school until 1863, when he enlisted in Company E, 86th Ohio Infantry. He was discharged in February, 1864, and went to Nashville, Tenn., where he served a



year and a half as Government employe in the quartermaster's department. In 1866, he returned to Bryan and attended school a year. In 1867 he was attracted to Muskegon by the growing importance of the lumber business and opened a grocery store in the back end of Jos. Beechler's dry goods store. He subsequently formed a co-partnership with Thomas Whittaker and carried on the grocery business until April 1, 1871, under the style of Whittaker & Towl. In 1874, he was burned out, sustaining a loss of \$4,000, with

only \$1,000 insurance. The loss on the building—which was worth \$2,000—was total, the high insurance rate then exacted by the companies—\$70 per \$1,000—making insurance practically prohibitive. He has conducted business at 11, 21 and 87 East Western avenue and is now located at the latter number, where he has one of the best equipped and most successfully conducted grocery stores in the Sawdust City.

Mr. Towl was married Feb. 14, 1871, to Miss Rachel Thistlethwaite, of Van Kleeck Hill, Ont. Four children have been born and three daughters are still alive. The only son died about five years ago, at the age of 25 years.

Mr. Towl is a man of conservative ideas and never speaks or acts hastily, no matter what the provocation. He is widely known to all classes of business men and consumers and is universally respected by all who enjoy the pleasure of his acquaintance. When the Retail Grocers' Association was formed at Muskegon, a little over two years ago, he was elected its first President, and would probably have been re-elected but for the fact that he positively refused to serve a second time.

Why She Wanted to Know.

"Is this Eighth street?" asked a young woman in one of the back seats of a Scribner street car, who was carrying a diminutive pug dog under her arm.

"No, madam," said the conductor. "I will tell you when we come to it."

Later on she repeated the question and the conductor answered with some show of impatience. Finally when Eighth street was reached he rang, and the car came to a stop. "This is Eighth street," said the conductor.

"Oh, I don't want to get off at that street—I only wanted to know where it was; I go to the end of the line."

Then as the car started again she looked down at the pug and said in tones of extreme affection: "There, dearie, there's where your muddy lives!"

A man's christianity has to stand a pretty severe strain when he steps on a banana skin.

THE C. F. WARE COFFEE CO.,

Importers, Coffee Roasters, and
Baking Powder Manufacturers,

DAYTON, OHIO.

"DRESDENA"
ASSORTMENT

25 PIECE BREAKFAST SET

THE C. F. WARE COFFEE CO.
DAYTON, OHIO.

A snap for wide-awake merchants. Just what you want to stimulate trade during dull summer months. The DRESDENA ASSORTMENT is unprecedented as a premium. Never before has there been such a valued offer in introducing goods of merit. Each piece guaranteed a work of art, filled in pattern, and richly treated in gold. You can have the Dresdena Assortment with Mascot Baking Powder, 125 1/4 pounds in a case at \$15, delivered; or with Bourbon Santos Coffee at 18 1/2 cents, N. Y. basis, for delivered price with Bourbon Santos Coffee add equality freight rate. You will note the elegant 25 piece breakfast set is packed free with each Assortment. This may be retained by the dealer or if preferred given as special premium to your customer. A novel plan for awarding this elegant breakfast set is packed with each case. DRESDENA ASSORTMENT will not only stimulate your trade, but shows you a handsome profit. Order sample case from your nearest jobber at once.

THE C. F. WARE COFFEE CO.

DANGER SIGNALS.

Warnings Which Enable Credit Men to Avoid Loss.

It is remarkable how some customers pay their accounts with one firm and how lax they are in settlements with others. A few days ago an order was received from a dealer in New York State who gave two references. One stated that the party in question had been dealing with them for five years or more, was satisfactory in his accounts, and that they extended him a liberal line of credit and considered him good for his wants, was conservative and used good judgment in buying. The other party referred to stated almost the opposite, by saying that although the applicant had been a customer for some little time he was invariably slow, owed them for an account many months past due, which they were trying to get settled, but believed him responsible for a small amount. Now, then, when information of this kind comes to hand about the only thing you can do is to try to guess which will strike your case, and if the mercantile agencies can give you a little better information than the last reference, undoubtedly you will grant the credit. Then you will watch that account for a long time, and if he orders any more goods you will become suspicious of him, and when his account becomes due and he does not pay it and fails, you will say, "Just as I thought it was."

It also appears that where a customer has been dealing with a house for many years and has received various accommodations in the way of renewal on notes, he frequently becomes careless, and thinks that the money which should go to pay his maturity paper can be applied to other sources without asking the consent of his creditor, and takes it as a matter of course. This method of juggling with money belonging to the creditor should be stopped in its incipency, as, if it is allowed to continue, the creditor will always be the loser. In this respect it may be wise to quote an actual experience regarding a customer who at maturity of his account gave notes. At maturity some of the paper was paid, other in part, and some renewed in whole. It so happened that a note which was renewed in part, through some error of the bank, was presented at the debtor's bank for payment and was paid; after a week had passed it was brought to the notice of the debtor, who knew nothing of the payment until notified; then, of course, followed demands for an explanation, which naturally appeared rather lame. At any rate, it made a customer who will not ask for unnecessary accommodations.

The debtor who is accustomed to the drinking habit is the one who must be looked after quickly, as it is an undoubted axiom that he will neglect his business affairs, and when such knowledge comes to the creditor it is important that credit be withdrawn and the account closed as quickly as possible, otherwise it will prove costly. In this connection it may be related that a few weeks ago, having sent a new salesman over a portion of territory in which was located a customer who formerly had met his obligations as promptly as could be expected, the salesman learned that the debtor was accustomed of late to frequent the hotel bar and neglect his affairs, the result of which was the bank from which he had a small loan, refused to renew it because of his habits, which were becoming very loose. The result was that an assignment took place and

a few creditors are mourning for the payment of their accounts that will never come to pass.

So that, in conclusion, it will be observed that the debtor who uses the money or goods belonging in whole or in part to another in any but a legitimate way is very liable to undermine his reputation, and the result will be financial disaster.

In this period of our civilization, where trade is the result of close margins of profit, more the result of opposition than competition, the qualities of integrity and stability are those which make a good, substantial and profitable customer.

Chas. D. Wettach.

High Prices Cut the Profits of the Dealer.

"Yes," replied a prominent buyer for a large commission house, "the task of educating our customers and the consumers to the high prices is a difficult one. At the best the larger relative portion of the profit goes to the producer. Instead of asking an advance of a certain percentage on the cost of the goods, we are obliged to ask a certain amount for the service of its distribution. So we do not do as well in the rates of profit to the aggregate of the business, considering the increased risk and liability to damage, as when prices were lower. If claims are made against the goods they are a certain portion of the gross price, the same as when prices are lower, and so such claims more quickly wipe out the profits."

"Of course, there is a difference in the general conditions of trade which goes far to help us out and lessen the disadvantage of the decreased ratio of profits. Dealers and their customers have the money to pay for what they buy and we can make the fact of the small margin a reason for promptness. It would be well if we could keep the ratio of profit in proportion to the transactions, but then there would be the usual rush into the field and, while we have to work a little harder and watch things more closely, we are pretty well satisfied as it is."

A noticeable feature, as the season advances, is the diminishing of the Monday morning market. Last Monday there was practically nothing here except the usual routine of vegetables to meet the needs of the local dealers. There must necessarily be some Sunday work in purveying to a city like this, but, as the people come to feel the benefits of increased prosperity, they find it better to give an increased observance of the day.

Berries are still in considerable quantities, both red and black caps, but are about at the close. Prices are steadily maintained, with little increase at the end of the season. Cherries are still in evidence and are in good demand. Currants are in large quantities and excellent quality and command good prices. Apples are beginning to put in an appearance, but it will be some time yet before they will cut much figure.

The vegetable market is a sight to see. The standard of quality is better than has ever been seen on this market. There is also a notable difference in the putting up and handling of the goods—one would think much of the display was prepared for a position on the shelves of a fair. And the beauty of it is they all sell. Corn is just now in special abundance, load after load all over the market, and it all goes at good prices. Potatoes are also good goods, although not relatively in so great abundance. Prices are kept up and the producer can have no cause to complain.

Novel Business Venture Inaugurated by a Boy.

Charles McKenna, aged 9 years, is in business for himself. He entered the New Orleans commercial world three or four months ago and he has prospered. So far no competition has entered the field and no trust has offered him a flattering option on his stock—he owns the town so far as his business is concerned, and he is now watching the "For rent" column to secure suitable office rooms cheap.

"Can I empty your cigar clipper?"

"Empty it?"

"Yes, sir; can I take the tip-ends out of the receiver? I see it is over half full and they need removing."

"All right, son, take 'em and get out of here."

The first party to this dialogue was none other than Charles McKenna, merchant and dealer in cigar "tips." The second party to the conversation was a cigar dealer on one of the prominent downtown street corners. You can hear the talk in any of the cigar stores, for Charley calls at them all.

Charley carries a box under his arm. When he gets richer he is going to have a special receptacle for the purpose; one that can be held with greater comfort than the square-cornered box and one that will look nicer. For the present, at least, until he gets his office fitted up, the box will serve. Other expenses must be met first.

"How much have you there?" asked a bystander of the youthful business man as he clapped the top back on the cigar nipper.

"Well," he replied, pleased that some one should be interested, "I've got about three pounds in there to-day. Been a little slow. You know this over-the-lake business knocks me. Men rush into the corner stores and shout: 'Give me a half's worth of those—you know, the kind I get here,' or 'three of those threefers,' or some other kind, and they are put in a sack and carried off on the coast train. The man bites the end off and robs me of that much. But I have to put up with it, and while the summer resorts on the gulf and over the lake thrive, I get the worst of it. But wait until next winter, when the crowds get in and the race horses come again, and the sports stand about the clipper and do nothing else but watch the boards and nip ends off cigars by poking them into these little holes and turning the knob—then is when I'll get fat. This town will give up seven or eight pounds a day, and dead easy."

Charley was asked where his profit came in.

"Sell 'em, kid, sell 'em. I know lots of gentlemen who would rather smoke a pipe filled with these cuts than with any other kind of tobacco. All kinds, you know; all mixed up; that is what they like. Gives them a fine flavor, like a mixed drink. My father put me on to it. He likes to smoke them, and I thought of the scheme. If he liked them in a pipe, wouldn't other folks? They do. I have eleven regular customers now, and I'm going to get some more. Two gentlemen told me today, just as soon as they get back from the seashore they are going to put their names down on my list. I take a man on one week's trial. If he don't like the smoke at the end of that time, he don't have to take any more. No, I never had one to quit. They all say, 'Charley, come in again,' and you bet I go."

"What do I get? Now, that's office business. I made it a rule when I started in business never to give away my secrets."—New Orleans Picayune.

Charity often consists of a generous impulse to give away something we have no further use for.

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E. A. STOWE, EDITOR.

WEDNESDAY, - - JULY 24, 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 17, 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 twentieth day of July, 1901.

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

COLLEGE HONORS.

If there is one idea above all others that permeates and dominates human life in the present day, it is an exalted estimate of the power of money and of the resulting necessity for getting it.

Out of this idea has grown a demand for the shortening of the school period, and particularly the college course.

There long prevailed a notion that, from the time of entering the lowest class in the college curriculum, four years would be required for graduation; but for young men who propose to go into commercial or professional life, four years are too many to be spared in the mere matter of gaining a miscellaneous education, particularly as those destined for professions must study several years in their technical schools.

Nevertheless, it is desirable to have the college diploma, and so comes the demand for graduation in a lesser time. Of course, if a college of high reputation should advertise to graduate its pupils in three years, it would doubtless grow in popularity; but can any such institution honestly propose such a rule?

There are students who can do in two years what the average of the young men could not accomplish in double the time, and, therefore, facilities should be available for the benefit of such exceptional men. They should not be held back by the slow and dull boys, but should have the benefit of their extraordinary abilities in every way the college could give it.

It is much to be doubted if the average course can be shortened without weakening it and decreasing its benefits. President Charles F. Thwing, of Western Reserve University, at Cleveland, in the July Forum, expresses the belief that the course could be shortened for several sorts of students. Of these are those who use a college education as a means of fitting themselves for pro-

fessional study and practice, who should be content with the shorter time. In particular, those students who purpose to become physicians should complete their college work in three years. To the student who is to become a physician the question of time is a serious consideration.

That is sound enough, but it is not easy to see the significance of what follows. Says this distinguished educator: "The student who goes to college in order to secure training for professional purposes not infrequently finds that in three years he has received all the training of which he is naturally capable." Does this mean that such a student should be declared a graduate without regard to what he has learned? Again says the learned President: "Most college men are not, despite the too common contrary opinion, to be charged with laziness. But, of course, there are college men who are lazy, and, of course, too, they are more numerous than they ought to be. The best method of dealing with such men consists in simply obliging them to work hard—to work ten hours a day for six days a week and for more than four weeks of every month. For men of this type the shorter course is undoubtedly the better."

Thus a distinguished college president recommends graduation in three years for boys who are incapable of a high degree of training and also for lazy boys. But will the diplomas so gained mean anything? The term graduate applied to one who holds a college title means that he has devoted himself to a prescribed course of study and has proved his mastery of the subjects to which his studies have been addressed, and in that respect is declared by his diploma to have reached the same standard of excellence in knowledge attained by all the other graduates of the same degree.

If, however, graduation means the attainment of no such excellence, but if in the same college, there are standards by which deficient men and lazy men can gain the same titles and honors as are won by students of real merit, then the diploma is a deception and the college honors are merely for show. A college of respectability can not afford to cheapen its degrees or to lower its standard. Let it require every man to pass certain examinations without regard to the time spent in the institution. If a student by passing the examinations can take all the honors in one year, let him have them and the glory of it; but, if he can not pass the examinations after decades of study, he must take the consequences. If necessary, have classes for lazy boys, or any other boys; but, for the sake of American scholarship, let there be no lowering of the standard.

The suggestion that Dewey command the squadron of United States warships which will assemble to form part of the pageant incident to the coronation of King Edward VII. next June will meet with general favor both here and abroad. No other American sailor is more widely known and honored than Admiral Dewey. What he did at Manila very early one morning in May astonished the world and he would be the greatest personal feature among the distinguished guests which such a function will draw from the civilized nations of the globe. At that time the United States will be able to make a splendid showing of naval equipment, and it is manifestly fitting that the country's most renowned sailor should be in command.

THE COMING CRISIS.

There is an industrial depression prevailing in Germany at this time and all branches of manufactures are suffering there.

It was expected that the export duty placed by the British government on coal would work wonders for the German miners and give them control of the foreign coal trade. This expectation has been a complete disappointment. There is but little foreign demand for German coal and the stocks are increasing to an alarming degree.

In the iron manufacture the situation is very bad. The same condition prevails with the manufacturers of machinery, many of whom have been obliged to discharge their men, while others have had to reduce the time of running the works. The German iron and steelmakers and the coal miners would rejoice over a general strike in the steel and iron mills of the United States, for it would operate as a special providence for them.

In the manufacture of textiles of all sorts, the conditions are unfavorable and the prospects gloomy. This situation prevails in all branches of the textile industry, including the knitting mills. In some manufacturing towns of Saxony, which had been kept very busy for the past ten years, one-fourth of the looms and other machinery are now idle. In some factories for lace curtains, the men work on half time only, at lower wages.

The great German industry in chemicals, which for years was exceedingly prosperous, is now beginning to complain of lack of orders and poor prices. The same is true of the large electrical enterprises, which considered themselves beyond the reach of hard times. Business in the building trades is so poor that many mechanics are entirely out of employment.

It is pretty generally acknowledged that the present industrial crisis was caused mainly by overproduction in Germany and in other manufacturing countries. Industrial pursuits, as is well known, are dependent one upon the other, and if there is a check in one branch it is felt elsewhere. Thus, when the textile mills for spinning cotton and woolen yarns are run on short time, but little machinery for such mills will be in demand; when no machinery is built, the iron works shut down; and when no iron is ordered, the coal mines are idle. As soon as one part of the industrial body becomes diseased, the entire system must suffer.

To aggravate the situation, the German farmers have the poorest crops they have gathered for many years, and food must be imported from abroad. While conditions are probably worse in Germany than elsewhere, the fact is coming to be recognized that, with the constant multiplication of industrial production by means of machinery, there is coming to be a lack of markets for the superabundant products. Not many years ago, Great Britain was the chief manufacturing country, while France, Germany and Belgium came "tailing" in behind. Now the American Republic has come to be one of the great industrial countries, competing with all the others and sending its products to all countries.

As competition among the chief industrial nations grows more strenuous, the uses of machinery will be increased and scientific discovery will more than ever be called into requisition, so that every sort of industrial production will

be greatly multiplied. The struggle to secure the world's markets will be all the more active and determined. The American people, who are foremost in mechanical ingenuity, will continue so. If they should be lacking in cheap labor, they will admit the Chinese and so secure the cheapest and most industrious labor in the world. It will follow that those manufacturing nations which can not successfully compete will have to take the consequences, which means that they will fall behind in the march of industrial supremacy. Doubtless those nations that are reckoned among the great powers, when they find themselves outstripped at home, will seek to save themselves by establishing in other lands colonies, which are to furnish the required markets.

For such colonies, Africa and South America alone remain. Asia is populated for the most part by industrious races, capable of learning and turning to account the white man's knowledge. It will not be long before China will be manufacturing everything its people use, as Japan is already doing, so that Asiatic countries will not much longer furnish markets for the products of Western industry. The day is not distant when China and Japan will be wholly self-supporting. Then the great struggle will come between the continental countries of Europe, Great Britain and the United States. To what extent the conflict will be carried can not be stated, but it may be to the extent of war.

The ultimatum of the United States Steel Corporation, given out from the Morgan office, says: "The company stands willing to agree to the demands of the men as to wages and hours," and adds that if there is any other question involved it is merely a sentimental one raised by the Amalgamated Association. It would certainly seem that where the employer is willing to meet every demand as to time of work and pay therefor, there is not very great reason for refusing to accept such terms. In this case the employers decline peremptorily to compel their men in any mill to become members of any particular organization, just as they would and do decline to compel their employees to refrain from being members of any particular organization. The corporation takes the attitude that it will not coerce its men one way or the other, giving them absolute freedom in such matters. It treats with the union where there is one, and with the men individually where there is no organization. Should this strike fail of success—and it is clearly doomed to failure, because it is based on untenable grounds—President Shaffer could not escape criticism for having done unnecessary harm to the cause of organized labor which he claims to represent and advocate.

The Tradesman is in receipt of the following letter from D. B. Strickler, of Cleveland, correcting a statement made in these columns last week relative to the alleged misfortune attending the Rockefeller church in that city:

The Tradesman just received and I am somewhat surprised at the article about John D. Rockefeller's Baptist church on Euclid avenue being destroyed by lightning three or four times. Evidently you got your dates mixed. So far as we know the Rockefeller church has never been struck by lightning, although there was a Baptist church four or five blocks away which was struck a few days ago. This is not in defense of Mr. Rockefeller, but only to let you know that your information was a little out of line with the facts.

MR. CARNEGIE AND HIS MONEY.

Embarrassment of riches is a phrase often used, more frequently in a figurative than in a literal sense. There are people in the world who have more money than they know what to do with, but few or any of them are concerned about it just as Andrew Carnegie is. He has declared that to die rich is to die disgraced. He finds himself well advanced in years, and a perplexing problem which presents itself to him is how to dispose of something like \$275,000,000 in a way which will do the most good. He has thus far succeeded in disposing of nearly \$50,000,000 in a way perfectly satisfactory to its recipients, but his wealth insists upon multiplying itself at the rate of something like \$15,000,000 a year and what is represented as bothering him most is the duty of distributing it. For his conscientious thoughtfulness in the matter he is to be commended, and he is certainly entitled to high rank in the list of the world's benefactors.

Mr. Carnegie stoutly declares that the danger in donation is that it may have a tendency to pauperize the beneficiary. It looks much easier than it really is to give away a couple hundred million dollars in the directions that will prove wisest. Thus far the Carnegie specialty has been libraries, and usually his gifts have been accompanied by some conditions which required others to exert themselves either to raise funds at the outset or for annual maintenance. He believes in likening himself to the Lord in his willingness to help those who help themselves. Educational institutions are what would naturally seem most likely to appeal successfully to Mr. Carnegie's ideas. He appreciates the advantages of higher education at their full value, as was instanced by his recent Scottish donation. The colleges of the country are constantly in need of funds. The receipts from tuition never have and never can pay the bills. Colleges and universities must of necessity be endowed, and the richer the endowment the greater the facilities they can afford. This does not necessarily mean free tuition, certainly not to those who can afford to pay for what they get. It does mean that the buildings, the apparatus, the libraries and the instructors shall be the best which can be provided. There is to-day in this country no better place for men of means to give money than to those institutions which provide higher education. There the funds bestowed will annually and continually yield an income perpetuating high grades of instruction and making it available for American boys and girls, for whom nothing better can be done than to afford them just such opportunities.

THE WAR ON THE MOSQUITO.

One of the worst insect pests which infests this part of the world is the mosquito. There are other insects which are disagreeable, but none which cause so much discomfort and distress. Since it has been demonstrated that the mosquito is not only an annoyance but an agency for the dissemination of the germs of disease, there is general interest in efforts for its extermination. The use of petroleum it has been found is an effective means of driving out the pest. Experiments made at Hartford, Conn., and at Orange, N. J., have been attended by encouraging results. Oil has been sprinkled over low, marshy areas where the mosquito breeds. The oily film on the surface destroys all

mosquito larvae in process of growth, and if repeated for several seasons gives comparative freedom from the insects in the regions roundabout. The cost of the oil is so small that the experiment can be tried everywhere without imposing any burden.

Health officials are becoming interested and before long a general crusade against the mosquito may be looked for. It is believed by some medical men that the mosquito not only spreads yellow fever and malaria, but smallpox. Here are diseases which all mankind dreads, and if their ravages can be checked by any ordinary measures, they should be speedily put into operation. The use of oil alone may not be sufficient to end the mosquito plague, but the testimony is strong that it affords at least temporary relief and that is enough to commend it. The State Entomologist of New Jersey, where the mosquito reaches a stage of culture unsurpassed elsewhere, after a study of the subject, has reached the conclusion that the pest can never be wholly eradicated, but he is convinced that it may be greatly mitigated. The oil remedy he endorses as a palliative, but the most good he thinks is accomplished by draining those localities where the insects breed. Mosquitoes frequent salt water and running streams where oil can not be applied, but there are many other spots from which they can be driven, to the immense relief of the neighboring population. So the war against the mosquito should go on and be carried into every corner of the land.

The women of Kentucky are evincing much interest in the good roads movement. Fully one-half of the 2,000 persons present at a convention at Hopkinsville to advocate road improvement the other day were women. And the fact that a great many farmers, too, were there, in spite of this being their most busy season, was very encouraging to the projectors of the assemblage. Fifteen counties were represented by storekeepers, manufacturers, professional and public men, as well as the agriculturists. Governor Beckham spoke and said he thought much more of good roads than he did of building political fences, and that he is more interested in building up Kentucky industrially than he is in the making of any political slate.

Statistics are published which show that 850,000 tons of tobacco are produced and presumably consumed annually. Most of it goes up in smoke. Tobacco is used to-day by the men of nearly every country. Despite all the statements concerning its baneful effects its popularity is undiminished. Tobacco is an American product. It was unknown prior to the discovery of this country. Modern man can not imagine how the ancients got on without it. But they did.

Those who keep track of the movements of money claim that not less than \$15,000,000 has been withdrawn from the banks to enable the summer girl and the summer man to enjoy their annual frolic at the watering places. It is wonderful how much capital it requires to procure an adequate repertoire of shirt waists.

Italy's assigned reason for advancing the duties upon American plows is that they are "works of art." If Italy only learned to appreciate these works there would be hope for her improvement in the art of living.

OPEN DOOR TO CHINESE LABOR.

The termination by limitation of the Chinese exclusion act will take place at an early date, and the question of its re-enactment must come up in the next Congress.

Just at this time, when the United States commerce is doing all in its power to secure an open door in China, there will necessarily be a demand for some sort of reciprocity, and it has already been intimated that it will take the form of a request for an open door to Chinese labor.

It is to be taken as a matter of course that American labor will oppose with all its might the wholesale immigration of Chinese workers, because those Asiatics are, perhaps, distinguished above or below all other peoples for their extreme industry and for their ability to live cheaply. They are beyond all competition in these matters and neither the white nor black laborers can work under conditions that seem all right to a Chinaman. The demand for the cheapest labor will weigh strongly with many interests and without doubt the matter will be discussed with great activity in the next session at Washington.

The effective Chinese exclusion legislation was enacted after the census of 1890. In that year the Chinese population of the United States was 106,688. The Chinese were nearly all (95,477) living then in the Pacific States and territories. The exclusion acts were passed to meet the conditions which were more apparent in the Pacific States than elsewhere, but they were favored by sympathetic labor interests throughout the country as necessary measures. Were the bars to be taken down now the Chinese would flock here as to a promised land from which they had long been excluded. The erection of the anti-Chinese barriers has of itself magnified in the Chinese mind the attractions of the Republic.

Aside from treaty stipulations regulating the subject, Congress has the power to exclude aliens altogether from the United States or to impose conditions upon which they may be admitted. It is a question of expediency. Immigration legislation discriminating against particular countries and peoples is rarely resorted to. The Chinese exclusion acts were extraordinary in character, but the exigency to be met was extraordinary. When the Philippines came under the control of the United States, a military order was issued stopping the immigration that had been going on there for years. These questions will all come up in Congress next winter and they will arouse large interest on the part of those who favor Chinese immigration, as well as those who oppose it.

It is frequently said that there is a disposition on the part of Americans to get into the larger places and that the little villages and the distinctively rural districts are being depopulated. The last decade has seen great growth in the United States, and that growth has certainly been greater in the cities than in the country. The last census shows that 28,411,698 of our people live in cities and towns of over 4,000 population. This is over 37 per cent. of the entire population of the country. The villages and cities have grown remarkably. There are now 1,158 places of over 4,000, as against 889 in 1890. It does not follow that the population of the small villages and the rural districts

has fallen off in the same proportion. Some of them have held their own or nearly so, but the larger places have practically monopolized the growth. There must always be a great deal to do in the agricultural sections which can not be done anywhere else. The more people there are in the cities, the more potatoes and wheat must be grown to feed them. It is generally conceded that farming pays just now better than it did a few years ago, and the conditions are liable to grow better rather than worse.

Only two women in the United States may use the mails without paying for the privilege. These women are widows of former Presidents. They are Mrs. Julia D. Grant and Mrs. Lucretia A. Garfield. A franked letter goes through the mails without postage, bearing their signature, either stamped or written, upon the envelopes. All mail matter sent by Mrs. Garfield and Mrs. Grant under their respective written autograph signatures, and all mail matter sent to these two ladies will be carried free during their lives. No signature or marks are necessary to the free carriage of mail matter to either of these ladies, the address being sufficient. Mrs. Garfield has enjoyed the privilege since 1881, and Mrs. Grant since 1886.

The sudden and remarkable increase in the number of female factory hands in Germany has become a social question in the German government and a special parliamentary investigation has been made which will attempt to show the number of married women in such positions and what is the effect upon their health and character. Five years ago there were 740,000 women employed in German factories and last year the number increased to 900,000, or at the rate of over 20 per cent. in four years. At that rate the number would quadruple in a generation.

In the rural districts of France every pupil, boy or girl, takes to school in the morning a handful of vegetables and puts them in a large pan of water. They are washed by one of the older pupils, who take turns at performing this duty. Then the vegetables are placed in a kettle with water and a piece of pork, and are cooked while the lessons are going on. At 11:30 o'clock each member of the co-operative association has a bowl of soup. To cover the cost of fuel and meat those pupils who can afford it pay two to four sous a month.

It is a remarkable fact, sustained by statistics, that while Americans are to be found in every quarter of the globe the number of them who become residents of other countries is smaller than that of any other nationality. Other people love the lands of their birth, but they find more reasons to induce them to seek new homes. The average American has positive faith that where'er he may wander "there's no place like home."

American patronage keeps many London shopkeepers going, but some of them fail to understand that they should indulge the American practice of shopping for amusement. One Oxford street shopkeeper recently displayed a sign bearing this legend: "Americans will please take notice that this is not a museum. It is a shop."

One coat of tar and feathers will last a man a lifetime.

Clothing

Facts and Fancies Peculiar to the Trade in Gotham.

If the question was not previously settled, the hot weather has, I think, permanently settled the shirtwaist question for New Yorkers. During the hottest hours of the day many men were seen on the streets carrying their coats on their arms, but no disposition was shown to abandon them altogether. Negligee shirts were the rule without exception, and while much freedom was shown in removing the coat the shirtwaist man was conspicuous by his absence.

The temporary coatlessness makes more prominent to the eye what is a characteristic of this season's styles, and that is the preference for plain whites and black hairline stripes in negligee shirts. Plain pleats are more popular than box pleats in the shirts, and are usually of medium width. Very fine pleats are not favored. I have, however, seen a shirt of plain white French lawn which had forty-eight pleats to the bosom, each about an eighth of an inch wide. Each pleat was finished in a single line of fine red or blue stitching, extending the full length of the bosom. As a novelty the shirt is worthy of mention. It sells for a moderate price, I understand.

As the heat advances collars get lower. Some of the high band collars worn approximate to the old-fashioned turn-down collars, as they have just enough height to make them highbanders. One house has brought out a highbanded collar which looks like a modification of that turn-down collar, with very long, sharp points, which was worn thirty years ago. I do not see any excuse for such a style, especially in the present weather.

It will be interesting to see what effect the styles of collars worn this fall have on the shapes in scarfs. If the high turn-down collar loses ground as is expected, many haberdashers will do their best to push large shapes. At the present time well-dressed people stick closely to small shapes, the pointed and square end batwing and the derby tie principally. Even the ordinary citizen does not seem to take enthusiastically to the flowing end tie. The hot weather should have developed such a taste if one existed, but it appears to be lacking. Some of the neatest ties which I have seen in both derbies and batwings have been made of a very rich, fine, meshed grenadine, of black or blue with small figures in a contrasting color. Runchunda ties in dark blue and white patterns are this year, as in previous years, in good taste.

Naturally there is now an exodus to the beaches and the shops are making a lavish display of bathing suits. I see in all grades a liberal display of two piece suits, the shirt of which is in broad stripes of contrasting color, black and white, blue and white, red and blue or purple, and so on. There are plain suits with a broad band of color about the bottom of the shirt and a stripe down each side of the trunks. With all two-piece suits a broad knitted band of wool fastened with a buckle is worn.

I have often wondered that no place has been found in our present day economy of dress for the old fashioned duster which was such a favorite with our grandparents when going on a journey. Now I see that an enterprising individual has resurrected it for use in auto-

mobiling. The garment is made of cloth of a drab tone and is cut single-breasted, with military collar and patch pockets. It buttons high in the neck with bone buttons and has adjustable straps on the cuffs to close them against the dust. If one is looking for a light cap to correspond with the coat he will find it in a full-crowned yachting cap of a drab tone, which is made, crown, visor, band and all, of the one color and material.

The alpine-shaped straw hat has enjoyed a tremendous sale here, but the best-dressed men, unless they have been able to purchase a genuine Panama have stuck to the sailor hat, with narrow heavy brim and band of one color. Some of the shops have shown striped bands in colors, but they have not taken with the best dressers. It is good taste for a college boy to wear a hat band in his college colors, but for the general public the style is a little too academic. Mesh hat bands in silk and cotton in various colors have also been shown in the shops, but they have not taken. They are of the ordinary width and buckle at the side of the hat with a small harness buckle in oxidized silver or gold. If one wishes a hat rather bizarre in effect for wear in the mountains or at the seashore the broad brimmed Madagascar grass hat of alpine-shape will meet the need. These hats are made of Madagascar grass closely woven like the Panama. They come in a light tan shade and have a broad folded band of grass cloth, which is ornamented with a broad broken stripe in rich colors. They have a decidedly odd look and will appeal to the man who likes to show a touch of oddness in his dress. Another hat which should be mentioned for wear in the woods and fields owes its oddity to the very purpose which it is designed to serve. Golfers and mountain climbers are continually annoyed by the glare of the sun and hats with ordinary sized brims afford little protection to their eyes when looking long distances. The hat which is designed to mitigate this annoyance is an alpine-shape of soft felt, which has an unusually broad brim. In the back the brim is curled up tightly but in the front the curl is less marked, the broad brim in front thus protects the eyes amply, while the close roll in the back makes the hat more easy on the head. It is an odd shape, but an ingenious one.—Apparel Gazette.

During the Heated Term.

"And now can any little boy tell me why it was that they killed and ate the fatted calf? Eh? Can't anybody tell? The prodigal had just returned home, you know, and his father had run to him and fallen on his neck and embraced him. And then they killed and ate the fatted calf. Now, why did they kill and eat the fatted calf? Ah, Willie knows. Speak up, Willie."

"If you please, sir, I guess they killed and ate the fatted calf 'cause it was so hot they didn't think it would keep over Sunday!"

Unappreciative.

"You find spring water a very great advantage in dairying, I presume?"

"Oh, I don't know," said the milkman; "the average person buying milk doesn't know the difference between spring water and any other kind."

Ask to see Samples of

**Pan-American
Guaranteed Clothing**

Makers

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

M. Wile & Company

Buffalo's Famous and Largest Clothing House

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

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

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

M. Wile & Co.
MAKERS OF FINE CLOTHING

This space belongs to

G. H. Gates & Co.

Detroit, Mich.



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.

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

Dry Goods

Weekly Market Review of the Principal Staples.

Staple Cottons—Ducks and brown osnaburgs are quiet and show no change whatever either in the character of the business coming forward or the price. Bleached cottons are firm in all grades, but prices remain as previously quoted. Wide sheetings and cotton flannels and blankets are quiet and without change of note. Denims are strong in the face of a limited business, and other coarse colored cottons are quiet but well conditioned.

Prints and Ginghams—The print end of the market has shared the quiet spot business of the general market, with only a very moderate business coming to hand otherwise. The little business that has been moving has been in staple lines mainly, principally indigo blues, turkey reds, mourning, etc., and the leading makes of these lines are well situated. The price range on these cottons is too low for the present cost of production. This has induced buyers to take advantage of the situation to some extent and the transactions went ahead of the business noted for the last initial season. Fancy prints show no increase in business, but as the production has been curtailed considerably stocks have not accumulated. Calicoes are steady in price. Percales and napped fabrics show no change in prices or in the nature or amount of business coming forward. Staple and fine dress gingham are in a strong position, but there is little business under way.

Linings—The lining market continues steady in tone all along the line, but with a moderate business.

Dress Goods—The quietness that has been characteristic of the dress goods market for some time past has received during the past week no jar, the whole business not being of such a large amount as to excite comment; in fact, the trade was very dull, and the orders few and far between. The business that has been reported is generally on the plain goods and staples. Orders for Venetians, homespun, broadcloths and cheviots were the rule, the fancies being in the background, and as the season is near its end, that will in all probability continue to be its place until after the present lines are withdrawn. Next season's fabrics are not much sought after as yet by the buyers, so the market continues slack, and with very little interest shown in its course for the next week or two.

Underwear—Fall goods are interesting the retailers more than at any time previously, and they are perhaps taking hold with more interest on account of the advances which are promised on fleeced goods August 1, which will undoubtedly affect prices at second hands also, and it is said that other lines are likely to follow suit then or soon after. The advances on fleeced goods by the manufacturers will be 12½c. The manufacturers are now showing their initial lines of underwear for the spring of 1902. Fancies seem to predominate, and the general tendency seems to be toward stripes, many of the lines including mercerized and balmoral stripes. There are, of course, many lines of solid colors, generally soft, pleasing tones, and very few of the loud, glaring effects that have been noticed in past seasons. There are more of the mesh lines for next summer shown, made by various manufacturers. The demand has grown largely on ac-

count of the extensive advertising by a number of the leading makers, which has created a market, and others will take advantage of the conditions to make some of the money. With the advance on fleeced goods there will still remain a demand for goods at a price, and they will have to be made. There is a healthy, growing tendency to curtail production rather than make up goods for stock, and in order to prevent accumulation, some that have never run on anything but heavyweights are now making lightweight goods to fill the interval.

Hosiery—Manufacturers are showing spring samples, which contain a large percentage of fancies. The jobbers are busy filling in the retailers' present season stock and are beginning well with fall goods. The department store buyers are taking hold well with the latter. Open work lines seem to promise well for the early fall all over the country, and for most of the season in the warm section. It is expected that advances will be made on fall hosiery in the near future.

Carpets—While new business is being received in fairly good-sized orders, it can be stated in general that so far it has been very unevenly divided. Some manufacturers report that they are well sold up and are running full, while others are quoted as saying that business is dull for this season of the year. It is noticeable, however, that the large New England mills are receiving their share of the new orders and are generally very busy. While most of the mills in the vicinity of Philadelphia are running full they could take a good many more orders if they were offered them. While general business conditions have a very encouraging tone, the outlook is no better than it has been for some time. Manufacturers have hardly got back to the condition where they were before the holiday and the extreme hot weather, but, should the present climatic conditions exist for any length of time it will no doubt help matters materially and promote a better feeling on the part of the buyers. At this time of the year, when every one in general is looking forward to a vacation, it can not be expected that buying should be as active as at other times. The demand as the season advances is pointing towards the finer carpets. The velvets and brussels are beginning to show up as well as any of the grades and we should not be surprised to learn in the future that the bulk of the business done in the finer grades would be centered on these specialties. The tapestries are moving well towards the front and mills running on these kinds of carpets are fairly busy. The ingrain is in only moderate request, although some of the larger mills report business good. The cut-order trade are beginning to feel the effects of the usual summer dullness, and are beginning to make ready for their fall trade. They report that the past season has been a fairly satisfactory one, although business has been much better in previous seasons. At this time of the year the retail trade, especially the department stores, have their semi-annual carpet and matting sale. All pieces that have been cut into are usually offered at a great sacrifice in order to sell them and not carry them over to another season at a still larger loss. Many people defer buying their carpets in the spring and wait until July in order to get them at a much cheaper price. These large department store sales affect the small dealer great-

ly, and very little business is done by him while these widely advertised sales are in progress.

Smyrna Rugs—Smyrna rug mills are running full and the prospects are that they will do so for some time to come. While the demand from the buying public as fallen off greatly in the past month, the jobbing and retail trades are placing orders to replenish their stocks. The large and medium-sized rugs have received the bulk of the business and it is reasonable to believe that the mills will put the bulk of their machinery on these sizes. Wilton rugs are in fair request.

The Main Attraction.

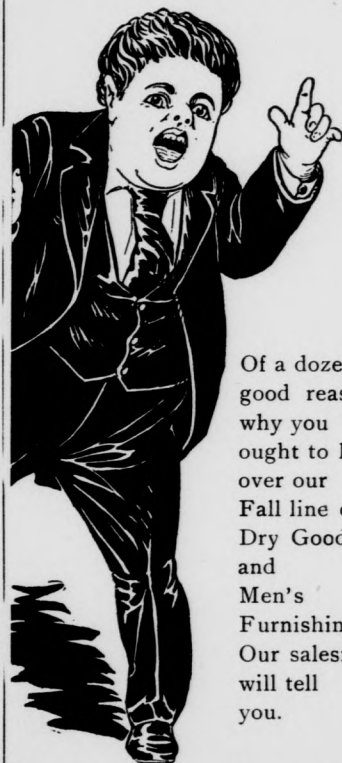
"What sort of place have you found in the country? Good beds?"
"Worst I ever tried."
"Good table?"
"Abominable."
"Prices low?"
"Ridiculously high."
"Then why do you stay there?"
"Because they've got the best golf links in the country!"

Jumping at Conclusions.

"John, dear, hadn't you been drinking when you came in last night?"
"That's like a woman. Just because I had some difficulty in getting in, because I couldn't pronounce a few words, because I took off my clothes in the drawing room and wore my silk hat to bed, why you rush off to the conclusion that I had been drinking."

The other day a small box covered with gauze and labeled "four hundred mosquitoes" was shipped from a small station in South Carolina to the Academy of Natural Science, at Washington. The insects were quite lively when they arrived, and were apparently in as good health as when they started on their journey. The mosquitoes are, of course, to be used in scientific investigations.

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.

BAGS

Starks A, 16 oz.
Shermans, 16 oz.
Americans, 16 oz.
Hermitage, 14 oz.
Powhatan, 12 oz.

Now is the time to buy bags; there will soon be a good demand for them. Our prices are right.

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

New Coffee Roasting Plant

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

FREEMAN MERCANTILE CO.

GRAND RAPIDS, MICH.

Shoes and Rubbers

Preparations for the Demand for School Shoes.

The busiest season of the year for misses' and children's, boys and youths' school shoes is from the 1st to the 15th of September. That is the time when children are being prepared for the winter school term and in order to be ready to meet the demand it will be necessary for you to take up this matter immediately. Perhaps there is no better manner of advertising, or no better way of making your store popular with the whole family, than by putting out a line of school shoes.

This is, beyond a doubt, a great source of trouble in every family—securing a style of shoes which is both dressy and serviceable for school children. If you are in the habit of buying your regular line of school shoes from the jobbing houses, it would not be a bad idea for you to go immediately into the market and, while there is a lot of time, look over the various shoes which are being shown. Choose with a great amount of care the line which you anticipate running and if you are not very positive of their value, perhaps it would be well to buy a dozen pairs at the present moment in order to test the value of the shoes.

If you are not in the habit of buying from the jobbing houses, why, look over the lines that the various specialty makers are offering. Do not be satisfied with one man's line, even although he has been catering to your wants in the past, but follow up the example set up by many of the large merchants who insist upon having submitted to them samples of three and four dealers before they make their final selection. Every year the styles of shoes are changing, and you are bound to find more attractive lines than you did last. It is, consequently, to your advantage not to be too hasty in your selection of school shoes.

Do not be misdirected in the matter of toes. You are bound to find this fall a large demand for the orthopedic or foot-form last. Perhaps you are in a neighborhood where the demand is not for the extreme toes, but in any case it would be unwise for you to tie yourself up to the old narrow toes that some dealers, in their efforts to rid themselves of unsalable stock will attempt to foist on you. They are a bad investment at the best, for the moment you fit shoes which hurt the children you are immediately in disfavor with the whole family.

As for heels, it would be well to choose lines of spring heels, with soles of at least 10-iron gauge. It is also well, if you can find a shoe that does not look too clumsy, to carry an extension heel seat in order to protect the quarter. Have the extension on your shoe at least three-eighths wide, as this also will add to the wearing qualities. Patent leather tips will sell stronger than ever, and, I believe especially in children's shoes, they are much better wearers. In little gents', boys' and youths', velours, box calf, heavy kid and Russia will be in large demand.

It would be well to arrange some style of a novelty contest in order to center the interest of the people in your vicinity on the shoes which you are going to offer. Of course, this would be in conjunction with your regular advertising; but, for instance, there could be a contest opened for the lines of school shoes,

making it of local interest by having a certain number of names or words formed from your own name, or another novel scheme which would be liable to interest the children in your vicinity.

You could make an offer of a base ball outfit to the boys of any individual school who would present to you the greatest number of coupons for shoes purchased at your store. You could also make a similar offer of a croquet set or some other game, which would be applicable to the girls of any individual school, the outfit being the property of the school, thus interesting the pupils in general in the contest and creating a lively rivalry which would, at the same time, give you a lot of free advertising.

It would be necessary to do a little advertising in your local paper. It would also be advisable to send out coupons to the principal of each school, with a note requesting him to interest his pupils in the contest.—Shoe Retailer.

Nicely Arranged By Providence.

It was at a recent reunion banquet, where everybody was joyous and felicitous of the glad-to-see-you-all order were many, that the following story was told as appropriate to the occasion:

There had been a reunion of the family at the house, the speaker said, and after it was all over the young hopeful, who had been much impressed by the talk of old times that she had heard during the evening, began to question her parents.

"Mamma," she began, "where were you born?"

"I was born in New York."

"And where was papa born?"

"Why, he was born in Philadelphia."

"And where was I born?"

"You were born right here in Boston."

"Is that so? Well," she added, after a pause, "wasn't it nice of the Lord to bring us all together?"

Keeping a List of Sizes.

A great help to the dealer who is seeking to build up a trade in good shoes is the system of keeping a list of the size and width worn by each customer. We know a man who uses this system and he says there is nothing like it. It is easy and not the least bit of trouble. This dealer uses an old index account book and when he fits a man or woman with a pair of shoes he enters the size and width with any remarks as to style preferred or any peculiarity of the customer's foot he may think necessary to mention in this book, which he keeps on the wrapping counter. The entry is made before the shoes are wrapped up to avoid mistakes.

Shirtwaists a Boon to Millionaires.

There is not so much fun in being rich or great or proud unless one can also be comfortable and many a millionaire has envied the barefoot youngster whose single suspender was his main annoyance. Now the shirtwaist enables the millionaire to be almost as cool as the urchin. It may be another illustration of the tendency of these modern days. The rich are getting almost everything—even the comforts of the poor.

Different Kind of Settling.

Father—Come, young man, get your jacket off and come with me.

Tommy—You're not going to lick me, are you, dad?

Father—Certainly; didn't I tell you this morning that I should settle with you for your bad behavior?

Tommy—Yes; but I thought it was only a joke, like when you told the grocer you was going to settle with him.

A boy loses faith in his mother's veracity when she tells him that it hurts her more than it does him to whip him.

Geo. H. Reeder & Co.

Wholesale

Boots and Shoes

Grand Rapids, Mich.

In the Stores! In the Factories! On the Farms!

In the highways and byways of this part of our country you will find that

Progressive Busy People

Who are neither footsore nor weary are wearers of the

RINDGE, KALMBACH, LOGIE & CO.'S

GRAND RAPIDS MADE SHOES

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

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.

Fitting the Feet No Easy Job at Best.

The shoe clerk immediately assumed an air of interest when asked if he liked his business.

"Fitting shoes is a hard job, and one meets with many queer experiences in dressing feet. I can not say that I am especially fond of the business, although I extract a great deal of pleasure in studying the different characters who form a part of my daily business life. People have the impression that because a woman is naturally fussy and particular she is necessarily the most difficult to please when it comes to shoes. But this is not the case, for there are men, and a number of men, too, who are the most fastidious creatures one can imagine in selecting footwear. Every one admires a pretty foot on a woman, and we have naturally come to expect them to wear a size or two smaller than their foot really requires, sacrificing comfort, style and looks. But, bless you, this is not confined to the women, for there are just as many men just as foolish.

"And while I am talking about small shoes and such, do you know that the manufacturers have absolutely found it necessary to mark their shoes with secret marks, based on a well thought out system of figures, which, taken in combination, give the key to the size. This became necessary because customers would not even deign to try on a shoe that was one-half size larger than they were accustomed to wearing, and if we did not have that exact size they would go somewhere else, when really they required a larger size. I know of no less than five different marks which none but the initiated can read, and now when a customer comes in and wants a pair of shoes we simply turn down the upper of the shoe they have been wearing, see the cipher mark, and, paying no attention to what they say as to size, go off and get a shoe of corresponding size and width. Invariably they call for a size from one-half to two and a half smaller than the one they are already wearing. The customer never forgets to look at the size as marked in the shoe, but the system uses as the guiding figure one exactly a size less than is needed, and this compliments the purchaser to such an extent that no question is raised. Now our system, as an illustration, is this: If we desire to express size 6½ we put in the shoe 5-1. The clerk simply adds the second figure to the first and adds the dash, which means one-half. The customer thinks he is wearing either a 5 or at the most a 5½. And it is not only in the size of the shoe that people are peculiar, but in the width, and there are more ingrowing toe nails and crooked toes with callous adornments due to this pinching process than one has any idea of. But we must live and let live and the chiropodists would be put out of business if it were not for these tight shoes and foolish people. You notice those low mirrors we have close to the floor. Well, they are for the purpose of showing the buyer how his or her foot looks when dressed in one of our shoes. It was a good suggestion that put a mirror in that out-of-the-way place, because the majority of our customers are very proud of their pedal extremities.

"The shoe business is not what it used to be," continued the clerk, retrospectively. "I remember the time when it was an easy thing to get \$6 and \$8 for a pair of ladies' shoes. Now you are lucky if you get \$3 for a pair. Com-

petition has done the business and now you would be surprised at the excellent shoe you can get for \$2 or \$3. And, then, the shoe men are all putting in bootblack stands and shining your shoes gratis, and you would be astonished at the number of people who buy shoes just for this free shine attachment. Twenty shines means a dollar for a black pair of shoes and \$2 for tan or patent leather. This is exorbitant, I know, but the bootblacks get it. Each of our bootblacks is fitted up with all kinds of dressing, and our shiners are not permitted to accept tips. Then we keep you in shoestrings, or repair your shoes gratis if they wear out before they really should. It is strange how many people persist in buying patent leather shoes, and if they crack come in and raise a fuss about it, when we distinctly tell the purchasers that we do not warrant patent leather and they must take their chances on it. If there ever was an invention that provoked man to the use of expletives it is this same patent leather. Sometimes you get a pair of shoes which will last for weeks and weeks and retain their shape and brilliant finish in spite of rain and storm and wear and tear. And, then, again, this same patent leather has been known to go to pieces in a day's wear. I do not think the tan shoes are as popular this year as they were last, although we have sold a large quantity of them, and the white canvas shoe is getting in bad favor every day. It is a pretty piece of footwear, but, oh! how delicate! We had a customer some time ago, who, after being fitted with a pair of these white canvas shoes, remarked, as he surveyed the rest of his spotless attire, from white hose to white hat, that he imagined he looked like a plate of ice cream. Bicycle shoes, those fellows with the long tops, are not worn by the ladies any more. I guess because they are so hot and hard to lace, and the ankle does not get a free movement.

"I know the ladies will protest against what I am going to tell you, but it is nevertheless a fact: Their feet are positively getting larger year by year. This has partly been due to the new style of heavy English walking shoes which the ladies are wearing, and I want to say that it is a most commendable style. It not only gives the foot the freedom that it should have, but it permits circulation and is altogether a healthy attachment to the wardrobe. There is a young lady in Rochester, of Southern extraction, who has the daintiest foot I ever saw. I understand that we clerks are not supposed to notice these things, but when this young lady comes in I can not help it. She wears a No. 1 shoe on an A last, and has an instep that rises as proudly as her dainty little head. It is very seldom we have a pair of shoes to fit her, for our popular sizes are threes and fours for ladies, and we count a No. 2 a very small foot."

Just then a customer came in and the clerk left.—Rochester Herald.

Our "Black Cat"

Plow Shoe will stand
all sorts of hard wear.

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

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

The Imperial Lighting System

Patents Pending

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

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



THE IMPERIAL GAS LAMP CO., Sole Manufacturers

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

1,000,000 Pounds Standard Binder Twine

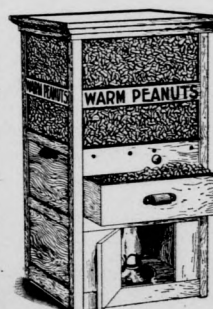
Nice and new, which averages 500 feet to the pound, put up in 50-pound flat bales, on hand for quick orders. We handle no twine that has been wet, at any price.

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

THE M. I. WILCOX CO.,

210-216 WATER STREET, TOLEDO, OHIO.

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.

GILLETT NOVELTY CO.

12 AND 14 WEST ATWATER STREET, DETROIT, MICH.

Village Improvement

Side Light on the Work Accomplished at Dayton.

That corporations are not always lacking in soul is proved by the work of the National Cash Register Co., of Dayton, Ohio. About five years ago Mr. J. H. Patterson began putting into practice an idea of his own for making the shop premises more attractive. When this company organized it bought a quantity of land upon which to build shops, in a locality near Dayton, known as Slidertown. It was a locality hard as the name it bore, famous for fights, and the home, it seemed, of all the bad boys of Dayton.

After the success of the company was assured and the managers had time to look about a little, they began noticing things. One thing noted was the fact that in spite of the many pretty, modern cottages built for the workmen, few of them would live in them, the men often living several miles from the shops. Enquiry developed the fact that men did not care to live in such a notorious locality as Slidertown, and certainly did not care to raise families there.

While this was true, yet it was bad both for employers and men. Men were often late, and a system of docking for lost time is irritating alike to employer and force. Then, too, men are tired before the day's work begins and their services are not so valuable. Such circumstances make it difficult for a firm to get or keep high-grade workmen. The men composing the National Cash Register Co. are not the sort of men to be beaten by circumstances.

Mr. Patterson, a man of broad culture and kindly impulses, a man who believes the truest philanthropy is teaching people to help themselves, with his managerial force set their wits to work to overcome the disadvantages surrounding the homes of their workmen and their own shops. The management had a desk placed at a convenient point in the shops and all employees were invited to state their complaints, grievances and wishes for their comfort, with suggestions for improvement in work and machinery for the shop.

I wish I might tell you of the beautiful results which have sprung from these confidences between employer and employee; of the large, cleanly toilet and bath rooms for both men and women employees; of the top floor of one building put in fine order as a lunch room for the several hundred women employed in the shops; tables and all the room in snowy-white paint, while the great white pillars supporting the roof are twined with growing vines; of the hot lunches at cost; of the rest rooms for those taken suddenly ill, and of many other things which make this establishment the most altruistic manufactory, I believe, in the world. But I can not do this, for this article is devoted to the village improvement work inaugurated by Mr. Patterson.

About five years ago the company ordered all the old boxes, barrels and rubbish cleared away from around the factory and all its departments, and sowed all the ground in grass and planted shrubbery, trees and flowers. Finally it was decided to employ scientific help, and John Olmstead, of the well-known firm of landscape gardeners, was induced to come to lay out the factory grounds and the yards of some cottages owned by officers of the company.

Mr. Patterson says: "By the following year such a change had been wrought that we thought it would be a good thing if all the people of 'Slidertown' (now called South Park) only knew how simply and cheaply this work could be done. Mr. Olmstead showed us by precept and example how to do it." An improvement association was formed, and Mr. Patterson secured an exceptionally fine stereopticon and showed by practical illustration the right and wrong way of planting a lawn. Photographs were secured from Miss Gould, Mr. Olmstead, the Vanderbilt estate, and from the best home and foreign sources, made into slides, until now the company owns about 2,500 colored views, many of them as beautiful as water color paintings. In addition to these beautiful views are others intended as object lessons, slides in plain lettering which set forth the first principles of landscape gardening, and so thoroughly drilled are old and young in these principles that Mr. Patterson tells us even very young children in South Park can tell you that the first principle is, "Preserve open lawn centers;" the second, "Plant in masses, not isolated;" the third, "Avoid straight lines."

Then the audiences are shown, by the use of slides, the style of planting called nursery style, where trees and shrubbery are dotted evenly all over the ground; then the contrast is shown where the flowers and shrubbery are massed along the sides in curving lines, leaving a clear space in the center of lawn for play, work and grass.

Other slides illustrate the way to set young plants in the ground, when planted too shallow, too deep, when the roots are all knotted, and then a plant is shown which is set in the ground just right. Slides are made of quotations from great writers which help to impress certain rules on the mind of the reader, such as "The ideal garden is one where there is something in bloom from the snowdrop of earliest spring to the chrysanthemum the latest autumn."

—La Mance. "Never cut a tree. The nurseryman must trim and prune to make a trunk; but when once set in our lawns, the beauty of a tree lies in the grace of its extended limbs and top. Chop off the tail of your dog, if you must, and shear his ears, if you will, but never cut a tree."—A. A. Thomas. Such quotations as these, and many others, are freely used and have their effect. In addition to showing these slides at the clubs, Sunday schools and wherever opportunity offered, Mr. Patterson and his aides talked of the work constantly, until the people of South Park thoroughly understood what was wanted of them. A most enthusiastic improvement association was formed. Mr. Patterson offered cash prizes for the best kept lawn, the best alley, the prettiest backyard, and made arrangements with florists, seedsmen and nurserymen to furnish their stock to this organization at greatly reduced prices. The first year's work of the Association worked such changes in South Park that the prize offers were renewed with additional prizes, which were contended for by hundreds. To-day practically all South Park is organized to fight dirt and disease and beautify the entire town as well as individual homes. Street vies with street, square with square, yard with yard, as to which shall claim the honor of being the most beautiful in South Park.

But the Association had not all easy sailing. There were plenty of those

New=1901=Teas

The advance shipment of our High Grade



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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

WHY NOT

Get in line with the rest of the up-to-date grocers and handle

Standard Crackers

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Blue Ribbon Squares

They are the best goods on the market and are not made by a trust. See quotations in price current.

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Coffee?

Why! B. B. B.'s the Best

You send your order.
"We will do the rest."

Olney & Judson Grocer Co.

Roasters, Grand Rapids, Mich.

obstinate people who are pleased to call themselves conservative. There were plenty of indolent ones who objected to the labor of cutting lawns and cleaning alleys. For such the camera and stereopticon did the work. A blacksmith who owned a vacant lot beside his shop, which bore the accumulations of years of ashes, old iron, broken vehicles, barrels by the hundred, and weeds as high as the shop, was a particularly hard customer to handle. His sole answer to all committees was, "If they wanted that lot cleaned they could do it themselves, he never would." One week after a photograph of the lot had been made into a slide and shown to the public that lot was in fine order. So with lots owned by non-residents who permitted lots to be used as a dumping ground; photographs sent them usually brought them to terms. Great difficulty, too, was had with a street occupied largely by washerwomen and charwomen. Their answer was they were too busy with their work and washing to attend to their yards and alleys; if Mr. Patterson wanted them cleaned and made pretty he could do it himself, they wouldn't.

Mr. Patterson invited about two hundred of the most difficult women of this street to an entertainment in the hall of the National Cash Register Co. provided for South Park gatherings. They were not told the nature of the meeting when invited, but may have had their suspicions. However, they were entertained by Mr. Patterson and his friends with the most winning courtesy. Music, an exquisitely appointed dinner, served in courses, and after dinner the stereopticon was brought out and did its work. The contrasts of light and shade were too much for them. To a woman they joined the Association.

There are yet a few places in South Park that are eyesores to the residents, but this year a strong effort is being made to remove the worst of them.

Persons who have high board fences which they will not, or feel they can not, remove are requested to cover them with vines, and nearly all do so. This is not only beautiful, but most effectually shuts out the bill poster, who would be severely punished if caught tearing them down. There is not a lamp-post or telephone pole in South Park but that is wreathed with vines. On miles of streets there are no fences to be seen. In the older parts of the town many fences still remain, but they are usually made of wire netting and used as a place to hang vines upon and as a means of additional adornment. The beauty of some of these streets is entrancing. One street is pronounced by Mr. Olmstead the most beautiful in the world, size and cost of houses considered.

One point dwelt upon by this Association in this flower work is that the best and finest effects are to be obtained from our hardy annuals, such as morning glories, sweet peas, nasturtiums, zinnias, chrysanthemums, phlox, petunias, ricinus, while in bedding plants, cannas, caladiums, geraniums and such plants as can be depended upon in our climate to give good results.

The good work done by this Association is not confined to the lawns and streets. It has a crematory for garbage and a unique arrangement in which to collect garbage. First in the yard is sunk a tile, such as is used for sewers. It is eighteen inches in diameter and twenty-eight inches deep, the top of the large end of the tile projects three

inches above the soil. The bucket to fit in this tile is of galvanized iron, has a lid and strong bail for convenience in lifting and carrying it. It also has a conical bottom, which precludes its standing in any but its proper place. This is both convenient and cheap, as well as serviceable.

Has it paid, you ask, this outlay by this corporation? Its answer is a decided "Yes;" in comfort, health, beauty and good citizenship. It has been enabled to get and keep a superior class of workmen. It has raised the value of property. Now it is, the nearer the shops, the higher the rent. It has set manufacturers and social economists in this country and Europe to studying and to copying. Yes, it has paid, and paid well.

Jessie M. Good.

The Success of a Farmer's Boy.

From Harper's Weekly.

A banker, a lawyer and a preacher sat in a parlor car on the Hudson River Railroad enjoying the beauty of a Central New York landscape. "On that farm," said the banker, pointing out of the car window, "fourteen years ago Dr. James F. McKernon, then a farmer's boy, tended a sick sheep. He was skillful, gentle and patient; the suffering animal got well. There were vague dreams of another life, of study and struggle, on his mind, and the young man borrowed some money the following autumn and came to New York. Eleven years ago he was graduated at the Columbia Medical College—after three years of work and recitation from 7 a. m. until 11 p. m., study until 1 a. m., and as scant time for eating as for sleeping. In six weeks after graduation he was supporting himself, examining applicants for insurance in an industrial company. In five years he was able to study a specialty in the treatment of the throat and ear. He is making \$25,000 a year now, and works just as hard as he ever did. He is one instance of the farmer's boy who comes to the city and conquers fame and fortune, but there are not so many now as there used to be."

And there seems to be considerable food for reflection in this last statement. Perhaps one hears less of these ambitious country lads than in the old days.

Whistling in Public.

From the Philadelphia Record.

"Nowhere but in the United States and England do men and boys whistle in public without shame," said a traveler the other night who is on his way around the world for the third time. "In France I have heard men hum on the streets, and in Germany and Russia I have even heard them sing, but not even when they are intoxicated will these foreigners whistle as we do. It is odd that we should have this habit. It is common to the wealthy and high born among us, as well as to the poor and lowly. Only this afternoon I saw a young man, who aims at exclusiveness and has a valet, whistling 'Dolly Gray' on Chestnut street as loudly as he could. Here and there some one smiled lightly at him, but he attracted no undue attention, whereas, had he been in Paris or in St. Petersburg, they would probably have locked him up for a lunatic. The Japanese and Chinese never whistle. All those whom I have met do not know how and they can not learn. I have been informed, as a matter of fact, that neither the Japanese nor the Chinese language has a word for whistling."

It Would Pay Some One.

"There is no doubt that this scheme will pay," said the promoter. "Yes," answered the purchaser of stock. "I suppose so. But who is to get the money?"

About the best plan to stop the sale of liquor is to give it away.

Smoking is undoubtedly injurious—to the tobacco.

Balancing the Account.

"Yes," she said, "my husband insisted that I should keep a household cashbook, and I am glad to say that I am always able to make the account balance."

"Even to the penny?" enquired the neighbor incredulously.

"Even to the penny," was the reply.

"Well, I don't see how you do it."

"Oh, it's very easy. When it doesn't come out right I say, 'Oh, dear, I'm a dollar and fifteen cents out of the way.' Then in a minute or two I ask: 'John, what in the world do you think I did with that money?' I grumble and scold for ten or fifteen minutes and make him add up the figures for me, and finally he says: 'My dear, I believe you gave me \$1.15 for something this morning when I was going downtown.' So he pays it to me and everything balances just right."

"But does he always do it?"

"Always. You see, he can't read his paper in peace until my cash account comes out even, and it serves him right, too, for making me keep it."

When a man nearly breaks his neck in getting out of the way of a lightning-bug, supposing it to be the light of a locomotive, it is time for him to sign the pledge.

Are you not in need of

New Shelf Boxes

We make them.

KALAMAZOO PAPER BOX CO.

Kalamazoo, Michigan

Good Light—the Pentone Kind

Simple and practical. Catalogue if you wish.

Pentone Gas Lamp Co.

Bell Phone 2929

141 Canal Street

Grand Rapids, Michigan



Labels for Gasoline Dealers

The Law of 1889.

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

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

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

Tradesman Company,
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New Summer Sweet Goods

Beechwood, 10 cents
Richmond, 10 cents
Spiced Sugar Tops, 8 cents

All have the crowning flavor found only in goods made by Sears.

Commence at Once

Order a box or can of each. Now is the time to take advantage of summer requirements. Your customers are looking for "SEARS READY TO SERVE GOODS" to avoid the inconvenience, worry and heat of home baking.

Frequent Changes

in the varieties of cakes you handle MAKE YOUR TRADE INCREASE. We are presenting something new continually. Samples for asking.

SEARS BAKERY, Grand Rapids, Mich.

(Remember "Rube Sears")

The Meat Market

Remarkable Development of the Dressed Beef Industry.

Twenty-five years ago consumers of fresh meat depended entirely upon local slaughter for their supply. Each town had its own slaughter house, and the animals slaughtered were home-grown almost entirely. Rural communities were supplied by home killing when weather conditions would insure safe keeping of the product. The use of fresh meat, except in cities and towns, was irregular and the staple of flesh food was salted or smoked meats. The quality of beef used in different sections under this old order of things varied widely, each community being largely dependent upon its own resources of production. In some of the larger centers of population there was a growing trade in animals shipped on the hoof to points of local slaughter, but most communities depended upon animals reared at home. There was little uniformity in the quality of the meat supply of the different sections, ranging from the tough, stringy product of the Spanish long-horns of the South to the superannuated milch cow and aged oxen that in New England went to the block, after a lifetime of usefulness in their especial fields, up to the early representatives of the present beef breeds that found pasturage in the Central West. Prior to 1870 what may be designated as commercial killing of cattle as distinguished from slaughter for immediate use in the locality where killed was confined to the manufacture of smoked and salted beef, barreled beef and beef hams. To make these products required neither large capital nor especial skill, and as a consequence there was no great reason for concentration in given localities. Up to this stage in our meat-producing history natural conditions favored the small butcher and local slaughterer. He alone could supply his community with fresh meat, and the wholesale slaughterer had no advantage over him in the production of salt or smoked product. To illustrate the supremacy of the local butcher at this date, Chicago, the only import or slaughter point for other than local consumption, killed but 108,385 cattle, or about 1.4 pounds of meat per capita for the 38,000,000 population of the country. In 1900, with the population of the country reaching 75,000,000, Chicago killed 1,794,000 cattle, or enough to make nearly twelve pounds of meat per capita, while three other points in the West furnished a supply equal to an additional fifteen pounds per capita.

Nowhere else in our industrial history is there another case of so sudden and complete a transition from small industrial establishments to gigantic concentrations of capital as in the slaughtering business.

Beginning with the local butcher fully controlling the production of meat in 1870, before the close of the decade he was practically eliminated. Such sudden revolution is necessarily the result of some radical change in trade conditions. In 1869 G. H. Hammond, of Chicago, conceived the plan of shipping fresh beef during the very cold weather to points within easy reach. The carcass was hung in an ordinary box car and routed to points which might be reached before any change in weather should cause loss. The venture was profitable and when the weather became warmer the burying of the meat in ice during its shipment was but a short step forward. From this point the development of artificial cooling plants and introduction of refrigerator transportation was a natural sequence, and within five years was firmly established the beginning of the present dressed meat trade.

For some years the business struggled with the prejudice against "Chicago meat" which local butchers naturally cultivated, and it was not until the early '80s that the business began to develop the overshadowing importance in the country's meat trade which it now possesses. While the sudden growth of this business has been remarkable, the concentration of it in a comparatively small number of establishments is not less so. As soon as the problem of transporting fresh meat was solved it widened the field of the butchers' operations from the neighborhood to the world, but successfully to take advantage of the new conditions required the use of enormous capital. Both capital and experience had been acquired in Chicago in prosecuting the business along the old lines, the manufacture of salted product, and on this account that city was in a position immediately to occupy the field. It was already the great cattle market; it was tributary to the great cattle pastures; its operations in hog slaughter had brought its packers into business relations with all parts of the country and it was but natural that it should assume first place in the new business. At this point, however, the Chicago packer was still nominally at a disadvantage in any contest with the local butcher for his home market, because the local man had in his favor the cost of refrigeration and transportation from Chicago to his locality. The solving of this problem was simply the old

story of the relative cheapness of conducting a large business, the small economies being more than enough to turn the scale. The complete utilization of the by-products which the Chicago packer practices and which in the nature of things is impossible to the small butcher is the secret of the transition from a local meat supply to a dependence upon a few packing centers. These economies of management, and the creation of a money value for products formerly waste, represent not only an excuse, but the reason for the existence of the great packing firms of today. Where the old butcher slaughtered in order to sell the meat and threw or gave away the entrails, blood and refuse, in a modern establishment if the blood alone were allowed to go to waste it would carry into the sewer all the profits of the business. Every part of the animal is utilized, and even the undigested contents of the stomach are washed, dried and given a market value.

The utilization of products goes even further. Where the carcass furnished a raw product the packer secures a manufacturer's profit by converting it into the finished material. The profit which the packer secures from this careful utilization makes it impossible for the small butcher to produce his meat at a competing price, and his passing away was therefore simply another illustration of the inexorable law of the survival of the fittest. To give a concrete example of the effect of this utilization upon the selling price of meat the following facts are taken from the business records of a Kansas City packer: Forty native cattle, bought in Kansas City at \$4.55 per cwt., weighed on the hoof an average of 1,285 pounds. They



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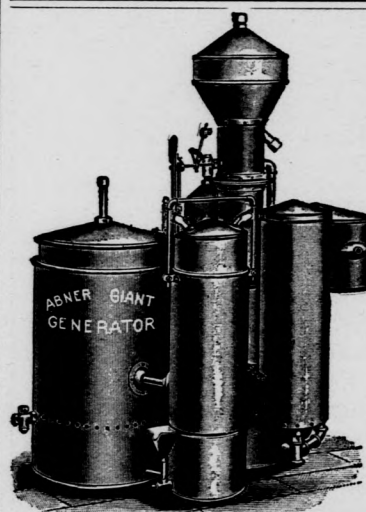
Organized 1881.
Detroit, Michigan.

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

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

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

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OUR LEADING BRANDS. KEEP THEM IN MIND.

FINE CUT

UNCLE DANIEL.
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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.

dressed out 58.8 per cent. of meat, or 756 pounds per carcass.

The actual cost of this fresh beef dressed, after deducting the market value of the hides and fat, was \$6.55 per cwt. The cost delivered at New York, where the meat was sold, was:

Cost at Kansas City per cwt.,	\$6.55
Freight per cwt.,	.68½
Icing and re-icing per cwt.,	.09½
Shrinkage 1½ per cent.,	.11

Total, \$7.44

This beef was sold in New York at an average price of \$7.37 per cwt. Apparently this is less than cost, but the packer had cleaned the entrails and used them for sausage casing, made fertilizer from the blood, pickled the tripe, made glue from the head and sinews, sold the livers, hearts, tails and brains, canned the tongues, used hoofs and horns, and in spite of the apparent loss in the transaction had really secured a fair profit. As a matter of fact packers consider 10 per cent. of the value of the offal a fair standard for their profit.

B. W. Snow.

Cow-Killing and Meat-Dressing Contest.

From the Detroit Free Press.

Arrangements are being completed by a committee of the Michigan Butchers' Protective Association for a big public beef-killing and dressing contest and barbecue to be given at Highland Park August 27. This is the first venture of the kind ever undertaken by the Association, and probably the first of the kind ever given in this part of the country.

The prominent feature of the barbecue will be the contests in beef and sheep killing and dressing.

J. A. Reichenbach, Secretary of the Association, says that an effort will be made to get the women to attend, as the gruesome features of death and the after effects will be entirely done away with. The work will be done on platforms erected for the purpose.

Secretary Reichenbach says that the brutal method of hitting a cow on the head with an ax will not be used, but that the animal will be shot instead. Shooting, he says, is the most humane way death can be dealt out to cattle.

The plan as outlined yesterday afternoon is as follows: A large bullock will be led up to the platform, on which the dressers will stand. The animal will be shot, and with a dexterous movement the beast's throat will be cut. The platform will be so arranged that the blood will scarcely be visible, so that women who fear the sight of the fluid of life will think they are at a foot ball game or a pink tea, so neatly will everything be done. The most offensive portion of the work, that of removing the entrails, will be done as slick as a fakir works the shell game. A trap in the platform will lead directly into a covered wagon. As soon as the head is removed the body will be slit, and the entrails will be shoved from sight, with one rapid movement. The clean carcass will then be ready for dressing.

Experts from all parts of the country are expected to be here to show their skill. There will be several contests in the various grades of sheep dressing, and prizes will be awarded on the percentage plan. In other words, if one man dresses a carcass in five and a half minutes and another in six minutes, but the first dresser marks the meat and slits the hide in one or two places, each blemish will add so many seconds to his time. Thus the six-minute man, if the carcass he dresses is perfect, will be awarded the prize.

All the meat, and it will be of the best, according to Secretary Reichenbach, will be roasted and an old-fashioned barbecue will follow. In addition there will be an automobile race, a horse race or two and several other sports.

Tender Tribute to the Cow.

At the opening of the great Wornall-Robbins Shorthorn sale recently, held at

Kansas City, Col. Woods, the auctioneer, paid the following beautiful tribute to the cow:

Grand and noble brute; of all God's animal gifts to man, she is the greatest. To her we owe the most. Examine into all the different ramifications and channels of our commerce into which she enters, and note the result should she be blotted out. A Sunday stillness would then pervade the great stockyard industries of our large cities, and grass would grow in the streets. Seventy-five per cent. of the great freight trains that plow the continent from ocean to ocean would sidetrack, for there would be nothing for them to do. Fully 50 per cent. of the laborers of America would draw no pay on Saturday night, and our tables would be bare of the greatest luxuries with which they are loaded. The great Western plains that she has made to blossom (financially) like the rose, would revert to the Indian, whence they came, and millions of prosperous homes would be destroyed.

None other like the cow; there is not a thing in her make-up, from nose to tail, but what is utilized for the use of man. We use her horns to comb our hair; her hair keeps the plaster on our walls; her skin is on all our feet and our horses' backs; her hoofs are made into glue; her tail makes soup; she gives our milk, our cream, our cheese, our butter, and her flesh is the great meat of all nations. Her blood is used to make our sugar white and her bones, when ground, make the greatest fertilizer, and even her paunch she herself has put through the first chemical process for the manufacture of the best white board paper, and it has been discovered that that paper is the most lasting material for the manufacture of false teeth. No other animal works for man both day and night; by day she gathers the food, and when we are asleep at night, she brings it back to re-chew and manufacture into all the things of which I speak. She has gone with the man from Plymouth Rock to the setting sun; it was her sons that broke the first sod in the settler's clearing; it was her sons that drew the prairie schooner for the sturdy pioneers, as inch by inch they fought to prove that: "Westward the star of empire takes its way," and the old cow grazed along behind; and when the day's march was done she came and gave the milk to fill the mother's breast to feed the suckling babe that was, perchance, to become the future ruler of his country.

Who says that what we are we do not owe to man's best friend, the cow? Treat her kindly, gently, for without her, words fail me to describe the condition of the human race in this country.

Nut Sausages.

Vegetarians have been attending the annual congress of the Federal Union at Memorial Hall, Farrington street, London, and hoping fervently for the reclamation of the carnivorous millions outside.

In accordance with the custom at these annual gatherings, there was an exhibition of preparations from which every vestige of the hateful meat was rigorously excluded, and the popular light luncheon was the rollicking lentil sandwich, with hop ale "on the side."

A hardened unbeliever who visited the exhibition was a little astonished to discover at one of the stalls a plate of what looked like cutlets. It was reassuring, however, to learn that they were absolutely innocent of meat, and that, like the rissoles on another dish, they might be eaten without a blush by the truest disciple of turnip.

Nut foods, molded to counterfeit the shameless sausage; countless extracts and preparations warranted to impart more bone, brain, blood and muscle than an entire herd of prize cattle, and innumerable tabloids, powders, syrups, desiccated foods, breads, oils, biscuits and soups, all suggestively named and attractively put up, were on show for the delectation of the faithful and the conversion of those who wander in the darkness of unbelief.

What Cold Storage Has Done.

Speaking about the progress made in cold storage and its effect upon the summer life of a metropolitan city, a cold storage man of Philadelphia says:

With the increase of refrigeration plants there seems to be no end to the possibilities of cold storage processes. Butchers and produce dealers are no longer afraid to take advantage of the market for fear of having a large stock spoil on their hands. They have only to put it in cold storage and await a demand which is sure to come sooner or later. Meat and fruit are sold in Philadelphia to-day that were put away six months ago. There is no deterioration in the quality of the meat, and it is a fact that poultry improves by the refrigerating process.

Coal Oil Meat Inspection in Denver.

The meat inspector of Denver, Col., has a system of disposing of the meat he condemns that is all his own idea,

he says. He visits the retail markets and looks at all the meat in the ice box and on the racks. If he finds a piece which has become tainted he pours coal oil over all the condemned meat. In a very short time the meat is saturated and useless to the butcher. The meat inspector declares that his plan is the most effective and at the same time the simplest ever tried. We take his word for it that the method is simple, but venture to say that the butchers of this part of the country would not submit to such a method. Because a quarter of beef happens to be tainted on one spot does not make the whole quarter unfit for food. A little trimming would save it. The coal oil spoils the whole piece. Denver butchers are reputed to be great fighters for their rights, but the reputation does not seem deserved when it is known they "stand for" the coal oil process of inspection.

If Delaware's peach crop is really a failure it won't be because of a frost.

The Putnam Candy Co.

The Brightest Management
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The Best Representatives

B. W. Putnam, President

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We know what you want and SUPT. HULMAN knows how to make it.

If you want to secure more than

\$25 REWARD

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

FLEISCHMANN & CO.'S YELLOW LABEL COMPRESSED YEAST

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

WE GUARANTEE

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

ONE HUNDRED DOLLARS

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

Robinson Cider & Vinegar Co.

J. ROBINSON, Manager.

Benton Harbor, Michigan.

WILES OF THE TRAVELER.

Grocer, Yielding to His Importunities, Buys What He Doesn't Want.

Mr. Jones, the grocer, looked up from his desk and nodded with a smile of welcome. Bill Simms and the Weather Prophet stopped quarreling over the labor question, and the Oldest Inhabitant slid off the salt barrel in such haste that he tore his overalls on a projecting nail.

"Blamed nice place" he growled, running his thumb thoughtfully through the rent. "That's what I call criminal carelessness. A feller what'll leave a spike a mile long stickin' out of a bar'l, a purpost to spile folks' trowsers—a feller what'll do that, b'gum, he orter be ducked, dum if he hadn't."

But nobody noticed the Oldest, for Dave Collins, the grocery drummer had entered and was shaking hands. And this was the way he went about it:

"Glad to see you, Uncle. Hope you're well. Rheumatism bother you much this winter? Hello, Billy, you here? Thought you'd be off to the woods before this. A little lazy, Billy? or is it a girl? And here's Daddy, too. Chickens don't trouble the garden nowadays, I erckon, eh, Daddy? Well, Mose, how are you? Got the calf weaned yet? Baby ain't through teething, I suppose? Here's a new thing in a rubber doll I picked up down the road and brought along. Hand it over with my compliments, please, and say it's from her Uncle David. You see I have a soft spot for the girls—I love 'em all," and the grocery drummer winked slyly at the crowd, which responded with a generous laugh.

"And now, boys," he continued, with the kind permission of Mr. Jones, I'm going to give you each a sample of my new brand of plug. No objections, eh? All right. Well, this is a special brand of my own. I got it up just to suit Michigan trade, named it 'Dave's Own' after myself, and I'll guarantee you never saw its equal. It's made from the very finest Burley leaf that money'll buy, and the casing is my own pet formula—no copperas, not too sweet, just right. It is soft and cheesy, bites free, is always a pleasant and lasty chew, never makes the mouth sore, prevents baldness, loss of sleep, nervousness and hypochondria, and cures warts, corns and toothache. I'm putting it up against the so-called standard brands of the tobacco trust, and it's knocking 'em out just as fast as it comes to 'em. Try a chew of this new and wonderful tobacco but please remember that it swells in the mouth, and that you only need half as much of this as of any other brand."

The pleasantry and the tobacco were well received, and while the plug was making the rounds, Billy Simms, who had made the first assault upon the weed, could not let so good an opportunity for a little pleasant banter slip idly by.

"Careful there," said he warningly to the Oldest Inhabitant who, with his toothless gums, was having some trouble to remove a respectable portion, "Don't swallow the plug. Terbacker'll be terbacker in the spring 'cordin' to my tell."

"Don't fret," mumbled the Oldest, who had finally managed to tear off a liberal allowance, "I never swallow nothin' I can't digest. You needn't say nothin'. You sot there an' e't plug like t'd be'n a chunk o' pound cake, when you had it, an' cus you couldn't hog the hull business you git mad at a

feller what is satisfied with a gen'leman's chaw."

"Say, that air's good chew'n," volunteered the Weather Prophet, from his perch on the counter.

"Un huh!" assented the Oldest. "Jest like some we uster git in Kentucky durin' the army."

"That's the kind yo' want to buy if yo' expect to hold my trade," added Mr. Simms. Billy was usually on the off side, but he thought he saw a certain advantage in currying favor with the traveling man.

"She's t' pesht plaig tebaccy I shall haf taistet for a lang, lang whiles," assented Angus McPherson. "I shall buy it if it is no too high in t' price."

"I've see a sight wuss plug'n this 'ere," observed Mose, thoughtfully. "You better buy some, Jones. It'd be a good thing to treat your customers with when they come to town. I bet it'd help to draw trade."

Mr. Jones and Dave Collins were leaning over the desk, but it was the siren voice of the drummer which was heard.

"I shouldn't think ten butts would be much for you to handle. You see I had you in mind all the while. You'll need to re-order before I get here again."

"How much is sugar now?" asked the grocer.

"Sixty-seven for Eastern. That's the only kind to handle, it—"

"Sixty-seven cents a hundred? Gosh! that's cheap!" volunteered the Prophet, who had sneaked up to within hearing distance. "Take all he's got, Jones, you'll never get a better deal."

"Sixty-seven cents a ton is the price," replied the drummer facetiously, and the Prophet, who realized that he was being made game of, lapsed into brief silence.

"Five sixty-seven, you know," said the drummer in a subdued tone. The statement was only intended for the merchant, but Billy Simms, interested in the affair, had strayed over to a convenient position and he caught the figures. In some unaccountable way he either knew or guessed what was meant, and exclaimed with an air of disgust:

"Holy Jeehosaphat! no wonder you can afford to buy new buggies and have yer house painted! I allers knowed the' was a good profit on sugar, but didn't s'pose a feller c'd make more'n double on it."

The discussion soon became general. "Put me down for a barrel of granulated," said the merchant.

"All right, if you say so, but hadn't I better make it two? The house says sugar is bound to raise soon, and you might as well make the advance as any-body."

But Mr. Jones thought differently. "One will do for the present," said he.

"Take two, Jones, take two!" urged the Weather Prophet. "You know you allers buy yer stuff when it's high, an' git such little dabs of it an' then charge such all fired prices that it keeps us fellers poor. Now I kin save lots o' money buyin' from Montgomery Ward. He sells cheap down to Checaggo."

"Yes," answered the merchant, "but he won't trust. You have to pay cash in advance for what you get from him."

"Course," replied the Prophet. "But then a feller don't mind payin' fer his stuff if he gits it cheap. What you want do is to build a bigger store an' then git out a catalogue."

"It'd be a funny catalogue that Jones

would git out," remarked Bill. "Big bargains in pitater planters. Only \$3 apiece. Bakin' powders at cost. Last of the lot goin' at 49 cents a pound. New style of dress gingum. Can't git it nowhere else. Seventeen cents cash in advance. Jones's new 'intment fer the jimjams \$2 a bottle. Come up, gents, come up. Your fer hard times, Jonesey."

A chorus of approving yells told Billy that he had made a hit. But the merchant was used to these sallies, and looked on with a forbearing grin until the laughter had subsided. He then offered to either throw Bill out of doors or to set up the cigars as seemed best to the crowd.

A satisfactory adjustment of the affair having been effected the business of buying and selling was again resumed: "How's flour?" asked Mr. Jones.

"Four twenty for Gold Label," was the reply.

"Couldn't make it even four?"

"Great Scott! no. The house says flour's going fluking in a week or two, and not to push it at any price, but of course with old customers I always make my own figures."

"All right, then. Give me five barrels at \$4."

"But I tell you I can't do it. House won't allow it."

"You just said you made your own prices, didn't he, boys?"

"That's what he did," answered Billy so promptly that no one could truthfully accuse him of inattention.

"Course he said it," assented the Weather Prophet looking wise.

"Yes, Mr. Jones. I don't know but I did, but if I did, I didn't mean it that way. You know what I mean. I meant that—"

"Don't you buy a cent's worth of him if he backs an' fills aroun' like that," insisted the Oldest Inhabitant.

"I would like to buy some flour, but I expect to get it as cheap from him as I can from Bruce's man," said the merchant addressing the gathering.

"What kind o' blamed canned goods is this?" asked Billy Simms, suddenly. Billy had been investigating the contents of the drummer's open grip, and was examining a round nickel plated box with considerable curiosity.

"That hain't canned goods, yo' blamed lunatic, that's terbacker," said the Weather Prophet. "Don't yo' know nothin'?"

"Le'mme see it," demanded the Oldest Inhabitant. "It looks like one o' them rigs that fellers that used to come her' a fishin' afore the railroad was built kep' their reels into."

"You're mistaken, boys," said the drummer, "it's only a collar box. Now about that flour, Mr. Jones, you know what kind of stuff Bruce sells. You wouldn't put it on your table and you couldn't eat it on a bet. What you want is good stuff and that's what we give you in Gold Label. Always handle the best and there will be no complaints."

"Yes, I know Gold Label is all right, but Bruce's flour is good, too. I've got lots of trade that likes Bruce's goods better'n yours. I ain't very particular which kind I buy."

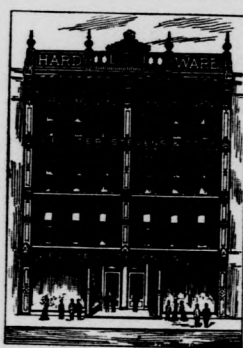
"I might shade the price on a round shipment. Could you use twenty-five barrels?"

"How much cheaper would it be?"

"Oh, I might make it \$4.10 seeing you're an old customer."

"Call it \$4, and I'll take five."

"Say ten and I'll send in the order,



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but I won't guarantee that it'll be shipped at that price."

"No, I don't want but five. Put me down for five at \$4, and it's a go."

"All right," said Dave, "I'll put it down on account of your being the oldest customer I've got here, if you'll give me a nice order for that plug. I tell you, Jones, you don't want to pass that up. That's going to be the biggest seller this year. It's just—"

"You mean it'll sell better this year'n it will nex'," suggested Billy Simms. The drummer ignored the joke.

"I mean that it will sell this year and next year and the year after. It's not only a seller, but it's a stayer. It—"

"Stay on the shelf, hay?" interposed Mr. Simms.

"It'll be a success and a repeater," continued the drummer, "and if it don't go with you it will be because you keep it in the back room and tack a rat poison label on the box."

"How much does it cost?"

"Well, you know what Spear Head is worth to-day, and the price goes up again the first of the month. This is a better piece of goods and worth more money. We ought to get forty-five for it, but to introduce it, we will bill you out ten butts at even money and give you a pound free in ten. That puts it down to you at a figure that gives you about 50 per cent. margin, and it ought to satisfy most anybody. Is it a go?"

"Oh, by the way, I forgot to order any package coffee," said Jones, coming to himself. "What's the best price on that?"

"I don't see how I can use any of that tobacco at present," said the merchant wearily wiping his face. "I've got just lots of plug on hand now, and I don't want to load up any more. It just keeps me a bumping to pay the bills for what I do need. I guess I'll let it go this time."

"But I want you to have it. Tell you what I'll do. Give me an order for ten butts and you can have the exclusive sale for this town. That ought to be some inducement."

"No, I don't want it. Got plenty."

"But you haven't this brand. Say ten, and I'll prepay the freight on the shipment."

"Oh, I'd like to accommodate you, but I don't need the goods to-day. I'll talk with you next trip."

"I want you to have it in and half sold before my next trip. Ten butts of 'Dave's Own' wouldn't last as long as a snowball in the other world. Besides that, if it'll help out any, I'll give you thirty days extra on the bill. You needn't ever accuse me of not giving you all there is in a deal. Just think of it. Fifty per cent. profit; freight prepaid; thirty days extra dating and the biggest seller on the American market to-day. Besides that it looks now as though we couldn't get the goods fast enough to fill our orders, and tobacco, plug especially, will be worth more money inside of two weeks. It's a cinch, Mr. Jones. A positive cinch. Shall we make it ten?"

"If it's that good, he ought to take some his own self," suggested the Oldest Inhabitant, with a sweet but grimy smile.

"I ought, indeed," said Dave, in a mournful tone. "I'd like to. I know of nothing that would please me more, but I'm poor. I haven't a dollar in the world that isn't tied up so I can't get at it. Do you suppose for a minute that if I was able to buy margins on the

tobacco market I'd be here? I guess not. I'd have a summer cottage, a yacht and a stable and a red automobile. I'd spend the Fourth in Spitzbergen and Christmas in Honolulu. You bet I wouldn't chase around Northern Michigan with my shoes full of sand in the summer and my hair and beard frozen stiff before Thanksgiving. I'm a missionary, I am. I go about doing good to others. If I can't get rich myself, I take it that the next best thing is to make others wealthy, and I'm doing it every day of my life in my poor, weak and humble way, according to the best lights I have. At present my principle and mastering ambition is to make ten thousand merchants rich and happy by selling them one hundred thousand butts of 'Dave's Own' between now and the first of September. But I can't do it without their help. Shall I make it ten, Mr. Jones?"

And Mr. Jones said "yes."

Geo. L. Thurston.

Rather Work for an Individual Than for a Corporation.

I recently received a letter from a grocery clerk in a neighboring city, from which I quote the following:

As you seem to travel a good deal, I take the liberty of asking you a question. I am a young man of 28, employed by a grocer with two other clerks besides myself. There does not seem to be much future here for me, so I would like to get in the service of some large corporation, such as the big meat firms, like Armour and Swift, of Chicago. Will you kindly tell me how to go about applying for a position in such a company?

Will I help this correspondent to get a job with a big corporation? No, but I will do, or try to do, something better for him—I will endeavor to show him and any other young men of a like state of mind that it would be a great mistake to leave the service of an individual employer for that of a big corporation.

I would rather a mighty sight be an employe of a man, even although a small man, than of the average corporation. And I have been an employe of both, so I know something of what I am talking about.

Every corporation is as cold-blooded as a fish. A corporation in law is defined as "an artificial person" and that is exactly what it is, too. It is just as warm-hearted as a wooden image.

This is especially the case with the big Chicago meat houses. Several months ago a certain Chicago house had an agent in Philadelphia. So far as he knew, he was doing satisfactory work; in fact, certain of the officers had given him to understand that he was pleasing the corporation perfectly.

One day a salesman presented himself to the agent. He had come, he said,

to do a little special work. All big concerns send out salesmen this way every once in a while. The agent treated him sociably and set him to work.

After a few weeks had passed, the agent, who even then had never received any complaints about his work, was suddenly and curtly informed that the salesman had been appointed his successor and that his services were no longer required.

Cold-blooded? Well, I've seldom seen anything more so. How many individual employers would treat an employe like that?

Another case I can cite is even more cold-blooded. It is on another meat house, too.

Another of these packing houses, which had never had any trade to speak of in this section, sent a man here. He opened an office and, against apparently overwhelming odds, he has built up in two years and a half a splendid trade—a business so big, in fact, that the concern has had to move out of its original little office and take an entire building.

It was an uphill job and the salesman who represented these people overworked. He was so anxious to succeed that he abused his strength, and for three months past has been decidedly below par, although keeping up the work just the same.

Some time ago this salesman began to realize that he had to let up or lose his health, so he applied to the manager of agencies for an easier position until his strength came back. This was promised at once.

Last Monday morning a stranger entered this salesman's office and handed him a letter. It was short, curt, businesslike. It directed the recipient to turn over the office and its effects to the stranger, who "would hereafter represent them in this territory." Coldly and unfeelingly the old salesman's services were said to be "no longer required."

This is the sort of concern into whose service my young correspondent desires to enter. I had a darned sight rather go into politics, for even there you are surer of your job. In politics the high-mucky-mucks will stick by you as long as you are useful to them;

in the service of the big corporations even usefulness does not count.

All these big concerns are alike. Take the second case I cite as a sample. Here was a fellow who wore himself out in the service of this company—he succeeded, too. They kept him on the pay roll, I suppose, until the last remnant of his waning strength had been squeezed out, then out he goes to make room for another man, who will be thrown out in the same way when he has been used up.

No matter how hard the individual employer is, he is better than the average big corporation. An employer who sees you every day has a chance to get acquainted with you. He sizes you up—if you are doing good work he knows it. He gets to be your friend if you are decent—maybe he visits your house and you visit his.

It is different with a corporation. The head of it, who does not know 1 per cent. of his men by sight, gets a report handed to him some day showing that such and such a department is costing so much to run. At once he gives an order to reduce the force in that department, and out go twenty or twenty-five men with families, like sheep without a shepherd. What does the giver of that order care? Is he moved by any consideration for their families? Not much; he does not even know they have families, and he cares nothing about it anyway. His clerks represent to him so many automatons who cost the company so much a month.

The definition I cited a while back is a mighty good one for a big corporation—"an artificial person." I'd rather work for a natural person with some blood in his veins, that I could borrow a chew from occasionally.—Stroller in Grocery World.

A drunkard is a man who commits suicide on the installment plan.

INTERACTIVE CATALOGUE

"SAVE TIME AND STAMPS"

PELOUZE POSTAL SCALES

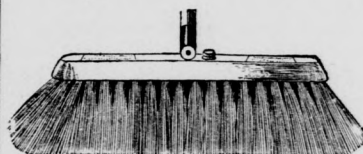
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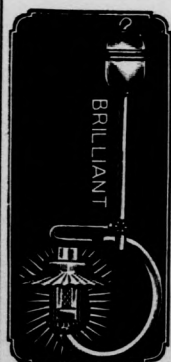
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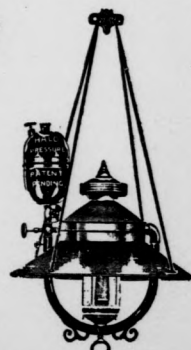
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100 candle power.



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Woman's World

Scrutinizing Faults and Frailties Before Marriage.

Last week a pretty New Jersey girl went out driving with the young man to whom she was betrothed. On the way the horse became stubborn, and the man, flying into a violent passion, began to lash it cruelly. When they returned home the girl promptly broke the engagement, saying that, when a man could so easily lose his temper and so brutally flog a horse, the woman marrying him would take the same chances of ill-treatment, and she declined the risk.

It seems to me that the pith of all the wise advice, from Solomon down to the present day, on how to be happy, although married, is comprised in that little story. It throws a sidelight and a searchlight on the importance of looking before you leap into the abyss of matrimony. It emphasizes the necessity of assuring yourself that you are getting a diamond of the first water, instead of a rhinestone, before you invest your all in it. It is applying downright hard, irrefutable common sense to the place in life where it is needed most and where it is scarcest.

No engineer on earth would be fool enough to dash on with his train in the face of a red signal of danger. No pilot would fail to heed the hoarse cry of the bell buoy when danger was evident; but the average man and woman, more reckless than they, rush heedlessly on into unsuitable marriages that wreck their happiness, in spite of the fact that every inch of the way is placarded with warnings of disaster.

It is our way to speak of domestic infelicity as if it were an unavoidable accident, instead of purblind folly. Ninety-nine times out of a hundred the people who come to us with their tale of woe are simply reaping the reward of having defied reason and logic. The theory is that the victim in an unhappy marriage has been deceived. To admit that is to admit oneself an idiot. There are always plenty of opportunities before marriage to find out what sort of person you are marrying. There are little traits of character, little meannesses of disposition, little congenialities of disposition that are like red danger signals by a railroad track flashing warnings in letters of fire. If we do not choose to heed them it is our own fault, but nature sets the signals and there is plenty of time to stop and side track if we will only do it. The lives of millions of women are made miserable, for instance, by the cruelty of their husbands. I do not mean, either, that stratum of society in which a brute comes home drunk at night and physically beats and bruises his wife. I mean the man who outwardly conforms to all the conventions of a gentleman and who would never dream of striking a woman, yet who sneers at his wife's opinions, who derides her judgment and holds her weaknesses up to ridicule. A word can cut deeper than a blow and many a woman in society would gladly change her wounded heart for the blackened eye of her sister in the slums and feel herself the gainer.

But can any woman, in such a plight, looking back, honestly say she had no warning? Did she ever see the man overbearing and insolent to servants? Did she notice that his dog cowered away from him and came fawning and trembling and with drooping tail at his

call? Was he impatient with children and satirical at old people's expense? Be sure that many a woman sees that in the man she is going to marry. It is her fate shouting warning to her with a voice like a megaphone, and yet in the face of it all she goes on and admires him, only to find herself ill-treated and abused the moment she ceases to be a novelty and a plaything.

Among all the millions of her sex the New Jersey woman alone seems to have had foresight enough to realize that the man who would be brutal to a horse would be brutal to a woman the minute she got in his power. The savage cruelty was there that delights in torment, the brutality was there, for all the outward polish and civilization, and in any stress it was bound to come out and vent itself on the nearest helpless thing—and in married life that is always the wife.

As for those other cases in which a girl marries a dissipated man, believing she can reform him, or a lazy, good-for-nothing, thinking he will work for her sake when he never has for his own, nothing need be said. If a person hasn't enough sense to keep out of the fire nothing short of being put in a straight jacket can prevent them from being burned. I suppose every woman has a right to wreck her life if she wants to, but when she does she ought to have courage enough to keep her troubles to herself and not burden the rest of the world with lamentations because everything has turned out just exactly as she was warned it would.

I never knew but one consistent woman in this respect. She married a handsome and dissipated young fellow to reform him. He did not reform, of course, but she never uttered one moan to her

family or friends nor one reproach to him. When he went off on long debauches or was brought home staggering drunk she was tender, cheerful, loving, as if he had been all that the most critical could ask in a husband. "I knew what I was doing when I married Charley," she said, "and I have nothing to complain of. I took the chances."

If women refuse to heed the warnings they get before marriage men are even more averse to taking a tip from fate. Every man cherishes in his secret soul the illusion that he can form his wife's character and that being married to him is going to work a revolution of all her tastes and beliefs. It is a charming theory—the pity of it is that there is not one grain of truth in it. What a woman is before she is married she is going to be after the wedding and down to the grave. Women change much less in character than men. A man is broadened by going out into the world, where he realizes that he must meet new ways of doing things, new points of view—change with the changing times or else be left hopelessly behind. A woman's life is generally shut within her own home, where everything tends to narrow her down and conform her in her prejudices and opinions.

A wife with a shrewish tongue can make a home a purgatory. One who is extravagant and thriftless and wasteful will keep her husband's nose to the grindstone all his days and balk his every ambition. One who is narrow and envious and prejudiced can rob his life of all sweetness and companionship. No man of ordinary intelligence can be engaged to a girl without finding out whether she possesses these traits of character or not; but did you ever know of a man being wise enough to be

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Summer Resorts

ON THE

G. R. & I.

"The Fishing Line"

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

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

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

This booklet will be sent free

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

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

Grand Rapids & Indiana Railway

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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 chief topic in the egg market during the past week has been the wretched condition of most of the stock arriving and the demoralized values for the undergrade goods. We have had many times before during hot weather serious trouble with heated, hatched and rotten eggs, but the recent experience has seemed to about cap the climax. The public refrigerators here were nearly all filled up so far as room available for eggs is concerned, and it has been difficult to find a place for any more. Naturally the demoralized condition of the market for under grade eggs has been tempting to speculative buyers among the cheaper class of trade, but except where room has been previously engaged and held in reserve it has been difficult to find refrigerator accommodations. As a rule, therefore, consumptive outlets have had to be forced wider by the encouragement of extremely low prices.

* * *

Almost every succeeding day last week brought stories of sales at lower and lower prices. At the beginning of the week \$2 per case seemed to be about bottom, but there were many goods of poor quality that could find no outlet and later still lower prices were frequently accepted. Finally a good many hundred cases of badly hatched and heated eggs, showing losses ranging from 20 to 26 dozen to the case, sold at \$1.50 per case and we heard of instances where stock had been received in such rotten condition as to be entirely worthless.

* * *

Many of the egg stores have smelled aloud during the past week and some lots have been condemned by the health authorities. The instance noted last week of live chickens being taken from a case of eggs has been followed by several others in which dead chicks have been found; these were probably killed by a better refrigerator service.

* * *

There has been a good deal of speculation as to the effect of the recent excessive waste upon the situation of storage accumulations, but while it is generally considered that the storage situation is somewhat improved by the heavy shrinkage in current production, there are many who think the future can not be saved by it. Of course the generally bad condition of current arrivals has made a shortage of good eggs and forced dealers to go to the refrigerators for some of the reserve stock, and such of these as have been used have shown a profit on their original cost. But it is quite certain that all the good eggs taken out have been replaced by cheap heated eggs going in and this exchange of good eggs for poor by the refrigerators is likely to go on as long as present conditions last, unless prices should continue so low as to materially curtail the quantity of eggs marketed.

* * *

The cold storage eggs used here up to this time have been chiefly such as were put away by dealers themselves during May and June for a short hold

and at monthly storage rates. These goods cost about 13@13½c when put away and have one to two months' storage charges accrued. They can consequently be used with a slight profit in range of 14@15c now and a good many of them have been taken out in order to get cool stock, free from hot weather defects. Some dealers who have no such reserve to draw on have bought refrigerator eggs of about the same character from receivers who stored them and have paid 14½@15c, but the quantity of desirable storage eggs available at those prices is not large because most of the eggs put away are on full season's storage rates and can not be profitably sold under 15½@16c. In a few instances these prices have been paid for something choice, but no important business can be expected at the higher level until the short storage eggs are more closely worked out.—N. Y. Produce Review.

Review of the Storage Egg Situation.

As the season for putting eggs in storage is over and the time for disposing of the stock has not arrived, it is rather early to predict the future for the holder of storage eggs. This country is large, and, with storage houses scattered over it and new houses added every year, it is difficult to get at the volume of stock in store at the present time. The early pack was heavy. There is scarcely any room to doubt that, but it is generally believed that few of the inferior quality of late eggs have gone into the coolers, and, if this is correct, the stock will be generally high-grade. To keep up a good fall consumption is half the battle. The extreme heat which has prevailed during June from the Rocky Mountains to the Atlantic coast has destroyed thousands of cases of eggs in the hands of farmers and country storekeepers who have no places fit to keep eggs during the heated term. In some sections the candling losses for the first week in July broke all previous records, and that means less eggs to go into consumption and great difficulty to satisfy particular trade in quality. Present receipts are far inferior in quality to fine April stock now in storage, and there may be an opportunity to draw out some April eggs to satisfy the most exacting buyers, who experience great difficulty in finding the quality they want in current receipts. This will brighten the outlook for storage eggs this fall. It is known, however, that very few receivers are at all anxious to take first-class stock from the coolers.—Egg Reporter.

Poultry Shippers Warned.

Special notice is issued by the Illinois Humane Society to shippers of poultry that unless reforms are effected prosecutions will follow. The Humane Society more particularly protests against the shipping of chickens and turkeys in the same crates, the result being that the larger birds maltreat the smaller. Chickens often arrive at the end of the journey lacerated from the attacks of the turkeys and are thus rendered unmarketable, and the shipper is the loser. As a pure question of economy, therefore, animals of one species and size should as nearly as possible be shipped by themselves. The Humane Society announces that in the future it will prosecute the responsible parties in such cases.

SEASONABLE SEEDS

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

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

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

ALL GROCERS

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

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

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

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.

We solicit your shipments
of Fresh Eggs and Dairy
Butter.

Reference, Home Savings Bank, Detroit.

F. J. SCHAFFER & CO.
FRUIT AND PRODUCE ON COMMISSION
DETROIT MICH.

THE LEADING PRODUCE HOUSE ON THE EASTERN MARKET.

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

The New York Market

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

New York, July 20—If anybody is doing more than the smallest possible business in coffee, he has escaped attention. It simply makes a man mad to ask him how business is, for there is almost a complete cessation everywhere. The receipts at primary points continue large, 51,000 bags arriving at Rio and Santos Thursday, against 16,000 bags at the same time last year. Roasters as well as jobbers tell of light demand and no change is looked for in the near future. Rio No. 7 is quotable at 5½c and possibly this is 1-16c too much for some invoices. In store and afloat the amount aggregates 1,183,907 bags, against 680,804 bags at the same time last year. Mild sorts are quiet, roasters making only small orders. Good Cucuta is worth about 7¼c. East Indias share the common lot and are dull. Old crop teas are not sought for and new crop are not especially active, although, as is generally the case at the beginning of the season, some enquiry is shown for Formosas. New Japans are steady and range from 17½c.

Aside from some little disturbance in quotations the sugar market has moved on without any practical change from a week ago. The amount of new business is comparatively small and most of the transactions consist of withdrawals under old contracts.

Rice shows daily improvement. The hot weather seems to have improved the prospects and dealers are generally pretty well satisfied with the outlook. Domestic, choice to head, 5¼@6¼c. Foreign sorts show little animation and yet matters might be worse. Japans are worth about 4¾c.

Save for increased strength reported from abroad for cloves, which feeling is reflected here, the spice situation is about unchanged and dulness characterizes the market generally.

Absolutely nothing is being done in grocery grades of molasses. Very small stocks seem to be carried and, with cooler weather, dealers are looking for very decided improvement. Good to prime, 17@30c.

The canned goods market begins to take on an appearance of life after a long period of stagnation. Whether the drouthy conditions in the West or the big consumptive demand have done most to create activity is a question, but it seems quite clear that there is more enquiry for future goods. Peas are in good request and, in fact, the whole line of goods, both in New York and Baltimore, shows improvement, the latter city especially reporting an activity not seen before for many a month.

Lemons and oranges—in fact, the whole line of foreign green fruits—have sold extremely well and lemons, especially, have been sought for at prices "way up." Extra fancy Sicily are worth as high as \$6 and it is hard to find any amount of desirable fruit for less than \$4.75.

Dried fruits show little, if any, change. Currants are off a trifle. Prunes seem to be rather better and yet the situation is not especially cheerful for our California friends.

The demand for best Western creamery butter is good, but the price hangs at the old figure of 10½c, with seconds to firsts 17@19c; Western imitation creamery, 15@17c, the latter for fancy; factory, 14@15c.

Cheese is demoralized. The quality of a large part of the arrivals shows the effect of heat and altogether the situation is unsatisfactory all around. Full cream colored is worth 9¼c for fancy stock.

Nothing is more certain to be "uncertain" than the average egg these days and, while the supply of really good stock is not large enough to go around, there is an abundance of "awful" goods. If the best Western will stand the test it will fetch 16c for prime goods, but a large part of the arrivals will not bring over 10c if that.

Beans are quiet and the market shows few, if any, changes. Choice marrows, \$2.55; choice pea, \$2.10.

Nutritive in Quail Eggs.
From the New Orleans Times-Democrat.

"Few persons are aware of the fact," said a well-known physician yesterday, "but it is true, nevertheless, that the egg of the partridge is one of the most nutritious things in the world. They are not used for eating purposes except in very rare cases, and then it generally happens in remote rural districts. I have known negro families in the State of Louisiana during the laying season to live on the eggs of partridges. And they would flourish handsomely and grow fat on account of the rich properties of the eggs. These eggs, of course, never find their way into the market, because they are never taken from their nest except by such persons as I have mentioned, and they rob the nests, I suppose, because their principal food supply comes from this source. Quail meat comes pretty high in the market at all times and the average man will find it more profitable to spare the eggs and wait for the birds when the hunting season rolls around. These men would pass a hundred nests in one day without disturbing an egg. The sport of hunting the birds is an additional incentive."

"The average negro does not care so much about this aspect of the case. He figures that the white man, having the best gun and the best dog, will beat him to the bird. So he goes after the egg. One partridge will lay anywhere from a dozen to twenty eggs, and a nest is a good find. I know of many families in rural sections who feast on these eggs in the laying season. I have tried the egg myself as an experiment. I found it peculiarly rich. It has a good flavor, is very palatable, and, in fact, is altogether a very fine thing to eat. Really, I believe that the egg has more nutrition in it than the fully developed bird, but, of course, as one of the men fond of the game in the field, I would like to discourage the robbery of the nests."

Using the Other Man's Cry.
From the Cleveland Plain Dealer.

The residents of Lawnview avenue were visited by two hucksters a few mornings ago. Each of the hucksters had a wagon of "garden sass" and each wagon was drawn by a horse that had seen better days.

The first huckster was a man of strong vocal attainments. He bellowed forth the nature of his goods in a voice that penetrated between the pickets of the side gates and meandered clear around to the back doors.

It was a large, robust voice that left nobody in doubt as to the freshness of his vegetables and the ripeness of his berries.

The second huckster, who followed the first at a discreet distance, was not gifted vocally. His mild voice, however, was far reaching.

"Po-ta-toe, kebbages, onions, strawberries, rawsbrees, ripe currants," shouted the first huckster.

"Ve haf de same on dis vaggin," cried the second huckster.

And so they passed down the street, the first huckster fiercely yelling:

"Po-ta-toe, kebbages, onions, strawberries, rawsbrees, ripe currants!"

The second huckster mildly adding:

"Ve haf de same on dis vaggin."

Equal to the Occasion.

"Colonel," she said when they were alone on the stairway, "father tells me you are a man who never fails. He says when you undertake to carry a point you carry it; that if you are sent to raise a siege, you raise it, and he says he believes if you were sent out to find the North Pole you would hoist the flag on it."

"Yes," the bluff old soldier replied, "that's me, and when I want to get out of a corner I escape. Excuse me, over there's a friend of mine that I want to see on particular business."

American Egg Exports.

Taking into account the five years up to and including 1898, 61 per cent. of the eggs exported from the United States were sent to Cuba, 20 per cent. to Canada and 11 per cent. to Great Britain. During the same period 96 per cent. of the eggs imported came from Canada, 3 per cent. from China, and the remainder from various other countries.

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.

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.

J. B. HAMMER & CO.

WHOLESALE

FRUIT AND PRODUCE DEALERS

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

119 E. FRONT ST.,

CINCINNATI, OHIO

L. O. SNEDECOR Egg Receiver

36 Harrison Street, New York

REFERENCE—NEW YORK NATIONAL EXCHANGE BANK, NEW YORK

Start in with us now.

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

All sales case count.

Window Dressing

Advantage of Having Plenty of Extrinsic Attractions.

Good window work will not, of course, fail to attract the attention of people to a store. But there are places where all windows are trimmed about equally well or where the style of trimming is of the same general character in all the shops handling the same class of goods. So it is sometimes desirable that the merchant shall attract the attention of people by extrinsic aids to business that shall insure special attention to his windows. Some merchants in our large cities accomplish this by having on the outside of their store a bulletin board on which they record the changes in the weather. People soon get into the habit of stopping to get the latest weather news, and, of course, give a passing glance at the windows. Thus the habit is formed of watching the changes made in the window displays. Another good plan is to have a large thermometer attached to the front of the building. If combined with a barometer (and an explanation of their method of working), the two together make a much appreciated addition to the sources of interest of the community. Farmers are always interested in the weather, and would appreciate barometric indications especially. There is always a considerable portion of the community interested in athletic sports. A bulletin board, giving the result of the ball games will draw a large crowd and will prove a special source of attraction. In the large cities some merchants make a practice of buying the latest editions of the papers and pasting the front sheet on a portion of the window pane. Any matter of general interest is treated in this way, and people who have not time to read a paper are very glad to get a passing glance at the latest item of news. The same plan is followed by others with the comic papers. A sheet or two from the latest issues of the comic weeklies is pasted to the window pane or to the panes or an outside show case, and people will be attracted to get the latest joke and laugh over the latest witticism. It pays to put people in a good humor, and the man who on his way down town gets into the habit of stopping for the latest joke will have pleasant recollections of the store, and is apt to become a purchaser. Sidewalk clocks are nothing new, but it is curious that so many merchants are not conscious of the value to business of a good timepiece in front of their store. In many a town there is no public timepiece conveniently and conspicuously placed, and much discomfort is caused thereby. A good large clock which is kept absolutely accurate is a great convenience and people will go out of their way to see what time of day it is. These devices are valuable to bring people to the front of the store. If, after having brought them there, the windows are dressed with articles that are useful and attractive to the people gathered together, there can be no doubt that attention will be paid to the goods on display and that sales will sooner or later be made. Of course, these extrinsic attractions do not and can not take the place of the regular window displays. Pasting up the front of a window with clippings or cuts is a shabby and wretched practice if it is done to atone for the lack of window effect. But, used judiciously in connection with regular methods of attract-

ing trade, these things are valuable and useful. Every store should have somewhere about it a timepiece situated in sight of everyone. People often have a spare half hour in which they would like to do a little purchasing, but they feel that they must keep an eye on the clock. They dislike to keep asking a salesman for the time, and a clock plainly visible is a convenience to them. It would not be a bad idea for a merchant to keep in his window a good chronometer, so that people will get into the habit of setting their watches by it. A furnishing goods or clothing store will make its windows attractive and valuable to the male portion of the community in this way, and men are not likely to avail themselves habitually of the use of your chronometer without reciprocating by the purchase of your goods. Another extrinsic attraction which is especially valuable at this time of the year is a good drinking fountain. In a town where there is no public drinking place some merchant during these hot days could profitably keep a tank of ice cold water before his store for the accommodation of all comers. The cost is small, the benefit conferred on the thirsty is considerable, and people are not apt to forget the man who does the thing. It does not hurt to have a few fans on the counters of the store for the convenience of customers. If electric fans can be had they should be put about the store so that customers will enjoy their cooling influence. These things are trifles, but they do much to make a store tolerable on a hot day.

* * *

A window trimmer must consider the effect of light in fading goods, and when his windows have a sunny outlook must be prepared to shade them as much as possible from the sunlight. When the store awning does not suffice for this purpose it is well to make an additional screen of a broad strip of unbleached muslin. On the corners of the strip rings are sewed, so that it can be stretched across the front of the window pane outside the store and fixed in place by hooks set in the casing. When a store is on a dusty corner, where every shower is likely to result in splashing the glass with mud stains, such a strip of cloth will make much window cleaning unnecessary.—Apparel Gazette.

Druggists Suffer From Blackmail.

Druggists in Brooklyn are on guard nowadays against the operations of a gang of swindlers who are working a bold blackmailing game. The scheme is to have a simple prescription filled and paid for, and then to have the purchaser return with the medicine, to which he has added poison, declare that it contains poison and has made his wife dangerously ill, and threaten to sue the druggist for his alleged blunder. If the druggist becomes frightened at the idea of a suit for damages, and thinks it may be possible that a mistake has been made, he may accept the suggestion of the blackmailer to settle the case out of court. The amount of settlement is said to vary from \$50 to \$200.

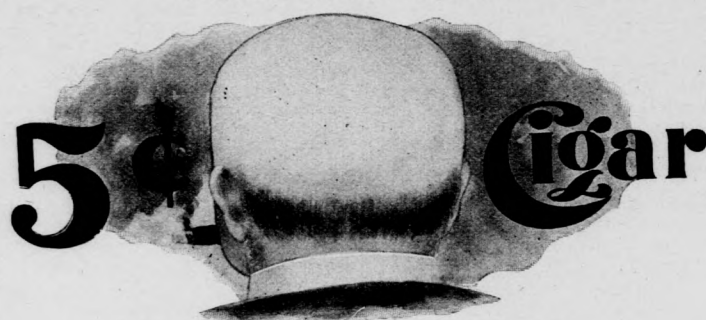
Seven Sundays in a Week.

The first day of the week, as every one knows, is the Christian Sunday; Monday is the day kept sacred by the Greeks; Tuesday is the Persian day of rest; on Wednesday the Assyrians worship; Thursday is a holy day among the Egyptians; the Turks keep Friday, and the Jews Saturday, as their Sabbath.

It is easy for a youth to paddle his own canoe when his parents buy the canoe and paddle for him.

AMERICAN CIGAR FACTORY

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



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

A Trade Maker

Fanny Davenport

5c Cigar

Trade Supplied By:

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

WORLD'S BEST

S.C.W.

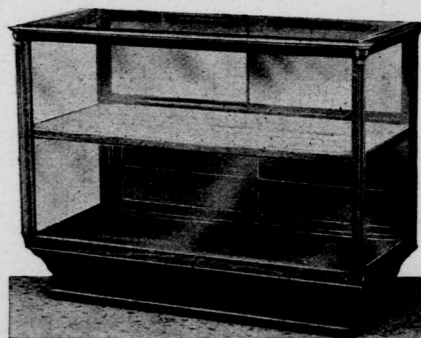
5c CIGAR. ALL JOBBERS and

G. J. JOHNSON CIGAR CO.

GRAND RAPIDS, MICHIGAN.

Grand Rapids Fixtures Co.

A
new
elegant
design
in
a
combination
Cigar
Case



Shipped
knocked
down.
Takes
first
class
freight
rate.

No. 36 Cigar Case.

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

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

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.

Why So Many Traveling Men Remain Single.

There are to-day quite a number of bachelor drummers, quite too many. There are some who assert that a drummer has not the right to marry, that he is absent from home so much that he is really better off without a wife. This may seem correct in some cases, but not always. I was talking on this subject not long ago to a lady—a drummer's wife—and expressed these same doubts to her, when she enquired why I was still single. "You are foolish," said she. "On the contrary, there are no wives who think more of their husbands, no marriages which are happier, as a whole, than those of the traveling men. The most of them can arrange to come home quite often, and there is always a hearty welcome for the tired drummer when he comes home from a trip. Why, were they so inclined, they have no chance to get tired of each other; they have a right to marry; they should get married, and it is a shame that so many bachelors roam through the country." Thus spoke the little lady, and she was quite sincere; but there is another side to the question: Is it altogether through the fault of the men that there are so many bachelors? Is it not often self-sacrifice which prompts us to walk through life single and alone? A couple of weeks ago I called on some young ladies and, as usual, this favorite theme was discussed. They asked me that pointed question, why I did not follow the example of some of my more fortunate friends who had taken out marriage licenses lately. I regretted to have to answer the question as I did, but it behooved me to tell them that I could not well afford it, to take unto myself a wife, simply for the reason that I was a drummer with a limited income and not able to provide one with the luxuries which she had been used to in "her happy home." Although making a fair salary I surmised that it would take more than I am making to give the girl I loved all the comforts and pleasures she had received from her parents. At the same time, not having any experience in that particular line, I made enquiry from the young ladies what income they deemed necessary to support either of them. One said \$2,500, the other thought it would require \$3,000 per year. At a glance my chances were gone, my fondest hopes buried, for, really, at times I have entertained aspirations. Being well acquainted with the young ladies, however, I undertook to get a fellow for each of them, but up to date I have made a dismal failure of it; for I found out every time when I tried to interest a really nice man that he would never do because he fell short of the limit stipulated. Now, those girls are not hunting husbands, for they have a happy home and everything they want. I simply desire to illustrate how hard it is for a poor traveling man who

happens to meet with a girl whom he might love, when he must discover that his income is too limited to have the love reciprocated. Oh! what an evil thing money is, and what tortures the drummer must go through! It seems to me that, according to a man's income, he must gauge his affections and not entertain for a moment the affections of a girl who happens to live in affluence. Better the love of a poor girl than that of a rich one if you can not support her in the manner she has always been used to, for that love might die a rapid gait.

S. H.

Gripsack Brigade.

Traverse City Eagle: W. G. Benjamin, formerly with the Mutual Life Insurance Co., has accepted a position as traveling salesman for the Kimball Piano Co.

Muir Tribune: Frank Gillio has secured a position with E. Bement's Sons, of Lansing, as their traveling representative in Alabama, Georgia and Tennessee.

Lansing Republican: Charles Christler, of Detroit, formerly of this city, has taken a position with E. Bement's Sons, and will travel in the northern part of New York State.

Lansing Republican: Mr. and Mrs. T. E. Reynolds will soon move to Saginaw. Mr. Reynolds, who has been a traveling salesman for Morley Brothers, will take a position at the headquarters of the firm.

Holland Times: E. C. Richards, who has had charge of the order department at the West Michigan Furniture Co. for several years past, will go on the road as salesman on Aug. 1. He will cover the Southern and Southwestern States.

Carry the word along that Coopersville needs a hotel and is determined to have it. The location is a good one for a man of moderate means and will continue to improve with the advent of the interurban road between Grand Rapids and Muskegon.

A. R. Thayer, one of the oldest drug travelers in Michigan, died of Bright's disease at his home in Saginaw Monday. He was for several years in the retail drug business in Lansing, then went with Swift & Dodds, later John J. Dodds & Co., and Michigan Drug Co. and for the past four years has represented Morrison, Plummer & Co., Chicago, in Eastern Michigan. He was a stockholder and officer in the Valley Drug Co.

Referring to the election of A. H. Dane as Secretary of the newly-organized Kalamazoo Stove Co., the Lansing Republican remarks: "Dell," as he is best known, was formerly manager of the Western Union telegraph office in this city. He afterward traveled two years for E. Bement's Sons, seven years for the Detroit Stove Works, and nine years for the Michigan Stove Co., gaining in all eighteen years' experience in the stove business. He was, without doubt, the best known traveling salesman in Michigan. His many friends here are gratified to learn of his success.

Up-to-Date in Every Respect.

Grand Rapids, July 17—Kindly notice the new train from Detroit at 12:35 p. m.—with which our train from Grand Rapids at 7 a. m. connects—which arrives at Buffalo at 7:10 p. m., making the run by daylight. This new train is up-to-date in every respect and completes the service to Buffalo.

J. S. Hawkins, Ticket Agent.

Folly of Unnecessarily Antagonizing the Traveling Salesman.

He must be a very dull merchant who does not treat his customers with courtesy. Any man who has even a spark of the trading instinct feels intuitively that it is impossible to establish profitable commercial relations with anyone by treating him simply as a purchasing machine. Every man has his own ideas, tastes, prejudices and, above all, feelings. He may become accustomed to differences of opinion, he may distrust his own tastes, he may be ashamed of his prejudices, but the man who tramples on his feelings arouses in him a deep although latent antagonism. If there is any fool in this world it is the fool who plays wantonly on other people's passions. Sooner or later he pays the penalty of his folly.

It is a curious thing that there are so many retailers and retail buyers who, while painfully careful of the feelings and interests of their customers, are utterly oblivious to the feelings and interests of the commercial travelers with whom they come in contact. Let a man approach them as a purchaser and they are all smiles and suavity. Let him approach them as a seller and they do not even treat him with common decency. They seem to feel an ignoble pleasure in visiting upon the head of the wholesaler's agent all the snubs, meannesses and contemptible tricks that they suffer from their customers. Like the man who, when whipped on the street corner, went home and beat his wife, they seem to feel that it is safe to disregard the feelings of the commercial traveler. As a consequence there is many a merchant doing business with traveling men who, while booking his orders, curse him in their hearts, not because he is a close or shrewd buyer that they can not over-reach, but because to get his order it is necessary to put up with an amount of indignity and humiliation that stirs their deep resentment.

Business is business and a commercial traveler or any other solicitor for patronage expects to put up with discomfort and annoyance, but no one has the right to ask him to patiently endure unnecessary humiliation. He who does shows an amount of conceit, an ignorance of the world and a capacity for making enemies that sufficiently prove his own insignificance as a man and a merchant.

There are men on the road as elsewhere who can not be too severely treated, but they are exceptions. The average traveling man has an exceptional knowledge of the world, exceptional powers of observation and insight into character and conditions, and an inside knowledge of goods and men that makes him a mine of information, a traveling storehouse, for the people with whom he comes in contact. With his access to the credit men of great wholesale houses, his acquaintance with other traveling men, and his many relations in the great markets of the country, he is a commercial factor whose influence it is hard to overvalue.

What folly it is to excite without provocation the ill-will of such a man. What stupidity it is to irritate him and antagonize him unnecessarily?

If merchants could hear the estimates and criticisms that commercial travelers pass on them among themselves they would often be amazed and astounded at the things said. It is just that kind of keen, incisive criticism, gathered from a wide comparison of men and

methods, that it is useful to get at in a friendly way. The traveling man can give many valuable hints and suggestions to his friends. He can, while booking their orders, withhold much valuable information from customers who have antagonized him, and he can do both without any violation of confidence. A traveling man said not long ago: "There's C—, of Blankville. I never sold him a bill of goods and never expect to, but I never visit the place without calling on him. I sell his rival in the town, but C— is my friend. The other man I do my duty by. C— always treats me pleasantly; the other man rarely does. I have given C— many valuable hints. He appreciates them and I have been of material service to him with other traveling men. He's a good fellow and popular with the men on the road."

If a merchant can not see the advantage of having the good will of the traveling fraternity, let him remember that credit and the amount of consideration shown the retailer by the wholesale house are often materially affected by the traveling man's favorable or unfavorable attitude toward him. It's a hard thing to be hard on a man whom you like, and the reputation of being a nice man to do business with is a valuable moral asset. Again, it is a good thing to have the good will of the men from whom you never have bought and never expect to buy goods. The time may come when they can speak a word for or against you. The prestige for good or evil built up about us by the involuntary estimates or actions of other people has its fruit as much as our direct efforts.

A buyer in an Eastern city who was well known for his lack of consideration to wholesale houses lost his position. For a long time he was unable to get another. In speaking of the matter an acquaintance said, "Half a dozen men of less ability than he have stepped into positions that he might have had, but he antagonized all the people who otherwise would have been glad to help him, and so he has been left out in the cold."

One can never tell in this world when or how he will reap the fruits of his courtesy or discourtesy toward others. A merchant is a fool if he wantonly subjects any class of men with whom he comes in contact to treatment that rouses their antagonism. He should and will suffer somehow for his folly.—Apparel Gazette.

Reserved for the Boys

In view of the congested condition of the Petoskey hotels during the summer season, I have added thirty-five rooms to the

Imperial Hotel

which I have set apart for the use of the commercial trade at \$2 per day, although my regular transient rate is \$2.50 to \$4. I believe this arrangement will meet the approval and hearty patronage of the boys.

W. E. H. MARSH, Petoskey, Mich.
Proprietor Imperial Hotel.

The Warwick

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

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.

Drugs--Chemicals

Michigan State Board of Pharmacy

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

Suggestions of Value to Druggists and Clerks.

The writer has tested many suggestions for removing silver nitrate stains from the hands, and has discarded many of them as indifferent in action and impractical. Sodium hyposulphite demands too much persistency to be commended; a solution of potassium iodide without supplementary treatment does not accomplish what has been claimed for it; ammonia water alone is a tedious expedient to use; oxalic acid is not satisfactory. The most satisfactory method for effacing these discolorations is to first freely apply tincture of iodine to the stain, rubbing it well over the darkened spot, then making a plentiful application of diluted ammonia water. Two or three such "double doses" may be necessary if the color be very decided. We seldom fail by this method to pretty thoroughly efface all evidence of having handled silver nitrate. Stains twenty-four hours old have been dissipated by this process. Sometimes a rubefacient action will leave the skin pink in places, but this color soon disappears; and even while it lasts it is far to be preferred, we think, to a deep brown stain.

An iron mortar should be kept in a dry atmosphere, not in a damp cellar. If left to rest for a time where rust may form, it will be found unfit for use when wanted, until some measures have been taken to rid it of the effects of dampness. The pharmacy of to-day as we find it practiced in the average drug store does not call the iron mortar into requisition so frequently as did the pharmacy of our fathers; therefore it is but natural it should accumulate cobwebs and dust—but not rust. Keep the iron mortar remote from dampness. You use it sometimes, and it is not an agreeable task to free it of a deep deposit of rust. Emery-paper will accomplish the aim possibly better than any other expedient. A piece of it may be tied to the end of the pestle or a padded stick and the device rotated and moved about in the bottom of the mortar, exerting a suitable degree of pressure; possibly a piece in the fingers will suffice.

Indeed, as cleaning and polishing agents, sand and emery-paper are very useful about a pharmacy. There will accumulate upon pots, pans, and metal vessels indurated matter that will not yield kindly to the polishing treatments commonly prescribed. On metal containers used on an oil stove or range, incrustations will form that can not be as readily and effectually removed by any other agent as with sand or emery paper. With either of these mediums we have seen copper and tin vessels, the identity of which had been lost beneath a coating of incrustated matter, made clean, bright, and new-looking. A fine sand or emery-paper should be employed for polishing, particularly such surfaces as it is desired should present a pleas-

ing appearance. The attrition of coarse sand-paper is too severe, leaving on the metal decided scratches. Even fine sand-paper will often scratch too deeply. Fine emery-paper is usually preferable to sand-paper; it is slow, but sure; the results fully compensate for the additional expenditure of time upon the undertaking. An emery-paper known as "OO" is applicable for the purpose in view. Crocus cloth is a finer polish medium appropriate for use on the surfaces of the better vessels.

A graduate brush at the sink to clean the interiors of graduates is an indispensable requisite to cleanliness. The fingers can not effect as perfect an elimination of foreign matter, even when the graduate is shallow enough to permit of the tips touching the bottom. A brush of proper shape and a liberal use of sand soap is one of the best methods of keeping graduates truly clean. They should be cleaned inside and out with sand soap and brush daily.

Metal screw caps on stock cans of tin sometimes stick persistently. This may very often be overcome by the application of a little petrolatum around the thread of the screw or the neck it covers.

When in the habit of measuring turpentine, linseed oil, etc., in a metal measure, bear in mind that the capacity of a dented measure is less than that of one perfectly symmetrical. Your volumetric calculations will be somewhat in error if allowance is not made for each and every indentation in the surface of the measure.

Joseph Hostelley.

Formula For Making Artificial Sponges.

A recent European invention is a process for making artificial sponges. The method is based on the action of zinc chloride on cellulose, by which spongy compounds similar to starch are produced. These products when placed in water swell, and in an atmosphere sufficiently dry soon become hard again. The formula for making the sponges is given as follows:

One hundred grammes of cellulose is treated with four kilogrammes of a concentrated solution of zinc and sodium chloride. This results in a plastic mass, slightly viscous, to which is added about a kilogramme of coarse bay salt. The substance is then placed in a specially constructed mill and pierced with two or three hundred holes, to form canals, and is then placed in a bath of alcohol and water for twenty-four hours. These sponges can be produced quite cheaply and possess great durability, although they are said to be harder than the natural substance.

Preservation of Spirit of Nitrous Ether.

Mr. Gilmour has investigated the keeping qualities of spirit of nitrous ether with a view of determining the conditions most favorable for stocking and preserving, and comes to the conclusion that the direction given in the Pharmacopoeia is a safe guide, viz.: "Preserve the spirit of nitrous ether in well closed vessels, preferably in dark bottles, and in small bottles." The favorable conditions, according to Mr. Gilmour, are a cool underground cellar with little daylight. The unfavorable conditions giving rise to rapid deterioration are a bright shop, too many windows, too much sunlight, and keeping in too large containers.

To Dissolve Iodine Rapidly in Oils.

Prof. Schmidt says iodine is quickly dissolved in oils by first rubbing up the iodine with one-fourth of its weight of pot. iodide and a few drops of glycerine, then adding a little oil, and rubbing up. The addition of the resultant liquid to the rest of the oil and a sharp agitation finishes the process.

Some Tried and Tested Veterinary Formulas.

For colic in horses:

Spirit nitrous ether, 28 gms.
Tincture opium, 28 gms.
Tincture aconite, 1.18 gms.

To be given in half a liter of water and repeated if necessary in half an hour.

For worms in horses:

Powdered areca nut, 60 gms.
Powdered gentian root, 60 gms.
Iron filings, 30 gms.

Divide into twelve powders. A powder is to be followed by an emulsion of oil of turpentine, 56 grams; soap solution q.s. to make an emulsion.

Tonic condition powder for horses:

Powdered nux vomica,
Powd. ferr. sulph., of each 30 gms.
Gentian root, 45 gms.
Aromatic powder, 15 gms.

Divide into twelve powders.

Diuretic powder for horses:

Resin, 90 gms.
Potassium nitrate, 90 gms.
Buchu leaves, 45 gms.

Divide into twelve powders.

For harness or saddle galls and bruises:

Tannin, 12 gms.
Alcohol, q. s. to dissolve.
Boric acid, 90 gms.
Glycerin, q. s. to dissolve.
Water to produce 168 gms.

To be applied twice daily.

For fistulae:

Zinc chloride, 30.
Distilled water, 28.

Two days after the application of this solution, the fistula should be syringed with the following:

Creolin, 7.
Distilled water, 448.

For cracked heels:

Zinc oxide, 3.
Carbolic acid, 0.60.
Lard, 30.

Why We Feel Hungry.

The sensation of hunger has not been easy to explain. The new theory of a German physician is that it is due to emptiness of the blood vessels of the stomach, and it is pointed out that hunger is appeased with the rush of blood to the stomach following the taking of food and beginning of digestion. In many anemic patients, who have no appetite when the stomach is empty, the blood vessels of the stomach are really congested instead of being empty. Lack of blood in the stomach in health acts on a special nerve, which is a branch of the same nerve-trunk as the nerves of the mouth and tongue. A stimulus applied to the tongue, as by a spice, thus increases appetite, while disease affecting the nerves of the tongue may produce loss of appetite, even when the stomach is empty.

Displaying Tooth-brushes and Dentifrices.

An effective way of displaying tooth-brushes and dentifrices is shown by a down-town druggist in New York. He had constructed in one of his windows an expensive and showy shelved rack. Below each of the four or five shelves are places to hang the brushes. The liquid paste and powder preparations for the teeth occupy the shelves. Below each bottle or tube is hung a brush, the whole making a very pretty display. Another druggist piles several hundred brushes in his window, and on the top of the heap puts this sign: "25c worth for 10c. That's all. At the druggist's in Skedunk 25c. Here 10c."

Lemonade for Diabetics.

The following is said to be useful for assuaging the thirst of diabetics:

Citric acid, 1 gm.
Glycerine, 50 gms.
Cognac, 50 gms.
Distilled water, 500 gms.

It is the early fish that catches the worm—hook and all.

The Drug Market.

Opium—Is easier, but not quotably lower.

Morphine—Has declined 10c per ounce.

Quinine—At the bark sale at Amsterdam last Thursday bark was sold for about 10 per cent. lower than the previous sale. Manufacturers have not as yet reduced their price.

Castile Soap—Is very firm, in sympathy with prices abroad.

Thymol—Has again declined and is tending lower.

Oil Pennyroyal—Peppermint and sassafras are very strong and tending higher.

Novelty in the Confectionery Line.

The candy counter in a drug store is looked upon as indispensable by some druggists, and they are always looking for novelties to catch trade. To these is offered the "Toasted Marshmallow." It is the regulation marshmallow coated with shredded cocoanut and then baked until brown. The druggist who originated it makes his own candy, and it finds a ready sale at 25 cents for a pound package. His stock consists of old-fashioned chocolate, chocolate and toasted marshmallows, fig wafers, and assorted chocolates.

Window Shade

Headquarters

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

Heystek & Canfield Co.
Grand Rapids, Mich

Fred Brundage Wholesale Druggist

32 and 34 Western Avenue
Muskegon, Mich.

School Supplies and Stationery

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

"Charity Covers a Multitude of Sins"

So does "Catarrh." The time has gone by when "Catarrh" is passed by by physicians with a joking remark and a suggestion to use salt and water. Up-to-date physicians realize the complications that follow and prescribe accordingly. If they are not prepared to treat the case themselves—and few of them are—they recommend a specialist. We gave you the symptoms of Nasal Catarrh; now append the most common symptoms of

Catarrh of the Bronchial Tubes.

Have you a cough?
Are you losing flesh?
Do you cough at night?
Have you pain in side?
Do you take cold easily?
Is your appetite variable?
Have you stitches in side?
Are you low spirited at times?
Do you cough on going to bed?
Do you cough in the morning?
Is your cough short and hacking?
Have you a disgust for fatty foods?
Is there a tickling behind the palate?
Do you feel you are growing weaker?
Is there a burning pain in the throat?
Do you cough worse night and morning?
Do you have to sit up at night to get breath?

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

Mall Treatment

Dr. Rankin's system of "Home Treatment" is well known and highly efficient. Send for free symptom blank.

WHOLESALE DRUG PRICE CURRENT

Advanced—
Declined—Morphia

Acidum		Conium Mac.		Sella Co.	
Aceticum	\$ 60 75	Copalba	1 15 60	Tolutan	50 50
Benzoleum, German.	70 75	Cubeba	1 50 1 60	Prunus virg.	50 50
Boracic	17 17	Exechthitos	1 00 1 10	Tinctures	
Carbolicum	30 42	Erigeron	1 10 1 20	Aconitum Napellis R	60 60
Citricum	47 50	Gaultheria	1 25 1 90	Aconitum Napellis F	50 50
Hydrochlor.	3 6	Geranium, ounce.	50 60	Aloes	50 50
Nitrosum	8 10	Gossypii, Sem. gal.	1 60 1 75	Aloes and Myrrh.	60 60
Oxalicum	12 14	Hedeoma	1 50 2 00	Arnica	50 50
Phosphoricum, dil.	12 15	Junipera	1 50 2 00	Assafoetida	50 50
Salicylicum	52 55	Lavendula	90 2 40	Atropa Belladonna.	50 50
Sulphuricum	1 14 20	Limonis	1 30 1 40	Aurant Cortex.	50 50
Tannicum	1 10 1 20	Mentha Piper	1 60 2 00	Benzoin	50 50
Tartaricum	38 40	Mentha Verid	1 50 1 60	Benzoin Co.	50 50
Ammonia		Morruhu, gal.	1 10 1 20	Barosma	50 50
Aqua, 16 deg.	4 6	Myrica	4 00 4 50	Cantharides	50 50
Aqua, 20 deg.	6 8	Olive	75 3 00	Capsicum	50 50
Carbonas	13 15	Picls Liquida.	10 12	Cardamon	75 75
Chloridum	12 14	Picls Liquida, gal.	10 12	Cardamon Co.	75 75
Aniline		Ricna	96 1 02	Castor	1 00 1 00
Black	2 00 2 25	Rosmarini	1 00 1 00	Catechu	50 50
Brown	30 30	Rose, ounce.	6 00 6 50	Cinchona	50 50
Red	45 50	Succinl	40 45	Cinchona Co.	50 50
Yellow	2 50 3 00	Sabina	90 1 00	Columba	50 50
Bacca		Santal	2 75 7 00	Cubeba	50 50
Cubeba	po, 25 22 24	Sassafras	55 60	Cassia Acutifol.	50 50
Juniperus	6 8	Sinapis, ess., ounce.	65 65	Cassia, cutifol Co.	50 50
Xanthoxylum	1 70 1 75	Tigil	1 50 1 60	Digitalis	50 50
Balsamum		Thyme, opt.	40 50	Ergot	50 50
Copalba	50 55	Theobromas	15 20	Ferri Chloridum	35 35
Peru	50 55	Potassium		Gentian	50 50
Terabin, Canada	55 60	Bi-Carb.	15 18	Gentian Co.	50 50
Tolutan	45 60	Bichromate	13 15	Gulaca	50 50
Cortex		Bromide	52 57	Gulaca ammon.	50 50
Abies, Canadian.	18 18	Carb.	12 15	Hysocyamus	75 75
Cassia	12 12	Chlorate, po. 17 19	12 15	Iodine, colorless.	50 50
Cinchona Flava.	18 18	Cyanide	34 38	Kino	50 50
Euonymus atropurp.	30 30	Iodide	2 30 2 40	Lobelia	50 50
Myrica Cerifera, po.	20 20	Potassa, Bitart, pure	28 30	Myrrh	50 50
Prunus Virgin.	12 12	Potassa, Bitart, com.	15 15	Nux Vomica	50 50
Quillaja, gr'd.	12 12	Potass Nitras, opt.	7 10	Opil	50 50
Sassafras	po, 30 12 12	Potass Nitras.	6 8	Opil, comphorated.	50 50
Ulmus, po. 15, gr'd	15 15	Prussiate	23 26	Opil, deodorized.	50 50
Extractum		Sulphate po.	15 18	Quassia	50 50
Glycyrrhiza Glabra.	24 25	Radix		Rhatany	50 50
Glycyrrhiza, po.	28 30	Aconitum	20 25	Rhel.	50 50
Hamatox, 15 lb. box	11 12	Althae	30 33	Sanguinaria	50 50
Hamatox, 18	13 14	Anchusa	10 12	Serpentaria	50 50
Hamatox, 1/4s.	14 15	Arum po.	20 25	Stromonium	60 60
Hamatox, 1/4s.	16 17	Calamus	20 24	Tolutan	60 60
Ferru		Gentiana	12 15	Valerian	50 50
Carbonate Precip.	2 25	Glycyrrhiza, pv. 15	16 18	Veratrum Veride.	50 50
Citrate Soluble	15 15	Hydrastis Canad.	7 7	Zingiber	20 20
Ferrocyanidum Sol.	15 15	Hydrastis Can., po.	8 8	Miscellaneous	
Solut. Chloride	2 2	Hellebore, Alba, po.	12 15	Ether, Spts. Nit. F	30 35
Sulphate, com'l.	2 2	Inula, po.	18 22	Ether, Spts. Nit. F	34 38
Sulphate, com'l, by	80 80	Ipecac, po.	3 60 3 75	Alumen	2 1/2 3
Sulphate, pure	7 7	Iris plox, po. 35 38	35 40	Alumen, gro'd, po. 7	3 4
Flora		Jalapra, pr	25 30	Annatto.	40 50
Arnica	15 18	Masanta, 1/4s.	22 25	Antimoni, po.	4 5
Anthem. 22 25	22 25	Podophyllum, po.	22 25	Antimoni et Potass T	40 50
Matricaria.	30 35	Rhel, cut.	75 1 20	Antipyrin	20 25
Folia		Rhel, pv.	75 1 35	Antifebrin	20 20
Barosma	45 48	Spigelia	35 38	Argent Nitras, oz.	51 51
Cassia Acutifol, Tin-	20 25	Sanguinaria, po. 15	40 45	Arsenicum	10 12
nevelly	25 30	Serpentaria	40 45	Balm Gilead Buds.	38 40
Cassia, Acutifol, Aiz.	25 30	Senega	60 65	Bismuth S. N.	1 80 1 85
Salvia officinalis, 1/4s	12 12	Smlax, officinalis H.	10 12	Calcium Chlor., 1s.	9 9
and 1/4s	8 10	Smlax, M.	10 12	Calcium Chlor., 1/4s.	10 10
Uva Ursi.	8 10	Sellie, po. 35	10 12	Calcium Chlor., 1/4s.	12 12
Gummi		Symplocarpus, Foeti-	10 12	Capici Fructus, al.	80 80
Acacia, 1st picked.	65 65	du, po.	25 25	Capici Fructus B, po	15 15
Acacia, 2d picked.	65 65	Valeriana, Eng. po. 30	25 25	Caryophyllus, po. 15	12 14
Acacia, 3d picked.	65 65	Valeriana, German.	15 20	Carmin, No. 40.	3 40
Acacia, sifted sorts.	65 65	Zingiber a.	14 16	Cera Alba.	50 55
Acacia, po. 15.	12 14	Zingiber j.	25 27	Cera Flava.	40 42
Aloe, Barb. po. 18 20	12 14	Semen		Coccus	40 40
Aloe, Cape, po. 15.	12 14	Anisum, po. 15	12 12	Cassia Fructus.	35 35
Aloe, Socotri. po. 40	12 14	Apium (graveolens).	13 15	Centraria.	10 10
Ammoniac.	55 60	Bifd, 1s.	4 6	Cetaceum.	45 45
Assafoetida, po. 40	40 45	Carul, po. 15	10 11	Chloroform	55 60
Benzoinum	50 55	Cardamon.	1 25 1 75	Chloroform, squibbs	1 10 1 10
Catechu, 1s.	12 14	Coriandrum.	8 10	Chloral Hyd Crst.	1 40 1 65
Catechu, 1/4s.	12 14	Cannabis Sativa.	4 1/2 5 00	Chondrus	20 25
Catechu, 1/4s.	12 14	Cydonium	75 1 00	Cinchonidine, P. & W	38 48
Camphore	69 73	Chenopodium	15 16	Cinchonidine, Germ.	38 48
Euphorbium, po. 35	69 73	Dyer Odorate.	1 00 1 10	Cocaine	6 55 6 75
Galbanum.	1 00 1 00	Poniculuech, po.	10 10	Corks, list, dis. pr. ct.	70 70
Gamboge, po	65 70	Lini	4 6	Croosotum	35 35
Gualacum, po. 25	65 70	Lini, gr'd. bbl. 4	4 1/2 5	Creta, bbl. 75	5 5
Kino, po. 30. 75	65 70	Lobelia	45 50	Creta, precip.	9 11
Mastic	60 60	Pharlaris Canarian.	4 1/2 5	Creta, Rubra.	3 3
Myrrh, po. 45	60 60	Rapa	4 1/2 5	Crocus	25 30
Opil, po. 4.90 5.00	3 40 3 40	Sinapis Alba.	9 10	Cudbear	24 24
Shellac	25 35	Sinapis Nigra.	11 12	Cupri Sulph.	6 1/2 8
Shellac, bleached.	40 45	Spiritus		Dextrine	7 10
Tragacanth	60 90	Frument, W. D. Co.	2 00 2 50	Ether Sulph.	78 92
Herba		Frument, D. F. R.	2 00 2 25	Emery, all numbers.	8 8
Absinthium, oz. pkg	25 25	Frument, 1 25 1 50	1 25 1 50	Emery, po.	8 8
Eupatorium, oz. pkg	25 25	Juniperis Co. O. T.	1 65 2 00	Flake White	85 90
Lobelia, oz. pkg	25 25	Juniperis Co.	1 75 3 50	Galla	12 15
Majorum, oz. pkg	25 25	Saacharum N. E.	1 90 2 10	Gambler	8 9
Mentha Pip. oz. pkg	25 25	Spl. Vini Gall.	1 75 6 50	Gelatin, Cooper.	60 60
Mentha Vir. oz. pkg	25 25	Vini Oporto.	1 25 2 00	Gelatin, French.	35 60
Rue, oz. pkg	25 25	Vini Alba.	1 25 2 00	Glassware, flint, box	75 5
Tanaacetum V oz. pkg	25 25	Sponges		Less than box	70 70
Thymus, V. oz. pkg	25 25	Florida sheeps' wool	2 50 2 75	Glue, brown.	11 13
Magnesia		Nassau sheeps' wool	2 50 2 75	Glue, white.	15 25
Calcined, Pat.	55 60	Velvet extra sheeps'	2 50 2 75	Glycerina.	17 1/2 25
Carbonate, Pat.	18 20	wool, carriage.	1 50 1 50	Grana Paradisi.	25 25
Carbonate, K. & M.	18 20	Extra yellow sheeps'	1 50 1 50	Humulus	25 55
'arbonate, Jennings	18 20	wool, carriage.	1 50 1 50	Hydrarg Chlor Mite	1 00 1 00
Oleum		Grass sheeps' wool,	1 25 1 25	Hydrarg Chlor Cor.	90 90
Absinthium	6 50 7 00	carriage.	1 25 1 25	Hydrarg Ox Rub'm.	1 10 1 10
Amygdale, Dulc.	38 65	Hard, for slate use.	75 75	Hydrarg Ammoniat	1 20 1 20
Amygdale, Amare.	8 00 8 25	Yellow Reef, for	1 40 1 40	Hydrarg Unguentum	50 60
Anisi	1 85 2 00	slate use.	1 40 1 40	Hydrargyrum	85 85
Aurant Cortex.	2 10 2 20	Syrups		Ichthyobolia, Am.	65 70
Bergamit	2 65 2 85	Acacia	50 50	Indigo	75 100
Cajiputi	80 85	Aurant Cortex.	50 50	Iodine, Resubl.	3 40 3 80
Caryophylli	75 80	Zingiber	50 50	Iodoform	3 60 3 85
Cedar	80 1 10	Ipecac.	50 50	Lupulin.	50 50
Cinopadii.	1 15 1 25	Ferri Iod.	50 50	Lycopodium.	80 85
Cinnamoni	1 15 1 25	Rhel Arom.	50 50	Macis	65 75
Citronella	35 40	Smlax Officinalis.	50 50	Liquor Arsen et Hy-	25 25
		Senega	50 50	drarg Iod.	25 25
		Sellie	50 50	Liquor Potass Arsinlt	10 12
				Magnesia, Sulph, bbl	2 3
				Mannia, S. F.	50 60

HOLIDAY
GOODS

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

Hazeltine & Perkins
Drug Co.,

Grand Rapids, Michigan

GROCERY PRICE CURRENT

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

ADVANCED

Rolled Oats, Flour, Corn Syrup
Common Starch
Dried Apples
Canned Apples
Domestic Cheese

DECLINED

Index to Markets

By Columns

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

1

ALABASTINE

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

AXLE GREASE

Aurora	doz.	gross
Castor Oil	50	6 00
Diamond	50	7 00
Frazer's	75	9 00
IXL Golden, tin boxes	75	9 00



Mica, tin boxes	75	9 00
Paragon	50	6 00

BAKING POWDER

Egg



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

JAXON

Queen Flake

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

Royal

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

BATH BRICK

American

American	70
English	80

BLUING

Aretic, 4 oz. ovals, per gross

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

JENNINGS

CONDENSED PEARL

BLUING

Small size, per doz.

Small size, per doz.	40
Large size, per doz.	75

BROOMS

No. 1 Carpet

No. 1 Carpet	2 50
No. 2 Carpet	2 15
No. 3 Carpet	1 85
No. 4 Carpet	1 60
Parlor Gem	2 40
Common Whisk	85
Fancy Whisk	1 10
Warehouse	3 25

BRUSHES

Solid Back, 8 in.

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

2

Shoe

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

Stove

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

BUTTER COLOR

W. R. & Co.'s, 15c size

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

CANDLES

Electric Light, 88

Electric Light, 88	12
Electric Light, 168	12 1/2
Paraffine, 6s.	10 1/2
Paraffine, 12s.	11
Wicking	23

CANNED GOODS

Apples

3 lb. Standards	80
Gallons, standards	2 50

Blackberries

Standards	75
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Beans

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

Blueberries

Standard	85
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Brook Trout

2 lb. cans, Spiced	1 90
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Clams

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

Clam Bouillon

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

Cherries

Red Standards	85
White	1 15

Corn

Fair	65
Good	80
Fancy	95

French Peas

Sur Extra Fine	22
Extra Fine	19
Fine	15
Moyen	11

Gooseberries

Standard	90
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Hominy

Standard	85
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Lobster

Star, 1/4 lb.	1 85
Star, 1 lb.	3 40
Picnic Tails	2 35

Mackerel

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

Mushrooms

Hotels	18@20
Buttons	22@25

Oysters

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

Peaches

Pie	1 65@1 85
Yellow	1 65@1 85

Pears

Standard	70
Fancy	80

Pears

Marrowfat	1 00
Early June	1 00
Early June Sifted	1 60

Pineapple

Grated	1 25@2 75
Sliced	1 35@2 55

Pumpkin

Fair	75
Good	85
Fancy	95

Raspberries

Standard	80
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Russian Caviar

1/4 lb. cans	3 75
1/2 lb. cans	7 00
1 lb. can	12 00

Salmon

Columbia River, tails	@1 85
Columbia River, flats	@1 95
Red Alaska	1 20@1 40
Pink Alaska	1 00@1 10

Shrimps

Standard	1 50
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Sardines

Domestic, 1/4s.	11@14
Domestic, 1/2s.	17@24
Domestic, Mustard	7@14
California, 1/4s.	7@14
California, 1/2s.	15@28
French, 1/4s.	15@28

3

Strawberries

Standard	85
Fancy	1 25

Succotash

Fair	90
Good	1 00
Fancy	1 20

Tomatoes

Fair	85
Good	90
Fancy	1 00
Gallons	2 40

CATSUP

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

CARBON OILS

Barrels

Eocene	@10 1/4
Perfection	@9 1/2
Diamond White	@8 1/4
D. S. Gasoline	@12 1/4
Deodorized Naphtha	@10 1/4
Cylinder	29
Engine	19
Black, winter	@10 1/4

CHEESE

Acme	@10 1/4
Amboy	@10 1/4
Corn City	@10 1/4
Elste	@10 1/4
Emblem	@10 1/4
Gem	@11
Gold Medal	@10
Ideal	@10
Jersey	@10 1/4
Riverside	@10 1/4
Brick	14@15
Edam	@90
Leiden	@17
Limburger	13@14
Pineapple	50@75
Sap Sago	19@20

CHEWING GUM

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

CHICORY

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

CHOCOLATE

Walter Baker & Co.'s

German Sweet	23
Premium	31
Breakfast Cocoa	46
Runkel Bros.	31
Vienna Sweet	21
Vanilla	28
Premium	31

CLOTHES LINES

Cotton, 40 ft. per doz.	1 00
Cotton, 50 ft. per doz.	1 20
Cotton, 60 ft. per doz.	1 40
Cotton, 70 ft. per doz.	1 60
Cotton, 80 ft. per doz.	1 80
Jute, 60 ft. per doz.	95
Jute, 72 ft. per doz.	85

COCOA

Cleveland	41
Colonial, 1/4s.	35
Colonial, 1/2s.	33
Epps	42
Huyler	45
Van Houten, 1/4s.	12
Van Houten, 1/2s.	20
Van Houten, 1s.	38
Webb	70
Wilbur, 1/4s.	31
Wilbur, 1/2s.	42

COCOA SHELLS

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

COFFEE

Roasted

Special Combination	15
French Breakfast	17 1/2
Lenox, Mocha & Java	21
Old Gov't Java and Mocha	24
Private Estate, Java & Mocha	30
Supreme, Java and Mocha	27
Dwinnell-Wright Co.'s Brands	
White House, 60-18	29
White House, 30-28	29
Excelsior M. & J., 60-18	21 1/4
Excelsior M. & J., 30-28	20 1/4
Royal Java	26 1/4
Royal Java & Mocha	26 1/2
Arabian Mocha	28 1/4
Aden Mocha	22 1/4
Mocha & Java Blend	23
Fancy Maricao	18 1/4
Golden Santos	17 1/4
Ja-Mo-Ka	15 1/4
Excelsior Blend	14 1/4
No. 55 Blend	14

Rio

Common	10 1/2
Fair	11
Choice	13
Fancy	15

Santos

6



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



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

Our Tropical.

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

Standard.

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

FLY PAPER

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

FRESH MEATS

Beef
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. @ 3 1/2
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
Wheat. 67
Winter Wheat Flour
Local Brands

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

Flour in bbls., 25c per bbl. additional.
Ball-Barnhart-Putman's Brand
Diamond 1/2s. 3 75
Diamond 1/4s. 3 75
Diamond 1/8s. 3 75
Worden Grocer Co.'s Brand
Quaker 1/2s. 3 65
Quaker 1/4s. 3 65
Quaker 1/8s. 3 65

Spring Wheat Flour

Clark-Jewell-Wells Co.'s Brand
Pillsbury's Best 1/2s. 4 15
Pillsbury's Best 1/4s. 4 05
Pillsbury's Best 1/8s. 3 95
Pillsbury's Best 1/2s. paper. 3 95
Pillsbury's Best 1/4s. paper. 3 95
Ball-Barnhart-Putman's Brand
Duluth Imperial 1/2s. 4 25
Duluth Imperial 1/4s. 4 15
Duluth Imperial 1/8s. 4 05
Lemon & Wheeler Co.'s Brand
Wingold 1/2s. 4 20
Wingold 1/4s. 4 10
Wingold 1/8s. 4 00
Olney & Judson's Brand
Ceresota 1/2s. 4 40
Ceresota 1/4s. 4 30
Ceresota 1/8s. 4 20
Worden Grocer Co.'s Brand
Laurel 1/2s. 4 30
Laurel 1/4s. 4 20
Laurel 1/8s. 4 10
Laurel 1/2s. and 1/4s. paper. 4 10

Meal

Bolted. 2 00
Granulated. 2 10

Oats

Car lots. 40 1/2
Car lots, clipped. 42 1/2
Less than car lots.

Feed and Millstuffs

St. Car Feed, screened. 25 00
No. 1 Corn and Oats. 24 50
Unbolted Corn Meal. 16 00
Winter Wheat Bran. 16 00
Winter Wheat Middlings. 17 00
Screenings. 16 00

Corn

Corn, car lots. 49 1/2

Hay

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

HERBS

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

7

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

JELLY
5 lb. palls. per doz. 1 85
15 lb. palls. 35
30 lb. palls. 67

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 35
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
Good. 26
Fair. 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

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

Glory Mayflower
Satchel & Pacific
Bottom Square

1/2 28 50
1/4 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 38 2 60
12 1 60 3 15
14 2 24 4 15
16 2 34 4 50
20 2 52 5 00
25 5 50

SUGAR
Red. 4 1/2
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. 4 00
Babbitt's. 3 00
Penna Salt Co.'s. 3 00

PROVISIONS
Barreled Pork
Mess. @ 15 50
Back. @ 15 75
Clear back. @ 16 00
Short cut. @ 15 50
Pig. @ 18 50
Beans. @ 13 00
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. @ 11 1/2
Hams, 14 lb. average. @ 11 1/2
Hams, 16 lb. average. @ 11 1/2
Hams, 20 lb. average. @ 11 1/2
Ham dried beef. @ 13
Shoulders (N. Y. cut) @ 11 1/2
Bacon, clear. 10 1/2 @ 7 1/2
California hams. @ 9 1/2
Bolted Hams. @ 9 1/2
Picnic Bolted Hams. @ 8 1/2
Berlin Ham pr's'd. @ 8 1/2
Mince Hams. @ 9

Lards-In Tierces
Compound. 7
Pure. 9 1/2
Vegetable. 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
Tongue. 6
Headcheese. 6

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

Pigs' Feet
1/2 bbls., 40 lbs. 1 55
1/2 bbls., 80 lbs. 3 50

Tripe
Klts, 15 lbs. 70
1/2 bbls., 40 lbs. 1 25
1/2 bbls., 80 lbs. 2 25

Casings
Pork. 21
Beef rounds. 3
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, 1 lb. 17 50
Roast beef, 2 lb. 2 75
Potted ham, 1/4s. 50
Potted ham, 1/2s. 50
Deviled ham, 1/4s. 50
Deviled ham, 1/2s. 50
Potted tongue, 1/4s. 50
Potted tongue, 1/2s. 50

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

Imported.
Japan, No. 1. 5 1/2 @ 6
Japan, No. 2. 4 1/2 @ 5
Java, fancy head. 5 @ 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. 2 10
L. P. 3 00
Wyandotte, 100 1/2s. 3 00

SAL SODA
Granulated, bbls. 90
Granulated, 100 lb. cases. 1 10
Lump, bbls. 8 1/2
Lump, 145 lb. kegs. 85

SALT
Buckeye. 3 00
100 3 lb. bags. 3 00
50 6 lb. bags. 2 24
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, 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 1/2
Pollock. @ 8 1/2

Hallbut.
Strips. 10
Chunks. 12

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

Herring
Holland white hoops, bbl. 11 25
Holland white hoops, bbl. 6 00
Holland white hoop, keg. 82
Holland white hoop mchs. 87
Norwegian
Round 100 lbs. 3 00
Round 40 lbs. 1 50
Scared. 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 10
No. 2 40 lbs. 3 10
No. 2 10 lbs. 75
No. 2 8 lbs. 71

9

Whitefish
No. 1 No. 2 Fam
100 lbs. 7 50 2 75
40 lbs. 3 30 1 40
10 lbs. 90 43
8 lbs. 75 37

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

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

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

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

GRAND PA'S
WONDER SOAP

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

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

Johnson Soap Co. brands—
Silver King. 3 60
Calumet Family. 2 70
Scotch Family. 2 50
Cuba. 2 40
50 cakes. 95
Ricker's Magnetic. 3 30
Lautz Bros. brands—
Big Acme. 4 00
Acme 5c. 3 25
Marselles. 4 00
Master. 3 70
Proctor & Gamble brands—
Lenox. 3 00
Ivory, 6 oz. 00
Ivory, 10 oz. 6 75
Schultz & Co. brand—
Star. 3 00
A. B. Whisley brands—
Good Cheer. 3 80
Old Country. 3 20

Scouring
Sapolio, kitchen, 3 doz. 2 40
Sapolio, hand, 3 doz. 2 40

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

SPICES
Whole Spices
Allspice. 12
Cassia, China in mats. 12
Cassia, Batavia, in bund. 28
Cassia, Saigon, broken. 38
Cassia, Saigon, in rolls. 55
Cloves, Amboyna. 17
Cloves, Zanzibar. 14
Mace. 55
Nutmegs, 75-80. 50
Nutmegs, 105-10. 40
Nutmegs, 115-20. 35
Pepper, Singapore, black. 18
Pepper, Singapore, white. 28
Pepper, shot. 20

Pure Ground in Bulk
Allspice. 16
Cassia, Batavia. 28
Cassia, Saigon. 48
Cloves, Zanzibar. 17
Cloves, Amboyna. 14
Mace. 55
Nutmegs, 75-80. 50
Nutmegs, 105-10. 40
Nutmegs, 115-20. 35
Pepper, Singapore, black. 18
Pepper, Singapore, white. 28
Pepper, shot. 20

Syrups
Barrels. 21
Half bbls. 23
1 doz. 1 gallon cans. 3 20
1 doz. 1/2 gallon cans. 1 85
2 doz. 1/4 gallon cans. 92

10

Pure Cane
Fair. 16
Good. 20
Choice. 25

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

Kingsford's Silver Gloss
40 1-lb. packages. 7

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

Best Gloss Starch, 50 lb.
Best Gloss Starch, 40 lb.
Best Gloss Starch, 6 lb.
Best Gloss Starch, 3 lb.
Best Gloss Starch, 1 lb.

Works: Venice, Ill.
Geneva, Ill.

Common Corn
20 1-lb. packages. 5 1/2
40 1-lb. packages. 4

STOVE POLISH
Enameline
Below are given New York prices on sugars, to which the wholesale dealer adds the local freight from New York to your shipping point, giving you credit on the invoice for the amount of freight buyer pays from the market in which he purchases his shipping point, including 20 pounds for the weight of the barrel.

SUGAR
Domino. 5 95
Cut Leaf. 5 95
Crushed. 5 95
Powdered. 5 70
Coarse Powdered. 5 55
XXXX Powdered. 5 80
Standard Granulated. 5 45
Fine Granulated. 5 45
Coarse Granulated. 5 55
Extra Fine Granulated. 5 55
Conf. Granulated. 5 70
6 lb. bags Fine Gran. 5 60
5 lb. bags Fine Gran. 5 60
Mould A. 5 80
Diamond A. 5 45
Confectioner's A. 5 25
No. 1, Columbia A. 5 10
No. 2, Windsor A. 5 05
No. 3, Ridgewood A. 5 05
No. 4, Phoenix A. 5 00
No. 5, Empire A. 4 85
No. 6. 4 85
No. 7. 4 75

Young Hyson
Choice. 30
Fancy. 36
Oolong
Formosa, fancy. 42
Amoy, medium. 25
Amoy, choice. 32
English Breakfast
Medium. 27
Choice. 34
Fancy. 42
India
Ceylon, choice. 32
Fancy. 42
TOBACCO
Cigar
American Cigar Factory brands

Elk's Heart. 55 @ 70
W. S. W. 35 00
Bald Head. 35 00
A. Bomers' brand.
Plaindealer. 35 00
Columbian Cigar Co.'s brands.
Little Columbian. 36 00
Columbian. 35 00
Columbian Extra. 35 00
Columbian Special. 65 00
Columbian Inevitable. 90 00
H. & P. Drug Co.'s brands.
Fortune Teller. 35 00
Our Manager. 35 00
Quintette. 35 00
G. J. Johnson Cigar Co.'s brand.

S. C. W. 35 00
Cigar Clippings, per lb. 26

11

No. 8. 4 65
No. 9. 4 60
No. 10. 4 55
No. 11. 4 50
No. 12. 4 50
No. 13. 4 40
No. 14. 4 40
No. 15. 4 40
No. 16. 4 40

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
Ntbs. 27
Sittings. 19 @ 21
Fannings. 20 @ 22

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

Best Gloss Starch
Best Gloss Starch, 50 lb.
Best Gloss Starch, 40 lb.
Best Gloss Starch, 6 lb.
Best Gloss Starch, 3 lb.
Best Gloss Starch, 1 lb.

Works: Venice, Ill.
Geneva, Ill.

Common Corn
20 1-lb. packages. 5 1/2
40 1-lb. packages. 4

STOVE POLISH
Enameline
Below are given New York prices on sugars, to which the wholesale dealer adds the local freight from New York to your shipping point, giving you credit on the invoice for the amount of freight buyer pays from the market in which he purchases his shipping point, including 20 pounds for the weight of the barrel.

SUGAR
Domino. 5 95
Cut Leaf. 5 95
Crushed. 5 95
Powdered. 5 70
Coarse Powdered. 5 55
XXXX Powdered. 5 80
Standard Granulated. 5 45
Fine Granulated. 5 45
Coarse Granulated. 5 55
Extra Fine Granulated. 5 55
Conf. Granulated. 5 70
6 lb. bags Fine Gran. 5 60
5 lb. bags Fine Gran. 5 60
Mould A. 5 80
Diamond A. 5 45
Confectioner's A. 5 25
No. 1, Columbia A. 5 10
No. 2, Windsor A. 5 05
No. 3, Ridgewood A. 5 05
No. 4, Phoenix A. 5 00
No. 5, Empire A. 4 85
No. 6. 4 85
No. 7. 4 75

Young Hyson
Choice. 30
Fancy. 36
Oolong
Formosa, fancy. 42
Amoy, medium. 25
Amoy, choice. 32
English Breakfast
Medium. 27
Choice. 34
Fancy. 42
India
Ceylon, choice. 32
Fancy. 42
TOBACCO
Cigar
American Cigar Factory brands

Elk's Heart. 55 @ 70
W. S. W. 35 00
Bald Head. 35 00
A. Bomers' brand.
Plaindealer. 35 00
Columbian Cigar Co.'s brands.
Little Columbian. 36 00
Columbian. 35 00
Columbian Extra. 35 00
Columbian Special. 65 00
Columbian Inevitable. 90 00
H. & P. Drug Co.'s brands.
Fortune Teller. 35 00
Our Manager. 35 00
Quintette. 35 00
G. J. Johnson Cigar Co.'s brand.

S. C. W. 35 00

12

Lubetsky Bros. Brands.
B. L. 35 00
Gold Star 35 00
H. Van Tongeren's Brand.
Star Green 35 00

Fine Cut

Uncle Daniel 58
Ojibwa 38
Forest Giant 38
Sweet Spray 35
Cadillac 57
Sweet Loma 38
Golden Top 24
Hiawatha 58
Telegram 38
Pay Car 28
Prairie Rose 50
Protection 38
Sweet Burley 40
Sweet Loma 38
Tiger 39

Plug

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

Smoking

Hand Pressed 46
Double Cross 37
Sweet Core 40
Flat Car 37
Great Navy 37
Warpath 27
Bamboo, 8 oz. 29
Bamboo, 16 oz. 27
I X L, 6 lb. 28
I X L, 30 lb. 32
Honey Dew 37
Gold Block 37
Flagman 40
Chips 35
Klin Dried 24
Duke's Mixture 40
Duke's Cameo 40
Honey Dip Twist 39
Myrtle Navy 40
Yum Yum, 1 1/2 oz. 39
Yum Yum, 1 lb. palls 37
Cream 37
Corn Cake, 2 1/2 oz. 25
Corn Cake, 1 lb. 23
Plover Boy, 1 1/2 oz. 39
Plover Boy, 3 1/2 oz. 37
Peerless, 3 1/2 oz. 34
Peerless, 1 1/2 oz. 36
Indicator, 2 1/2 oz. 28
Indicator, 1 lb. palls 31
Col. Choice, 2 1/2 oz. 21
Col. Choice, 8 oz. 21

TABLE SAUCES

LEA & PERRINS' SAUCE

The Original and Genuine Worcestershire.
Lea & Perrins', large 3 75
Lea & Perrins', small 2 50
Halford, large 3 75
Halford, small 2 25
Salad Dressing, large 4 55
Salad Dressing, small 2 75

TWINE

Cotton, 3 ply 16
Cotton, 4 ply 16
Jute, 2 ply 12
Hemp, 6 ply 12
Flax, medium 20
Wool, 1 lb. balls 7 1/2

VINEGAR

Malt White Wine, 40 grain. 8
Malt White Wine, 80 grain. 11
Pure Cider, B. & B. brand. 11
Pure Cider, Red Star 12
Pure Cider, Robinson 10
Pure Cider, Silver 11

WASHING POWDER

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

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

WICKING

No. 0, per gross 20
No. 1, per gross 25
No. 2, per gross 35
No. 3, per gross 55

WOODENWARE

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

13

Butter Plates

No. 1 Oval, 250 in. crate 45
No. 2 Oval, 250 in. crate 50
No. 3 Oval, 250 in. crate 55
No. 5 Oval, 250 in. crate 65

Egg Crates

Humpty Dumpty 2 25
No. 1, complete 30
No. 2, complete 25

Clothes Pins

Round head, 5 gross box 45
Round head, cartons 62

Mop Sticks

Trojan spring 90
Eclipse patent spring 85
No. 1 common 75
No. 2 patent brush holder 85
1 1/2 in. cotton mop heads 1 25
Ideal No. 7 90

Pails

2-hoop Standard 1 40
3-hoop Standard 1 60
2-wire, Cable 1 60
3-wire, Cable 1 70
Cedar, all red, brass bound 1 25
Paper, Eureka 2 25
Fibre 2 40

Toothpicks

Hardwood 2 50
Softwood 2 75
Banquet 1 40
Ideal 1 50

Tubs

20-inch, Standard, No. 1 6 00
18-inch, Standard, No. 2 5 00
16-inch, Standard, No. 3 4 00
20-inch, Cable, No. 1 6 50
18-inch, Cable, No. 2 6 00
16-inch, Cable, No. 3 5 00
No. 1 Fibre 9 45
No. 2 Fibre 7 95
No. 3 Fibre 7 20

Wash Boards

Bronze Globe 2 50
Double Acome 2 75
Single Acome 2 25
Double Peerless 3 25
Single Peerless 2 60
Northern Queen 2 50
Double Duplex 3 00
Good Luck 2 75
Universal 2 25

Wood Bowls

11 in. Butter 75
13 in. Butter 1 00
15 in. Butter 1 75
17 in. Butter 2 50
19 in. Butter 3 00
Assorted 13-15-17 1 75
Assorted 15-17-19 2 50

WRAPPING PAPER

Common Straw 1 1/4
Fiber Manila, white 3 1/4
Fiber Manila, colored 4 1/4
No. 1 Manila 4
Cream Manila 3
Butcher's Manila 2 1/4
Wax Butter, short count 13
Wax Butter, full count 20
Wax Butter, rolls 15

YEAST CAKE

Magic, 3 doz. 1 00
Sunlight, 3 doz. 1 00
Sunlight, 1 1/2 doz. 50
Yeast Cream, 3 doz. 1 00
Yeast Foam, 3 doz. 1 00
Yeast Foam, 1 1/2 doz. 50

FRESH FISH

White fish 100
Trout 9
Black Bass 11
Halibut 15
Clasoes or Herring 4
Bluefish 12 1/2
Live Lobster 20
Belled Lobster 20
Cod 10
Haddock 7
No. 1 Pickerel 8
Pike 7
Perch 5
Smoked White 10 1/2
Red Snapper 10
Col River Salmon 12
Mackerel 15

HIDES AND PELTS

The Cappon & Bertsch Leather Co., 100 Canal Street, quotes as follows:

Hides

Green No. 1 7
Green No. 2 6
Cured No. 1 8 1/2
Cured No. 2 7 1/2
Calfskins, green No. 1 9
Calfskins, green No. 2 7 1/4
Calfskins, cured No. 1 10 1/4
Calfskins, cured No. 2 9

Pelts

Lamb, each 50 @ 1 00

Tallow

No. 1 4 1/2
No. 2 3 1/2

Wool

Washed, fine 15 @ 16
Washed, medium 18 @ 20
Unwashed, fine 11 @ 13
Unwashed, medium 14 @ 16

CANDIES

Stick Candy
Standard 7 1/4
Standard H. H. 7 1/2
Standard Twist 9
Cut Leaf 9
Jumbo, 32 lb. 7 1/4
Extra H. H. 10 1/4
Boston Cream 10
Beet Root 8

14

Mixed Candy

Grocers 6
Competition 7
Special 7 1/4
Conserve 8 1/4
Royal 8 1/4
Ribbon 9
Broken 9 1/4
Cut Leaf 9
English Rock 9
Kindergarten 9
Bon Ton Cream 9
French Cream 10
Dandy Fan 10
Hand Made Cream 10
mixed 15 1/2
Crystal Cream mix 15

Fancy-In Pails

Champ. Crys. Gums 8 1/2
Pony Hearts 15
Fair Cream Squares 12
Fudge Squares 12
Peanut Squares 9
Fruit Tab. as. wrap 12
Sugared Peanuts 10 1/2
Salt-d Peanuts 12
Starlight Kisses 10
San Bias Goodies 12
Lozenges, plain 9 1/4
Lozenges, printed 10
Choc. Drops 11 1/4
Eclipse Chocolates 12 1/4
Choc. Monumentals 14
Victoria Chocolate 15
Gum Drops 5
Moss Drops 9 1/4
Lemon Sours 10
Imperial 10
Ital. Cream Opns 12
Ital. Cream Bonbons 12
20 lb. palls 12
Molasses Chews, 15 lb. palls 14
Golden Waffles 12

Fancy-In 5 lb. Boxes

Lemon Sours 255
Peppermint Drops 260
Chocolate Drops 265
H. M. Choc. Drops 285
H. M. Choc. Lt. and Dk. No. 12 21 00
Gum Drops 230
Licorice Drops 275
Lozenges, plain 255
Lozenges, printed 260
Imperial 260
Mocha 265
Cream Bar 265
Molasses Bar 255
Hand Made Creams 80 290
Cream Buttons, Pep. and Wint. 265
String Rock 265
Wintergreen Berries 260

Caramels

Clipper, 20 lb. palls 9
Standard, 20 lb. palls 10
Perfection, 20 lb. palls 12 1/2
Amazon, Choc. Coy'd 15
Kosker 2 for 1c pr bx 15
Big 3, 3 for 1c pr bx 15
Dukes, 2 for 1c pr bx 15
Favorite, 4 for 1c, bx 15
AA Cream Carls 3 lb 15

FRUITS

Florida Russett 2
Florida Bright 2
Fancy Navel 2
Extra Choice 2
Late Valencias 2 50
Seedlings 2 50
Medt. Sweets 2
Jamaicas 2
Rodi 2

Lemons

Messina, 300s 6 00 @ 6 50
Messina, 360s 5 50 @ 6 50
California 300s 4 75 @ 5 50
California 300s 4 75 @ 5 50

Bananas

Medium bunches 1 50 @ 2 00
Large bunches 1 50 @ 2 00

Foreign Dried Fruits

Figs
California, Fancy 12
Cal. pkg. 10 lb. boxes 12
Extra Choice, 10 lb. boxes 9 1/2
Fancy, 12 lb. boxes 12
Pulled, 6 lb. boxes 12
Naturals, in bags 12
Dates
Fards in 10 lb. boxes 5
Fards in 50 lb. cases 5 1/2
Hallow 5 1/2
lb. cases, new 4 1/2
Sairs, 60 lb. cases 4 1/2

NUTS

Almonds, Tarragona 17
Almonds, Ivica 18
Almonds, California, soft shelled 16 @ 18
Brazil 11
Walnuts, Grenobles 12 1/4
Walnut, soft shelled 13 1/4
California No. 1 13 1/4
Table Nuts, choice 14
Pecans, Med. 13
Pecans, Ex. Large 11
Pecans, Jumbos 12
Hickory Nuts per bu. 12
Ohio, new 23 50
Cocoanuts, full sacks 23 50
Chestnuts, per bu 23 50
Peanuts
Fancy, H. P., Suns 5 1/2 @
Fancy, H. P., Suns 6 1/2 @ 7
Choice, H. P., Extras 6
Choice, H. P., Extras 6
Roasted 6
Span. Shld No. 1 in w 7 @ 8

15

AKRON STONEWARE

Butters

1/2 gal., per doz. 48
2 to 6 gal., per gal. 6
8 gal. each 52
10 gal. each 65
12 gal. each 84
15 gal. meat-tubs, each 1 20
20 gal. meat-tubs, each 1 60
25 gal. meat-tubs, each 2 25
30 gal. meat-tubs, each 2 70

Churns

2 to 6 gal., per gal. 6 1/2
Hurn Dashers, per doz. 84

Milkpans

1/2 gal. flat or rd. bot., per doz. 48
1 gal. flat or rd. bot., each 6

Fine Glazed Milkpans

1/2 gal. flat or rd. bot., per doz. 60
1 gal. flat or rd. bot., each 6

Stewpans

1/2 gal. fireproof, ball, per doz. 85
1 gal. fireproof, ball, per doz. 1 10

Jugs

1/2 gal. per doz. 60
1 gal. per doz. 45
1 to 5 gal., per gal. 7 1/2

Sealing Wax

5 lbs. in package, per lb. 2

LAMP BURNERS

No. 0 Sun. 35
No. 1 Sun. 45
No. 2 Sun. 65
No. 3 Sun. 1 10
Tubular 45
Nutmeg 50

LAMP CHIMNEYS—Seconds

Per box of 6 doz.
No. 0 Sun. 1 58
No. 1 Sun. 1 78
No. 2 Sun. 2 48

First Quality

No. 0 Sun, crimp top, wrapped & lab. 2 00
No. 1 Sun, crimp top, wrapped & lab. 2 15
No. 2 Sun, crimp top, wrapped & lab. 3 15

XXX Flint

No. 1 Sun, crimp top, wrapped & lab. 2 75
No. 2 Sun, crimp top, wrapped & lab. 3 75
No. 2 Sun, hinge, wrapped & lab. 4 00

Pearl Top

No. 1 Sun, wrapped and labeled 4 00
No. 2 Sun, wrapped and labeled 5 00
No. 2 hinge, wrapped and labeled 5 10
No. 2 Sun, "Small Bulb," for Globe Lamps 80

La Bastie

No. 1 Sun, plain bulb, per doz. 1 00
No. 2 Sun, plain bulb, per doz. 1 25
No. 1 Crimp, per doz. 1 35
No. 2 Crimp, per doz. 1 60

Rochester

No. 1 Lime (65c doz) 3 50
No. 2 Lime (70c doz) 4 00
No. 2 Flint (80c doz) 4 70

Electric

No. 2 Lime (70c doz) 4 00
No. 2 Flint (80c doz) 4 70

OIL CANS

1 gal. tin cans with spout, per doz. 1 40
1 gal. galv. iron with spout, per doz. 1 58
2 gal. galv. iron with spout, per doz. 2 78
3 gal. galv. iron with spout, per doz. 3 75
5 gal. galv. iron with spout, per doz. 4 85
3 gal. galv. iron with faucet, per doz. 4 25
5 gal. galv. iron with faucet, per doz. 4 95
5 gal. Tiltng cans 7 25
5 gal. galv. iron Nacefas 9 00

LANTERNS

No. 0 Tubular, side lift 4 85
No. 1 B Tubular 7 40
No. 15 Tubular, dash 7 50
No. 1 Tubular, glass fountain 7 50
No. 12 Tubular, side lamp 13 50
No. 3 Street lamp, each 3 50

LANTERN GLOBES

No. 0 Tub., cases 1 doz. each, box, 10c 45
No. 0 Tub., cases 2 doz. each, box, 15c 45
No. 0 Tub., bbls 5 doz. each, per bbl. 2 00
No. 0 Tub., Bull's eye, cases 1 doz. each 1 25

MASON FRUIT JARS.

Pints 6 25
Quarts 6 50
Half Gallons 9 00
Caps and Rubbers 2 70
Rubbers 25 & 35

Glover's Gem Mantles

are superior to all others for Gas or Gasoline.

Glover's Wholesale Merchandise Co.

Grand Rapids, Mich.

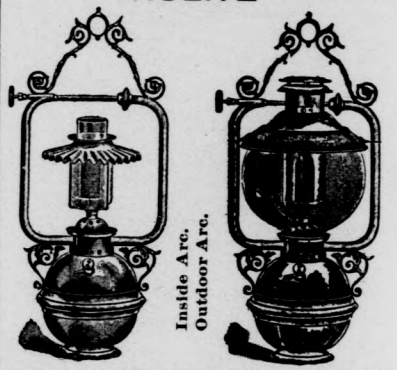
Manufacturers Importers and Jobbers of GAS and GASOLINE SUPPLIES

Office Stationery
LETTER, NOTE AND BILL HEADS
STATEMENTS, ENVELOPES, COUNTER BILLS.
TRADESMAN COMPANY
GRAND RAPIDS

"Summer Light"

Light your Hotels, Cottages and Camps with the

"NULITE"



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

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

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. We are prepared to furnish labels which meet the requirements of the law, as follows:

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

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

TRADESMAN COMPANY,
GRAND RAPIDS, MICH.

DRIED FRUIT.

Proper Care in Summer Involves Close Attention.

The proper care of dried fruit in summer involves close attention upon the part of the retail dealer and a thorough knowledge of how to prevent or get rid of the insects and worms which make the dried fruit box their camping ground.

The merchant seeking information propounded several questions. He stated that his dried fruit boxes had been the haunt of moth millers during the early part of the season, and that soon after these millers had appeared prunes and peaches became wormy with a small white worm. He asked if the miller had any connection with the worm or if the latter was not in the fruit when it was shipped from the curer to the wholesale grocer. Both of these questions are difficult to answer. At one of the wholesale houses where the same question was asked this week, no definite information could be obtained. That there is some connection between the miller and the worm is probable, but to what extent it is impossible to say in the absence of technical information on this point.

This grocer said that he had used a candle to attract the millers in the hope that this would rid his dried fruit of the worms. He thought that it had to a certain extent, but not entirely. The flame of the candle attracted the millers, and fewer of them were to be seen after the experiment had been tried.

Another insect of which this retailer complained was a small grayish louse found in evaporated apples after they became slightly sour. He wanted a plan by which apples could be gotten rid of this louse, after it had once appeared. Both evaporated apples and currants are infested with these lice under certain conditions, and it is possible that some means of getting rid of them can be found. A plan suggested by the manager of the fruit department of a local wholesale house was to take either the currants or the apples and spread them out in the sun, where the heat and light would permeate every part of the fruit. This, he said, would in all probability result in killing them, and the fruit would not be damaged to any extent. The only loss would be through the slight shrinkage which would come from the extra drying it received. He said he had noted these lice, and had learned that they were usually to be found in fruit that was slightly damp. They, in fact, were to be found in many other damp places than in fruit. Place the fruit in the sun where it will receive an airing for all day, and they can not exist.

In regard to the worms found in prunes and peaches, the best way is to avoid these worms by keeping the fruit in a cool dry place during the hot weather. After they once invade fruit it is almost impossible to get rid of them except by renovating the fruit, and the ordinary retailer does not have facilities for properly undertaking the renovating process.

Dried fruit should be purchased in small lots during the summer months. It should be placed in stock only to meet immediate requirements of the retailer. After it is placed in stock it should be kept in a cool dry place, closely covered up. It is not generally known, but during the summer most of the large wholesale grocery establishments keep all their dried fruit, with the exception of prunes, in cold storage.

Prunes would also be placed in cold storage if there was sufficient profit on them to the wholesaler to pay the cost of such storage. Profit, however, for the wholesale dealer is lighter than it is for the retailer, and the cost of cold storage is too great in this instance. Most prunes are renovated before they are sold by the wholesaler, and if they are properly renovated, it will require several weeks before animal life will again appear, all the existing animal life having been killed at the time they were renovated. This renovating process also prevents them from candying, and makes them appear clean and bright without taking away any of their good qualities.

None of the dried fruit stock should be kept in the main salesroom of the retail store after May 1, as the loss will be larger than the profits in most instances. Many retail stores are now fitted with small display cases along the counter, in which a few pounds of each line of fruit carried in stock is displayed. This will suffice as a sample, or if the store is not equipped with such display cases a number of trays can be arranged in which a few pounds of each line can be displayed as samples. As soon as a customer purchases dried fruit, the order should be filled from the stock kept in the cellar or other cool place. While this will cause more trouble than keeping the stock in the main salesroom of the store, it will have many advantages. The customer will always, or most always, obtain fruit free from worms or other insects, the fruit will be fresh in appearance, and will have lost none of its good qualities.

If fruit becomes wormy it should be closed out as soon as possible at cut prices. By care in preparing it for use, the housewife may be able to use part of it, and it will not be a total loss. Worms multiply rapidly, and during hot weather even the fruit kept in the basement or in a cool place should receive watchful care.

Pears are the most difficult line of dried fruits to handle. This retailer in discussing the dried fruit situation said that he usually closed out his evaporated pears May 1, and took no new stock into his store until cold weather in the fall. This is a good policy to follow, and will avoid loss.—Commercial Bulletin.

Two Passengers' Dislikes.

A lady of a truly masculine spirit, accompanied by a small poodle, is said to have failed sadly the other day in an attempted reformatory movement. She entered the smoking car of a suburban train and sternly refused, when approached by the conductor, to go into another car, observing that her presence would keep the other occupants from smoking.

One thick-skinned wretch, however, insensible to the claims of refinement and reform, began to enjoy his accustomed cigar, which was suddenly snatched from his lips with the remark in a high treble:

"If there is anything I do hate it is tobacco smoking!"

For a time the offender was motionless, then, gravely rising, amid the curiosity of the assembled smokers, he took that little poodle out of the lady's lap and gently threw him through the window, sighing: "If there is anything I do hate it is a poodle."

Asked Him to Change Conditions.

"Harry," she said, thoughtfully. "What is it?" responded the worried business man, shortly.

"I wish you would rearrange your business a little bit."

"How?"

"So as to be a bear on the stock exchange instead of at home."

Hardware Price Current

Ammunition				Levels	
Caps				Stanley Rule and Level Co.'s.....dis	
G. D., full count, per m.....	40			70	
Hicks' Waterproof, per m.....	50				
Musket, per m.....	75				
Ely's Waterproof, per m.....	60				
Cartridges				Adze Eye.....\$17 00..dis	
No. 22 short, per m.....	2 50			70-10	
No. 22 long, per m.....	3 00				
No. 32 short, per m.....	4 95				
No. 32 long, per m.....	5 80				
Primers				Metals—Zinc	
No. 2 U. M. C., boxes 250, per m.....	1 20			600 pound casks.....	
No. 2 Winchester, boxes 250, per m.....	1 20			Per pound.....	
Gun Wads				Miscellaneous	
Black edge, Nos. 11 and 12 U. M. C.....	60			Bird Cages.....	
Black edge, No. 7, per m.....	70			Pumps, Cistern.....	
Loaded Shells				Screws, New List.....	
New Rival—For Shotguns				Casters, Bed and Plate.....	
No.	Drs. of Powder	oz. of Shot	Size Shot	Gauge	Per 100
120	4	1 1/2	10	10	2 90
128	4	1 1/4	9	10	2 90
128	4	1 1/4	8	10	2 90
128	4	1 1/4	6	10	2 90
135	4 1/4	1 1/2	5	10	2 95
154	4 1/2	1 1/4	4	10	3 00
200	3	1	10	12	2 50
208	3	1	8	12	2 50
236	3 1/4	1 1/2	6	12	2 65
265	3 1/2	1 1/2	5	12	2 70
264	3 1/2	1 1/4	4	12	2 70
Discount 40 per cent.					
Paper Shells—Not Loaded				Patent Planished Iron	
No. 10, pasteboard boxes 100, per 100..	72			"A" Wood's patent planished, Nos. 24 to 27	
No. 12, pasteboard boxes 100, per 100..	64			"B" Wood's patent planished, Nos. 25 to 27	
Gunpowder				Broken packages 1/2 c per pound extra.	
Kegs, 25 lbs., per keg.....	4 00			Planes	
1/2 Kegs, 12 1/2 lbs., per 1/2 keg.....	2 25			Ohio Tool Co.'s, fancy.....	
1/4 Kegs, 6 1/4 lbs., per 1/4 keg.....	1 25			Scotia Bench.....	
Shot				Sandusky Tool Co.'s, fancy.....	
In sacks containing 25 lbs.				Bench, first quality.....	
Drop, all sizes smaller than B.....	1 65			Nails	
Augurs and Bits				Advance over base, on both Steel and Wire.	
Snell's.....	60			Steel nails, base.....	
Jennings genuine.....	25			Wire nails, base.....	
Jennings' imitation.....	50			20 to 60 advance.....	
Axes				10 to 16 advance.....	
First Quality, S. B. Bronze.....	6 00			8 advance.....	
First Quality, D. B. Bronze.....	9 00			6 advance.....	
First Quality, S. B. S. Steel.....	6 50			4 advance.....	
First Quality, D. B. Steel.....	10 50			3 advance.....	
Barrows				2 advance.....	
Railroad.....	12 00			Fine 3 advance.....	
Garden.....	29 00			Casing 10 advance.....	
Bolts				Casing 8 advance.....	
Stove.....	60			Casing 6 advance.....	
Carriage, new list.....	65			Finish 10 advance.....	
Flow.....	50			Finish 8 advance.....	
Buckets				Finish 6 advance.....	
Well, plain.....	4 00			Barrel 1/2 advance.....	
Butts, Cast				Rivets	
Cast Loose Pin, figured.....	65			Iron and Tinned.....	
Wrought Narrow.....	60			Copper Rivets and Burs.....	
Chain				Roofing Plates	
Com.....	7 c.	5-16 in.	5 c.	14x20 IC, Charcoal, Dean.....	
BB.....	8 1/2	7 1/2	6 1/4	14x20 IX, Charcoal, Dean.....	
BBB.....	8 1/2	7 1/2	6 1/4	20x28 IC, Charcoal, Dean.....	
Crowbars				14x20 IC, Charcoal, Allaway Grade.....	
Cast Steel, per lb.....	6			14x20 IX, Charcoal, Allaway Grade.....	
Chisels				20x28 IC, Charcoal, Allaway Grade.....	
Socket Firmer.....	65			20x28 IX, Charcoal, Allaway Grade.....	
Socket Framing.....	65			Ropes	
Socket Corner.....	65			Sisal, 1/4 inch and larger.....	
Socket Sinks.....	65			Manilla.....	
Elbows				Sand Paper	
Com. 4 piece, 6 in., per doz.....net	65			List acct. 19, '86.....dis	
Corrugated, per doz.....	1 25			Sash Weights	
Adjustable.....dis	40&10			Solid Eyes, per ton.....	
Expansive Bits				Sheet Iron	
Clark's small, \$18; large, \$26.....	40			Nos. 10 to 14.....com. smooth. com.	
Ives' 1, \$18; 2, \$24; 3, \$30.....	25			Nos. 15 to 17.....	
Files—New List				Nos. 18 to 21.....	
New American.....	70&10			Nos. 22 to 24.....	
Nicholson's.....	70			Nos. 25 to 26.....	
Heller's Horse Rasps.....	70			No. 27.....	
Galvanized Iron				All Sheets No. 18 and lighter, over 30 inches wide, not less than 2-10 extra.	
Nos. 16 to 20; 22 and 24; 25 and 26; 27, List 12 13 14 15 16.....	28			Shovels and Spades	
Discount, 65.....	17			First Grade, Doz.....	
Gauges				Second Grade, Doz.....	
Stanley Rule and Level Co.'s.....	60&10			Soldier	
Glass				1/2 @ 1/2.....	
Single Strength, by box.....dis	80&20			The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.	
Double Strength, by box.....dis	80&20			Squares	
By the Light.....dis	80&20			Steel and Iron.....	
Hammers				Tin—Melyn Grade	
Maydole & Co.'s, new list.....dis	33 1/4			10x14 IC, Charcoal.....	
Yerkes & Plumb's.....dis	40&10			14x20 IC, Charcoal.....	
Mason's Solid Cast Steel.....30c list	70			20x14 IX, Charcoal.....	
Hinges				Each additional X on this grade, \$1.25.	
Gate, Clark's 1, 2, 3.....dis	60&10			Tin—Allaway Grade	
Hollow Ware				10x14 IC, Charcoal.....	
Pots.....	50&10			14x20 IC, Charcoal.....	
Kettles.....	50&10			10x14 IX, Charcoal.....	
Spiders.....	50&10			Each additional X on this grade, \$1.50	
Horse Nails				Boiler Size Tin Plate	
Au Sable.....dis	40&10			14x56 IX, for No. 8 Bolters, per pound..	
House Furnishing Goods				14x56 IX, for No. 9 Bolters, per pound..	
Stamped Tinware, new list.....	70			Traps	
Japanned Tinware.....	20&10			Steel, Game.....	
Iron				Onelda Community, Newhouse's.....	
Bar Iron.....	2 25 c rates			Onelda Community, Hawley & Norton's.....	
Light Band.....	3 c rates			Mouse, choker per doz.....	
Knobs—New List				Mouse, delusion, per doz.....	
Door, mineral, jap. trimmings.....	75			Wire	
Door, porcelain, jap. trimmings.....	85			Bright Market.....	
Lanterns				Annealed Market.....	
Regular 6 Tubular, Doz.....	5 00			Coppered Market.....	
Warren, Galvanized Found.....	6 00			Tinned Market.....	
				Coppered Spring Steel.....	
				Barbed Fence, Galvanized.....	
				Barbed Fence, Painted.....	
				Wire Goods	
				Bright.....	
				Screw Eyes.....	
				Hooks.....	
				Gate Hooks and Eyes.....	
				Wrenches	
				Baxter's Adjustable, Nickle.....	
				Coe's Genuine.....	
				Coe's Patent Agricultural, [Wrought].....	

The Produce Market.

Apples—Astricans command \$1 per bu. and Duchess fetch \$1.25. Receipts are not good and the crop is light.

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—Fancy creamery is strong at 20c, due to the lessened receipts resulting from the curtailment of pasturage. Dairy grades are in good demand, but the receipts come in in bad condition except where shippers have cold storage and refrigerator car facilities for handling stock. The price ranges from 12c for packing stock to 14c for choice and 16c for fancy.

Cabbage—\$1.35 per 3 bu. bbl.

Carrots—12c per doz. bunches.

Celery—16c per doz.

Cherries—Sour command \$1.50 per 16 qts. Sweet are entirely exhausted.

Corn—10@12c per doz. ears.

Cucumbers—30@35c per doz.

Currants—Cherry, \$1.20 per 16 qts. Common, \$1 per 16 qts.

Eggs—Local dealers continue to 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. The loss off ranges from 2 to 5 doz. to the case. Unless all indications fail the storage egg proposition is going to be one of the best this year that was ever known. The continued hot weather and bad condition of the eggs coming to the market have given storage stock a new lease and it would surprise no one to see April eggs touch the 20c mark before next January. Dealers are forced to go to the coolers to supply their trade. The eggs which went in during May and June are coming out first, but they will soon be exhausted, and this will force the trade to the fancy April eggs early in September.

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

Gooseberries—\$1 per 16 qt. crate. Very scarce.

Green Onions—10c for Silverskins. Green Peas—\$1@1.25 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 \$6 for choice and \$6.50 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. Cantaloupes fetch \$2 per crate.

Onions—Home grown have declined to 75c per bu., which places them on the same basis as Southern grown.

Oranges—Supplies are light and very few are coming from the coast. Five dollars is asked for 96s and 112s. The smaller sizes command \$5.50.

Parsley—30c per doz.

Peaches—St. Johns from California command \$1.50 per box. Home grown clings will begin to come in soon, but if the present weather continues it will be next to impossible to ship stock any distance.

Pie Plant—60c per 50 lb. box.

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

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

Potatoes—Receipts of home grown are not ample to meet market requirements and dealers are unable to obtain enough stock to fill their orders. The price ranges around 80c.

Poultry—Chickens are in ample supply, but fowls are scarce and dealers are compelled to draw on Chicago for cold storage stock. Live hens command 7@8c; spring broilers, 12@14c; 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 Chantiers.

Raspberries—\$1.50 per 16 qts. for black; \$1.50 per 12 qts. for red. Very scarce.

Seeds—Hungarian, 75@85c; common

millet, 70@75c; German millet, 80@85c. String Beans—\$1 per bu. Summer Squash—3c per lb. Tomatoes—\$1.40 per 4 basket crate. Watermelons—20@25c for Georgias. Whortleberries—\$3.75 per bu. Receipts are small.

The Muskegon Picnic To Be a General Holiday.

Muskegon, July 23—We are now able to give you the names of our speakers on picnic day—August 8. They are Jerome E. Turner, who will talk on "Grocers and Butchers," and Lieutenant Colonel J. R. Bennett, who will discuss "Pure Food Law of Michigan." We have appointed five judges, as follows: Capt. H. J. Woods, Francis Jiroch, W. H. Barney, Hon. Lincoln Rodgers, E. L. McDonell. The Reception Committee is composed of the following:

Butchers—Jos. Castenholz, Nels Nelson, Alfred Davidson, William Smith, John Alberts, Hans Rasmussen, Joseph Grevey, Chas. Donaldson, Joseph Pelon, John DeHaas and W. J. Konkle.

Grocers—E. E. Kraai, John Snyder, M. E. Aamodt, Frank Groleau, Wm. Schallmo, G. W. Griffin, Geo. Bachman, Ole Peterson, W. J. Carl, J. Roach, W. G. Smith, James E. Balkema and John Jiroch.

The Executive Committee has made a personal canvass of our merchants and the result is that all jobbers, feed stores, jewelers and bakers will close all day. Dry goods, hardware, boots and shoes, clothing stores, harness shops, millinery stores, furniture stores, bazaars, department stores, men's furnishing goods, bicycle stores, merchants' tailoring, undertakers, art stores and barber shops will close at noon. Drug stores will close from 12:30 until 7 p. m. We believe the bankers will also close at 12 o'clock, so it will virtually be a business man's holiday.

We have selected the Occidental Hotel for the headquarters of the Reception Committee. The Reception Committee selected are not only prominent merchants, but men who have the ability to properly receive all of our guests on that day.

Part of the Executive Committee is going to Milwaukee to-night. Mr. Boelkens will look after matters during our absence. Upon our return we will issue an official programme and will send you some matter immediately.

August Riedel,
Sec'y Executive Committee.

Hides, Pelts, Tallow and Wool.

The hide market is weak in price, with a demand for the small receipts and offerings. Sales are made at less money. Tanners want the hides, but are wary of the future.

Pelts are in better demand, as sales of pulled wool have stimulated pullers to do something. This piling up of wool on an uncertain future stopped their works. Their selling prices of wool were low, but gave them heart to work again.

Tallow is quite draggy, with little doing during the extreme heat. Prices are unchanged.

Wool does not change in value, but the demand is good. Large quantities are being taken. Mills are at work night and day. Lots at country points gradually disappear and the future is bright on low values. Wm. T. Hess.

The Boys Behind the Counter.

Lansing—F. G. Randall has resigned his place with J. S. Bennet and in future will attend to the management of Alsdorf's drug store, 335 Washington avenue, south.

Gladwin—James Naylor is Lou Van's successor clerking in D. Mills' general store.

Cadillac—J. J. Nehardt, of Fife Lake, has taken a position in George D. Van Vranken's drug store.

J. H. Henderson, formerly with the

grocery firm of Pierce Bros., of Belding, has accepted a position in the general merchandise establishment of the Haak Lumber Co., of Wolverine.

The city of Chicago is on the verge of bankruptcy. All the public departments have been called upon to reduce expenses. The streets must go uncleaned and many city functions must be stopped. Bad municipal management is at the bottom of this unpleasant situation. Chicago is the most boastful city in the country, while its government is among the worst.

Business Wants

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

BUSINESS CHANCES.

FOR SALE—A FIRST-CLASS SHINGLE and tie mill in very best repair; center crank engine, 12x16; plenty boiler room; Perkins shingle mill; boiler cut off, drag and knot saws; electric, endless log chains; gummer; belting all in first-class shape; mill now turning out 40 to 60 M. shingles per day. Any one wanting such a mill will do well to investigate. Will trade for stock of groceries. Address A. R. Morehouse. Big Rapids, Mich. 970

CHATEL MORTGAGE SALE—A GOOD opening for the right party; business established twenty-seven years. Stock consists principally of books, stationery, wall paper, window shades, picture mouldings, fancy goods, china, etc. Is in first-class condition and will be sold at once for cash to satisfy claim. For full information and particulars address A. Hahn, Deputy Sheriff, Three Rivers, Mich. 969

FOR SALE—AN OLD-ESTABLISHED GEN- eral store business located in a town of 1,200 people in central part of Michigan. Stock consists of clothing, hats, dry goods, shoes and groceries. Sells over \$40,000 a year for spot cash. Rent, \$600 a year. Good reasons for selling. Stock invoices now \$18,000. Can be considerably reduced in thirty days. Will sell for 70 cents on the dollar cost price—no less, and must be a nearly cash deal. Write M. J. Rogan, care Wile Bros. & Well, Buffalo, N. Y. 968

FOR SALE—DEPARTMENT STORE IN town of 1,200; stock about \$20,000; annual cash sales \$45,000; good reasons for selling; a bargain for cash; no trades. Address Lucius, care Michigan Tradesman. 967

FOR SALE—COUNTRY STORE DOING good business. For particulars address J. B. Adams, Frost, Mich. 966

FOR SALE—IN THRIVING CITY OF 4,000, confectionery, ice cream soda, cigars and tobacco; business good; cash trade. Enquire at 382 Canal St., Grand Rapids. 965

MANCERONA, J. L. FARNHAM WISHES a buyer for his stock of goods, consisting principally of groceries and shoes. He will sell his store building or rent same. 964

FOR RENT—BOOT AND SHOE STORE. Established trade of five years, will be for rent Sept. 1, 1901; only one shoe stock in city of 2,200—one of the best towns for trade in the State; a growing town with lots of factories; a grand opportunity for a boot and shoe firm. Geo. H. Sheets, Grand Ledge, Mich. 964

FOR SALE—MODERN COUNTRY STORE and dwelling combined; good farming community; big opening for general stock; best reasons for selling; a bargain sure. Address Box 30, Alganssee, Mich. 963

FOR RENT OR SALE—HOTEL, WITH LIV- erty barns—the only hotel in town of 800 inhabitants; quite a number of furnished rooms; could give immediate possession of hotel; the barns are rented at good price and doing profitable business; location central; rent very reasonable. For further particulars address M. A. Hance, Agent, Olivet, Mich. 960

FOR SALE—WHOLESALE PRODUCE COM- mission business; good city; good territory; good business; best of reasons for selling. Address No. 958, care Michigan Tradesman. 958

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. 957

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—DRUG STORE IN A THRIV- ing 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 MERCHAN- dise, 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. 946, care Michigan Tradesman. 945

FOR SALE, CHEAP—\$1,500 STOCK GEN- eral merchandise. Address No. 945, care Michigan Tradesman. 945

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

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

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

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

FOR SALE OR EXCHANGE—A GENERAL stock of merchandise in Southern Michigan, invoicing about \$5,000. Will sell or trade all or part for good timbered land or summer resort property. Address No. 929, 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—BEST MONEY-MAKING GRO- cery in the State, all sales spot cash; old established stand, 40x30; low rent; stock about \$5,000; can reduce to suit; no unsalable goods; making over \$3,000 net per annum. The Philadelphia Chemical Co. is building a plant near my store. It appropriated nine million dollars for this; our ship yards built the famous Erie and Tashmo, and are building two vessels to cost over half a million each; have two large soda and many other plants; this is the second largest shipping point in the State; our postoffice rates second; reason for selling, wish to take an interest in a wholesale grocery in Detroit. Carl Dice, Wyandotte, Mich. 939

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

FOR SALE OR RENT—TWO BRICK STOR- es 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. 99, 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—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—A NICE, CLEAN GENERAL stock, invoicing 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—MEN TO WORK IN LUMBER yard, saw mill and woods; also blacksmith and carpenters. Address Haak Lumber Co., Wolverine, Mich. 961

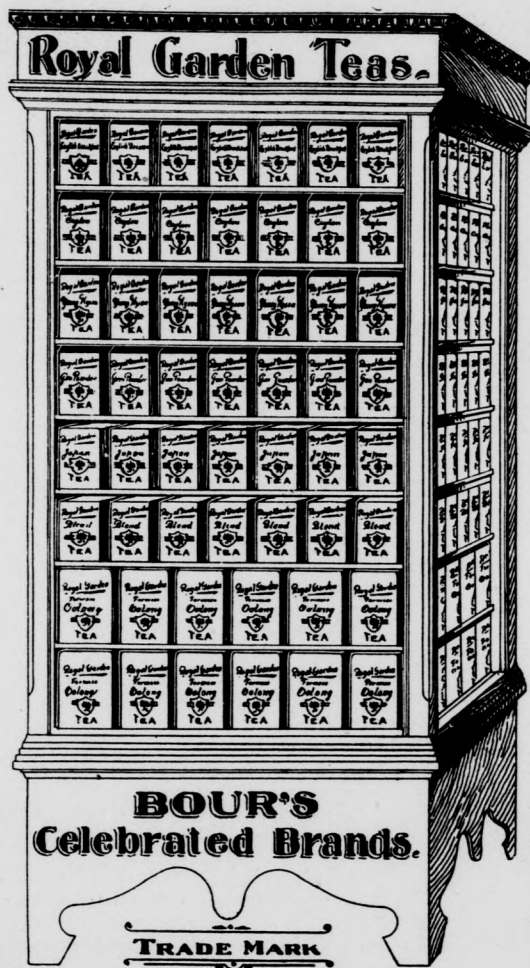
WANTED—WOMAN COOK, GIRLS AND chore boy for boarding house. Address Haak Lumber Co., Wolverine, Mich. 962

WANTED—SITUATION YOUNG MAN, position in clothing, hardware, general or bazaar store; A1 references. Address No. 959, care Michigan Tradesman. 959

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

WANTED—DOCTOR. FIRST-CLASS OPEN- ing for good physician and surgeon; good town; no doctor. Address at once, the Fountain Pharmacy, Fountain, Mich. 966

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



Bour's Cabinet of Royal Garden Teas

In pounds, halves and quarters.

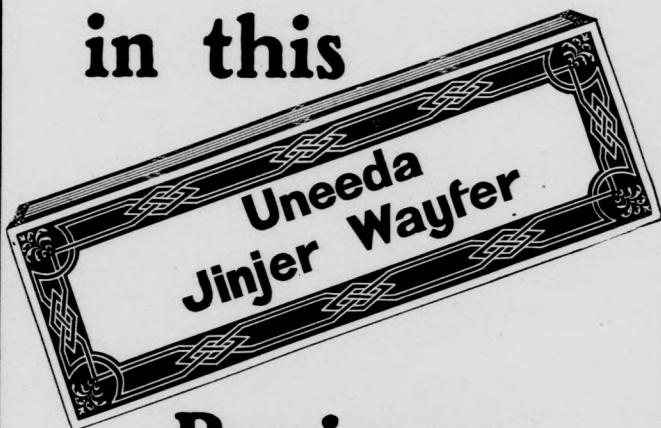
JAPAN
B. F. JAPAN
YOUNG HYSON
GUNPOWDER
ENG. BREAKFAST
CEYLON
OOLONG
BLEND

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

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

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

There's Snap and Go in this



Business

NATIONAL BISCUIT COMPANY

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 KLAFF; 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. PELTON.

Adrian Retail Grocers' Association
President, A. C. CLARK; Secretary, E. F. CLEVELAND; Treasurer, WM. C. KOEHN.

Saginaw Retail Merchants' Association
President, M. W. TANNER; Secretary, E. H. McPHERSON; Treasurer, R. A. HORR.

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

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

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

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

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

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

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

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

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.
Lv G'd Rapids..... 4 05p ex Su ex Su ex Su
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.
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.

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

FROM CHICAGO Except Sunday Daily
Lv. Chicago (12th St. Station) 5 15pm 11 30pm
Ar. G'd Rapids (Union depot) 10 05pm 7 23am
5:15pm train runs solid to Grand Rapids with Pullman buffet parlor car attached.
11:30pm train has through coach and sleeping car.

Take G. R. & I. to Chicago

50 cents to Muskegon and Return Every Sunday

GOLD MEDAL, PARIS, 1900

Walter Baker & Co. Ltd.

PURE, HIGH-GRADE

COCOAS AND CHOCOLATES

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