

# MICHIGAN TRADESMAN

PUBLISHED WEEKLY TRADESMAN COMPANY, PUBLISHERS \$1 PER YEAR

Eighteenth Year

GRAND RAPIDS, WEDNESDAY, JULY 31, 1901.

Number 932

## The Best Is the Cheapest

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

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

Made in all styles. Write for catalogue.

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



# A STORE DO YOU RUN ONE?

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

## TRADESMAN COMPANY

GRAND RAPIDS, MICH.

# EGG Baking Powder

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

## EGG BAKING POWDER

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

USE THE CELEBRATED

# Sweet Loma

FINE CUT TOBACCO.

NEW SCOTTEN TOBACCO CO. (Against the Trust.)

## WHEAT GRITS

Contain the Heart of the Wheat

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

Walsh-DeRoo Milling Co., Holland, Mich.

## Bay Shore Standard Lime

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

BAY SHORE LIME CO., Bay Shore, Mich.

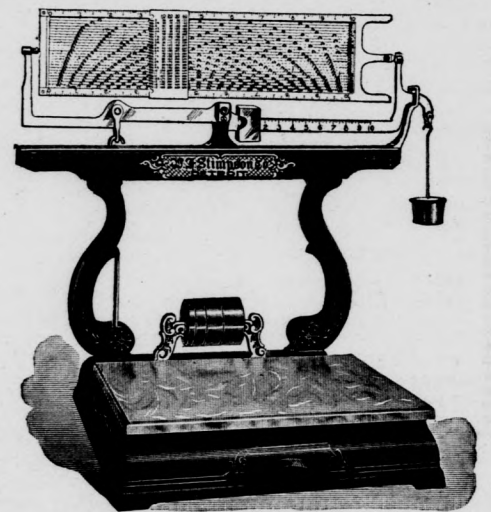
# Capital and Brains

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

## Stimpson Computing Grocers' Scale

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

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



# SCOTTEN-DILLON COMPANY

TOBACCO MANUFACTURERS

INDEPENDENT FACTORY

DETROIT, MICHIGAN

OUR LEADING BRANDS. KEEP THEM IN MIND.

### FINE CUT

UNCLE DANIEL.  
OJIBWA.  
FOREST GIANT.  
SWEET SPRAY.

### SMOKING

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

### PLUG

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

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

# MICHIGAN TRADESMAN

Volume XVIII.

GRAND RAPIDS, WEDNESDAY, JULY 31, 1901.

Number 932

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.**  
 Widdicomb 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.

## Tradesman Coupons

### IMPORTANT FEATURES.

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3. Muskegon's Big Day.
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5. Grand Rapids Gossip.
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16. Hardware.
17. "The Best Laid Plans."
18. The Meat Market.
19. Window Dressing.
20. Woman's World.
22. Butter and Eggs.
23. The New York Market.
24. Clerks' Corner.
25. Commercial Travelers.
26. Drugs and Chemicals.
27. Drug Price Current.
28. Grocery Price Current.
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30. Grocery Price Current.
31. Random Reflections.
- Hardware Price Current.
32. Weaned From Dirt.

### GENERAL TRADE REVIEW.

It was impossible that with two such adverse factors as the drouth scare in the Southwest and the steel strike there should not be something of a reaction in stocks, but the strength of the situation is indicated in that the breaking of the former and the more favorable outlook as to the latter should be sufficient to cause a prompt and rapid recovery. Considering that the reaction was from a higher level than had been attained in many years it would not have been accounted strange if the reaction had been considerable and the recovery to a lower point only, but the rapid and steady rise seems to warrant the prediction that the new records will soon be broken unless some new cause of uneasiness sets in soon.

The most noticeable feature of the general situation is the fact of unabated distributive trade. Retail business in general is reported better than has been known through the summer months for many years. There is no prominent line of trade which is not enjoying exceptional activity and that with no apparent indication of reaction in the near future. A favorable indication is that there is greater ease in the money market than for a long time past which is the more remarkable that it accompanies such great activity.

The iron and steel situation shows undiminished activity in all lines in spite of the strike restrictions. Difficulties at the mills are of constantly decreasing importance. Such price changes as have occurred have been upward, but these have not been enough to cause uneasiness. No sign of decrease is visible for structural shapes or for railway equipment.

The effect of the drouth scare was naturally a strong speculative advance in corn, and by sympathy in wheat, and the same causes led to a strong stimulation in the live stock market, as the producers did not like the idea of feeding so high priced corn. While the reaction attending the changed prospect is considerable it is not so rapid as would

naturally be expected. The unexpected increase in the supply in the hide market on account of the stimulation in live stock shipments caused a decline, but this did not extend to leather or the finished products. The midsummer season lessens the ratio of shipments of boots and shoes from Eastern shops, but that fact does not argue any decrease in activity. As a fact, work is assured for months to come.

When they are preparing for any great ceremony in England it is customary for merchants and others to take out policies insuring them against loss in case anything should happen to stop the event. So they are figuring on the possibility that King Edward may die before his coronation, which is scheduled for next June. The insurance companies conclude that the chances are ten to one that Edward will be able to don the crown at the appointed time, and they are offering policies at 10 per cent. rates. Putting sentiment on a business basis in this way is a trifle odd to American merchants, but the English storekeepers have learned by experience not to put their faith in kings without some precaution.

A St. Louis newspaper which kept tab states that nearly every patient taken to the city hospital during the hot wave was a steady drinker—meaning, of course, a steady drinker of ardent spirits. The facts may not involve a temperance lecture, but they form their own comment on the foolishness of indulging in "hot stuff" on hot days, even when disguised as a cooling beverage.

A few years ago Phoenix, Ariz., the center of the Salt River valley, was a sagebrush desert. It now has 25,000 inhabitants, with an assessed property valuation of \$10,000,000. All this is due to the introduction of water, which, brought in canals from distant streams, has turned the desert into a fertile valley, covered with ranches and dotted with small towns.

American cotton seed is responsible for a tremendous increase in the production of cotton in Russia, Middle Asia, Bokhara and Khiva. The year 1900 shows an increase of 44 per cent. over 1890 in the Asiatic lands, and the increase in the Russian district is 28 per cent. Most of the former corn fields are now being planted with corn.

After a thorough study of the drink question in Russia, Stanislas Prosper, a St. Petersburg editor, has published a book in which he seeks to prove that the government monopoly and the closing of saloons on Sunday have led to a great diminution of the evil of intemperance.

A New York couple committed suicide together because they could not live apart. The foolkiller was evidently after them, and had they married they would probably have killed themselves rather than live together.

### ALTOGETHER TOO GREEDY.

Corporations enjoying valuable franchises granted by municipalities usually deem it the part of wisdom to avoid controversy and conflict with common councils and other governing bodies, but the recently-organized gas company at Traverse City appears to court trouble of this sort. When the franchise was granted, several months ago, the Common Council reserved the right to decide where the mains should be laid later on. The franchise was accepted under these conditions, and in the meantime several of the aldermen have undertaken to educate themselves on the subject. They find that in a city like Traverse City, which has a complete alley system, the proper place for the mains is in the alleys, and the Council has so notified the company. The officers of the company, who have acted all along as though they were spoiling for a fight, insist on laying their mains in the streets and have actually gone into court and asked for a mandamus to compel the Common Council to grant the use of the streets for that purpose.

In the interest of fair play and good government, it is to be hoped that the municipality will be able to maintain its position, because it would be a menace to cities everywhere to have the corporation sustained in the contention that it is greater than the body which granted a concession which constitutes its chief stock in trade. The franchise was worth \$25,000 in the money markets of the world the moment it was turned over to the promoters of the enterprise, and it would seem as though such a gift ought to satisfy the most greedy franchise grabber, without supplementing it by legal proceedings which will naturally antagonize every thoughtful property owner in the city.

How many persons who daily eat sandwiches are aware that it is to an ancestor of the Earl of Sandwich that that popular form of food owes its name? The story runs that the Earl in question was very fond of playing cards, and in order to prevent having to stop to eat he used to have a slice of meat put between two slices of bread and eat these as he played. This got to be called a "sandwich," but gradually the inverted commas were dropped as the word became an accepted one in the language. The present Earl became Colonel of the Grenadier Guards in 1881. He was once military Secretary at Gibraltar, and has been attached to special embassies to various capitals of Europe.

Where do all the collar buttons go? A man in Lyons, N. Y., coughed one up the other day. He doesn't remember having swallowed it and thinks it must have got into his midst when he was an infant, but somehow failed to find repose in his vermiform appendix, whence it might have been rescued by enterprising surgeons years ago.

We should not waste all of our pity on the Boers; it is winter now in the Transvaal.

## Getting the People

**A Few Words on the Object of This Column.**

I am in receipt of considerable correspondence relating to the manner in which I treat the advertisements which are brought to my attention for criticism. A few writers seem to think that I am actuated by a spirit of know-it-all, which gives my utterances an offensively dictatorial quality, as though my object was to ill naturedly express all the fault possible and to assume that my way is necessarily the way. Generally, however, the writers appear to recognize correctly that the object is to express as much as possible of suggestion as to my ideas of how the work might be improved, with a view to serving the interests of those who have possibly not had as much experience or are not able to give the subject much thought.

One writer expresses the situation so aptly and with such a spirit of appreciation I am constrained to quote:

Marshall, July 22—The Statesman seems to offer you a wide field for criticism, judging from the several mentions the advertisement compositions have had of late. We are not finding fault at all, in fact, are glad to have you point out where we err in your judgment, although our foreman takes issue with you occasionally. It is the writer's belief that you have been generally correct in your diagnosis of our advertisement malady, but what is especially pleasing is the manner in which you have criticized, being careful not to hurt the feelings of our patrons.

Statesman Printing Co.

It would be an easy matter to publish examples of good work in advertising as suggestions leaving the criticisms to the readers as is done by many trade journals. There may be some benefit in this, but I can see but little more than for the readers to select samples from the host constantly urging attention.

The object of criticism is suggestion. Any quantity of samples of good work alone will do but little in this direction. The student of publicity, who has given the subject long and careful attention, may be able to learn from such sources, but the average advertiser will gain more by having the points of excellence indicated, the faults pointed out and suggestions made for improvement.

The manner in which my criticisms have been received indicates that my object has not been generally misunderstood, but, of course, I am occasionally subjected to an ill-natured response. It is impossible in hastily going over the subjects for criticism to prevent some mistakes. Then my judgment is subject to the same limitation as another's; I can only express my opinion, and if in doing so there seems to be a positiveness which strikes the reader as too arbitrary, I trust the object intended will disarm any feelings of resentment.

\* \* \*

A. W. Morris writes a catchy advertisement which is readable and will not leave a bad impression. He has done well to break up his matter into short paragraphs, especially as he introduces so many subjects. The principal criticism I should offer is that there is too many kinds of suggestions for one advertisement. The cartoon in the "drop in prices" would afford an excellent topic for another week. Then if the display had been made to fill the space, giving plenty of white and possibly a border the result would be fine. The writing is good and the printer has done his work well considering the intrusion of the

## HOT Weather



Our weather "Profit" says slightly warm weather continued throughout July.



We have made reductions on many lines for this month, so you can have most all the Profit, for instance:

☞ We are selling many Straw Hats, have about 100 left, 10c will buy you one, why pay more. Then we are selling the 20c and 25c ones at a reduction also.

☞ Get you a pair of our famous 5c Socks, plenty warm enough for now, and they will wear, and wear, I can't tell you how long.

☞ Then you need a pair of our Good Suspenders. We have a big assortment. This sweaty weather is sure death to suspenders.

☞ Oh, yes! You will want a pair of our Bag Cracker Jack Overalls to fasten your suspenders to. Our Overalls—but no use telling you again of their good qualities for you have tried them, and declare you will wear no other kind.

☞ We nearly forgot. How odd you would look without a shirt. The kind we recommend and sell are the ones that are made upon honor and guaranteed to stand hard wear. Made by the same firm that makes our Good Overalls. Our Shirts are 36 inches long, do not rip, all seams double stitched, buttons well sewed on and then the cloth is all O. K. Maybe you want some of the above.

☞ Butter and Eggs are as good here as any other kind of money.

**A. W. MORRIS,**  
Manager.  
**THE LITTLE CASH STORE**

## The Walsh-De Roo Milling Co.

OFFERS TO FARMERS

Free Storage of wheat and rye.

Loans on grain stored with them.

Insurance on grain at a low rate, if desired.

Bring in your grain whenever convenient and sell when the market suits you.

## SAVE 10 CENTS

You pay 4c a pound for first-class Rolled Oats in bulk when you buy a few pounds at a time. You pay for time and package to do them up. Why not buy a few pounds more at a time and save 10c.

**9 lbs. Nudavene Flakes 25c**

These are first-class oats. We sell them cheap but they are not cheap goods. We sell them at a small profit. Costs nothing to do them up and what we make is clear gain. We have them put up this way to save you money.

**HORR BROTHERS**  
Cash Grocers

## 400 dollars

worth of

**new, bright, summer dress goods**

have been added this week to our already large stock. We are bound to have the latest styles of goods in the market. There is no excuse for sending to Chicago or New York for goods. We have them and will sell them cheaper than you can get them outside. Come and see for yourself.

Silk Foulards, Batiste, Silk Tissue, Swivel Silks, Organdies, Dimities, Toit Du Nord, Pique, Skirt Lining, and a full line of the latest Dress Trimmings now ready for your inspection at our store.

**HOMER & JOHNSON**

STATE STREET

## The Cool Store

is the name that has been accorded the City Drug Store. It is undoubtedly the coolest place in the city to enjoy an ice cream soda, or to wait for a car.

There's no coolness in your welcome.....

## City Drug Store

## True Economy

OF Muslin Underwear

does not mean that you should sew and drudge. It means rather that you give careful attention to this underwear offering with its heaps of well-made, prettily trimmed goods, with prices reduced just right for shrewd bargain buyers.

## Women's Vests

for this warm weather. Our stock abounds with vests of every kind—light, dainty, and easy-priced.

**The J. S. Goodyear Co.**  
Hastings, Mich.

## MAKE HAY

while

## THE SUN

## SHINES

and buy

## GROCERIES

At

## Selby's

LITTLE BUSY STORE.

A few prices for you to consider.

4 lbs Fine Rice.....	25c
6 Cans Beans.....	25c
4 lbs Sears Crackers.....	25c
1 lb 50c Japan Tea.....	40c
Granulated Sugar per lb.....	6c
Light C " " " " " " " " " "	5c

You get right prices, prompt attention and good, fresh goods at our store.

## Meat Market.

Our large trade in this line gives our market a special deal every day—nice fresh stock at lowest prices.

Fresh Fish on Thursdays.

Yours for Business,

**George B. Selby**

cut, but the work would be better with the cut put into next week.

A general characteristic of the advertising work of the Walsh-DeRoo Milling Co. is its directness and simplicity. The example before us is a good indication of their style. The printer's display is good but he would have done better to adhere to the use of one style of type. His use of white space is especially commendable.

Horrr Brothers have a convincing logic in their statement which can not fail to sell goods. The subject is one to interest and the simplicity of statement can not be excelled. Had the printer used a type one or two sizes smaller for the paragraphs so as to gain a little more white space inside border it would have been an improvement. Then the extended French Clarendon in the last line is out of harmony with the rest of the type.

Homrr & Johnson have another display commendable for its simplicity of expression and the printer has done his work well. I am a little too old foggy to quite endorse the entire dropping of capitals in the display lines, but I suppose it is done with a purpose. The use of white space inside the border is exceptionally good.

A happy idea well carried out is that of the City Drug Store. It is a valuable feature especially for a drug store to have an airy and pleasant salesroom and no pains should be spared to give an appearance of this character. Then nothing is better in hot weather than the taking the coolness as a topic. I have the criticism to make that as cities in this country are quite common there would be a wider benefit in indicating some particular city.

The J. S. Goodyear Co. write a convincing announcement of ladies' underwear in terms calculated to gain feminine attention. The printer has done well in selections of type but I would lead the paragraphs a little closer so as to give more room for the display lines. The advertisement is a good one.

George B. Selby writes a good seasonable grocery advertisement, the best feature of which is the price table. The printer would have done well to adhere to one style of display if possible, and the Italic complimentary address would be better omitted and its place taken by a dash like the one above "meat market."

**Cigars Are Rights and Lefts.**

"It is not always because a cigar is badly made that the wrapper curls up and works off," remarked a tobacco dealer the other day. "It is often because a right-handed man is smoking a left-handed cigar. Sounds strange, hey? Well, a 'left-handed cigar' is one rolled by the maker's left hand, for all cigar-makers must be ambidextrous. A piece of tobacco for a wrapper is cut on the bias and is rolled from left to right on the filler. The other piece, for reasons of economy, is then used and must be rolled the opposite way by the operator's other hand. Hence, a smoker who holds his cigar in his right hand sometimes, in twisting it about, rubs the wrapper the wrong way and unloosens it."

**Leading Him On.**

The summer girl and the summer young man had exhausted all other subjects of conversation, when they turned to the crops.

"I guess the corn fields of the West are in a bad way on account of the dry spell," said he.

"Yes, that seems to be the case," she assented, coyly; "but I don't think the pop corn crop will be injured."

After that, what could he do but pop?

**MUSKEGON'S BIG DAY.**

**Programme Prepared for the Third Annual Picnic.**

Muskegon, July 30—The Executive Committee for the grocers and butchers' picnic to be held in this city August 8, to be attended by the butchers of Grand Rapids and the retail merchants of Grand Haven, met yesterday and formulated the official programme for the day. It promises to be a rousing event, with no flagging of interest or excitement from the official sunrise at 5:05 a. m. until the display of fireworks in the air at 7:30. The Grand Rapids butchers have promised to be here en masse and will bring with them the Grand Rapids Newsboys' band, a musical organization which is a warm favorite in Muskegon. The Grand Haven Business Men's Association has not yet taken any formal action, but it is considered a certainty that all lines of trade will close up in that town on August 8 and the dealers will migrate to Muskegon. Altogether 1,500 visitors are expected.

There will be plenty of badges for everybody. These are contributed by the Muskegon Milling Co., L. A. Budlong Co., of Chicago, and H. J. Heinz Co., Pittsburg. Altogether 10,000 badges have been provided. Many firms

5:15 p. m. High dive and slide for life.

5:30 p. m. Balloon race.

6:00 p. m. Picnic supper.

7:30 p. m. Balloon ascension and fireworks display in the clouds.

8:00 p. m. Dancing.

The following will be the prizes for the events:

Molasses race—1st \$1, 2d 50c, 3d 25c. Each contestant will receive 25 cents.

Men's swimming race—1st \$2, 2d \$1, 3d 50c.

Tub race—1st \$2, 2d \$1, 3d 50c.

Greased pole—1st \$2, 2d \$1, 3d 50c.

Log rolling—1st \$5, 2d \$2.

The prizes for the ladies' swimming race have not been determined.

Special prizes will also be distributed, including prizes to the grocer and butcher longest in business.

**Special Features of the Grand Rapids Morning Market.**

The past few days have been characterized by more of a break in volume, especially in fruits, than has been usual, owing to the heavy rain and to the fact that it is between seasons. Red and black raspberries have nearly disappeared. Cherries are seen but seldom. Their successors have been somewhat

for good ones. A few knearly little pears were seen, but this fruit can hardly be said to be in market.

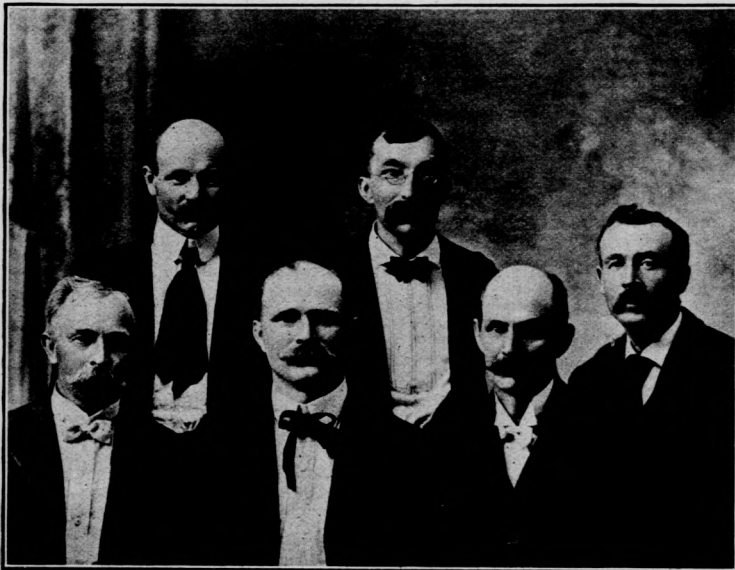
Potatoes are still holding the place of interest in the vegetable market. The quantity offered seems to be large, but the price keeps up around \$1 for good ones. In other vegetables prices keep up well, aided doubtless by the interruptions on account of rain. Taking it all together the week has had less teams than for a long time past. Even the Tuesday market, although the weather was good, was smaller than for the corresponding day in many weeks.

The most notable feature of the market continues to be the round prices asked and taken. A few years ago 25 cents was considered good for many articles which are now sold at \$1. With money going into the hands of the farmers at this rate, there can not fail to result a tremendous trade in every line.

To the poor all things are said to be pure; but don't think for a minute this includes boarding-house butter.

The darkest hour is always when you can't find the matches.

**Joint Executive Committee of the Third Picnic of Muskegon Grocers and Butchers**



Chas. Schoenberg August Riedel John A. Smith  
D. A. Boelkins Will Castenholz C. P. Richards

will distribute fans, puzzles and other souvenirs.

The following is the official programme as arranged:

5:05 a. m. Sunrise—by the sun.

9:00 a. m. Modern Woodman band will board street cars and give trolley circuit to end of Ottawa street, then to Lake Michigan Park and finally to Mona Lake Park.

9:00 a. m. to 12 m. reception up town of visitors by committees and Beerman's band.

12:00 m. Picnic dinner at Mona Lake Park, followed by the following exercises:

1:00 p. m. Selection by Beerman's band.

1:10 p. m. Address of welcome by Mayor William Moore.

1:15 p. m. Address, "Grocers and Butchers," Attorney J. E. Turner.

1:30 p. m. Address, "The Pure Food Law," Lieut. Col. J. R. Bennett.

1:45 p. m. Selection by Grand Rapids Newsboys' band.

2:00 p. m. High dive and slide for life.

2:15 p. m. Molasses race.

2:45 p. m. Men's swimming race.

3:00 p. m. Tub race.

3:30 p. m. Ladies' swimming race.

3:45 p. m. Greased pole race.

4:15 p. m. Log rolling contest.

4:45 p. m. Exhibition of Mayo life boat.

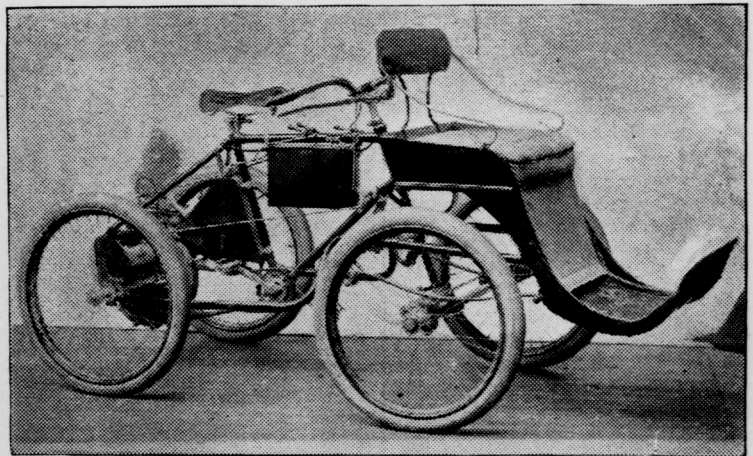
slow in making an appearance, but with settled weather they will soon be on hand in sufficient quantities.

Blackberries are beginning to come freely and the wet weather makes them look fine, but they are generally rather sour. Prices are higher than for years past and everything is quickly sold. Prices of all small fruits have been too high for general household canning and the demand for blackberries will, undoubtedly, be large throughout the season, however great the quantity.

One effect of the heavy rains is the rushing of the early peach market. The first appeared only a week ago, but the offerings on the Tuesday market were large. Growers report that Alexanders are rotting badly and that they will be rushed in as quickly as possible. While offerings were unexpectedly large prices kept up well, although many dealers fought shy, preferring to handle the Southern Albertas. As to the general peach crop growers report good prospects if rain does not keep up and, with the empty cans, there is sure to be enough demand to keep prices at a healthy basis at least. Apples are appearing freely and sell promptly at \$1

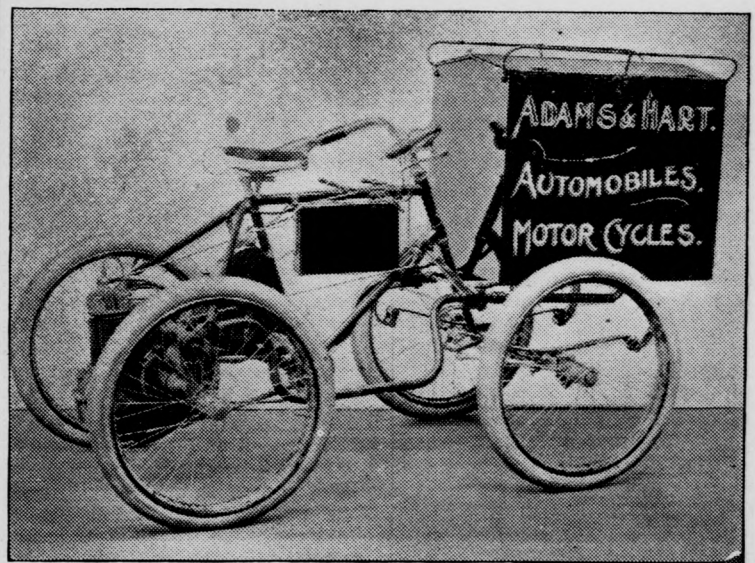
# The Thomas Quadricycle

is fitted with 3 H. P. Gasoline Motor. The seat can be easily and quickly substituted for the box or both front wheels and axle can be removed and replaced by one front wheel, making a Motor Tricycle (3 wheels) price \$350.



Thomas Auto Quad, \$450.

We also have the Thomas Motor Bicycle—a 2-wheeler called the Auto-Bi—at \$200. The cheapest line of satisfactory Automobiles on the market.



Auto Quad Delivery, \$450.

If desired the delivery boxes can be made in different designs to advertise different lines of business.

Catalogue on application. We want good agents.

**Adams & Hart,**  
Michigan Sales Agents, Grand Rapids, Mich.

## Around the State

### Movements of Merchants.

Newaygo—Hartman Bros. have leased the White Cloud grist mill.

Ovid—W. B. Cox has purchased the hardware stock of John H. Robson.

Adrian—Knox & Wheeler succeed A. L. Knox in the flour and feed business.

Adrian—John Mulzer has disposed of his stock of groceries to Leonard Beck.

Mulliken—W. H. Ranger & Co. are closing out their general merchandise stock.

Evart—O. C. Bath has purchased the jewelry and wallpaper stock of Chas. E. Bell.

Cement City—A. W. Mason succeeds Mason & Hungerford in the hardware business.

Fairfax—S. R. Wagoner has purchased the general merchandise stock of Frank Wright.

Grand Ledge—T. B. Inkley & Son, boot and shoe dealers, will remove to Greenville Sept. 1.

Kalamazoo—Jones & Gordon succeed Richard R. Brenner in the bakery and confectionery business.

Ludington—The Pere Marquette Telephone Co. has been organized with a capital stock of \$30,000.

Harbor Springs—W. W. Pearl continues the meat business of Pearl & Ferguson in his own name.

Hancock—The Hancock Finnish Trading Co. is succeeded by the Hancock Co-operative Finnish Trading Co.

Muskegon—D. B. Jones has re-engaged in the grocery business and has leased his old stand at 303 Clay avenue.

Evart—Avery A. Smith has purchased the interest of his partner in the firm of Smith & Bath, proprietors of the Evart roller mills.

Marshall—Fred Zanger has sold his dry goods stock to Chas. A. Cudworth, of Armada, who is already in possession of the premises.

North Adams—The Morehouse & Co. drug stock, which was sold at bankruptcy sale, was bid in by E. A. Dibble, of Hillsdale, at \$780.

Lansing—The R. H. Piper drug stock was bid in at chattel mortgage sale July 20 by A. C. Bauer, who bid \$200 and assumed the first mortgage of \$500.

Lake Linden—Ernest Thibault has purchased the grocery stock of J. G. T. Joyal. He was formerly connected with the dry goods house of L. Hennes & Co.

Menominee—Prof. Cox has resigned his position as principal of the high school to accept a more lucrative and promising position with Penberthy, Cook & Co.

Copemish—A. L. Gleason has purchased the interest of James McGuire in the hardware firm of McGuire & Gleason and will continue the business at the same location.

Blanchard—W. H. Myers has purchased the interest of his partner in the dry goods and grocery firm of Myers & Houghton and will continue the business at the same location.

Sault Ste. Marie—C. W. Pickford has sold his stock of dry goods, furnishings and shoes to David Rosenthal, a wholesale auctioneer of New York City, who will ship the stock to that place.

Six Lakes—Will A. Wood has contracted to sell his drug stock at this place to Collins Bechtel, formerly clerk in the drug store of Dr. L. D. Mills, at Coopersville. The transfer is to occur on or before Sept. 10.

Lansing—Chas. H. Griffey has purchased an interest in the grocery stock formerly owned by Hull & Lewis, at the

corner of Washington avenue and Shiassee street. The business will be continued under the style of Hull & Griffey.

Sherman—G. A. Lake & Co. have purchased the hardware stock of S. W. Rose. It is understood that H. B. Sturtevant is the "Co." member of the firm. Mr. Rose has removed his drug and book stock into the store building across the street.

Alma—Fred Hammer has purchased the interest of Wm. Milleman in the meat firm of Milleman & Hammer. Mr. Milleman has leased the furniture and fixtures of the market of E. R. Griffith and will continue the meat business at that location.

Benton Harbor—J. W. Johnston and D. H. Patterson, who organized the Lake Shore Coal Co. some months ago, have purchased the coal stock of E. E. Godfrey. They will put on a line of wagons and other facilities for the delivery of coal and wood.

South Haven—The South Haven drug store, over which there has been considerable wrangling the past few days, has passed into the ownership of Chas. H. Rogers, who has closed his drug store next to the Clifton Hotel and will consolidate it with the new store.

Port Huron—Arrangements are being made for a matched game of baseball between the grocers and butchers of Port Huron. Alderman O'Sullivan has been invited to umpire the game and has promised to bring with him the shillalah brought from Ireland by Wm. Canham.

Altona—Eli Lyons foreclosed his mortgage on the general stock of M. B. Armstrong July 25 and will continue the business in his own name, as a branch of his Lakeview store. The business will be in charge of J. C. Kelsey, formerly connected with the general store of the late Nelson Higbee.

Houghton—The I. E. Swift Co., which established a branch wholesale and retail hardware store here and erected a large warehouse about a year ago, will dispose of a portion of the stock at the Ishpeming store and bring the balance to the Copper country, making Houghton the home of the firm.

Muskegon—The celery crop is said to be seriously affected by the recent heavy rains. The larger farms all report that decay and blight have made their appearance. Many farmers were in the middle of the first crop and in consequence the celery was not boarded up and was completely unprotected from the elements. It will run two and one-half or three dozen to the box, however.

Three Oaks—Benj. Letgers, who conducted the dry goods and grocery business at this place, although for the past three months he has represented a wholesale house as traveling salesman, has decided to retire from trade and has transferred his store building to Mr. Hoopengamer, of Syracuse, Ind., and sold his store fixtures and a portion of his stock to Mr. Green, who will remove to the new location.

Howard City—W. H. Campbell & Son, who have been engaged in the grocery business here for several years, have uttered a trust mortgage on their stock of goods. Their liabilities amount to \$909.37 and the stock inventories \$765. Other assets consist of book accounts, good, bad and indifferent, amounting to perhaps \$800 or \$1,000. Mr. Campbell has long been in ill health and has been struggling hard to make his business a success.

### Manufacturing Matters.

Detroit—The Michigan Soap Works has doubled its capital stock, it now being \$50,000.

Croswell—The Croswell Milling Co. has increased its capital stock from \$5,400 to \$11,000.

Pontiac—The capital stock of the Pontiac Spring Wagon Works has been increased from \$50,000 to \$100,000.

Delray—W. B. Ewing & Son, sawmill operators and dealers in hardwood lumber, have sold out to Wm. R. Tompkins & Co.

Frederic—Henry Ward is planning to boom Fredric. A passenger train is to run from here to East Jordan, South Arm and Charlevoix in a short time. Mr. Ward has finished one of the finest mills in the county. It is a band saw, head, stave and hoop mill and handle factory, and will employ 200 men. He is going to have excursions run to Frederic and have auction sales of lots. A fine hotel is to be built, costing \$25,000, and they want a bank and are building houses and business blocks. Mr. Ward says they expect to have a town of 5,000 in a few years.

Battle Creek—The Malted Food Co. has been organized with a capital stock of \$400,000, of which \$312,000 has already been subscribed. C. C. Beach, Treasurer of the Nichols & Shepard Threshing Machine Co., is Chairman; Guilford Leslie, a lumber dealer at Michigan City, is Vice-Chairman; H. P. Moyer, ex-President of the Battle Creek Pure Food Co. and formerly of Des Moines, Ia., is Secretary and General Manager and W. J. Smith is Treasurer. A factory building costing \$60,000 will be erected and the company expects to begin operations by the first of next year. The new food is a secret preparation.

Albion—The Albion Wind Mill & Implement Co. is an appropriate name for the concern that was formerly the Union Wind Mill Co. of this city. It will not be broad enough, however, if it continues to take on new industries. Last week it absorbed a manufacturing institution located at Homer and operated by James H. Cook. Now it has under consideration the plan of taking on the Arndt hay tedder and Mr. August Arndt, of this city, is the inventor. The machinery of the Cook institution has been moved over from Homer and is now being set up and a portion of the Albion plant overhauled to accommodate it.

### The Boys Behind the Counter.

Stanton—Alfred Hansen, who for the past two years has been employed in Hawley's department store, has taken a similar position with C. H. LaFlamboy, of McBride.

Menominee—The Clerks' Union of the twin cities, encouraged by some of the merchants is making a final effort to secure the signatures of the merchants to the early closing movement. The agreement which H. B. Simcox, of Marin-

ette, is circulating on both sides of the river, binds the signers to close their stores, commencing August 1 at 6 p. m. every evening except Tuesdays and Saturdays. To make the agreement binding it is necessary that the signatures of the merchants on both sides of the river be secured.

Ironwood—Jas. Devoy, of the Ironwood cash grocery, closed his store promptly at 8 o'clock last Tuesday evening, being the first to inaugurate a movement that should be general throughout the city. Manager Hough, of the Ironwood Store Co., at once closed his three stores and Davis & Fehr followed suit. Since Tuesday, these three concerns have closed their places of business at 8 o'clock each evening, and will continue to do so, Saturday and Monday evenings and pay-days excepted.

Battle Creek—Spencer Pomeroy has resigned his position with Stevens, Gordon & Co., clothiers, to accept a more responsible one with the Hall Truck Co. N. L. Comfort, manager of the truck company, has resigned, and will be succeeded by Mr. Pomeroy.

Belding—Bert Buch, formerly with R. R. Edwards, has resigned his position to accept a similar one with O. C. Miller & Son, of Greenville, at an increase in salary.

### Programme Prepared For the Pharmaceutical Convention.

Detroit, July 30—The following programme has been prepared for the nineteenth annual convention of the Michigan State Pharmaceutical Association, to be held in this city Aug. 13 and 14:

#### Tuesday Afternoon.

President's address.  
Secretary's report.  
Treasurer's report.  
Paper by Joseph Helfman—The Business Phase of the Druggist's Relation to the Medical Profession.  
Report of Secretary of Board of Pharmacy.  
Report of delegates.

#### Tuesday Evening.

Moonlight excursion on steamer Sappho, tendered by Nelson, Baker & Co.

#### Wednesday Forenoon.

Report of Trade Interests Committee.  
Paper by B. K. Van Naten, M. D.—Emergency Cases in Drug Stores and How to Treat Them.  
Report of Legislative Committee.  
Report of Executive Committee.  
General business.

#### Wednesday Afternoon.

Report of Pharmacy and Queries Committee.  
Paper by J. W. T. Knox—Advertising Retail Business.  
Report of Adulteration Committee.  
Election of officers.  
Selecting place of next meeting.  
Installation of officers.  
Unfinished business.  
Adjournment.  
Come one, come all!  
James W. Seeley, Sec'y.

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

## GRAND RAPIDS SUPPLY CO.

General Mill Supplies, Iron Pipe, Pumps, Well Points and Well Supplies. We want your business.

### ASK FOR PRICES

20 PEARL STREET, GRAND RAPIDS, MICH.

## M. O. BAKER & CO.

TOLEDO, OHIO

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

## Grand Rapids Gossip

P. DePotter has erected a new store building at Alpine and engaged in the grocery business. The Lemon & Wheeler Company furnished the stock.

Emil Rebentisch, formerly engaged in the grocery business on Straight street, has re-engaged in business at 265 Straight street. The Musselman Grocer Co. furnished the stock.

Mynard E. Butts, formerly prescription clerk for Frank G. Thiers, the Mt. Pleasant druggist, will open a drug store at Elk Rapids about Aug. 15. The Hazeltine & Perkins Drug Co. has the order for the stock.

A. Vidro has sold his grocery stock at 184 Stocking street to Jos. F. Vidro, a nephew, who has clerked in the store for the past nine years. Mr. Vidro will continue the dry goods and shoe business at the same location.

### The Produce Market.

Apples—Duchess and Red Astricans command \$1@1.25 per bu. Receipts are small and the quality is not first class.

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

Beets—15c per doz.

Blackberries—\$1.75 per 16 qts.

Butter—Extra creamery is strong at 20c. Dairy grades are in adequate supply to meet both consumptive and shipping requirements and find an outlet on the basis of 11c for packing stock to 13c for choice and 15c for fancy.

Cabbage—\$2.25 per 3 bu. bbl.

Carrots—12c per doz. bunches.

Celery—16c per doz.

Corn—10@12c per doz. ears.

Cucumbers—20@25c per doz.

Currants—Cherry, \$1.20 per 16 qts. Common \$1 per 16 qts.

Eggs—Receipts show fearful shrinkage, on account of the hot weather. The loss off ranges from one to five dozen to the case. Local dealers pay 10c on track to those shippers whose stock and methods of handling can be depended upon.

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

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. Rhodis, \$7.

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

Maple Syrup—\$1 per gal. for fancy.

Musk Melons—Gems command 75c per basket. Cantaloupes fetch \$1.50@1.75 per crate.

Onions—Home grown command 75c per bu.

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@5.75.

Parsley—30c per doz.

Peaches—Home grown Alexanders are in plentiful supply at 60@90c per bu. As usual, this variety is so short lived that it will not stand shipping for any distance. Elbertas from Georgia and Alabama, carefully sorted, are held at \$1.75 per 6 basket crate. A car of Elbertas which came in on consignment to a local dealer Tuesday is in such bad condition that fully half of the fruit had to be consigned to the dump.

Pie Plant—60c per 50 lb. box.

Pineapples—Florida, \$1.75@2.25 per doz., according to size.

Plums—California command \$1.75 per 4 basket crate.

Potatoes—The market has sustained a decline, in consequence of liberal receipts from local growers and the price has receded to 70@80c per bu. and will probably go lower before the end of the week.

Poultry—Receipts are more liberal and the local demand has lessened considerably, due to the resort season and the departure of the furniture men. Live hens command 7@7½c; spring broilers, 12@13c; turkey hens, 8@9c; gobblers, 8c; spring ducks, 12@14c. Pigeons are in moderate demand at 75c per doz. and squabs are taken readily at \$1.25@1.50.

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

String Beans—\$1 per bu.

Summer Squash—3c per lb.

Tomatoes—\$1.25 per ½ bu. basket for home grown. The price will probably decline gradually from now on.

Watermelons—20@25c for Georgias.

Whortleberries—\$3.75 per bu. Receipts are small.

### The Grain Market.

Wheat has again dropped back in price. The large precipitation of rain in the drought districts was the main cause. While future wheat sold on July 22 at 73½c, it sold on July 29 at 67c or a loss of 6½c. Cash wheat, however, did not follow in the same ratio of decline, simply because farmers and dealers would not sell. The visible increased 1½ million bushels where a decrease was expected, as the exports from both coasts were 7,000,000 bushels, and the receipts as per daily reports were less than they were last year. It looks as though some one had made an error in computing the figures. The situation is not changed. The United States has a large crop of wheat, while the continent is short. The cry from the bears is no export demand, still we export more than we did and will probably export more than any year in the history of the country, but it is ever thus. We give the continent wheat for a song, while we really are in position to dictate our own prices to them, as other exporting countries have depleted their stocks. It shows that out of 9,500,000 bushels in transit, the United States furnishes 7,000,000 bushels.

Corn, on account of the rains, has dropped from the pinnacle of 59½c to 52½c, or a decline of 7c per bushel in one week; while the general belief is that where the hot wheater in the corn district existed that no amount of rain could make corn. Of course, this will show up later. Those expecting to see corn up in the 70s will have to wait. The Kansas farmer, however, is independent, as he can use wheat for animal food if he has no corn. Oats, not to be outdone, have also settled back in price from 38½c to 32½c. The visible in this cereal decreased 740,000, but the slump in corn took oats along. Oats, at present prices, are very cheap as well as the other cereals.

Rye was also on the down grade and declined 4c a bushel.

Beans, that is cash beans, are up 20c. This is owing to the dry weather, as beans have suffered in the bean districts. While rain may help them some, we will have a very short crop, the same as in corn.

Flour has held up in price. Demand is good. The mills are sold ahead.

Mill feed remains very firm, as pasturage is very poor in most localities excepting Michigan; demand keeps up.

Receipts were of the usual amount, being: wheat, 63 cars; corn, 6 cars; oats, 12 cars; flour, 5 cars; potatoes, 1 car.

Mills are paying 64c for wheat.

C. G. A. Voigt.

Sumner M. Wells, Secretary and Treasurer of the Clark-Jewell-Wells Co., is spending a fortnight with his mother at Penn Yan, N. Y. He is accompanied by his family.

### The Grocery Market.

Sugars—The raw sugar market is somewhat stronger this week, showing a slight advance, which makes the present price of 96 deg. test centrifugals 4 3-16c. The demand is good, but offerings are light. The visible supply is 1,168,000 tons, against 1,170,000 tons last year. The refined market shows no change. The demand is good at previous prices.

Canned Goods—The excitement in the canned goods market during the past week has been intense. There has been a very unusual boom in prices and also an unusual demand for all kinds of canned goods. The entire market is on the upward move and values will increase from now on. The tremendous strength developed by tomatoes, corn and apples was the feature of the market during the past week, and while nearly all other lines shared the improvement to more or less extent, practically the entire attention of the trade in all parts of the country was centered on these three articles. Tomatoes were exceedingly strong and active, buyers taking large lots at constantly advancing prices when they once began to realize the true situation in the article and the general expectation is that prices will soon go still higher. So great has been the buying of corn that the best grades are almost entirely sold out. The market is much stronger and shows an advance of 5c per dozen, with the probability of prices going still higher. Reports from some of the corn packing sections are that it is being severely injured by the excessive heat. The position of peas seems to be strengthening daily, latest reports from the West being that the crop has been very injuriously affected by the weather and that the yield will be much less than last year. There is an advance of 5c per dozen on some of the best grades and the market is stronger on all grades on account of these discouraging reports. Gallon apples are exceedingly strong, with continued enquiry. Stocks are almost entirely cleaned up and prices are very high. There is a good demand for peaches and prices on future goods have advanced 10c per dozen. Consumptive demand for salmon is active and the hot weather is reported causing a very good trade throughout the country generally. Alaska salmon is well cleaned up and prices are very firm. From present indications it will all be exhausted before the arrival of new packing from Alaska. Advices from many of the largest canneries in Alaska show that the pack to date is far below that of last season; in fact, the packers are at a loss to understand why there should be such a dearth of salmon in the North this year, as everyone expected a good pack and made preparations accordingly. The demand for Columbia River salmon is light. The run of fish on the Columbia River is now reported larger.

Dried Fruits—The scarcity of small fruits has resulted in more activity for dried fruits on the spot. Both prunes and peaches are in good demand from jobbers and some enquiry is noted for large lots. Prunes are firm, especially on the larger sizes, such as 40-50s and 50-60s, which are very scarce and in good demand. Some holders are even asking ¼c more for these sizes. The 1900 crop of California prunes was about 5,000 cars and from other sources, such as Washington, Idaho, and Oregon, 700 to 800 cars. This year's crop of California prunes is estimated to be

3,000 cars and other sources about 1,000 cars. Raisins are quiet. No large lots are purchased, but there is a fair demand for small lots, which constantly decrease the stocks. A short time ago the California Loose Raisin Association had about 1,600 cars of loose raisins on hand; to-day their entire stock is less than 500 cars and seeders will want every pound of them. There is no question but that owing to the crop conditions in California, the price of new raisins will be high. Advices from the various raisin districts are to the effect that this year's crop will only be about one-half of last year's output. Weather conditions have not been at all favorable to the growing grape crop. It would seem as though the damage to growing crops all over the world during the past thirty days had been very severe. The consumptive demand for peaches has picked up considerably, owing both to the scarcity of small fruits and the higher market for evaporated apples, and good quality is scarce and firm. The California crop of peaches is not a large one. The quality this year is excellent and, in view of the scarcity and high prices of other lines of dried fruit, all the peaches dried this year will be badly needed. There is only a fair demand for apricots at present, but we think this will gradually increase. The crop last year was between 800 and 900 cars. This season the outside estimate is 450 cars and high prices are looked for. It is reported that the previous estimate of a fig crop of 80,000 camel loads probably will be cut down, as the result of the appearance of the disease known as bassara, which is said to be very destructive to the quality of the fruit. The effect on the figs, it is stated, is to turn many of them black and to cause them to sour.

Rice—The demand for rice is very good; in fact, it shows a marked increase over the movement for the corresponding time last year. Stocks are very scarce and prices have an upward tendency. The new crop is late and more or less affected by the prevailing drought. Showers have fallen in many sections, with beneficial results but opinions differ as to the general situation. Some regard the outlook as more encouraging, while others do not consider there has been any material change in the situation since the early part of the month and that to cause any real improvement a much heavier rainfall is required.

Teas—Teas are dull and only small sales are reported, most orders being for small lots for immediate use. Nearly all buyers are well supplied and there is not enough trade to warrant a change in prices.

Molasses and Syrups—There is no change in the market and business is rather dull. Buyers are well supplied and do not care to make very heavy purchases this time of year. The corn syrup market is very firm and prices show an advance of ½c per gallon and 3c per case, with the probability of a further advance soon.

Fish—The total catch of codfish last week at Gloucester is reported at 1,542,000 pounds, against 2,140,000 pounds for the corresponding week last year. The market is reported very firm, with good demand.

Nuts—Filberts are slightly lower. The Sicily market is still declining, owing to the favorable outlook for new crop. Brazil nuts are very firm at unchanged quotations. Peanuts are in good demand at unchanged prices.

Rolled Oats—In sympathy with the declining grain markets rolled oats have declined 25c per barrel and 15c per case on all except Banner oats, which show a decline of 20c per case.

Pickles—Prices for pickles are very firm at 50c per barrel advance.

## Village Improvement

Development of the Metropolitan Park System of Boston.

All correct thinking is grounded in correct definitions. The American park is a recent recreation when compared with the parks of Europe. It was natural for our ancestors, especially the New England people, to think little of art. They came from the Old World to make homes in the new. Impelled by a strong desire for religious liberty, puritanic in action and in feeling, their prevailing motive was the church, a moral government of the communities which they planted. Most of them had few worldly goods. To build a home, a house that would shelter them in storm, a church plain and simple in which they could worship according to the dictates of their consciences, were the primal ideas. The first necessity, it may be said in the planting of all colonies, is protection against the inclemency of the weather and provision for food and raiment. These necessities filled the mind and took up the activities of the pioneers.

Boston with its colleges, schools and universities has justly been considered the Athens of America. She has generally been foremost in suggestion on public affairs, schools, reformations of prisons, improvements in highways, in general progress, in literature, science and art. Her leading men from observation in travel and from their natural impulses saw that there was a great need of parks and boulevards for Boston and her environment. In press, pulpit, and on the rostrum, in clubs and at home, public opinion began to form itself into purpose in regard to public parks and in 1869 that matter was brought formally before the city government and in 1874 a park commission was appointed, consisting of the mayor, two aldermen, three councilmen, and three citizens at large. This commission made a report the following November. This first commission and other commissioners appointed succeeded finally in securing legislation and means by which the park system of Boston was begun. The Back Bay was improved and the waste mud flats converted into most charming resorts. I have not time, although it would be great pleasure, to trace out the history of the magnificent work under which the grand park system of Boston has been so far completed. I refer to this work of the Bostonians because they set the example, they originated the American park idea, they have perfected the building of roadways and boulevards; they have held closely to the natural features and conditions, never permitting nature to be marred if possible.

When completed, the Metropolitan Park System of Boston will be, in my judgment, the grandest in the world. No finer scenery can be found, no better roads can be made. One of the great credits due to the people of Boston is that they never forget the service of a great man or woman. In some form, either a statue or some fitting monument rises to do honor to the men or the work done. The American park is to a very great extent, or will be, the Boston ideal of parks carried out in other sections of the country as near as possible, fully and completely adapted to the natural conditions. Much we owe to old Athens, all the world of beauty and adornment goes back there to borrow a column, an architrave, a pedestal, a

piece of sculpture, anything and everything that goes into the highest form of decorative art. Just so all of the West goes back to Boston, the Athens of America, for ideas on schools, colleges, institutions and methods of government, for institutions for charity and education. Just so we take her suggestions in architecture, in park building, in literature, in science and in art. If you ask me then what is the American park, I shall tell you that the American park of to-day is the Metropolitan Park System of Boston applied in its best form to the natural conditions of the land, its contour, its water, brooks, ponds, trees, hills and dales of the locality where a park is to be built. L. E. Holden.

### How to Handle Cakes at a Profit in Summer.

The cake department of most city retail stores is a source of constant worry during the summer months. Cakes wilt. There is a good demand for them one day, and little demand the next day, flies hover about the case in which they are kept and invade it every time the door is left open, lighting on the cake and making it unrepresentable, and in many instances unsalable.

No certain rules can be laid down governing the sale of cake and bread in hot weather, but some few facts obtained by practical experience may be noted that will help retail dealers of less experience than others.

To keep flies away from the interior of cake showcases, it has been discovered that cloves sprinkled on the bottom of the case, in the neighborhood of the door, and wherever the flies are to be found, acts as a preventative. A number of grocers have used whole cloves in this connection and have found they were of great benefit in keeping flies out of the case. The odor of the cloves while it may be pungent at times, is not likely to seriously hurt the selling qualities of the cake, and cloves are much preferable to sticky or liquid fly paper in the case. Customers have a natural aversion to purchasing cakes which have a sheet of sticky fly paper on top of it or alongside of it.

In all probability cloves will be found to be valuable in ridding other showcases habited by flies. For instance, they might be used in the candy case, in the bread case, and around fruit which attracts these summer pests. It will cost very little to try the experiment, and if it proves a success it will prove of great benefit to most retail dealers. Local grocers who have tried cloves to rid showcases of flies pronounce this plan successful.

In taking in stocks of cakes for the day retailers should invariably gauge their requirements by the weather, and it is always well to remember that it is better to have too little stock of this line, than to have goods which will be carried over until the next day. During cool weather, usually the requirements of the retail trade in the way of cakes are less than during very hot weather. Women forego baking operations during the very hottest days, and send to the retailer for their supplies.

The nature of the weather is usually indicated in the morning by the time the bakery wagon arrives at the retail store, and the careful retailer can very closely gauge his requirements by making a study of the situation for several days during varying weather.

Many retail dealers permit the salesmen for the cake wagons to put in as much stock as they want to. As a con-

sequence, the latter frequently consult their own judgment in this matter, and load the retailer up too heavily with stock. The dealer should be on his guard in this matter as well as in the purchase of other lines of goods. He should indicate the character of the cake to be handled, and the quantity to be put in stock. He knows the demand in his locality and can judge to far better advantage than can the transient salesman who often has ideas about what the dealer should sell but not what he can sell.—Commercial Bulletin.

### The Voices of the Trees.

It may not be that every tree speaks with an individual tone when the wind breathes through it. But there is a difference in the voices of the trees which even the least experienced dweller beneath them must observe. If the pines utter a deep contralto tone, full of pathos and suggestions of the undying solemnities of the world, surely the voice of the maples is the stirring tenor, breathing the lively song of action, the chant of good cheer, and the prophecy of weal. The note of the pines is the murmur of the sea repeating itself in the depths of the forest. The note of the maple comes nearer to the blending sounds of a great city, where human life surges and breaks upon the pavements. It seems as if the maples had imbibed something of the life and spirit of that race by whose homes they have grown lo, these many ages, and as if they wafted back to the heart of the listener who stands beneath them the chorused voices of his own deep thoughts, his strong impulses his vigorous ambitions. John Coleman Adams.

### A Case of Absentmindedness.

The other day a young lady, daughter of a well-known business man, drove up to the door of a jeweler's shop, went in and selected a turquoise and diamond

ring valued at \$150. She quietly made out her check for that sum and passed it on to the assistant. The alert young man glanced at it, and then looked enquiringly up at the young lady.

"There is some mistake here, I think," said he, with an apologetic smile.

The young lady flushed and demanded to know if the check was not for the right amount. She was told it was, but—"But what?" she exclaimed, haughtily. "Do you mean that my check is not acceptable?"

The assistant mildly acknowledged that he knew quite well who the young lady was, but explained that the check was not made out just as it should be, and he handed it back.

The girl ran her eyes over it, and then turned a deep crimson.

"Oh," she exclaimed: "I see." And then she proceeded to make out another check.

She had signed the first one, "Your own sweetheart, Jessie."

### Always the Same.

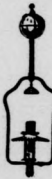
Same old circus,  
Same old band,  
Same old sawdust,  
Same old stand,  
Same old bears and  
Same old parade;  
Same old peanuts,  
Same old lemonade;  
Same old clown and  
Same old jest;  
Same old crowd with  
Brand-new zest.

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

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Coal Tar, Tarred Felt,  
Asphalt Paints,  
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*The Facility for*  
**"Catching on"**  
*is greatly increased by the use of bright attractive cuts*

**TRADESMAN COMPANY**  
**ENGRAVERS**  
**GRAND RAPIDS, MICH.**



**CLOUDS ROLLED AWAY**

**And Grocers Had Good Weather For Their Picnic.**

The retail grocers of Grand Rapids met with their usual good luck, so far as weather is concerned, on the occasion of their fifteenth annual picnic. Only once have the grocers been treated shabbily by the weather clerk. For twelve successive seasons the picnics were greeted with glorious weather. Two years ago the spell was broken by copious showers early in the day. A year ago the weather was perfect and this year the weather clerk kept faith with his friends of the scoop and scales, although threatening clouds gave the horizon an ominous appearance early in the day and caused many faces to assume an anxious appearance until the clouds disappeared, about 9 o'clock in the forenoon.

The delegates from Battle Creek, Kalamazoo and Lansing were met at the train by the Reception Committee and given to understand that they held the key to the city and a passport to all the enjoyment they could absorb and carry around with them. As the visitors stepped from their trains they were greeted with salutes by the Fox battery, after which a procession was formed, with the Kalamazoo grocers as the guests of honor. Next came the Lansing newsboy's band and the contingent from the Capital City. Hon. William Alden Smith, orator of the day, President Dyk and other officers of the Grocers' Association came next in carriages, and were followed by Newell's band and a line of gaily-decorated grocers' delivery wagons.

William Andree was awarded first prize for the most artistic wagon. Bert Petters and Fred Fuller secured second and third prizes.

Dinner was next in order, after which all repaired to Reed's Lake, where the real sport of the day was inaugurated about 1 o'clock, lasting until after 5 o'clock.

The ball game between the Kalamazoo and Grand Rapids grocers was won by the former team on a score of 8 to 0. Only five innings were played, but that number was sufficient to demonstrate the superiority of the Celery City players.

The winners in the other contests were as follows:

**Fat Man's Race**—Edward Conway, first; Louis Lemstra, second; Charles Hoeckly, third.

**Smoking Contest**—Robert Jaeger, first; George Bond, second; C. D. Haas, third.

**Ladies' Egg Baking Powder Contest**—Jennie Glutker, first; Annie McGingam, second; Mrs. Charles Anderson, third; Hattie Hamilton, fourth.

**Three-Legged Race**—S. E. Koster and J. H. Schnabel, first; Earl Irwin and Louis Ganzel, second; Jacob Medema and Henry Kooy, third.

**Boys' Uneda Biscuit Race**—Francis Nelson, first; Thomas Walsh, second; Frank Johnson, third.

**Nine O'clock Washing Tea Contest**—Anna Blaas, first; Pearl Farrister, second; Mattie Ferwee, third.

**Tub Race**—Clarence Boynton, first; Fred Schneider, second; Charles Drummond, third.

**Guessing Contest**—Miss May Bolton, first; Miss Rose Boone, second; Mrs. E. M. Robinson, third; Miss Morgan, fourth.

At the conclusion of the sports the crowd congregated at Ramona pavilion to listen to the address of Hon. William Alden Smith on the topic, "How to Run a Twentieth Century Grocery." Mr. Smith spoke in part as follows:

No one could be more appreciative of

the high compliment conferred upon me by the Committee on Arrangements than myself. To be thus honored upon an occasion so full of entertainment and instruction and marked by such genuine holiday festivities, participated in by hundreds of grocers and their families in our city and scores from other places, touches me deeply and I thank you for it and will endeavor as best I can to discharge the duty devolving upon me. This annual holiday occasion is both praiseworthy and creditable. The grocer and his assistant need a day for recreation and the public with whom you are so intimately associated readily yields to you this concession.

The grocer in the conduct of his business becomes intimately associated with the family and the home, most sacred of all spots on earth, whether rich and pretentious or humble and lowly, and were all who wish you well to be gathered together this afternoon nothing less than nature's vast tabernacle could contain all who would mingle with you. I am a firm believer in vacation and rest for the busy man, woman and child. Nature has appointed these beautiful lakes and rivers and decorated her forests and hillsides for our edification. Are we not unappreciative, indeed, if we do not occasionally appropriate them for our use and make them a part of our lives? Surely this is an occasion of genuine rejoicing, and to-morrow, although it be busier than yesterday, will be a better day for us all than though the treadmill had ground its daily grist and we had retired to-night weary with the labor rather than surfeited with the pleasures and recreations of the day. Rest and recreation make men better citizens, better husbands, better fathers than unremitting toil. Rest strengthens the sinews often so sorely tried and gives the heart a better action and the mind clearer thought.

A century ago mercantile business in our country was centered in cities, no country stores having made their appearance, while New York, Boston and Philadelphia supplied most of the needs of the smaller stores and the visits of the tradesmen to these markets were the distinguishing feature of that period. Their only competitor was the itinerant peddler who, while suspected by the thrifty New England housewife, was often patronized. These great stores in the cities mentioned resembling somewhat the great wholesale warehouses today, of which every enterprising community can boast, were free to go on unhampered. Under the old order an annual trade of \$1,500,000 was considered phenomenal and when the annual trade ran above \$750,000 the firm was considered to have a good sales account. To-day these figures are far from being out of the ordinary.

The century just passed has seen wonderful changes in the store. The general store of the country town has given place to the great modern department store with its thousand conveniences. To-day millions of capital are invested where a century ago hundreds would have been hard to find. The poor man to-day has what the rich man of one hundred years ago could not possess with all his wealth, and what once were luxuries to-day are the commonest articles of daily use. In the triumphal march of the most progressive century the world has ever known the store has held a place in the van and all the signs of the new century point toward greater progress and higher development with yet greater advantages for the people whose need gave it a place in the industrial system.

The Kalamazoo contingent evidently enjoyed the events of the day, judging by the following reference to the affair by the Kalamazoo Telegraph:

The Kalamazoo grocers and meat dealers are doing business at their old stands to-day after a season of festivity spent in Grand Rapids Thursday.

Their outing to the Valley City was a success in every sense of the word. The attendance was large and every feature of the day went off smoothly and was much enjoyed. That the Grand

Rapids brothers are past masters in the art of entertaining is the unanimous verdict.

The Kalamazoo contingent was joined here by the delegation from Battle Creek and altogether made up 1,500 to 2,000 people who were conveyed to the Valley City on two special trains. The excursion from Lansing and the visitors from other places brought up the total attendance of visitors to some 3,000. And they were all out for a good time.

According to programme the Kalamazoo visitors led the parade, which was an imposing affair. It moved at 11 o'clock and it was somewhat after noon when Reed's Lake, the scene of the main "doings," was reached. There was "music by the band." Boating on the lake furnished a pleasant diversion and the programme of sports was a source of interest and amusement.

The Tradesman is in receipt of the following communication from ex-President White, of the Grand Rapids Retail Grocers' Association protesting over the manner in which the prizes for the best displayed grocery delivery wagons were awarded on the occasion of the picnic:

Grand Rapids, July 29—On Monday last I received a postal card, informing me that there would be a contest of grocery display wagons, which would imply the best display of goods incidental to the grocery business. With that understanding we trimmed our wagon according to text. We showed a line of vegetables, fruits, canned goods, flour, sweet goods, pickles—in fact, a pure and simple grocery display—which no one else did. We do not wish to be personal about the competition, neither are we acquainted with any of the judges, nor would we have referred to the subject at all had we not been spoken to in regard to the matter by a large number of dealers and merchants who are not interested in us in any sense, who each and all told us that we had the only typical grocery wagon on the street. When our wagon arrived at the starting point, the boy was ordered to take the trimming from the side of the wagon to show the name, which disarranged the trim and placed us somewhat at a disadvantage. We did not send our name to be judged, but our display. To say the least, the competition was unfair and unbusinesslike. The judges must either have had wrong instructions or did not understand the principles at issue. If there were a competition of artists for the best picture and one had a picture true to nature, hung with a common cord on a plain frame, and another had an elaborate frame and a gold string and was not true to nature, would you award the prize to the gold string? String was an incidental with us, as groceries was the text.

Edwin White.

**Not the Honey He Meant.**

Frank Anderson was for years a well-known commercial traveler who regularly visited Galena, Kan. He was passionately fond of honey, and the proprietor of the Galena hotel at which he always stopped always had some on hand for him. On one trip Anderson took his wife along, and as he approached Galena he mentioned to her that he was getting to a place where he could have honey. When the pair were sitting at the supper table that night no honey appeared, and Anderson said sharply to the head waiter: "Where is my honey?"

The waiter smiled and said: "You mean the little black-haired one? Oh, she doesn't work here now!"

And Anderson never did get it fixed up satisfactorily with his wife.

**Had Held His Own.**

"I've saved a heap o' time," said Meandering Mike, complacently.

"By hurryin'?" asked Plodding Pete, apprehensively.

"No; jes' by takin' it easy. Instead o' pilin' up wealt' an' havin' to git poor by givin' it away, I started out poor in de fust place an' have helt me own manfully ever since."

**A J A X  
Dynamite Works**

Bay City, Michigan

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

You ought to sell

**LILY WHITE**

"The flour the best cooks use"

**VALLEY CITY MILLING CO.,  
GRAND RAPIDS, MICH.**

**20c A MONTH** is all it costs for the **VERY BEST GAS LIGHT** equal to 10 or 12 coal oil lamps anywhere if you will get the **Brilliant Gas Lamp.** Write at once for Agency. **Brilliant Gas Lamp Co., 42 State, Chicago**

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Importer and Jobber of Polished Plate, Window and Ornamental

**Glass**

Paint, Oil, White Lead, Varnishes and Brushes

GRAND RAPIDS, MICH.

W. FRENCH,  
Resident Manager.

**Labels for Gasoline Dealers**

The Law of 1889.

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

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

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

**Tradesman Company,  
Grand Rapids, Mich.**



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

TRADESMAN COMPANY

One Dollar a Year, Payable in Advance.

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Communications invited from practical business men. Correspondents must give their full names and addresses, not necessarily for publication, but as a guarantee of good faith.

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

E. A. STOWE, EDITOR.

WEDNESDAY, - - JULY 31, 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 24, 1901, and saw the edition mailed in the usual manner. And further deponent saith not.

John DeBoer.

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

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

CHRISTIANITY AND CHRISTIANITY.

Rev. W. B. Leach, of Wicker Park Methodist Episcopal church, Chicago, and Prof. John W. Wetzel, of Yale University, are not at all satisfied with the way things are going here on earth and have been making some rough talks about it.

Parson Leach recently pictured heaven to his congregation as an Adamless Eden, while Prof. Wetzel is giving it out to New Haven church folks that the nation is losing faith in God and that our great cities are but a vast collection of sin and corruption.

The drift of Parson Leach's remarks indicates that according to his notion the men are heading for the penitentiary and a warm hereafter, while the women are going to church and pre-empting the choice locations in heaven. He regrets this, he says, because he likes men and will feel lonesome without them on the other side. Satisfied with the clearness of his own title to admission to the Immortal Presence, he desires no monopoly of the delights of the elect. His generous soul is sad because of the impending fate of his fellow males and sorrows in advance over the sight of Eden in the clutches of a female trust. Disquieted by the prospect of fearful isolation the heaven he has in mind presents, and not liking the idea of being elbowed and pushed aside by crowds of diaphanous female creatures as he wanders disconsolate along the golden streets, it is natural for him to feel bad about it.

But seriously, does the reverend gentleman know what he is talking about? Has he ever studied church life with sufficient care and intelligence to warrant him into essaying the subject he has broached? Apparently not, unless we are to conclude that he is striving after notoriety rather than seeking to bring humanity to an appreciation of the beauties of Christianity. The testimony of earnest and faithful pastors

throughout the United States is that while they are not as devout or as demonstrative as women, men are holding up their end everywhere in church work. Men must be judged by their deeds, and it is certain that as many men are swayed by Christian sentiments and beliefs to do good as women, and there are enough men deserving heaven to make that state anything but lonesome.

Men have more to occupy their time than women. They have their families to provide for and their business to attend to, and often lend countenance and support to the religious work of wives and children without ever personally appearing therein. Would Parson Leach have it that the contribution of means, encouragement and faith are not to be noted with favor by the Great Judge of all?

Dr. Frank M. Mason, another Chicago pastor, does not agree with Dr. Leach at all. "It may be," he says, "that men do not attend church services as regularly or as zealously as women, but I believe that in their own way they are doing their share to attain salvation. Look at the vast membership of the Young Men's Christian Association in America. I do not know the figures as supplied by statisticians, but I am convinced that the men of this country are as eager for salvation and have as good a chance as the women."

As to Prof. Wetzel, his lamentations bear the old, familiar brand. He is one of a class of mortals, peculiar to no single epoch, whose perpetual mission is to discover a predilection on the part of humanity to take to the figurative toboggan slide that leads to destruction. He has mistaken the direction of the current of American thought. Loss of faith in theological dogma is to him the equivalent of loss of faith in God. To quote from the Chicago Inter Ocean: "There is less faith in theological dogma than formerly, but the undercurrent of American thought is flowing toward the fundamental principles of Christianity. The religious unrest of to-day, which many preachers are prone to regard as an evidence of rebellion against the church, is only symptomatic of the popular yearning for a larger and clearer knowledge of religion and a simpler means of living religiously."

There is no evidence of loss of faith in God in this. American people are simply looking for a nearer cut to the Creator. They are looking more to essence than to form of worship, earnestly seeking the way to an ideal Christianity which shall know but one church—a universal church based upon a hope of salvation for all instead of upon the doctrine of damnation for those refusing to accept any particular interpretation of the sacred word.

With regard to the great cities, Prof. Wetzel has fallen into an error peculiar to superficial observers when he alleges that they are given over to sin and corruption. Virtue, unobtrusive, prevails in them to a much greater extent than vice. The latter, rising to the surface as the scum on the ocean, is apt to hide the clear depths below it from the view of careless pessimists who would rather find the bad than the good. No great city must be judged by its slums, for there is nothing in common between those who inhabit them and the great masses of their population whose homes are zealously protected from contamination and who are as law-abiding and God-fearing as the people of the average country community.

THE POWER BEHIND THE THRONE.

Although a country without kings, the United States is the most king-ridden land on the footstool. Yesterday Iron was proclaimed a monarch and the loyalty of the Republic was conceded. Cotton and Coal receive the plaudits of the people and now "Corn is King!" is the exultant cry as his imperial majesty sits enthroned in the royal chambers of the limitless West. "Corn is King!" The golden grain bends its tasseled head in stately acknowledgments and the hungry world near and afar rejoices and makes ready its barns and bins for the coming harvest. In spite of sun-baked soil and burning hot winds, blistering as they blow, and the lack of rain, from horizon to horizon the serried columns of the corn fields stand. A few weeks more and the sun will have done its work and then from lands and to land's end the yellow of corn will be ready for the power behind the throne—the hired man.

Look at it as we may, the head that wears the crown is powerless without the hand that holds the hoe; and whatever there is of American royalty lies in the fact that here is recognized the close relationship between them. Chance and circumstance decide who shall wear the one and wield the other and here, as nowhere else, is it insisted upon that wearer and wielder shall alike be kings and alike willing and worthy for the work that falls to them. In the United States the position of the hired man has always been supreme. Never a prince and never a pauper, he has "looked upon his world but as the world" and played the part with credit to himself and to the satisfaction of his audience. Royal and proud of it, he is the father of a long line of kings—every one of them the builder of his own throne, the wearer of his own velvet and the maker of his own scepter and crown. There is no realm where his children do not reign, so that wherever be the kingdom he still remains the power behind the throne.

That is the condition of things to-day. Corn is King. By the square mile his domain is measured and every foot of it is covered by the ripening grain. The hungry world is waiting for it to be harvested, but it is the man with the corn cutter, not the king on the throne, whose word is the law and whose "Thou shalt" is the dictum waited for. The times have changed since the world first knew the hired man. In the early days, when the Western world was young, he stood in his manly strength, ready with his bare right arm on the edge of the corn field to begin his day's work. Dewy morning was in the sky and the sun was hardly above the horizon when the day's toil began. "Dewy eve" saw the end of it, and all through the toil-some hours his back bent to his work with brief intervals for food. He had but one thought—to furnish a day's work for the man who hired him and to be known as a workman who gave full measure for value received. The king on the thorne owned the farm and the harvest and their relationship ended when the job was done. A single thought cheered him—by unremitting industry and persistent saving to earn a farm of his own and so in time to lay down the implements of the hired man and, donning the robes of royalty and the scepter, to take his acknowledged place among the kings of the earth—by right his very own.

That is not the hired man of this day and generation. Corn is indeed king,

but he is only a figurehead. These lands are his, the crop is his. Machine and motor belong to him, but all else save the disposal of the corn is in the hands of the power behind the throne. The hours of labor, the wages of the workman, what he shall eat and what he shall drink and whom he shall employ are not matters of kingship now. The hired man takes care of them. No team or workman is now a-field a minute earlier than 7 o'clock. There is an hour's nooning, no matter how threatening the clouds are, and at 6 o'clock sharp the men go to supper. There is no "dickering" about wages. Three dollars a day, more or less, is the schedule price the "king" is forced to pay and that means for every man—the poorest as well as the best—with the understanding that no man is to be discharged, whatever the provocation unless the hired man says so. There is no need now of working for a farm of his own. Here is the farm, here is the farmer's capital—everything is the hired man's and he uses them for his own profit in his own way. Truly, things have changed and the world is upside down with the hired man on top!

From the hired man's point of view it is much to be doubted if the modern way is the best, even for the hired man. It may seem for the time a delightful thing to dictate to another what he shall do with what is strictly his own, but it is a dangerous thing. It is an abuse of power; and if history teaches one lesson more strenuously than another it is, that he who so abuses that power is hoisted sooner or later by his own petard. Monarchy has tried it, time and again, and failed and the hired man will find no better food for thought after his day of eight hours' toil is done than the Bourbon kings whose abuse of power prepared the way of the French revolution; and Robespierre, the abuser of that same power which the French mob put into his hands, met the same fate. The hired man of sixty years ago understood this. It remains to be seen whether his descendants are as wise as he. Certain it is that the abuse must come to an end and just as certain it is that the author of it will reap the harvest that he himself has sown and cultivated.

A small hubbub has been created in California on account of the determination of the Yosemite commissioners to establish an electric plant in that famous valley. There are people rushing into print and flourishing their hands as they exercise their lungs, declaring that it is a great piece of vandalism, a sin and a shame. There are, of course, admirable facilities for a moderate sized electric plant in the Yosemite, and the undertaking does not smack of unseemly commercialism. The principal purpose of the plant will be to furnish light. One critic especially is very much disturbed lest the commissioners shall turn an electric flashlight upon El Capitan or Yosemite Falls. The objector neglects to mention how mountain or water can be injured thereby.

Some of the Vermont papers are surprised at the apathetic way in which many towns in the Green Mountain State have received the suggestion of an old home week in which to welcome back the absent sons. It is intimated that it is due to a lack of a progressive spirit and a willingness that somebody else shall do the work needed to carry out the project.

## SUN SPOTS AND HEAT.

For intensity, extent and duration the recent heated term surpasses any on record, by which is meant any mentioned in the official records of the weather bureau. These are the only reliable weather records we have and whatever antedates them must rest on the memory of "the oldest inhabitant" or other equally unreliable tradition. It is enough that there is no evidence that this part of the world has ever experienced a term of equally intense heat throughout as wide an area and lasting as long as the present one. Amid a variety of other comments it has probably raised some conjecture as to what causes it. One does not have to be a scientist to know that the sun is the source of heat, but science fails to inform us with any degree of certainty whether solar heat is the result of chemical combination or mechanical force, and why it should vary so greatly at different times under seemingly identical conditions. It is the opinion of some that the sun spots have much to do with variations of heat and scientists are keeping close watch on the changes connected with them, with a view, if possible, of discovering a series of coincidences and perhaps establishing a theory. About a year ago the French astronomer Flammarion stated that the earth was about to enter a period of five years the summers of which would be the hottest in history. He based his prediction on sun spots. But one summer does not prove a theory any more than one swallow makes summer. Most scientists regard Flammarion as a sensationalist. Nevertheless Sir Norman Lockyer, who is not a sensationalist, recently stated that "the seasonal rainfall and great heats in India follow certain changes in the sun, and that of the famines so devastating there can be a forecast made from known solar changes, and that as the weather of India is interlocked with that of Africa, and that again with the Western Hemisphere, the understanding of the causes in one place will naturally give a clue to those in other parts of the world. This suggests a connection between sun spots and great heat, but does not advance a theory. It is generally conceded by scientists that the sun spots are controlled by periodicity and reach their greatest maximum about every eleven years. It is also well established that the periods of maximum sun spots are also periods of maximum disturbance in the earth's magnetism. It is quite within the limits of possibility that science may yet establish a relation between sun spots and heat sufficient to predict years of excessive heat and drought with as much certainty as the weather is now predicted a day or two in advance.

## IN THE MATTER OF LEADERS.

It is customary to find a great deal of fault with political leaders and they are referred to as bosses, that being intended as an opprobrious epithet. Unfortunately a good deal that is said about the political boss is true and much of the criticism richly deserved. The business of leadership, however, is by no means confined to the field of politics. It makes its influence felt everywhere. In all vocations, associations and organizations there are those who seem to do the thinking and the talking for the others, and although it is often said that the tail can never wag the dog, the fact remains that in practical operations the minority often rules the majority. Those who are active,

aggressive and energetic take the lead and the others meekly follow. Those who have the power are fond of using it, fond of the publicity and prominence thus accorded.

A very excellent example of that sort of thing outside of politics is furnished by the labor troubles which are just now attracting so much attention. A few men by their ability and energy acquire prominence in their local organizations and climb from these into places of power in the larger aggregations. When they think it is a favorable time to strike it seems an easy matter for these leaders to influence the others and impress them with the same idea. Once the tide sets in that direction, the rank and file seem helpless and, whether they want to work or not, are compelled to quit and would be ostracized and subjected to all sorts of indignities should they venture to assert their independence. Practical unanimity is secured in the vote, because objection would be sure to bring down a storm upon their heads. It sometimes happens in this way that strikes are ordered which might better have been avoided. An example is furnished in the case of the stationary firemen, who were advised by the executive officers of the United Mine Workers that their quitting work was not opportune and that they must return to their places.

The same operation of leadership is exhibited in a variety of ways in all the affairs of every day life. Take the churches, for example, where the preacher is, of course, the authorized head of the organization. In every church there are a few men recognized as its moving spirits. When they think it is best to make repairs, the money will be raised and the repairs made. When it occurs to them that this, that or the other thing should be done it is promptly inaugurated. When they think the minister better look elsewhere for a field of usefulness the wise pastor will go flock hunting. The rest of the church members and congregation follow where the few lead. Sometimes it happens that the leaders have a falling out among themselves, set up rival factions and then there is a church row. In the fraternal organizations there is a handful out of every hundred ready and willing to do the thinking and the acting for the remainder and this course is usually acquiesced in without serious objection. So on through all the various relations of life there are some who naturally lead and others who as naturally follow. Upon the character and the wisdom of the leaders, therefore, much depends. They set the pace. They are the leaven which leavens the whole lump. There is a great deal of talk about minority representation and yet in every organization it is actually the minority which does the business, a fact due to the willingness of the majority to have it so.

Mrs. Hetty Green has been talking about money. Being the richest woman in America, she may be regarded as an authority. "People should have more sense than to listen to wild talk of getting rich in a night," says Hetty, and then she goes on at length to warn folks against investing in hazardous schemes which promise quick returns. Hetty never was foolish with any of her money. She knows how to hang on to it about as well as Russell Sage. The example of Andrew Carnegie is entirely lost on them.

The man who is satisfied with himself is very easily satisfied.

## A NATION OF GADDERS.

The intense heat did not come early enough to prevent the perennial fault-finder from making his annual protest against the exodus of the summer. "Millions upon millions are spent in gadding about by the American people who can't afford it and who would be far better off at home. Our cities are full of large, cool, well-appointed houses whose owners, with a mistaken idea of comfort, have deserted them for the summer and, for the sake of indulging a fad as foolish as it is expensive, have packed themselves for the summer in the sweatboxes of the various resorts at four dollars a day. The steamers are packed with passengers for Europe and that continent is carrying on a thrifty industry in its extortionate entertainment of Yankee guys and gulls. By September the tide of travelers will return, with nothing to show for their outing but tan and depleted pocketbooks and, more tired than when the vacation came, they will be ill prepared for the exhausting work of the coming year; but so it is. The American masses will never grow wise." The old, well-worn wail has been heard and answered time out of mind, but the gadding still goes on. The city flits to the country and the country flits anywhere to get away from home. Maine takes a trip to California and the broad West hies with her children to New England and the East to visit once more the old homestead and press once more the hands that blessed her when she struck out for herself. New Orleans is no hotter than St. Paul and the citizens, for a change, exchange residences for the summer. The country to a man when summer comes is determined to go somewhere, goes, comes home all tired out and goes cheerfully to work for another ten months to get ready for another gadding; and so it goes on until the people of the United States have come to be looked upon as the biggest gadders on the face of the earth.

Let it be granted without argument and look at the other extreme. The "masses" in Europe do not travel. In England, for instance, men are born and live to a good old age without ever going out of sight of the home chimney. They are stay-at-homes and carefully hoard the money their American cousins so lavishly spend in travel. Behind their hedges and their home walls they shut themselves, as their ancestors did, within the feudal castle, knowing nothing and caring nothing for the world outside. Tradition controls them. The old has stood the test of time and is good enough for them. They are a law unto themselves in manners and in speech and the countryman from Lancaster, should he wander into the neighboring country of York, would be more of a stranger to his fellow farmers there than the orange grower of Florida would be to the lumberman of Oregon. There distance and time have ended in isolation; here they have been annihilated. The condition tersely stated is, "Gadders versus stay at homes," with the advantage ten to nothing in favor of the gadders.

The fact is, the national characteristic of going somewhere and seeing somebody is the fundamental reason of our being ahead in matters national and otherwise. Extremes are constantly meeting and comparing ideas. On the principle that knowledge is a recognition of differences, this constant running about is the surest way of increasing it. From the Atlantic to the Pa-

cific the only hayseed found is the man who separates himself from his kind and tongue, manner and raiment declare the separation. The result is that a people numbering 75,000,000 souls are to all intents and purposes a unit, while Lancaster and York that a rivulet divides are remote and strangers to each other.

Gadding, then, is a virtue. It is your genuine leveler. It rubs off the corners and it takes out the conceit. It nationalizes the masses and uplifts them and, while the home-comers in September have only empty pocketbooks, they have brought with them the value of what they have spent more than a hundred fold. We are, indeed, a nation of gadders, but we are, too, the leader of the world and we have won the place by that very gadding which the fault-finder so heartily condemns.

## AN EVOLUTION IN BANKING.

The announcement that a third New York bank will shortly increase its capital stock to \$1,000,000 serves to call attention to a very noteworthy change which is taking place in the banking business of the United States. It is not very long since there were important bank consolidations in Boston, with a view to securing larger capital, and at the same time reducing the cost of operating a number of small banks by replacing them with a few banks of large capital. The increase in capital by New York banks is not merely to cheapen the cost of administration so much as to provide the institutions with the means of meeting the increased demands of the country's trade.

Not many years ago there was a tendency shown to diminish the share capital of banks, owing to the difficulty of so increasing the earnings as to pay the dividends required by shareholders. As a result of this policy there are a number of banks with small capital stock which carry large surplus funds. The banks have now discovered that more capital is needed to do business offering, and that small banks are handicapped in competing with the big institutions.

Another reason for a considerable increase in their capital by some of the important banks of the country is the great expansion of our foreign trade. In competing for foreign business, our merchants must be in a position to compete in all lines and in all countries. Heretofore European business men have had some advantage in the better financial arrangements they were able to make. The European banks, with their enormous capital, were in a better position to discount long-time paper and finance the foreign trade. Our business men have discovered that to compete with Europe in Central and South America they will have to furnish the same financial facilities which are furnished by Europe. The average American bank, with its comparatively small capital, has not been in a position to discount long-time foreign bills, or to loan importers money on long credit. It is largely with a view to remedying this drawback that the capital of a number of New York banks either has already been increased or will be in the very near future.

China is to pay \$17,000,000 per year until 1940 for the trouble to which the powers were put in suppressing the Boxers. The Chinese must conclude that at these rates they can not again afford to make the "foreign devils" dance.

## Clothing

### Chicago Credited With Having Corset Men.

Chicago has the name, if she hasn't the game, of having corset men—that is, the "shirtwaist corset man." Corsets are not uncommon among the army officers in Europe. They are known to be worn by the snappily dressed officers in England, France and Germany, and it is not an unusual thing to see advertisements for men's corsets in the papers and magazines of these countries. The masculine corsets of Europe are very different articles from those which some Chicago men are accused of wearing and which several leading haberdashers are said to carry.

The writer, in enquiring into the fact or falsity of the allegation, unearthed several interesting items which are, however, foreign to the subject of corsets for the shirtwaist man.

The shirtwaist man is now so plentiful on the streets that pedestrians have ceased to turn and look at him. Close observation of these men does not discover any signs of a taper waist and a chesty upper effect. In fact, the hot weather makes the reverse the rule. Men are wilted and droop from the shoulders in a manner that could not possibly be done if any of them wore a corset. The majority wear their belts so loose that they prove the fact that the trousers are being supported by invisible suspenders.

Next came a visit to the leading haberdashers. With one exception none could give the least information concerning them. They did not carry them and would not know what to order to fill a masculine want of this kind. The one haberdasher referred the writer to a prominent corset manufacturer, who gave out some interesting facts concerning corsets for men, but these were not for shirtwaists. The manager of this large corset concern gave out the following information:

"Since the coming in of the athletic or military style of coats for men we have had calls from tailors for men's corsets and made probably twenty last fall and winter."

"No," continued he, "we have not had a single call for a man's corset to be worn with a shirtwaist. There is really no need of us making them especially. If the man who wants a corset for this purpose is shrewd he can find any number of open-mesh, very low, women's summer corsets that will meet his demands at about one-tenth the price of the same thing made to a special order. He could ostensibly buy it for his wife and no one would be any the wiser."

In answer to the question as to what kind of special men's corsets he had made he replied: "The corset made to special order for wear under the military or athletic style of clothing is short, just enclosing the short ribs and resting full on the hips, very short and stubby below the waist line. The ribs in front are soft and easy to wear, while the stiff steels are used at the side and back. When tightly drawn at the waist a 38 measurement is reduced to 32 and 31 inches. It is much heavier than the women's corsets and is in consequence, a warm and very uncomfortable article to wear, even in winter. Our price for these especially made corsets is \$20 each.

"In the twenty corsets made for men during the fall and winter season three were ordered by Chicago tailors and I

don't know whether or not those corsets stayed in Chicago. The bulk of orders came from rather small cities, principally south of Chicago."

These facts and conversation readily discourage the belief that any man wears a corset under a shirtwaist. The idea is exactly opposed to the province of the shirtwaist. The man who affects one is one who will be found to be stripped down to the fewest possible garments, and they of the coolest possible nature.—Apparel Gazette.

### Little Change in the Style of Men's Belts.

Men's belts follow the trend of their other articles of wearing apparel in changing very little from year to year, unlike belts for the fair sex, which show a variety of changes from year to year. This year is no exception. Men's belts show a little more change this summer than is usually the case, but the changes are not very marked nor manifold. The changes are chiefly in the width of the belt, and in the prevalence of certain leathers over others. It is a little too early as yet to judge which styles and leathers will meet with the most approval in the eyes of the better class of dressers, but the following are likely to be all the go, according to a number of unquestionable authorities: the best dressed men will wear belts that are extremely narrow, roughly speaking, from  $\frac{7}{8}$  of an inch to  $1\frac{1}{4}$  inches in width. The cheaper grades are about  $\frac{1}{4}$  of an inch narrower. The principal colors in the finer grades are either very light tan, cream or black. There will be fewer browns, while gray will attain a fair degree of popularity. The leather chiefly used on the fine belts consists of grain leather in the lighter colors, and black seal. Ooze or suede is in fair demand. Patent leather belts are not worn by many stylish dressers. A very great variety of buckles are to be noticed. The buckles on the finer belts are nearly all made of brass, those on the more inferior belts of nickel. They are of good size, but it will be seen that those of brass are somewhat more flat than the nickel affairs. Most belts have a neat stitching along the edges, which gives them a very neat appearance. Both ring belts and those without rings are in good taste. The ring belts in the good grades have a distinct improvement. In fact they can hardly be called ring belts, as the neatest in appearance have the different pieces of leather connected by two little brass affairs that are oval in shape, and that have a brass bar between them. I notice quite a few braided belts in the shop windows. So far they have met with a very flattering reception. The styles in this line are quite varied. They are to be seen in all the leathers; some of them are entirely braided, while others only in parts. The finest belts have the leather turned; that is, the leather is made about twice the size of the belt width; the ends are pared and are turned to meet in the inside of the belt. On some of the high-priced belts the workmanship is so fine that it is impossible to see where the pared leather meets. The leather fobs attached to the belts are meeting with fair success. They look very neat and nobby, but are not particularly practical. A fob, when worn detached, is used as a means of pulling out the watch when the owner wants to see the time, a sort of handle, as it were, while in the attached fob this is manifestly impossible to do.

Time is money—until you take a Waterbury watch to the pawnbroker.



*This space belongs to*

**G. H. Gates & Co.**

*Detroit, Mich.*

## 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

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

**Boy's and Children's Ready-to-Wear Clothing,** enabling you to select your season's order and and present requirements as thoroughly as though selected from our enormous wholesale stock. Sample Book ready for distribution. 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**—Heavy brown sheetings and drills continue steady, with a limited business, and the same may be said of lightweight sheetings. Ducks and osnaburgs show no change. Bleached cottons are selling in moderate quantities, and the market is in good shape. Wide sheetings are inactive; cotton flannels and blankets are without feature. All stocks of coarse colored cottons are well under control, and prices are well maintained in spite of quiet buying.

**Prints**—There has been a moderate business under way for printed calicoes, but with no new features since our last report. In both staple lines and fancies, a moderate business only has been under way. Fine grades of printed fabrics are in steady request for next season, and a good business has already been accomplished.

**Dress Goods**—In the dress goods houses business is reported as very light, with nothing doing, either in the present lines or as regards enquiry concerning the spring season. There are hopes of a good business soon, but about the only thing to base these hopes on is the fact that as yet not much has been sold. The jobbers are prepared to attend to all the business that will come their way, and although the buyers with large orders have not as yet put in their appearance in any large numbers, it is felt that as soon as the garment manufacturer finds out what is wanted he will not be slow in making his presence felt, and aid in starting the market at a good, stiff pace. The cloths that are bought are the same things that have been the only moving features of the market; that is, the plain goods, although there is a feeling in some quarters that a change from these "Quakerish" cloths would meet with success.

**Underwear**—The manufacturers of underwear have had their samples before the buyers long enough to form a pretty good idea of what the wholesale end of the business will want for light weights. One of the chief features that will later be presented to the retailers will be an enormous range of fancies. Especially is this true of women's goods, and in these will be seen a great variety of embroidered effects on the vests. This has been growing more pronounced for several seasons, and no longer will a simple crocheted edge suffice. Some of the latest creations are handsome enough, as one buyer remarked (a lady, too), to wear as an evening waist. They are handsome and no mistake, many of them, and considering the immense amount of work on them, very reasonable in price. If the many lines of handsomely embroidered undervests do not have a tremendous sale next spring and summer, it will not be the fault of the artistic goods or the prices. Of course, the style of the shirt waist this season has much to do with this, for it is so delicate and dainty that whatever is underneath is easily discerned. All the manufacturers making ladies' knit vests are striving to outdo each other and the results are marvelous. Some of the importers have found lines that go to the limit, in fact, run over the limit and have produced almost monstrosities in the way of garish effects.

**Hosiery**—The hosiery market has been somewhat quieter during the past week, partially because the retailers

have been looking among the jobbers for certain fancy patterns and have been unable to find them. The demand for plain goods has decreased somewhat of late, but the retailers' fancy stock has been lowered very materially, and they have had to replenish. The retail trade has kept up to the top notch, and the wholesale end of it will not be a particle behind. Stocks of both are quite low, and, in fact, fancies have passed almost directly from the manufacturer to the retailer through the hands of the jobbers, delayed but a very short time with the latter. Fall hosiery is selling in moderate quantities, but the demand at the present time is somewhat lighter than is usual at this time of the year, probably owing to the fact that summer lines are so very lively. It is a mistake for retailers to delay on the fall goods too long, because there is no overproduction, and at the time the goods are wanted in a hurry, the buyer may not be able to find them. Almost every day a visitor to the market sees new ideas brought out by enterprising manufacturers, both in men's and women's lines, and the array for this fall is something marvelous. For early fall there will be good sales of certain open work lines in all parts of the country, but these are expected to be good also all winter in the Southern States. Look out for the cheap lines of these goods, for the customers after the first washing will find more open work than they bargain for, and this will do you no good whatever. Better urge them to buy nothing less than 25c qualities. These are about as low as anything worthy can be retailed.

**Carpets**—The situation in the carpet trade continues to show improvement. Orders are beginning to show more volume, both in size and numbers, and a very good season is looked for when the usual fall buying commences. Manufacturers are feeling more confident as to the near future. Taking everything into consideration, the present market conditions are such that they can not be complained of. While it is true that we have from time to time stated that actual business was not as favorable as it was made out to be, yet we can conservatively state that for this season of the year, general business is as good as could be expected, if not better. The fact that the sales of carpet wools the past week in the Philadelphia market have shown an increase of from one to two hundred thousand pounds over the amount that has been usually purchased of late, is evidence enough that the manufacturing end of the business is beginning to show more life and that mill men in general are placing more confidence in the future of the market. The mills in the vicinity of Philadelphia, broadly speaking, are fairly well employed. Those that run on the finer carpets, such as the wiltons, body Brussels, and especially, the velvets, are actually busy, and the same can be stated of those that turn out the better grade of tapestries. In fact, the bulk of the present business has been done in the  $\frac{3}{4}$  goods. The ingrain mills, however, are fairly busy, but the future demand does not look as promising as it might. The large New England mills are reported to be working on good-sized orders that will keep them well employed for some months. These orders were mostly for their standard grades, so widely known to the buying public.

**Smyrna Rugs**—Continue to sell well, and mills have been receiving orders that will keep them busy for some

months. The large sized rugs are received with much favor by the public, and more of these sizes are being turned out by the mills. Prices, however, are considered to be on a low basis, and the anticipations are that they will show some advance before long. Wilton rugs are in fairly good request. Prices are very firm.

### Defeats Its Object.

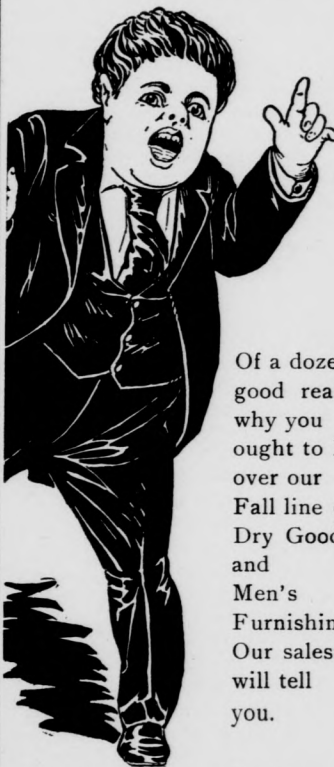
It seems that the shirtwaist is bound to be ridiculed in some direction or other in a manner which only fans into flame the dormant prejudices that may have quieted down after last season's chaffing.

Now it is a ridiculous girde corset brought out by a woman.

This corset girde is intended to give a sufficiently firm foundation to insure the snug fitting of the shirtwaist and maintain the waist connection without wrinkles. It is fashioned after feminine ideals and is composed of broad tapes which cross and recross. They take their stiffness from whalebones and naturally are as uncomfortable, warm and distressing as the skeleton corset worn by women.

The patentee has wholly misunderstood the masculine shirtwaist. Its paramount object is to impart all possible coolness to the wearer. The addition of a corset or any contrivance underneath adds warmth to the garment and attains no desirable end. The shirtwaist or negligee shirt has a blouse effect at the waist and there is no reason or desire to rid this portion of wrinkles. In bringing out this novelty the cardinal virtues of the shirtwaist are eliminated.

## 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.

Ask to see Samples of

**Pan-American  
Guaranteed Clothing**

Makers

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

## FOR FALL



We have received for fall business a nice line of FLANNEL-ETTES. These goods will be in great demand and it will be wise for you to place your order soon to insure a good assortment. Write for samples.

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

## WE KNOW

that if you will send us an order we can prove to your entire satisfaction that

Standard Crackers

and

Blue Ribbon Squares

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

**E. J. KRUCE & CO., DETROIT**

### Shoes and Rubbers

**Dame Fashion Sets the Styles and Others Pervert Them.**

I have been simply spending my time lately trying to understand the problem of the human understanding, and it is the most vexing thing that anyone ever struggled with. If you had ever given the matter special attention you would have been surprised to find out how small a proportion of your understanding is in your head. Now I have the greatest reverence for people that make shoes—I do not think there is anything so pretty as a pretty shoe, nor so necessary. I am not even objecting to the shoe itself. I thought I was quarreling with Dame Fashion until she convinced me that I was not. Really we had the most hopeless falling out the other day that we have ever had. If it hadn't been that she observes such unruffled politeness, and that I never lose my temper, something dreadful would have happened.

This is the way it began: Dame Fashion was sitting by a diamond-paned window in her boudoir when I happened to run in. At the time I was wearing a pair of my prettiest shoes and limping as gracefully as I knew how. She slowly turned her head from the contemplation of the landscape through the window, and said: "Bon jour, mademoiselle." I replied in the same language and in precisely the same words with the exception of the last one.

After this slight formality she remarked: "I see you have a little peculiarity in your gait this morning."

"Which gate, madam?" I replied. "I didn't know you could see our garden fence from your window." Of course I knew what she was talking about, but who likes to have his infirmities made light of?

"Oh, well," she said, "if there is any uncertainty about it we had better drop the subject; I am sure you will find it more pleasant under the circumstances to take a seat on the divan and rest your weary feet."

One can never accuse her of a rude manner, but this provoked me to a few little remarks at her expense. "Well, madam," I said, "I thought you had a way of setting the styles."

"No doubt of it," she replied, "and I notice you have a way of perverting them."

"Oh, I suppose you are referring to my new shoes?"

"Precisely."

Then I began a long monologue. "I have been squandering more cash on shoes lately than it takes to keep most girls in candy for six months. I have a row of shoes standing against the wall in my closet more than a yard long—and they are such pretty shoes! The fact is I have been thinking of originating some style of dress decoration (to be used after the manner of the Indians' strings of beads, porcupine quills, etc.) made of strings of pretty shoes hung in festoons on silk cords. I would like to do this so that people might know that the reason I wear the old ones most of the time is not because I do not own any others."

With this I relapsed into silence and leaned back among the cushions to observe the effect my remarks would have upon Dame Fashion.

Presently she turned around and did me the honor to look my way. At last she said: "Let's investigate the subject. What is the greatest difficulty you

have been meeting lately in regard to your footwear?"

"Pointed toes."

"Well," she said, "aren't there any but pointed toes to be had in stylish shoes?"

"Yes, in shoes that weigh something less than a ton." Of course I exaggerated, but I was in an exaggerating mood.

"Well," she said, "for what purpose do you buy pointed toe shoes?"

"Why, for the purpose of making a respectable appearance when I am walking," I replied.

"So you believe in walking in pointed shoes?"

"Oh, no; but 'one may as well be out of the world as out of fashion,' and when I am dressed for an evening and have occasion to do a little walking between times I am obliged to suffer the consequences."

Then she began a monologue on her side. "Now," she said, "we will consider the subject of walking shoes. The greater number are heavy, at least in appearance, but the cork sole is the redeeming feature of the heavy shoe, for the woman who does not care for weight. For the one who has developed a great deal of muscle and is a sort of feminine Hercules there is the heavy shoe cut exactly after the pattern of the man's shoe. There is also the plain broad toe, hand turned, that can be secured at almost any time, past, present or future. You will observe that the great difficulty is that you mortals do not do any close observing. Somebody wears something effectively, and immediately you all go and do likewise—and then the trouble begins. We will say, for instance, that the heavy men's shoe has been introduced by a woman who has indulged in out-of-door recreation, golf, tennis, mountain climbing, for many years past; and whose training in physical culture has been thorough in every way. She is popular, however, and beautiful, and looks well in this heavy shoe; and any number of you poor little humans who have never had such advantages as these immediately burden yourselves with men's shoes and then sink in abject prostration beside my footstool and weep because I lead you such a pace. I do lead you, indeed, as far as your sense will allow—beyond that you lead yourselves.

"Now," she continued, "we will discuss the variety of shoes in their different uses. When you are dancing, for instance, you are standing very little of the time except when engaged in the dance. You naturally rest on your toes anyway in taking the dance steps, and the high heels of your slippers are very suitable. The pointed toe and high heel should be donned only when one intends to spend the evening at home or to take a carriage to the theater or other entertainment; and in purchasing these shoes great care should be taken to have them sufficiently long so that the widest part of the foot shall fall at exactly the right place in the widest part of the shoe. The point of the shoe, you see, is then merely a decorative effect entirely outside of the general contour of the foot. If one has not many cents in his pockets he must make up the deficiency by having a great deal of sense in his head; and if you can not afford enough shoes so that you can change for the different occasions the only sensible way to do is to purchase about two pairs which are reasonably suited to the needs of the case, even at the sacrifice of a little daintiness."

**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.

**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 great fad for the coming season will be the half-top shoe. It presents an effect that reminds one of the footwear of the Puritan maiden. The extremes in walking shoes are, as I have suggested, an imitation of the men's footwear, but in somewhat lighter materials. Tanned shoes have gone out completely, dress shoes are of the usual materials—soft kid, patent leather, cloth tops, etc. A very pretty little tie, not necessarily an oxford, is a low, pointed shoe laced with variegated ribbons.

Mollie Morris.

**How Are You Going to Conduct Your August Sale?**

What arrangements are you making in order to insure a success of the sale that you are going to carry on during this dull season? You know that having the goods on the shelves is not all that is necessary to make this sale a winner; therefore, it would be well to look around and figure the best possible methods to bring it to the notice of the buying public. Those who really needed shoes have bought them, and the great bulk of humanity will shun the shoe store from now until September—unless special inducements draw them to it. If we would shake off this stupor we must bring forth a circus or a bargain sale. As we do not deal in the former, we must have recourse to the latter.

Let us do a little circus advertising; the people like it. Put out posters—say, the summer girl or the shirtwaist man upon them, examining a canvas or a tan shoe—with the printed matter on them containing little more than the date and details of the sale. Let the circulars used in advertising the sale be short, snappy and convincing in argument. Let them be interspersed with shoe cuts. The summer girl and the shirtwaist man should be in evidence in the newspaper advertisement space, along with the facts and figures of the sale.

If you are not able to reach your trade through the medium of the daily papers, which is often the case in large cities, it would be well to make a local canvass by getting out a neat circular. By this is not meant an ordinary dodger, such as you have printed for \$1 per thousand, but a circular neatly printed, enclosed in an envelope and addressed to the lady of the house and delivered by a boy, or one or two of the clerks in the store, if you are not rushed preparing the goods for the event, so that the sale may be brought primarily to the notice of those who are most likely to purchase. Do not forget that if you use a special style of poster, or a special cut in your window, to have the same displayed on the circular you distribute from door to door.

It might also be well, if there are factories in the locality, to have those circulars distributed to the employes as they leave the building. This means of advertising, properly conducted, is productive of much good, and it should not be forgotten that this class of trade are not particular as to which store they patronize so long as they secure a bargain when they want shoes.

If no electric fans hum their breezes in the store let them be added, and give them mention in the advertisements. People patronize cool places in summer. A free use of the hose on the paving in front of the store will add to the cool effect.

As shoe stocks are greatly reduced at this time they should be lowered so that all shoes may be reached from the floor. The less effort on the part of the

clerk the cooler he can keep, and the cooler he is the better he can sell.

Let us diverge from the beaten path of precedent and eschew the jumble of the bargain rack and table during this sale. Samples of the lots to be sold should be put on shoe forms and each given a separate and conspicuous place in the store. Shoe forms bring out the lines of a shoe in a manner to make it more salable.

The windows should be trimmed in light summer colors. If means for an artificial fountain are at hand they may be utilized with profit. The play of water in a window is bound to attract attention.

If the sale that you are going to carry on is of shoes all of one price, it would be well to arrange one large price card in the window, stating the price of the shoes and the character of the sale. If you intend running a sale for women's, misses' and children's, or two or three various departments, it will be necessary to use more price cards than one.

If you have two windows do not let one window be dressed with your regular stock goods and the other window with sale goods. Wipe out all appearance of your regular manner of conducting business and by your general display and outward appearance give your customers to understand that your store has been thrown open to this special sale which you are now conducting. This will infuse prospective customers with an amount of confidence which they would not have if you went at it in a half-hearted way.

The shoes we wish to sell at this sale are, of course, the odds and ends of the season's business—patent leather boots and oxfords and those tans which have been sticking, along with the special shoes ordered for the sale. A few canvas shoes may be used as a drawing card. If not in stock they may be had, on short notice, from the jobber. Samples of all shoes to be sold must be well displayed.—Shoe Retailer.

**Black Shoes Have Had the Call.**

Lynn Correspondence Shoe and Leather Gazette.

One of the fads that has taken hold of the feminine class is the wearing of colored laces in their shoes. Among the strings noticed are blue, red, old gold, yellow, and the latest shade is bottle green. It is really amusing to note how a fad will take. In years past such innovations would not be thought of, but to-day they are looked upon as commonplace affairs.

The colored shoe has not had much of a demand this season. One manufacturer stated to the writer that he had prepared for a good demand on this class of shoe, but finds that he was mistaken, and is anxious to get the colors that he has made up off his hands. "I have one hundred and fifty cases of colors upon the floor that I am particularly anxious to move, but I fail to see the demand that was predicted as soon as the hot weather arrived."

"If other sections of the country have turned on colored shoes, as has been the case here in the East, the manufacturers, as well as dealers who stocked up on colored shoes, in anticipation of a demand for them, will be out a good many dollars, from not being more cautious in the matter. Black shoes have had the call and they certainly will be in demand during this fall and winter."

Our

**"Black Cat"**

Plow Shoe will stand all sorts of hard wear.

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

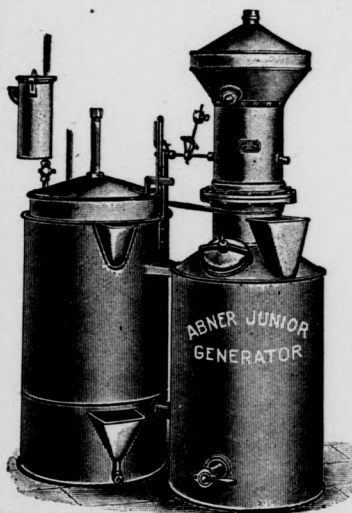
**Geo. H. Reeder & Co.**

Wholesale

**Boots and Shoes**

Grand Rapids, Mich.

**Abner Junior Generator**



The best Acetylene Gas Generator on the market for private houses, schools, churches, lodge halls, stores, etc. From 10 to 50 lights. Write for local agency, information, etc. Call at our exhibit at Buffalo, Acetylene Building.

The Abner Acetylene Gas Co.,  
38 La Salle Street, Chicago, Ill.

**MICA AXLE GREASE**

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

**ILLUMINATING AND LUBRICATING OILS**

PERFECTION OIL IS THE STANDARD THE WORLD OVER

HIGHEST PRICE PAID FOR EMPTY CARBON AND GASOLINE BARRELS

STANDARD OIL CO.

**GAINING GROUND.**

**Annual Report of Citizens Telephone Co. of Grand Rapids.**

Your company has completed five full years of active paid service in its Grand Rapids plant, and you are assembled to consider the results of the past and take such action as you deem wise for the future control of your property. During the fiscal year just ended with June 30th last, there has been such progress, your directors and officers believe, as will prove gratifying to you and to our patrons. The report of Manager Tarte made to the directors at their July meeting contains, among other things, the following statistics: Your system, exclusive of your interest in the Muskegon Exchange, on the 1st day of July included 6,967 telephones, of which 3,588 were in the Grand Rapids city plant. These were distributed as follows—the statistics of the plant a year ago are given in the former figures, the present condition in the latter, in the sub-joined table:

Grand Rapids.....	3,314	3,588
Baldwin.....		6
Big Rapids.....	6	8
Cannonsburg.....		8
Cedar Springs.....	62	79
Coral.....	10	9
Fremont.....	67	84
Hastings.....	287	325
Holland.....	315	396
Lowell.....	54	102
Manton.....		37
Nashville.....	52	81
Portland.....		2
Traverse City.....		450
Trufant.....	6	6
Zeeland.....	40	63
Athens.....	10	21
Bellevue.....	53	63
Caledonia.....		19
Casnovia.....	12	12
Copemish.....		8
Fellows.....	33	47
Grattan.....		2
Hersey.....		8
Kalamo.....		10
Lansing.....	782	971
Middleville.....	68	109
Newaygo.....	27	27
Rockford.....	54	122
Leelanau County.....		67
Vermontville.....	90	136
Toll Stations.....	84	88
<b>Total.....</b>		<b>6,967</b>

It will be seen that your plant has made a net gain of 1,541 telephones in the entire system, of which 274 are in Grand Rapids, during the year. In the Grand Rapids plant this growth of 274 phones was distributed as follows: 121 in the first six months of the fiscal year and 153 in the last half of the year. Of course you will remember that our purchase and control of the Traverse City system was subsequent to our meeting a year ago; that part of your plant has been rebuilt, very greatly enlarged and directly connected by copper circuits with the balance of your system since that purchase, which was paid for in stock of your company.

Mr. Tarte's report states that you now own 1,616 miles of toll circuits, of which 709 miles are copper metallic, 849 are iron metallic and 58 miles only are "grounded." This word "grounded" means that the line consists of but one iron wire, not a pair of wires which is included in the statement that circuits are "metallic;" formerly pretty much all telegraph and telephone lines were grounded circuits. That service is nothing like so good as metallic. In your system, as you will notice, over 96 per cent. is full metallic. There have been added to our toll system during the past year by purchase or construction, chiefly the latter, 273 miles of copper metallic and 217 miles of iron metallic circuit—the copper circuits are far better than iron, and in new work much the larger portion of that now constructed is made of copper. During the year there were added to the toll system 194 miles of poles; many more miles of poles were added to the exchanges, especially in the construction of farmers' lines, but these are not included in the toll circuits. There are now 774 miles of poles in use in your toll line system,

which mileage will be considerably increased when the work now in progress is completed.

In this same connection, as one of the elements in the growth or progress of your system during the year, it should be stated that 89 per cent. of the Grand Rapids Exchange system is now equipped with metallic circuits, whereas but 60 per cent. of the smaller exchange of a year ago was then so equipped. This means a very considerable betterment of service in all respects both in local communications and toll line connections. It also means a considerable diminution of "troubles" in the system, and of the expense of caring for them; but of that phase of progress, more later.

Your company is now building additions to its system which include small exchanges at Freeport, Clarksville, Alto and Elmdale and considerable enlargement of pretty much everyone of the exchanges in the southern portion of its territory; it is building a new toll line from Hastings to Lowell and additional copper circuits from Grand Rapids to Lowell, from Grand Rapids to Newaygo and from Cedar Springs to Harvard; work on these is well advanced and, when completed and present orders for service are carried out, will add over 300 telephones to our system outside of this city. Additional orders for service in all our exchanges are received constantly. The growth of the plant at the present time is almost or quite as rapid as during the year just ended.

In another direction the progress of the year is manifest. During the month of June 15,987 conversations between people in Grand Rapids and people in other towns—such connections we call switches—passed over our toll system, an increase over June, 1900, of 1,157 switches. During the fiscal year, there were 176,665 Grand Rapids switches, an increase of business as against the preceding year of 27,454, or almost precisely 19 per cent. The larger portion of this increase was during the latter half of the year and the ratio of growth in this department of your business is greater this month than was ever before enjoyed by your company. Previous to this month, the largest number of Grand Rapids switches ever cared for in any one day was 753, and when that figure was reached, it was considered a notable advancement in the business of the company; but on five days of this month, that figure has been exceeded with 871 on the 1st, 833 on the 2d, 900 on the 3d, 775 on the 5th, and 829 on the 8th. The largest week in the history of the company's toll line business previous to this month was the last week in June, when there were 4,115 completed Grand Rapids switches. The first week of July raised this figure to 4,424, and last week reached the very gratifying total of 4,340. I do not wish to weary you with figures, but such statements become important for comparison, and are especially suggestive as indicating conditions and tendencies. When we speak of Grand Rapids switches, the statistics given have no reference to the business between any other stations or connecting lines of our system outside of Grand Rapids, nor have they any reference to the toll line messages passing through Grand Rapids, as from Muskegon to Lansing, or from Holland to Lowell. In these elements of your company's business, quite as large and gratifying growth has been enjoyed.

In the financial statement, it is believed that the figures given will be quite as gratifying as those relating to the growth of your system. Including the dividend declared at the last meeting of the Board of Directors, on the 11th inst., checks for which will be mailed on the 20th to each and all of you, there has been and will be paid out for the year \$39,243.12 on that account alone. All the expenses of operation, insurance, taxes, etc., have been met from income and your lines, switchboards and instruments have been kept in such good condition, your manager says, in his report to the directors, that "we are in the unusual condition of having a plant that is appreciating in

value instead of depreciating." This is because of the large expenditures for reconstruction, repair material and maintenance; these three items alone aggregate almost \$40,000 for the year. After paying all dividends, 8 per cent. for the year, every expense of operation, maintenance as above indicated, etc., there was an undivided profit in the year's business of \$14,405.99. Your directors decided to carry \$10,000 of this to your surplus fund and to charge the balance to depreciation.

The growth of the company's business in revenue during the year is also indicated by the changes during that period in exchange rentals. These rentals from the different exchanges of the system, Grand Rapids and others, were: For the first quarter, \$25,804.40; second quarter, \$29,031.92; third quarter, \$29,816.99; fourth quarter, \$31,109.13. It will be seen that in the exchange rentals alone the earnings of the company are at the rate of more than \$20,000 per year larger at the end of the fiscal year than at the beginning of the year. The changes in the toll line revenue, when analyzed, are quite as gratifying; and when the work now in progress, as heretofore suggested, is completed there will result an addition in excess of \$4,000 a year in exchange rentals, and more than a corresponding growth of toll line income. Could your system stand still in its present conditions, your gross annual revenue would be slightly in excess of \$160,000, a figure which probably will surprise most of you. Of course, it is true that, with increased business, a larger number of phones, and greater mileage of toll lines, there is also an increase of expenses, but it is certain that during the coming year at least, without extraordinary and very unusual conditions, expenses will not increase proportionately with income. On the basis now reached the net earnings for the year we have just entered upon will be larger, after paying dividends, than the year which has reached so fortunate a close.

During the year, as you know, you

**STONEWARE**

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

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

**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
Waaloo 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

**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")



directed that the authorized capital of your company be increased to one million dollars. Since that was done your directors have formally decided to sell \$100,000 of new stock to take care of growth which has been made, is in progress, and is expected and intended to occur during the next six months. There has been sold and issued \$580,380 of stock, as against \$396,100 issued a year ago, so almost precisely \$70,000 of the stock recently authorized to be sold is yet to be disposed of. In the sales already accomplished since the increase of capital stock, quite a large number of new stockholders have been secured, and numbers of those who have held stock heretofore have increased their investments with us. Of course, as you are aware, the entire authorized capital is all common stock—every dollar in the company's investment is precisely as good as every other dollar—and is being placed in the pool as it is sold. More than \$500,000 of the stock issued is included in that agreement.

It will gratify you in this connection to hear that your neighbors of the Union Co., on the east and north of us, have copied your pooling agreement, and that other telephone companies, several of them in this and other states, have done the same thing, or are preparing to do so. In a sense, your company has set an example in telephone investment, in this direction, which has been generally heard of among the independent companies and very heartily approved. The wisdom of your action in providing this agreement has been amply justified by experience, and undoubtedly is an element of great strength to your company.

While our own immediate conditions are pleasing, the situation of the independent telephone movement of the State is far more satisfactory than it was a year ago. Very important and beneficial changes have taken place during the past twelve months. At the time of our annual meeting in 1900, we were compelled to make report to you that the Michigan Telephone Co. (Bell) but a short time before had bought independent plants, including the Detroit exchange, the New State system and the Kalamazoo system. At that time there were in the entire State but about 18,000 independent telephones outside of the Detroit and Kalamazoo systems, which were really then Bell property, although operated as independent plants. Now there are in the Lower Peninsula of the State somewhat more than 25,000 telephones in the independent systems in operation, and new independent plants are building in Detroit and Jackson. As all of you know, Mr. Ware, who has been identified with this company since its organization, in March resigned his position of Secretary of your company to accept the general management of the Peoples Telephone Co. in Detroit. It was believed that encouragement of that enterprise and assisting to make it first class in all respects would prove most beneficial to all the independent interests of the State, including our own, and country. That corporation, with an authorized capital stock of two and one-half million dollars, has entered with great energy upon the building of a plant intended to include an ultimate of more than 12,000 phones in that city, which is to be one of the finest systems in the world, full copper metallic, with all the lines converging to one central station or switchboard. Mr. Ware, who is with us, doubtless will be able to give you some idea of the progress he is making. The same interests—70 per cent. of the capital is provided by our Ohio friends connected with the United States Telephone Co. of that State—are also building the Peoples Telephone Co.'s plant in Jackson and now have more than 900 contracts for service in that city, and a large force of men putting in conduits and raising poles. These interests propose building without delay a connection from Detroit with the U. S. Co. toll lines which now reach Jackson and Owosso, and will cause the erection of first-class independent exchanges in all towns large and small in Southeastern Michigan.

Within the past forty days, quite a number of franchises have been granted for exchanges, at Romeo, at Mt. Clemens, at Monroe and other points, and applications for franchises are pending in Ann Arbor, Ypsilanti and other towns. A franchise was granted in Toledo on the 12th. A year ago, the Bell Co. seemed to have the impression that it had effectually squelched the independent movement in Southeastern Michigan and very seriously damaged it in Southern Michigan; but to-day the independents in Michigan have brighter prospects and more encouragement than before the Detroit, the New State and the Kalamazoo plants were sold. It will be apparent to all of you that the building of such plants, the re-occupying of the territory indicated, will very greatly increase the toll line business of your system and your net income, and will greatly strengthen your system; fewer of your patrons will feel compelled to use Bell telephones to reach their business connections in other portions of the State, and at the same time, while your competitor is busy meeting this new competition, your system will not be subject to such serious onslaught, such strenuous efforts to share patronage with you or to divert business from you.

You were informed at your last meeting that contracts had recently been made with the U. S. Telephone Co., of Ohio, and with other telephone companies of this State, running twenty-five years, for a considerable increase of toll line facilities and for an interchange of business. Since then the U. S. Co. has built a first-class copper metallic toll line from Saginaw through St. Charles, Chesaning, Oakley, Henderson, Owosso, Bennington and Laingsburg to a connection with your exchange at Lansing, where your toll line system is reached; thence through Mason, Eden, Leslie, Rives Junction, Jackson, Napoleon, Norvell, Manchester, Clinton and Tecumseh to a connection with the Adrian exchange, which was reached last week. This line will be finished within a very few days to Toledo and to connections there with the great Ohio and Indiana systems. In Ohio there are now 70,000 independent telephones, a number considerably larger than the Bell Co.'s licensees have in the Buckeye State. This connection at Toledo means also a connection through to Pittsburg, Pa., over lines now completed, and includes, in a comparatively short time, toll line facilities to reach the Atlantic coast at Philadelphia, Baltimore and other important points. It goes without saying that, with increased opportunities for service to many thousands of telephones at hundreds of points not now accessible, the toll line business of your own system will be very largely increased.

While mentioning the fact that, in the very near future, through the completion of the United States Co. system, you will be able to reach the Atlantic coast, it should further be mentioned that the independent movement has begun to develop in the Middle and New England States in the past few months with a vigor and enthusiasm that promise much. The independents in Baltimore report that they already have more phones in service than the Bell Co. has had in the entire State of Maryland heretofore, and their plant there is growing fast. The Keystone Co. expects to begin to give service in Philadelphia by the 1st of October. Bankers and capitalists in that city are providing millions of dollars for a larger and finer plant than the Bell now has there. Judge Thomas, President of the National Independent Telephone Association for the past five years, recently General Manager of the U. S. Co.'s lines in Ohio, has accepted the Presidency of the Telephone, Telegraph & Cable Co. of America, and has entered upon his duties in New York City. He is one of the most able, aggressive and earnest independent telephone men in America. When invited to the Presidency of this great corporation, which had begun building Greater New York and Greater Boston, and toll lines to connect those great cities, he consented upon these conditions: That ample

means shall be provided for building first-class plants; that the stock shall be pooled so that adverse interests cannot buy it and thus secure a control, and that first-class plants shall be built and operated upon an absolutely independent basis, with perfect good faith as toward patrons and other independent interests. That he has entered upon his duties is proof conclusive to all who know him intimately (of whom your Secretary is one) that these conditions have been conceded, and that, as fast as money and men can provide them, New York and Boston are to have genuine independent telephone systems. It means much to the independent interests throughout the country, and not a little to ourselves.

When your company was first organized many of you were more or less in doubt about the patent situation. The Bell Co. claimed to own pretty much all of the important patents upon the art of telephony, and its representatives frequently announced that, because of such control of patents, independent companies could not possibly give satisfactory service; indeed, could not continue in service because their plants could be closed for infringement. As you have known, heretofore, this company has had ample experience in that direction, invariably successful and without expense to its treasury. You have been informed from time to time by your officers that it did not seem probable that any real hindrance to your business would arise from patent litigation or decisions. The most important patent of all undoubtedly, in the opinion of the Bell Co., was that which has been so noted, the Berliner patent. The Bell Co. claimed that under this patent no practicable telephone could be operated except by itself or its licensees; that all independent telephones using carbon transmitters with batteries were infringements. In February last Judge Brown, of the United States Court in Boston, handed down a decision which declared that the Berliner patent was invalid upon four important grounds, one of which was that Berliner did not make the in-

vention claimed in his patent. No one conversant with the facts has any idea that, in case of an appeal, Judge Brown's decision will be reversed or radically changed. This decision has had a profound influence for good upon the independent telephone situation.

E. B. Fisher, Sec'y.

**Promised Not to Mention It.**

A well-known clergyman tells of driving along a country road one winter's night, when just ahead of him he noticed a woman walking.

Drawing up his horse, he asked the woman if he could give her a lift. The woman got in and they drove along for some distance.

When he had set her down at her own gate she thanked him, and he politely answered: "Don't mention it."

"No, I won't," said the matter-of-fact woman in an obliging tone.

It's a wise father that knows as much as his own son.

**Michigan Fire and Marine Insurance Co.**

Organized 1881.  
Detroit, Michigan.

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

D. WHITNEY, Jr., Pres.  
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F. H. WHITNEY, Secretary.  
M. W. O'BRIEN, Treas.  
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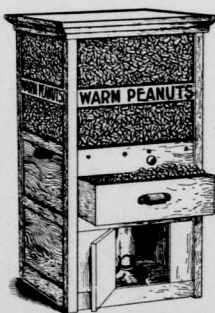
**New Coffee Roasting Plant**

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.

**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.

## Hardware

### Steps Necessary To Achieve Success in Hardware Trade.

Keep your own counsel. I think that is one of the first things a successful man learns. Don't relate your ups and downs to your neighbor. The world is apt to magnify and give you credit for more success than you are entitled to. If you make known your failures they are likely to make it worse than it really is.

Be pleasant and courteous to travelers, and when they call make them feel that they are welcome visitors. Don't give them what is termed the "marble heart." A merchant makes a mistake by mistreating the traveling man. They are among our best friends. Try and find time to see and hear what they have to offer. Draw them out on their different lines, and they will tell you some things you do not know.

We are apt to make a mistake by patterning after others. If you see a good thing, look into it carefully to see if it will be any addition to your business before adopting it. I have seen methods used successfully by their originator, and yet these same methods seem to be failures in the hands of others; or successful methods in one town may fail in another. If we all think and work out our own methods of conducting our business by adding this or that man's ideas that seem adapted to our trade and condition, after examining into them closely, the effort it requires to do this makes us strong in executing our plans. We should study closely and try to understand what is necessary to reach our own trade.

Again, I think it bad policy to have an iron-clad price. Require your clerks to maintain as nearly as possible a uniform price. But certain customers and conditions require a different price from others; and the argument commonly used in favor of one price, "Every man's money is the same," does not cover the case.

Allow clerks as much latitude in making sales and arranging stock as you find their judgment is entitled to. Every man has some originality. Make them suggestions, but force them to use their own heads; and they are likely to make sales that you would have lost, or make some nice displays that you would not have thought of. And when they have made nice sales, or arranged certain displays, speak nicely of it. Don't wait until they have made a mistake and then "Jack them up." There is more in the impression made on your customer's mind by having your stock properly kept and displayed, followed up by the efforts and brands of goods you carry.

I do not wish to be understood as being greatly opposed to system. On the contrary, the more system, the more success. But a long list of iron-clad rules and lots of red tape are by no means system. System makes rules and red tape, but they do not always make system. Get a good cash register. It will introduce more system into your business to the square inch than anything I know of. It tells when your store opened in the morning; it shows your daily, monthly and yearly sales; how many customers you had and how much each bought and how much each clerk sold, and many other things of interest and value. Your clerks have to be careful with it, which makes them more careful and accurate in other things.

I am friendly to special brands that contain merit, when they can be controlled by the retailer in his town; but not those that you only speak of as being as good as some factory brand already introduced. I think, although handling a special brand that has merit, and talking points over the factory brand, that it is best to have a factory brand, too. Not to have it often creates the impression on your customer's mind that you urge the special brand because you haven't the other, and that you buy it because it is cheaper than the factory brand. Show the brand you control and talk up its merits. If your customer urges the factory brand on you, get it out and make a comparison. The moment you convince him that the reason you push it is because it has advantages over the factory brand, your sale is made, ten to one.

Establish a reputation of handling the best goods and you will get the best line of customers. When you have a call for an article do not show the cheapest thing, but something good, and name the price in a manner that gives the customer to understand you think it cheap for the article you are showing him. If he objects to the price or speaks of having been offered something cheaper, etc., then it is time enough to get out the cheaper article. When he sees the two together and you show him the advantages of the good article, and the disadvantages of the cheaper article, he is apt to take the better, which is better for the merchant, even at the same profit; for the customer is likely to forget the price he paid. But if the article he buys is worthless he never forgets it, although you may have sold it for less than cost.

While I do not think it wise to drop something you have a good trade on simply to take up a new article in its stead, yet we should keep our eyes open and when new and attractive articles are offered take them and run them while they are new. Aside from the profit you make, it shows your customers you are in the lead and not following; that they do not have to send off for the latest and best things; that they can always see something new at your store.

Catalogue houses are one of the growing evils that we have to meet; and just how to meet them is a great question. I believe the best policy is to say as little about them to our customers as possible. I think I should examine closely the latest and largest catalogues of those operating in my territory, studying their plan of doing business and locate their weak points. The dealer himself should not patronize them as that is an acknowledgment he can not afford to make.

Success or failure depends upon self. I read some remarks from E. C. Simmons, one of the greatest hardwaremen in the world, that struck me very forcibly. The language I do not remember, but the idea was this, as I remember it: "If your business is not moving as you thought it should, examine yourself, see if you are doing everything in your own power to make it a success; and if you should find at any time it is necessary to cut expenses by reducing salaries begin with your own. I have yet to see the first man who failed in business to acknowledge that he was wholly to blame. He may have been drunk three-fourths of his time, played poker seven nights in the week, spent half his time around a bucket shop, played the races, slot machines or any old thing, yet when he goes to tell you why he

failed in business, he seems to have forgotten all these things, and will tell you of things that went wrong over which he had no control. However, we think if there is any drinking or gambling to be done, the head of the house should do it all and then get out of business as quickly as he can after these conditions arise, because drinking or gambling will wreck any business whether done by boss or boys."

E. E. Mitchell.

### Consequences.

A woman threw a paper out on the roadside, and the consequences were a buggy ruined, a young horse spoiled, a child crippled for life.

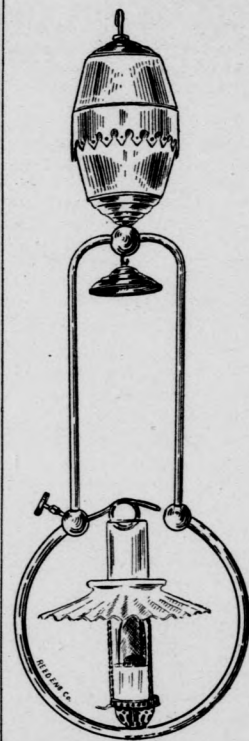
A man lighted a match in a barn, and the consequences were the barn was burned, the stock roasted, the grain a total loss.

A boy drank a glass of whisky, and the consequences were a spoiled career, a depraved character and a ruined life forever.

A girl said "Yes" to a fast young man, and the consequences were a poverty-stricken home, ignorant, vicious children and a broken heart.

All barriers fall before work. Industry is invincible. There is no obstacle confronting life that hard work can not remove. This is the genius that conquers—the spirit of labor. Let a person be possessed by a passion for work, and circumstances will inevitably be too weak to keep him down. Nothing is denied to industry.

## A Lamp with a Future



A Summer Lamp  
—  
A Cottage Lamp

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

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141 Canal St.  
Grand Rapids, Mich.

RELOUZE SCALE & MFG CO. MANUFACTURERS OF HOUSEHOLD COUNTER MARKET CANDY POSTAL SCALES SPRING BALANCES ETC

# Scales

GRAND RAPIDS PLASTER CO., Grand Rapids, Mich.

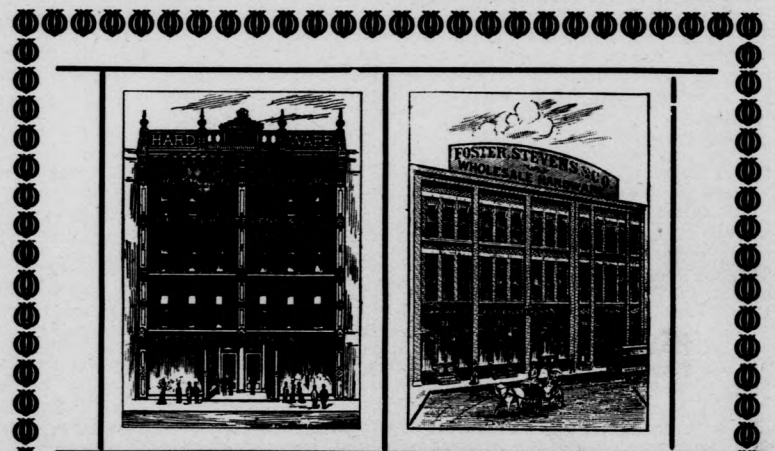
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Reliable  
Economical  
Durable

## GYPSUM WALL PLASTER

It has  
no  
equal

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



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

Foster, Stevens & Co.,

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

10 & 12 Monroe St.

Grand Rapids, Mich.

**"The Best Laid Plans of Mice and" Smart Alecks.**

Written for the Tradesman.

When Uncle Josiah Martin over in North Bellingham read the letter from his brother asking if Rodney could come over and work a little on the farm during the summer vacation, there were two in the family who thought "yes" with all their might—the reader of the letter and that oldest boy of his—John Thomas. The reason given for making the request was that the boy had "been overdoing and while there was nothing the matter with him, he looked so sort o' peaked and done up that his mother wanted to see what the Bellingham meadows would do to tan the boy up good and brown and blister his hands and set his back to aching as yours and mine use to ache, Josiah, away back there in the fifties. Don't expect much work out of him anyway. Let him putter around all he wants to. Take him over to that trout stream that you and I have whipped time and again. Send him back tough and stout in September and I'll make it all right with you. He'll be poking along about the end of the week."

"I'm mighty glad he's coming," said Uncle Josiah, looking over his steel-bowed spectacles at the big hulking young man of twenty-three whose size and build indicated an accumulation of strength which the owner did not possess. "I'm glad he's coming, John Thomas. I want you to see what a young man can do for himself when he sets about it in good earnest. Rodney hasn't a bit brighter brain than you have but he's all push and energy and they tell me he's leading his class. I'm glad he's coming and I hope his being right here in the house with you will stir you up and make you want to be something."

John Thomas laughed. From his childhood up this Rod Higley had been forced down his throat three times a day as a reminder of what he might be and he was glad to put eyes on the paragon at last. How he would take the starch out of the conceited simpleton. He knew books, no doubt about that, but when you come down to men's work in the hay field or on the farm anywhere—shucks! he'd show him! He had always had his opinion of these college fellows, half dude and the other half impudence; and once this one got there he'd show him, the little spindling, lily-livered, hollow-chested what you-may-call him. Him for a model! He'd show him which the model was, and so stop this endless nagging to "be somebody." One thing he'd get shut up on—books. Let him undertake to play professor if he wanted to and he'd see!

The letter came Monday and as he would "be poking along at the end of the week" so nobody expected on Tuesday morning that the young fellow coming to the hay field a little after ten could be the much wanted cousin. John Thomas wouldn't be expected to recognize him anyway and the appearance of the stranger did not tally at all with the idea he had been entertaining. The Higleys are all big fellows and Rodney had the family characteristic. If there was any advantage he had it in comparison with John Thomas and the "peaked" look which the anxious mother looked upon as incipient disease was simply the desirable result following a vigorous course of training at the college gymnasium. In other respects he was a fair representative of the up to date, all 'round, first class college

boy ready to meet men and matters as he found them without any doubt of holding his own and getting along fairly well.

If John Thomas hadn't been prejudiced he would have taken to his cousin on the spot. He had the Higley way of holding up his head and looking you squarely in the eye. The white straw hat with its broad black band looked well on the head of that well-proportioned and well-developed six footer and while the blue serge coat and the negligee shirt with the carelessly knotted tie at the throat and the white duck trousers and the well-fitting tan shoes were "natty" they were very handsome and made John Thomas decide to have some like them before the week was out.

When he had got through shaking hands with Uncle Josiah and his cousins that ought to be enough, but it wasn't. "Just introduce me to the rest of the men, Uncle Josh. I'm going to be out here with 'em and I want to know them," and he took each by the hand as if he meant what he said. Then he went back to the house and hauled off his "toggery" so that when they came to dinner he didn't look like the same man. Hat and jeans and shirt and shoes all made for service, was his make-up and after a hearty dinner with the rest of them he put on his hat and started for the hay field with the rest.

"Where you going to put me Uncle? I'm not an orphan and my mother isn't a widow so you can give me the hot end of the poker at the word go."

"Let him take a rake and start in ahead o' me," said John Thomas. "I'll make his heels jingle!"

He didn't though. All through that hot July day the "spindling, hollow-chested" student raked as wide a swath as the rest and without a sign of weariness he kept out of the way of his cousin's aggressive rake. Sunset saw no blisters on his hands and he declined a ride home on the load because "the walk would do him good!" He met the test of companionship between supper and bedtime by being just a young man with the rest only he did everything as if he had done it at least a thousand times. John Thomas had evidently been the "head man" among them without turning over his hand and their astonishment was no less than his when he found that the "peaked" cousin was ahead every time. He beat at checkers. He never turned up his nose at their greasy cards and "Old Sledged" them out of all patience. His quoit was always nearest the stake. His jump was away ahead of John Thomas' and "he jest grabbed a crossbar in the barn with one hand and lifted hisself three times so that his chin touched it and all the time his foot didn't tech ground."

All these things should have taught John Thomas something, but they didn't and it began to be a query with the men how long it would take to make him take a back seat. His one accomplishment was loading hay. His fork, he contended, took the biggest load and no man in the hay field was so swift a loader. No college boy this side o' the kingdom with all the gymnasiums, thrown in could beat him at that and he could not see that his cousin was not envious and had no wish to rob him of his honors. Finally when it was easy to understand that nothing but a trial would satisfy, Rod good naturedly accepted and just as good naturedly determined to do his best. With a fair field and no favor the two "went in." It was

Greek meeting Greek, but John Thomas depended too much upon his reputation and size and his cousin whose muscles were all sinews depended upon nothing but skill and endurance and his load of hay was out of the meadow before John Thomas had touched his last hay cock. The defeat would have been humiliating enough if Rodney had not made things easy.

"It couldn't have been otherwise, Cousin John. I've been training ever since I was in college—and that's three years—and there isn't an ounce of spare muscle on me. What you want to do is to come down there and take a gymnasium course. It would make a man of you in just the way you want to excel. So far as beating is concerned it wasn't worth trying for and if you had had my training I couldn't have done it. Shake hands on it."

It was so kindly said that the beaten cousin "had to," and having gone so far the rest naturally followed. Cousinship ripened into friendship and when Rod went home John Thomas went with him.

"I guess I'd better own up" the country cousin said as they seated themselves in the car, "I made up my mind that you were a dude and that I'd take it out of you if I had a chance."

"So Uncle Josiah said in one of his letters," Rodney quietly responded, "and I concluded to give you the chance!"

The next remark that was made was upon another topic.

Richard Malcolm Strong.

It is better to be sure than sorry; but if you are too blamed sure, you are sure to be sorry that you are sure.

**1,000,000 Pounds  
Standard Binder Twine**

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

**THE M. I. WILCOX CO.,**  
210-216 WATER STREET, TOLEDO, OHIO.

**THE IMPROVED  
Welsbach HYDRO-CARBON  
LAMPS**



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

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

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**BARLOW BROS.,**

**GRAND RAPIDS, MICH.**

## The Meat Market

### Horse Meat as Food For Man.

Why do we prize the meat of the hog and despise the meat of the horse?

If one would be asked a question like the above, or one similar, the answer likely would be, "Why, simply because the people at large object to eating meat from the horse."

That this, of course, does not answer the question at all, or at least is only begging the question, is plain enough; logically one would ask, "Why is this?"

It would seem as if this objection to horse meat was but a sentimental one, but just the same, if it is a sentimental one, it is a very strong one and one very fairly established and fixed. Like all such fixed and seemingly unalterable opinions, they have come down to us by tradition, simply because our forefathers held the same opinion. Possibly the Mosaic law may have something to do with it, which says:

(Extract from Third Book of Moses, Leviticus, Chapter xi.)

And the Lord spake unto Moses and to Aaron, saying unto them: Speak unto the children of Israel saying, These are the beasts which ye shall eat among all the beasts that are on the earth.

Whatsoever parteth the hoof and is cloven-footed and cheweth the cud among the beasts that shall ye eat.

Nevertheless these shall ye not eat of them that chew the cud, or of them that divide the hoof, as the camel, because he cheweth the cud, but divideth not the hoof, he is unclean unto you.

And the swine, though he divideth the hoof and is cloven-footed, yet he cheweth not the cud, he is unclean unto you.

Of their flesh shall ye not eat and their carcass shall ye not touch, they are unclean unto you.

This is the law of the beasts. . . . To make a difference between the unclean and the clean and between the beast that may be eaten and the beast that may not be eaten.

Clearly, according to this law laid down by Moses, the horse would have been an unclean beast, because if a specified reference had been made as to the horse it would have had to read as follows:

And the horse he divideth not the hoof and be not cloven-footed, and cheweth not the cud, he is unclean unto you.

But Moses made no reference in relation to the horse. I have consulted various authorities and students of the Talmud, and have received various answers. They claim, for instance, that the horse at that time was not a domestic animal; in fact was a wild beast, and therefore not included among the animals likely to be used for food any more than the lion, wolf or tiger. Another view was not quite as complimentary to Moses as we generally find it. It is claimed, namely: That when the laws were made or promulgated to the Israelites through Moses there seemed to be an anxiety to make them as unEgyptian as possible; that is, the Egyptians were in the habit of eating meat from the swine and certain other animals proclaimed unclean, and it may be possible that the meat of the horse may have been included among other unclean animals.

A possible explanation might be found in the fact that the horse, having always been considered a noble animal, having higher qualities and greater animal sense than other beasts, doing or performing higher duties, such as carrying its master to war and conquest, being fleet of foot, and therefore used for sport, in races, etc., greater care being

paid to its breeding and raising, therefore bringing higher prices than other domestic animals and considered too good for the purpose of slaughtering for food. A potentate's rating of old in riches was not so much the amount or quantity of gold and silver he possessed as the amount of fine and serviceable horses he could muster. Arabs frequently paying for additional wives with a number of horses, rating their qualities against the beauty of the women. The custom, therefore, which exists in most countries of the Old World to place knackers' yards far from human habitation may be accounted for by a feeling of repugnance to see or have horses killed. It is a fact, however, that the business of the knacker is somewhat a despised one, and his place of business a shunned one; how much of this may be due to superstition is hard to say.

In France and Belgium, of course, conditions are different; in Paris more especially so, where the sale of horse meat is legalized and carried on openly, under certain restrictions dictated by the authorities. But even there it has not that higher trade bearing and standing which is accorded the dealers in beef and pork.

Those who have read "The Mysteries of Paris" will remember that the author, in order to account for the great cruelty and bloodthirstiness of the principal villain, attributes these qualities, or rather the engendering of these qualities, to the circumstance that the villain was, in his earlier days, a knacker's assistant, where his principal occupation was that of bleeding horses.

The value of a horse is a potent factor when considered as an animal for slaughter. Under ordinary conditions a good horse brings a much higher price for business purposes than for beef, weight for weight, from the standpoint of the slaughterer. Even when nearly broken in health, and unsound in more than one vital part, a horse is still salable at the horse market; a huckster or small farmer is always able to get some work out of a horse so long as it is able to stand on its legs, and it is only when its usefulness is forever ended, so that its life in days may be counted, that a horse is sold to the knacker.

It has been claimed by parties who have repeatedly tried to get authorities to allow horse meat to be sold in Eastern cities that in Montana and other Far Western States there were many herds of thousands of horses each, none of which ever had a shoe on its feet, running wild over large tracts of land, perfectly healthy, living on clean, grassy food, and in a perfectly fit condition for human food; it is also claimed that these horses could be raised and brought to market cheap enough to compete very actively with cattle and, if slaughtered under Government supervision, insure perfect safety as to sanitary conditions and inspection as to fitness for food; quarters of horse meat transported in refrigerator cars could be delivered in the City of New York in such a condition and at such a price as to enable the poorest person to obtain a good steak for a price in his power. However, at the present time, there seems to be no crying demand for horse meat; beef, although somewhat higher than formerly, is still quite cheap when compared with prices which rule in Europe. The supply of the ordinary animals for food is so well systematized and regulated as to make it possible to supply animal food of that kind for some time to come at a fairly reasonable price, and

the chance to force the use of horse meat upon the public, on account of difference in price, seems to be somewhat slight and far distant.

The traffic in horse meat is, therefore, a proper subject for health authorities for regulation and control. In New York City the Board of Health strictly enforces section 84 of the Sanitary Code, which reads as follows:

And the slaughtering of horses for food is prohibited, and no horses shall be slaughtered in the City of New York without a permit, in writing, from the Department of Health; and no meat of slaughtered horses shall be brought into, or held, kept or offered for sale at any place in said city.

Should the time ever arrive when the public, or a portion at least, would demand horse meat, it could only be supplied under the following sanitary conditions:

1. All horses brought to slaughter houses with a view of using same for food should be examined by a veterinarian or competent meat inspector.

(a). Before slaughter as to possible defect of body or diseases of the skin.

(b). After slaughter, in order to determine from the condition of the various organs, whether the animal was diseased or showed any signs of having had any disease, such as consumption, cancer (actinomycosis), etc., which might make the meat unfit for human consumption.

2. Horse slaughter houses should be entirely distinct from slaughter houses of other animals, and supplied with all modern equipments and appliances for the disposal of blood, offal, etc., without removing same from the premises. All plans for such a slaughter house should be first submitted to the local Board of Health for approval.

3. The sale of horse meat should only be allowed in markets or shops distinctive in their character in so much that no meat of other food animals or

parts of such animals would be for sale on the premises, and the market or shop should bear a distinctive outward sign or emblem indicative of the business carried on inside.

In bulk, horse meat is detected comparatively without difficulty; the meat itself is remarkable on account of a peculiar dark purple-brown, from age, especially if it is exposed to the air, sometimes even changing to a black-purple. The interstitial fibers are very fine, much more elastic than in beef; a horse steak, therefore, seems quite soft. The muscular layers part easily and the meat on that account seems softer notwithstanding the coarse grain. The odor is peculiar, unpleasantly sweet. The taste of raw horse meat is so decidedly sweet that even an unsuspecting person would at once remark this peculiarity. This sweetness is caused by a large percentage of a peculiar sugar called glycogen, which is present in horse meat in very much larger proportion than in the meat of any other animal used for food, and it is upon this sugar that the chemical identification of horse meat depends.

The fat of horses is soft and oily, from a light to a dark yellow color. The poorer the horse the more yellow the fat. This fat, when a quarter of horse meat is hung out in the open air, on account of its soft character, will, by its own specific gravity, form small bag-like forms, and thus gives a quarter of horse meat a quite peculiar appearance.

Herman Betz.


Some people marry in haste and then pause to think it over. Others think it over first, and then—don't marry.

Life is full of trials—and the lawyers are glad of it.

Some think but do not,  
Some do but think not.  
Neither succeed.  
One must both think and do,  
Or think another into doing.  
We think you ought to handle

## B. B. B. COFFEE

Will you do it?  
Olney & Judson Grocer Co.  
Grand Rapids



## Putnam Candy Co.

Grand Rapids, Mich.

QUICK SELLERS are what you need during the hot spell. Our package chocolates fill the bill. Always pure and fresh.

## Window Dressing

Clothing, Drapery, Ribbon and Scarf Displays.

In window trimming, as in everything else, there are times when very little effort is required to set things moving or to keep them moving, and there are other times when the amount of effort expended is altogether disproportionate to results. As the hot weather grows in intensity it may help or hurt business in your town. If things won't move, do not blame the window man. If they do move, do not give all the credit to the windows. Try to determine how much is due to the heat and how much to personal effort.

\* \* \*

A pretty background for a clothing window can be made in the following manner: The entire background is covered with dark green cloth, plaited in simple folds. Against this background a framework of light rods is erected which divides the window back into three panels, arched top and bottom. The tops of the arches and the spaces between both top and bottom are finished with a puffing of white cloth. Along the inner edge of the arches a thin line of puffing of rose-colored cloth or tissue paper is run. Tissue paper of a rose color is then cut into narrow strips, which are twisted corkscrew fashion and fastened in parallel vertical lines against the background in the panels. Two scantlings are then taken and bound together at the ends, after which they are separated by placing a stick endwise between them to make the sides curve out. The whole is then covered with white crepe tissue paper wound about it and the center filled in by strips of twisted tissue paper, rose-colored, interlacing diagonally. A number of these figures are made and stood up on end, at acute angles to each other and touching each other at the sides, through the middle of the window lengthwise. The floor of the window is covered with white and green cloth puffed loosely. From the center of the window roof to the sides of the window long, twisted strips of rose-colored and white tissue paper are run in graceful festoons. On high stands in the rear of the window and on low stands in front various articles of clothing are arranged.

\* \* \*

As pretty a drapery as can be used for the back of a window during the summertime is the bamboo portiere material. This is made of slender strips of bamboo strung on long strings with beads of various colors. These portieres are now used universally for hangings during the hot months, and many merchants find them convenient and attractive draperies for the backs of their windows. Some merchants also use muslin curtains as drapery for the backs of their windows during the summertime. A curtain of silk or velvet is run across the lower part of the window on a brass rod and the remainder of the window back is draped with plain white muslin curtains hung in the usual manner. When the window is small and care is taken to keep the curtains perfectly fresh and clean the effect is a very pleasant one. Some merchants who use mosquito netting for enclosing the window find that its appearance is improved if bands of ribbon are stitched upon it singly or in broken stripe designs. It would seem better, however, to make use of some material of a semi-transparent character, with a woven de-

sign. Any semi-transparent material of a plain white has its beauty enhanced when it is draped over a background of solid color of some brilliancy. Cheap lace curtains look much better when backed with some such colored cloth than when used alone. A purple cloth makes a very rich backing for them.

\* \* \*

A very attractive use of ribbon is to take narrow strips of ribbon and draw them across the window pane close to the glass on the inner side. Large diamond-shaped spaces are made by the interlacing strips, or they can be drawn across in squares or other figures. A pretty design is formed by using ribbon of a number of different colors stretched across the window pane or the window back to form a kind of a plaid design. For example, a red, a yellow, and a blue strip are stretched close together across the window, and crossing them at right angles and interlacing with them two bands of red and yellow ribbon. Close together, at some distance from them, two other bands interlace in the same way. The window front is thus covered with a number of interlacing bands.

\* \* \*

The idea of using electric fans as window attractions is so old that it is here mentioned merely to call attention to it. A window with an electric fan in it is well ventilated, and this is of no small importance in some stores. It is quite common to attach a flag to the wire screen about the fan. Very long strips of tissue paper of different colors attached to the wire screen and waving gracefully in the air are sometimes used. Another plan is to hang stuffed sparrows or swallows from the ceiling of the window by black threads. The breeze from the fan makes them sway to and fro in the air, and the moving birds naturally attract the particular attention of the passers-by.

\* \* \*

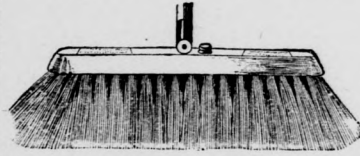
The possibilities of oiled paper and silk for window work are not appreciated by many window dressers. Sometimes in a very high window it is desired to fill the upper part of the pane with a large card advertising the business or some feature of it. The oiled paper is excellent for the purpose, as its semi-translucent quality does not entirely shut the light out of the window and its dull color is a welcome change from the dead white of pasteboard. Oiled paper and silk are also very useful for show cards that are to be exposed to the weather. As oiled paper was used for windows before window glass became inexpensive enough for general use its possibilities in window work are apparent. The mention of oiled paper would not be complete without a passing mention of it when colored in various designs and prepared to be fixed upon glass, making an imitation of stained glass. The utility of these colored designs has been spoken of before in this department. They are very useful for covering the tops of windows, skylights, rear windows having an unpleasant outlook and glass doors opening into side streets or back yards of stores.

\* \* \*

For a small window or for single units of a large window a very taking way of displaying scarfs is to make them up and then mount them singly on special tie stands. These stands are made of a single heavy wire (about the diameter of the wire usually used in a letter file) with a pointed end, which is mounted on a base of wood or metal. The back of the tie is caught on the pointed end and the tie is thus shown upright in the window in the same relative position it would occupy when worn. A very pretty window display can be made without any other units than ties so mounted.—Apparel Gazette.



"The World's Only" Sanitary Dustless Floor Brush



Dust simply cannot rise when sweeping with "The World's Only"—Disease germs and insects cannot live—Floors improve—Carpets brighten. Write for our circular. Agents Wanted.

121 Sycamore

MILWAUKEE DUSTLESS BRUSH CO., Milwaukee, Wis.



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

ONE DOLLAR

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

*Robinson Cider & Vinegar Co.*

J. ROBINSON, Manager.

Benton Harbor, Michigan.

## 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

## Woman's World

### Effect of Mirrors on Manners and Morals.

The Legislature of a neighboring state recently appropriated a sum of money with which to buy looking glasses for the women inmates of the penitentiary. Heretofore part of the punishment of a woman criminal has been to deprive her of all means of "seeing how she looked" and whether her stripes were on straight. A wise and humane man, however, finally suggested that this was cruelty that went beyond the purposes of correction and became persecution, and henceforward the erring sisters in the "pen" are to be cheered on by such comfort as they can extract from a contemplation of their own images.

Let not the untutored sneer at this as a final example of woman's vanity. The smallest purpose of the mirror is to minister to one's self-admiration. Rightly used, it is an instrument that makes for righteousness. As long as a woman cares how she looks and how she appears to other people, there is hope of reforming her. It is when she no longer cares, when she has no shame in being seen dirty, dishevelled, drunk, that she is utterly abandoned. Personal vanity is the last memory of better things that vibrates in the human heart. When that string snaps nothing else is left to appeal to.

It has always seemed to me that there is no other article of our possessions that we understand so little and use to such poor purpose as the mirror anyway. From time immemorial it has been the custom to sneer at it as an article sacred to feminine vanity, and in a way men have excused it to us, on the ground that it was hereditary weakness we couldn't help. The insatiable desire to gaze upon her own charms is a sin attributed to our first mother, whom Milton represents as bending over a glassy brook enraptured with the reflection of her own beauty, and it is popularly supposed that from that day to this every daughter of Eve has put in most of her spare time studying her mirror.

Would heaven they had! We should be the better and the seemlier for it.

The most emphatic contradiction possible however, is offered this theory by the spectacle of the women one sees on the street and in every public place. Observe the way they are dressed. Gowns that hang seven ways for Sunday; shirtwaists that hike up in the back and make their wearers look hunchbacked; belts that have parted company with the bands they are supposed to cover; skinny women who give unwarranted anatomical exhibitions of their bones; fat women who deck themselves out in flaming garments that look like the jim-jam banners in front of a side show; hats that emphasize every defect of their wearers—!!!

Can any sane person believe that women who commit such crimes on good taste and neatness and appropriateness spend any time before their mirrors? Never. Any jury on earth would acquit them, on overwhelming circumstantial evidence, of even owning a hand-glass, to say nothing of the utter impossibility of a woman appearing in public like that if she had ever taken one fleeting glance at herself in a good triple dressing mirror.

If I were called on to suggest the best possible remedy for feminine extravagance, I should say that it lay in the possession and use of a good mirror.

That seems a little contradictory, but it isn't from a woman's standpoint. What makes women continually buy new clothes is dissatisfaction with the old, and nine times out of ten the fault isn't so much with the garment as the way it is put on. There are women who apparently always pitchfork their clothes on and who would look like a marked-down bargain remnant in a Paris confection. There are others who can look like a fashion plate in a ten cent muslin. I know a young girl whose simple shirtwaists have that smart look that is the despair and envy of half the women who know her and who pay ten times for their tailor-made-to-order waists that she does for the material of which she makes her own. Once I asked her the secret. "It's seven safety pins in the back," she answered laconically. She has a looking glass and she uses it like an artist, with the invariable result of always being well dressed and stylish, no matter how inexpensive her frock may be.

If I were making the laws I would make it a penal offense for any woman to live in a house that wasn't plentifully provided with good, long pier glasses, in which she could not help seeing herself from head to foot whichever way she turned, so there would be no possible excuse for her going out to outrage her neighbors' aesthetic sensibilities by looking like a guy. It would also do more than all the sermons ever preached on slovenliness and untidiness. No woman living would have the nerve to go about the house in a dirty wrapper and with a halo of curl papers about her brow if she had to see the hideous reflection of herself on every hand. It is simply because she doesn't know how she looks that she inflicts this dread apparition on her husband and family.

A house plentifully supplied with big, unescapable mirrors would also be a silent, courteous reproof to our manners that we could not gainsay nor argue down. No persuasion may be able to induce a gum-chewing school girl to stop the pernicious habit, but if she was forced to gaze upon her wagging jaws and cow-like expression as she masticated her cud, you may depend upon it that she would at least seek solitude in which to indulge in her pastime.

The most scowling face insensibly takes on a pleasanter expression as it catches a glimpse of itself in a mirror. The most sprawling figure that observes its own lack of grace emphasized in a looking-glass unconsciously draws up into a more dignified pose. Our faults as well as our virtues have been reflected. We have seen ourselves as others see us and the picture has hurt our vanity.

What a pity it is, too, that there are no mental mirrors in which we might now and then catch a view of those faults and weaknesses that render us so trying to our friends and neighbors! Suppose those loving couples who artlessly conduct their courtship in public could see what figures of fun they are? Wouldn't they go home and pull down the blinds and barricade the doors before they goo-goo-eyed at each other any more? If only the self-important who weary us to death with long narratives about themselves and their families could see what bores they are, wouldn't the stock of war reminiscences and smart child stories be cut short? If those who are forever boasting of their own achievements, of the splendors they have at home and the lucrative positions they have declined to fill, could

## New=1901=Teas

The advance shipment of our High Grade



Quakeress

and

Queen

Brands

New

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Teas

Has Just Arrived from Japan

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

We talk QUALITY; THAT builds up your Tea trade.

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

**WORDEN GROCER CO., Importers**  
Grand Rapids, Michigan



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

NATIONAL BISCUIT  
COMPANY.



see what empty braggarts they look to us, what peace should fill the land! If young girls could know how shocking it is to older and world-wise people when they are loud and noisy in public places, what demure maids we should have at home!

What a sovereign balm it would be, too, for all domestic troubles.

We do so many little disagreeable things that grate other people's nerves and offend their tastes, just because we are careless of everybody's comfort beside our own. Then we are so clever at giving our faults aliases that almost make them seem virtues.

There is the man, for instance, who says he is determined to be "master of his own house" and who makes that perfectly proper theory—although for my part I do not see why it is necessary for a woman to have a master—the cloak for the most grinding tyranny. His wife always sits up in shivering silence, like a whipped dog, waiting for his sneer on her opinion, and his children drop their laughter and sneak away when his key grates in the front door. Do you suppose that he would indulge himself in such conduct if he could see himself for the coward and brute and bully he is? Not once in a thousand times.

On the other hand, there is the woman who is always bragging about being "high-spirited" and "speaking her mind." There's never any use in telling her her faults, for she will not listen, and so her husband learns to find his pleasure in his club and her children play on the streets to get out of reach of her eternal fault-finding and nagging. I have often thought, "Oh, if you could only see yourself for the common scold you are; if you could see how unlovely, unwomanly, ungentle you are, surely nothing on earth could ever induce you to give away to your tongue and temper again."

To see as others see us physically is the mission of the mirror. It is a missionary to teach us the gospel of making the most of ourselves bodily by getting clothes that flatter us instead of deriding us, by learning poses full of grace instead of loutish awkwardness, and by trying, as the photographers say, to look pleasant. Is it too much to hope that we may carry the lesson a little farther and try to see ourselves spiritually and mentally as others see us? Be sure we should be humble and chastened creatures if we did, and far, far more agreeable to live with.

Dorothy Dix.

#### Things to Forget and Things to Remember.

The things we ought to forget are the things we should remember, as a thousand to one. Think what a great waste basket your head would be if you remembered everything that had happened to you or that you had said or the rest of the world had said to you! I know a man with a phenomenal memory—so phenomenal that he can duplicate a two hours' conversation carried on at Elijah Wyman's general store at Pocasset Corners, Me., forty-three years ago the seventeenth day of last February. Worse than that, he remembers the family history, in its divers ramifications, of the seven men who did the conversing. And, worse, of all, he insists on telling the whole thing to me just as I am rushing in copy for the last form at 5 p. m. of publication day.

When I have shaken off my good friend of the good memory, and have time to stop to breathe and pray, I say:

"Lord, I thank Thee that I can't remember some things that are past."

There are two good things to forget, namely: The great things you have done and the mean things others have done to you. The man who often sits down to run up the list of smart things he has said or the good deeds he has done or the great bargains he has driven will tire the rest of the world and lose time he might well employ adding to the sum of his greatness.

The man who remembers his misfortunes, to keep an accurate account of them, comes to be one of the most disagreeable snags on the earth's surface. Better a man who praises himself than one who pities himself. Neither one is worth counting in the census.

Suppose Abraham Lincoln had squatted around on a soapbox in the Springfield grocery and whined about going barefoot winters, when a boy; about the short meals of corn bread and bacon, the leaky log cabin and the general poverty of his youth, do you suppose the Lord Almighty and the American people would have called on him to save the country? Not much! People who save countries are not absorbed in saving their own bacon, nor in whining over their spoiled bacon. They are so busy saving other folks that they forget all the forgetworthy things that are past. They throw them off as the life-saving crew throw off their overcoats, and "press forward."

I knew a woman once, a farmer's wife, who had about as good reason for pitying herself as had any woman with nine children, on a four-hundred acre farm ten miles from town. But I know from personal observation that when any neighbor or her baby took sick in the middle of the night, or at any other

hour, there was a shout to Reuben to hitch up and drive for Aunt Sarah—this farmer's wife. Why should a whole neighborhood's thoughts fly to Aunt Sarah in an emergency? Because she was wont to harp on her hardships and pity herself?

No, indeed! If she hadn't pitied other people more than herself, she wouldn't have died for other people eight years ago. She would have lived to a green old age like the people who spare themselves for the love and pity of themselves.

If somebody in this world hadn't forgotten things, even unto themselves, you and I wouldn't have such a soft, easy snap of life as we are now having. —Deacon in Furniture Journal.

#### Use of Cold Water in Cooking Corn.

From the New York Sun.

Green corn is one of the luxuries now in market. As a general thing it is cooked atrociously. For years, American housekeepers have been cooking corn after the recipes to be found in the standard cook books, which invariably direct that the ears be dropped into boiling water and cooked for a time, varying according to the different authorities.

According to people who have tried the method of an old Indian guide named Krum, corn should be cooked in cold water. Krum some years ago opened a mountain resort near Saratoga, and his way of cooking corn is especially famous.

One evening, two or three summers ago, a party of guests from the big hotels of the Springs journeyed to Krum's for supper. Every one knew of Krum's delicious corn, but people thought there was some virtue in the mountain corn itself and did not know the secret lay in the cooking. This night he served a dish of wonderful trout from that day's fishing basket, as a course to follow cold cantaloupe. Then

came broiled chickens small as pigeons, with great tomatoes, sliced, and then, in a large dish alone, with butter, pepper and salt as its sauce, the famous corn. It came on wrapped in its still smoking husks.

Then one very beautiful woman of the party announced that she would demand the secret of the Indian. She was told that he would probably snub her for her pains, but she persevered, and finally Krum stolidly led the way to his great charcoal range in the kitchen, with its refrigerator built in most modern perfection outside the open doorway.

He explained in a most picturesque cooking lecture that corn could not be cooked haphazard. It had to be timed as closely as an egg in boiling; it must never vary, and a minute too much or too little spoiled it for the table. Krum's method he illustrated to his impromptu class.

He selected four good ears of small, closely set and irregularly striped grains. Then turning back the outer husks he removed the silk adhering to each ear and assured himself that each was perfect. He removed the outer husks and carefully folded a good layer of the inner ones about the ear, fastening them in a sort of twist at the top.

These he placed side by side in a large pot and covered them over with additional husks, then with cold water in plenty. He placed the pot and its contents over a quick fire, watched it faithfully until the water bubbled and then timed it exactly four minutes. Then the corn was taken up, drained and was ready for service.

This method is simple enough to try in any kitchen, but it is difficult to reconcile most housekeepers to the cold water and the lack of salt, which is not added until the vegetable is eaten. But once tried, the directions faithfully followed, and it will never be prepared in the old way.

Most of the mountain guides cook corn in this way and some old Southern cooks know the virtues of cold water cooking.

## We Are Advertised by Our Loving Friends

HAMILTON CLOTHING CO.

TRAVERSE CITY, MICH. June 18, 1901.

Michigan Brick & Tile Machine Co.,

Morenci, Mich.,

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

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

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

I have been well satisfied with both plants.

Yours truly,

Frank Naughton

Dic.

## Butter and Eggs

### Observations by a Gotham Egg Man.

The long continuance of extreme heat in a large part of the egg producing territory and the enormous waste in current production is a factor favorable to the prospect of spring storage accumulations that must now be recognized as sufficient in extent to encourage a more hopeful view of the future. The position of high cost early accumulations has not yet been sufficiently fortified to make it safe, but every week that present conditions continue will make it better. Prior to last week it is probable that for every case of fine eggs taken out of storage another of less desirable stock was put away. But the use of the good stored eggs in current consumptive channels has lately extended considerably and our local storage houses are now putting out more eggs than they are taking in. This is of course a favorable feature so far as it goes, but the reduction will have to continue for a considerable period in order to reduce accumulations to a safe point by the opening of the fall season.

\* \* \*

The waste in current production is very great. On uncandled eggs arriving here from general Western points it is common to find a shrinkage of 8@10 dozen to the case and there are many instances where still greater losses are sustained.

The waste may be and probably is increased during transit, but it is evident that it is almost equally serious at points of collection in the interior. In proof of this may be mentioned the small proportion of first quality eggs obtained by shippers who candle their goods closely before packing. The receipts of Western candled eggs lately arriving have very rarely shown more than 50 per cent. No. 1 grade and when the proportion has been as great as this the stock has usually contained so many heated eggs that top prices could not be obtained for them. A recent invoice from a shipper who candles closely contained only 163 cases of No. 1 eggs, with 268 cases of No. 2, and even with so close an assortment the high grade was not salable for as much as buyers have paid for the finest refrigerator goods.

\* \* \*

In a market such as we have recently experienced very little dependence can be placed upon egg quotations unless one has a very close idea of the quality of the goods in question. There is no regularity whatever in the quality of eggs arriving from different shippers in the same section, and even in a single shipment the losses range widely from one case to another, so that it is difficult to get at a fair average by examining a sample of the usual size. On eggs candled before shipment and packed in Northern sections case count values have shown a range of fully 2c per dozen and on uncandled stock, even taking the better qualities from which regular buyers could get enough decent eggs to warrant them in taking out, the range has been fully 3c or more. Goods which have shown so much heat and loss as to throw them out of a good class of trade have had to go at the best offer

obtainable—generally about 8@10c per dozen, with some lots of very poor quality offering down to \$1.50@2.10 per case.—N. Y. Produce Review.

### Cheese Weighing Eleven Hundred Pounds.

From the Buffalo Commercial.  
The largest cheese in the world was placed on exhibition in the dairy building at the Exposition this morning. It occupies a proud position in the center of a magnificent collection of cheese, representative of all parts of New York State, Canada, Wisconsin, Ohio and Michigan.

This big cheese weighs 1,100 pounds. It is three feet in diameter and 26 inches in height. A better idea of its size can be gained when it is said that it is almost as big around as the boiler on the average locomotive.

The cheese was made under what is known as the English Cheddar process, and while the texture is silky the cheese is as firm as butter. It is the product of 11,000 pounds, or 5,500 quarts of milk. When it is understood that the ordinary farmer's cow gives an average yield of 5,000 pounds of milk a year, it will be seen that it would take an ordinary cow two years and over to produce sufficient milk to make a counterpart of the cheese now on exhibition.

The cheese has been placed at the Exposition by W. C. Dunham, of Cuba, N. Y. It was made by Otto & Co., Cataugus county, and will remain at the fair during the entire season.

The cheese is large enough to give every man, woman and child employed at the Pan-American Exposition a piece weighing an ounce and a half. Supt. Hall is spending his time figuring how many cheese sandwiches it would make.

### Four Crops of Potatoes in One Year.

The possibilities of Hawaii as a fruit and vegetable growing country will be understood when it becomes known that four crops of potatoes have been produced in succession on the same piece of land within twelve months. Radishes become edible ten days after sowing. Strawberry vines bear fruit all the year. The berries are of the finest flavor.

Cabbage grows all the year and it apparently makes no difference whether it is planted in the spring, summer, autumn or winter. Parsley once sown grows forever, apparently. Lima beans continue to grow and bear for over a year, and they have to be gathered every week after starting to bear. Cucumbers bear the entire year, and so do tomatoes, which, with proper attention, bear for years. Raspberries bear for six months.

Pineapples come into bearing when the plants are four months old and bear in abundance for years. Lettuce can be planted at any time, and it develops quickly. The same is true of celery.

### His Idea of a Sinecure.

"Well, my boy, and what are you going to do now?"

"Well, dad, I don't know. What I want is one of those fancy jobs where you do the least possible work for the very largest possible fee."

"Guess you are cut out for a corporation lawyer, my boy."

"No, dad, I was thinking of being a medical specialist."

Take care of the pennies and the dollars will be blown in by your heirs.

### 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.

## 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

## GEORGIA ELBERTA PEACHES WATERMELONS GEM MELONS

Watermelons received daily. Have car Peaches and ca: Gems due Wednesday. Send us your orders.

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.

## SEASONABLE SEEDS

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

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

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

LEADING PRODUCE HOUSE ON EASTERN MARKET

## F. J. SCHAFFER & CO. BUTTER, EGGS, POULTRY, CALVES, ETC.

BUY AND SELL

We'll keep you posted. Just drop us a card.

DETROIT, MICH.

BRANCH AT IONIA, MICH.



## The New York Market

Special Features of the Grocery and Produce Trades.

Special Correspondence.

New York, July 27—July goes out without much regret. It has been a horrible month, so far as personal comfort goes, and a good deal of it has been detrimental to trade. Friday came a grateful change, with much cooler weather and rain. The trade from now on will take a new lease of life and the fall season open with vim and vigor. The recent action of the wool trust in cutting the prices of manufactured goods has been the chief topic in the dry goods district and there is going to be fun ahead in the woolen industry of the country.

Coffee is said to be "firmer." This, we are told, is by reason of less pressure from Brazil to sell; but nobody is alarmed. In store and afloat the amount of coffee aggregates 1,103,291 bags, against 656,235 bags at the same time last year—almost double. Receipts Thursday at Rio and Santos aggregated 66,000 bags. With these figures in sight it will be seen there is precious little excuse for claiming a firmer market. Both jobbers and roasters say that the trade is purchasing in a very conservative manner. Rio No. 7 closes at 5½c. West India coffees seem to show a little more strength and the quotations are slightly higher. East Indias are neglected.

The volume of sugar business is of an average character only. New business is of a hand-to-mouth character and dealers show little if any desire to buy ahead of current needs. The sugar question is one of a good deal of interest and if Mr. Havemyer's hope of "three cent sugar" is realized it will mark an epoch.

Little interest seems to be shown in the new crop of teas and the volume of actual business is limited. New crop Formosas are from 12½c up, but some lots are ½c lower. New Japans, 17c up. Congous to arrive, 9c up, and spot, 12c up.

Every indication is favorable for the seller of rice. Stocks are not large and there is a very respectable demand. Quotations are strongly adhered to and both foreign and domestic seem to be good property to deal in. Choice to head, Southern, 5½@6½c; Japan, 4¾@5c.

The spice trade shows some improvement and pepper especially is well held, although not advanced, Singapore black selling at 12½c. Amboyna cloves, 11½@12c.

Molasses stocks are light and no one is disposed to make them heavier. The hot spell has been entirely too much for this article and hardly anything has been done. Good to prime, 17@30c for round lots.

Every day sees additional strength given to the canned goods market and sales are going forward at a lively rate. Last Tuesday a jam manufacturer came over from Boston and, on the strength of a probable advance in glucose owing to a short corn crop and a consequent advance in his jams, he took home at night \$6,000 worth of orders—a fair day's work, showing that if hot winds do blow in Iowa it is an ill wind, indeed, that blows nobody any good. Corn, tomatoes, peas, apples—everything, in fact—is strong. The apple crop in New York will not be over a quarter crop. There is certain to be a very short pack of peas and, in fact, the situation seems to warrant the retailer in taking on pretty good supplies of canned goods generally.

Lemons have lost some of their glory, as we are having cooler days and prices are lower. The demand is still good,

however, and stocks are not overabundant, Sicily fruit ranging from \$4.50@6.25 per box. Trade is fair in oranges, with California selling from \$4@6 per box. Bananas are quiet and unchanged. Aspinwalls, per bunch, 1.10; extra Lemons, \$1.65.

Strength is being added to the dried fruit market daily although, as yet, this is evidenced only by a stronger feeling. Prices are not perceptibly higher, but several articles tend that way, especially currants, which are worth 9½c for uncleaned in barrels, and 10c for cleaned.

After weeks and weeks at 19½c for best Western creamery the butter market has advanced 1c and the market is very firm. Arrivals are only moderate and desirable stock is snapped up at once. Further advances may occur, but above a certain point there will be less demand. Western imitation creamery, 15½@17c; Western factory, 14½@15c.

A better feeling prevails in cheese and, as the quality improves, the tendency to advance quotations becomes more apparent. Best State stock is worth, for colored, 9½c.

Stocks of eggs are pretty well cleaned up and desirable Western goods will fetch 17c, with refrigerator stock 16@16½c.

### How the Peach Crop Looks Through Eastern Eyes.

From the New York Sun.

This will be a banner year for peaches. The crop throughout the whole country is estimated to be about 75,000,000 bushels, and rather over than under that amount. The prolonged drought in some parts of the country has affected it somewhat, but not to any great extent and the hot weather of July has helped to atone for the backward summer in developing the fruit.

Finer peaches and a larger quantity of them to the acre are being produced every year, due not only to careful tillage and cultivation, but also to a ruthless thinning of the fruit when it first appears on the trees. The old-fashioned peach grower would have thought it sheer lunacy to cut off three-fourths of the peaches just as they were beginning to develop. Yet it is by just that method that more bushels of peaches are now being produced from the trees than they would bear if they were not interfered with and the fruit is improved and brings a higher price.

Another important point about thinning out the fruit is that as a result of the operation only one-fourth of the usual number of peach stones is produced and as the development of these is the greatest drain upon the vitality of the trees a profitable economy is effected and regularity of yield from season to season is promoted.

The peach came from China originally and reached Europe by way of Persia, and America by way of England and Holland. The peach season now has been greatly lengthened by the shipment to our markets in refrigerator cars, sent at express speed, of Southern and California peaches. Immense tracts in Georgia are now solely occupied by peach orchards, a single one of which will pack and ship more than 3,000 peaches a day in July, which is the height of the peach season down there.

It is not necessary any longer, in these days of refrigerator cars, to pick the fruit before it has come to its full maturity and trust to its ripening on the way to market after it is packed. The peaches are allowed to ripen on the trees and are picked so far as possible just before they begin to soften.

The pickers are trained to know the right stage at a glance. Every peach, as everybody knows, has its sunny and its shady side. It is by the hue of the shady side that the degree of ripeness is judged. To ensure all of the peaches

getting the benefit of the sun the orchard is divided by straight avenues into rectangular blocks.

After the peaches are picked they are sorted into three grades, according to quality. This is expert work. Outside of the three grades all peaches over-ripe for shipment are put aside for the evaporator and the grower makes his profit on them dried.

Scientific gardeners are trying to introduce into this country some of the peach-growing methods of France and England, which produce wonderful peaches, although few. Over there peach trees are usually trained flat against a wall with a southern exposure or on a trellis a foot or so away from such a wall, and only a few branches of each tree are allowed to grow.

Then most of the peaches on these as soon as the fruit develops from the flower are cut off, only a dozen or two, sometimes a score at most, being allowed to develop. Such a peach tree as this does not look much like a tree. But the few peaches that are allowed to mature on it are marvels of beauty and juiciness and half a dozen of them in a cotton-lined basket cost from \$3 to \$8 in the markets.

Economy is a good thing, but it is poor policy to set a hen on one egg, to save eggs.

Established 1876

**Charles Richardson**  
Commission Merchant

**Wholesale Fruits**

Carlots a Specialty

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

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

Long Dist. 'Phone 158 A, 158 D

## F. P. REYNOLDS & CO.

Dealers in Foreign and Domestic

# FRUITS

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

Established 1876.

Phones 504.

H. F. ROSE & CO.,

## Fruits and Produce on Commission

24 Woodbridge Street West, Detroit, Mich.

Members Detroit Produce Exchange and National League Commission Merchants.

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

D. O. WILEY & CO.

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

Commission Merchants

AND

Wholesale Dealers in Foreign and Domestic Fruits and Country Produce

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

References: Preston's National Bank, Mercantile Agencies.

J. B. HAMMER & CO.

WHOLESALE

FRUIT AND PRODUCE DEALERS

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

119 E. FRONT ST.,

CINCINNATI, OHIO

## 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.

## L. O. SNEDECOR Egg Receiver

36 Harrison Street, New York

REFERENCE—NEW YORK NATIONAL EXCHANGE BANK, NEW YORK

## Start in with us now.

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

All sales case count.

## Clerks' Corner.

"They Do Not Speak As They Pass By."  
Written for the Tradesman.

The general opinion of the neighborhood was that Nick Thomas was not only "near" but dishonest. Not that it was ever so stated in just so many words but whenever the Thomases were discussed and their "failures" considered that was the conclusion. That fact settled, the fault was usually fastened on old Nick and much sympathy bestowed on Nancy, his wife, who "if the truth was known had a good deal to put up with and had had ever sense she was married."

Clarence Stevens, the clerk at Armstrong's at the village, heard and heeded and kept his opinion to himself, but all the same there sprung up an acquaintance and then a queer sort of friendship between the two—queer, for one was fifty-something and the other poled his first vote at the last election. Armstrong at first didn't pay any attention to the growing intimacy—'twasn't any of his business—but finally he thought it best to put his clerk on his guard. A chance came one day for him to put in his oar and he at once improved it.

"Don't want to interfere with your affairs, Clen, but you'd better be a leetle on your guard 'f your going to have much to do with Nick. Oh, he won't steal, but folks do say that you never know what you're buying of 'im unless you take time to look the goods all over. You never'll find any big eggs in the Thomas market basket. You always want to lift up a strawberry or two an' look down in. You'd better give the basket of new p'taters an all-fired shaking before you take 'em out his wagon and, generally, make up your mind not to be in a hurry when you're trading with the Thomases."

"You don't think—"  
"No, nor say nothing. Just take folks as you find 'em and never ask any questions. Everybody's honest till you ketch 'em cheatin', and then you want to be careful and not say anything about it. All 'tis, folks is queer and the best way is to let 'em be so and not mind."

"And just let things go right on and believe, because somebody says so, that 'tis so? Not for me. I haven't been here so very long and I'm not quite so old as Methuselah was when he died, but when folks say that Nick Thomas is near and dishonest they don't know what they're talking about."

"Oh, well, Clen, we won't argue. Maybe, you're right. I hope so. There have been times when things didn't look that way. I never took the trouble to see—didn't care, you know. Don't now. All I want is for you to keep your eyes wide open and your tongue still. I've been dealing with them for some ten or fifteen years and I've managed not to lose anything by them. The p'taters have to be measured after them and their steelyards sometimes gits out of order and their dressed chickens are not always well dressed nor sweet, but in a business way these are trifles and it's the best way to let 'em go without noticing 'em."

"Yes; but, Great Scott! don't you see what you're doing? You're putting down Mr. Thomas for a scamp when he isn't one. You say he's stingy and I know he isn't and you say he'll cheat when I know he won't."

"Have it so, have it so. I don't care. I make him pay for it, so there ain't no need of your turning yourself quite

wrong side out. I spoke to you because I thought, just starting in so, he might sort o' get the best of you and I'd put you on your guard; but if you think you can hold your own with the old skeezucks do for heaven's sake go ahead. I don't care. I'll say this, though, the old chap is down on everybody's black list 'round here and where there's so much smoke there's apt to be a little fire. You're the first I ever knew that Old Nick ever had to stand up for him!"

"Oh, I don't doubt about there being fire enough. The smoke has been thick enough to convince me of that since I've been in here; but what I want to say is, that Mr. Thomas isn't the one to blame."

"You don't mean—?"

"Yes I do. I mean just that. I heard every one of the stories pretty soon after I came in here and I believed them and when he seemed to take a notion to me I thought, as you did, that he was working me. Well, I found I was mistaken in that and that set me to working on him and I find that he isn't stingy and I find, too, that the 'shenanagin' you have marked down against him is shenanagin all right, but that he isn't at the bottom of it and that he knows it and fathers it because he believes that's the easiest way to get along and not have any fuss. I've seen lots of it since I've been in here—little mean, dirty, contemptible tricks that a respectable human being never would think of. The first one I caught on to I saw in a minute he wasn't guilty of—I mean he didn't do the dirty work—and let him know that I knew. He never said anything nor I, either but he had my sympathy from that time; and what I'm puzzled about is, how to manage to have the thing stopped without making him suffer. I'm laying for her, though, I'll tell you that. She got pay for six quarts of currants last month when she brought five and she's getting ready for another scoop the next time she comes. I wish she'd come alone next time. Let me catch her at her tricks with a storeful and if I don't make the old 'sannup's' heels jingle it's because I can't! Darn 'er! They've begun haying and I hope Mr. Thomas'll be too busy and she'll come alone. She has 'shied' on everything so far except butter and I'm laying low for her on that. O, she's a skinner and no mistake, but I'll fix 'er. To-day's Thursday. Saturday is their day and she'll come primed. You watch out and you'll hear some music; for I feel in my bones that she's in for it!"

As Stevens had predicted, the haying kept the "men folks" at home and by half-past nine the store was full of women and girls from the neighboring farms. At the busiest time in came Mrs. Thomas with baskets of butter and of eggs and forcing her way to the counter insisted that Clen should drop the customer he was waiting on and attend to her. That set the other women and the girls to looking first at one another and then at the woman herself—a woman somewhat above the average, with black eyes, a firm chin and square shoulders and with a most determined manner.

Clen, in spite of protest from the latest comer, went on with his customer and, the order filled, asked Mrs. Wainright what he could do for her.

"Come, now, Clen Stevens, you wait on me, I'm in a hurry."

"Yes, but you didn't come next and we have to take you as you come. If Mrs. Wainright gives way to you, I

don't care. Shall I, Mrs. Wainright?"

"Oh, land! yes."  
At this there was a dissenting murmur, but "the next" had given her consent and Clen proceeded accordingly.

"All right. What is it to-day, Mrs. Thomas? Butter and eggs, I see. Two-pound balls, aren't they? Six of 'em. Nice looking butter, ladies. Funny what makes these two balls bulge out so in the middle;" and, quick as a flash, out came his pocket-knife and the balls of butter were cut open lengthwise, disclosing a fair-sized potato in each! "Gosh! Look at that!" he went on. "Must have queer breed o' cows over at your place, Mrs. Thomas! Didn't the bottom of the milk pail get all dented up when the p'tatoes were milked into it? Those two balls go into the show case and if the thing's possible I'll keep 'em to show at the county fair!"

Six times twelve—seventy-two cents for the butter—the p'tatoes don't weigh enough to count—and five dozen of eggs at nine—forty-five n' seventy-two—seven—eleven—dollar seventeen. What shall—"

"Just give me credit and I'll come in some other time."

"A-l-l right!—What do you say, Mr. Armstrong? Do you think Nick Thomas had a hand in that?—Now, Mrs. Wainright."

The regular routine of the store went on, but Mrs. Thomas never would trade again with Clen Stevens and when chance brings them together "they do not speak as they pass by."

Richard Malcolm Strong.

The man who is afraid to look fairly and squarely at his own life and character is the man for others to avoid.

A Trade Maker

# Fanny Davenport

5c Cigar

Trade Supplied By:

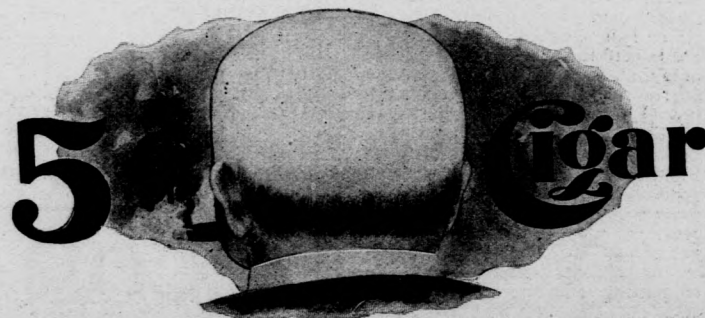
B. J. Reynolds, Grand Rapids, Michigan.  
Phipps, Penoyer & Co., Saginaw, Michigan.  
Moreland Bros. & Crane, Adrian, Michigan.

WORLD'S BEST

# S. C. W.

5c CIGAR. ALL JOBBERS and  
G. J. JOHNSON CIGAR CO.  
GRAND RAPIDS, MICHIGAN.

AMERICAN CIGAR FACTORY  
Benton Harbor, Michigan  
M. A. PRICE & CO., Proprietors



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

**Commercial Travelers**

**Michigan Knights of the Grip**

President, GEO. F. OWEN, Grand Rapids; Secretary, A. W. STITT, Jackson; Treasurer, JOHN W. SCHRAM, Detroit.

**United Commercial Travelers of Michigan**

Grand Counselor, H. E. BARTLETT, Flint; Grand Secretary, A. KENDALL, Hillsdale; Grand Treasurer, C. M. EDELMAN, Saginaw.

**Grand Rapids Council No. 131, U. C. T.**

Senior Counselor, W. R. COMPTON; Secretary-Treasurer, L. F. BAKER.

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

**Second Picnic of Grand Rapids Council.**

Isn't there anything going?  
We are out just for fun—  
Grand Rapids Council,  
One Hundred thirty-one.

At North Park Saturday, July 27, Grand Rapids Council No. 131, U. C. T., held the second picnic for the members, their families and friends. A crowd of about 125 went out in the afternoon and all, both grown people and children, had a thoroughly good time. In the three-legged race the following teams entered: Simmons and Rysdale; Goodwin and Ballard; Kolb and Tenhopen. At the start Goodwin and Ballard took a tumble and were unable to regain their feet in time to do anything more in the race, leaving the finish between Simmons and Rysdale and Kolb and Tenhopen. The former proved easy winners, receiving as a prize a barrel of crackers. The latter team was presented with a can of coffee. In the fat men's race, Reynolds, Pierce, Snitsler and Miller entered for the honors, the first and second prizes—a barrel of pork—being awarded to Reynolds and Pierce. The next event was the lean men's race and the following "shanks" lined up for the starting word: Simmons, Kolb, Rysdale, Spurrier, Kortenhof and Tenhopen. Rysdale proved the fleetest of foot and was awarded as first prize, a barrel of molasses. Simmons, being the next swiftest man, received a case of baby shoes. Sam wants to borrow a baby now and any person having one to loan, please send him word. The next interesting event was the ladies race—Mesdames Emery, Keyes, Compton, Dodwell, Tenhopen, Simmons and Misses Hattie Keyes and Walker. From the start Mrs. Emery took the lead and won the race, followed closely by Miss Walker. The first prize was a barrel of gum drops and the second prize a can of assafoetida. It was the opinion of those present that Mrs. Emery became proficient in the art of running from watching John make home runs in baseball games. Mrs. Compton started in well but, to use her own words, her "wind gave out." The smoking contest was a very amusing one to Doc. Goodwin, especially, as for fully half an hour after the game was over, he laid on the grass experiencing all the peculiar sensations produced by the first cigar, and every few minutes would exclaim, "Oh, what a headache!"—and he only received second prize—one can of smoking tobacco. When you see him smoking a pipe you will know the reason. Ballard won first prize—one box of cigars. The six to enter were seated in a row and each lighted his cigar at the same time, the cigars being the very finest that could be procured by the Committee. Each cigar was marked and the one reaching the mark first was declared the winner. There was smoke enough from those six cigars to drive mosquitoes from a trout stream. A five-inning game of ball was played by two teams—Slippery Eels and Raw Onions. The former was captained by the great, only and original Franklin Pierce. They slipped through so many good chances of doing things that they proved that the sobriquet was aptly given, although the star play of the game was done when Brother Pierce, on 1st, unaided, made the double play of putting out two men, catching one man out and getting back to his base and putting out the other man. Charlie Reynolds was captain of the R. O. s, a

term denoting great strength. Roy Baker was one of this team and was very happy to be for once on the winning side. The following is the score:

Innings.....	1	2	3	4	5	6	7	8	9
Raw Onions.....	0	0	7	8	x				
Slippery Eels.....	1	3	0	2	0				

Very many amusing things occurred during the games, which were entered into with much zest. At 6:30 supper was served in the dining room and a great abundance of good things was on hand, served under the supervision of the manager of the pavilion. After supper dancing in the upper hall was indulged in by many and the day and evening came to a close with many wishes from all sides that another picnic will be given next month. The judges for the different contests were W. R. Compton, B. J. Lanier and W. B. Holden. The Committee having the prizes in charge was composed of D. M. Bodwell, H. E. Skillman and F. J. Davenport, and their efforts were fully up to high-standard mark. Thanks were extended to the following firms for contributions: Studley & Barclay, B. J. Reynolds, Olney & Judson Grocer Co., Worden Grocer Co., Musselman Grocer Co., Clark-Jewell-Wells Co., Rindge, Kalmbach, Logie & Co., Putnam Candy Co., Hazeltine & Perkins Drug Co., Sears' Bakery, A. Casabianaca, Vinkeulder Co. and Maynard & Reed.  
Ja Dee.

**Real or Imaginary New Wholesale Grocery House.**

The newspapers of Northern Michigan are publishing the following item, with variations

Charley Brooks, the grocery traveling man so well known in Cadillac, has decided to quit the road and go into the wholesale grocery business for himself. He thinks of locating in Cadillac, but has been offered inducements to go to Traverse City, and may eventually go there.

The Tradesman has made diligent effort to ascertain the exact facts in regard to the projected wholesale grocery house, without result, as yet. Mr. Brooks, who is making Traverse City his headquarters for the summer, has been appealed to for information, but is as mum as an oyster. From outside sources, the Tradesman learns that Mr. Brooks claims to have secured the co-operation of two gentlemen who will contribute \$75,000 to the capital stock of the proposed undertaking and that he will furnish \$25,000 himself, so that the institution will start out with a paid-up capital stock of \$100,000. The Tradesman regrets that it is not in a position to verify these reports or contradict them on the authority of Mr. Brooks.

**When Father Rode the Goat.**

The house is full of arnica  
And mystery profound;  
We do not dare to run about  
Or make the slightest sound;  
We leave the big piano shut  
And do not strike a note;  
The doctor's been here seven times  
Since father rode the goat.

He joined the lodge a week ago—  
Got in at 4 a. m.  
And sixteen brethren brought him home,  
Though he says he brought them.  
His wrist was sprained, and one big rip  
Had rent his Sunday coat—  
There must have been a lively time  
When father rode the goat.

He's resting on the couch to-day  
And practicing his signs—  
The halting signal, working grip,  
And other monkeyshines;  
He mutters passwords 'neath his breath,  
And other things he'll quote—  
They surely had an evening's work  
When father rode the goat.

He had a gorgeous uniform,  
All gold and red and blue,  
A hat with plumes and yellow braid,  
And golden badges, too,  
But, somehow, when we mention it,  
He wears a look so grim  
We wonder if he rode the goat  
Or if the goat rode him.

The most superstitious, as well as the greatest thinkers of the present century, admit that hens lay eggs because they can't stand them on end.

**PREMIUM SOAPS.**

**Why Grocers Should Refuse to Handle Them.**

Which is the bigger fool, the retailer who sells his own goods without a cent of profit, or the one who distributes manufacturer's premiums without a cent of profit?

The conduct of a soap department in the retail store is a hard proposition. At present there are many entangling alliances attached to the soap department. A considerable number of soap manufacturers have conceived the idea that they must engage in the general merchandise business to sell their product. In other words, soap manufacturers are far deeper than almost any other manufacturers in the premium mire and most of them are offering books, magazines, crockery and anything else to those who will purchase their soap. This does not apply to all soap manufacturers, but it does apply to a few that ought to know better.

The retail grocer is justified in refusing to handle any soap or any other line in which there is a premium attached. It is common sense to suppose that the manufacturer of soaps who offers premium, in addition to selling his soap must do one of several things. He is obliged to pay for his premiums, consequently he must either deprive the retail dealer of a portion of the legitimate profit which belongs to him to cover the additional cost of these premiums; if he does not do this he must make an inferior quality of soap or a lightweight bar, and sell it at the same price as the good quality of soap, to cover the increase cost of the premium; or he must sell the soap at a higher price than soap of the same quality without premiums attached can be bought for.

In most instances, it will be found that the soap premium manufacturer takes the cost of the premium out of the retailer, charging him more for the soap on the ground that the premium will sell it more readily. And every retailer who knows much about business is aware that it is about as difficult to sell soap with a premium attached, other things being equal, as it is to sell straight soap without premiums. Retailers will undoubtedly find it to their advantage to carefully study the purchase price of soap and ascertain whether or not they are paying for the premiums offered by the manufacturer through lessened profits.

The cost of soap involves considerable mathematical calculation. Manufacturers have a habit of occasionally charging more for the soap and then offering one box free with a certain quantity. No matter what kind of a "deal" is sprung upon the retailer he should figure out to a certainty just what a bar of soap will cost him and how much he is going to get for it. This is the only way he can arrive at any clear idea of his profit.

Aside from the fact that the retail dealer often pays for premiums offered with soap, if he has a strict regard for the rights of others he should refuse to handle premium soap on general principles. Premium soap usually does the retailer an injustice by preventing him from selling other goods in stock, or by preventing his neighbor from making a sale of goods he carries in stock. There is no reason why the retailer should cut into the profits of his crockery department or the crockery department of his neighbor by distributing crockery soap premiums free of expense; there is no

reason why he should cut into the profit of the bookseller by distributing yearly subscriptions to magazines, with soap, free of charge. The distribution of these premiums usually entails extra work upon the retailer, the display of them takes up room in his windows which could be more profitably used for goods which he was selling and making a profit on, and there is no very great reason why the retailer should indulge in these things.

The best way to conduct the soap department is to sell only those brands on which there is a profit. Cheap, snide soaps, sold at cut prices should not have any place in the stock of the intelligent, ambitious grocer. Premium goods do not sell themselves any quicker than goods on which there is a fair margin of profit, and which are sold because they are soap, and not because they are an imitation of it, and something must be given away to sell them.—Commercial Bulletin.

**Gripsack Brigade.**

D. D. Mitchell has retired as landlord of Hotel Drew, at Otsego, and Mr. and Mrs. Ole Summer have rented the hotel and taken possession. Will Drew has been installed as clerk.

John W. Schram, for the past ten years Eastern Michigan representative for the C. E. Smith Shoe Co., has signed a contract with the Western Shoe Co., of Toledo, to cover Detroit, Bay City, Saginaw and all intermediate towns. Mr. Schram is a salesman of discretion and experience and believes that the change he has made will be to the mutual advantage of himself and customers.

George B. Caldwell, until recently Assistant Cashier of the Merchants' National Bank, of Indianapolis, has accepted a position as traveling representative of the banking and bond brokerage house of E. H. Rollins & Sons, Boston. Rollins & Sons have branch houses in Denver and San Francisco and a new house will be opened in Chicago January next, of which Mr. Caldwell will be placed in charge. Until then he will reside in Indianapolis. Mr. Caldwell will travel through the States of Illinois, Ohio, Michigan, Minnesota, Wisconsin, Indiana and Iowa.

The only thing a man wants after he gets all the money he needs is more.

**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  
 WIET 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.

### Formula for Label Paste for Tin.

Try one of the following;

#### I.

Rye flour, 8 ozs.  
 P. acacia, 1 oz.  
 Glycerine, 2 ozs.  
 Oil cloves, 40 dps.  
 Water, q. s.

Rub rye flour and acacia to a smooth paste with 8 ozs. water. Strain through cheese cloth and pour into one pint of boiling water and continue to heat until thick as desired. When nearly cold add glycerin and oil of cloves. The addition of acetic acid 1 oz., powd. alum 2 drs., may improve it.

#### II.

Dextrin, 20 parts.  
 Acetic acid, 10 parts.  
 Water, 50 parts.  
 Glycerin, 5 parts.  
 Alcohol, 15 parts.

#### III.

### Elastic Mucilage.

Glycerin, 4½ parts.

Soft soap, 4½ parts.

Dissolve 1½ parts salicylic acid in 30 parts alcohol. Shake thoroughly and add to a mucilage made of 139½ parts acacia and about 270 parts water. Remains elastic when dry, does not have a tendency to crack.

#### IV.

Make a paste by dissolving rye flour in a solution of caustic soda, dilute with water stirring all the time. Add to this paste a few drops Venice turpentine for each half pound of flour.

An important quality in a paste intended to affix paper to metal is that of not becoming absolutely dry. It should contain glycerin or some other hydroscopic substance. As the surface of tin is always greasy the paste should contain some substance which will saponify or cut the grease, or else sponge with dilute hydrochloric acid before attaching the label. Joseph Lingley.

### Odd and Humorous Enquiries Received by a Druggist.

In the drug business many curious orders are received, sometimes through thoughtlessness, often however, due to lack of knowledge on the part of the customer. The writer kept a record for several years, among them were the following:

1 oz. of Oil of Bitter Almonds free from Hydriodic Acid.  
 ½ lb. of Odorous Iodoform.  
 ½ lb. of Carbon Di-oxide.  
 1 oz. Naphtalene for international use.  
 1 oz. Iron by Santonin.  
 1 oz. Colossal Caffeine.  
 ¼ lb. Fluid Extract Hemorrhoids.  
 ¾ lb. Fluid Extract Castoria.  
 1 oz. Turpentine Hydrate.  
 1 oz. Discoverine "Keith."  
 4 ozs. Red Oxide of Hydrogen.  
 ¼ lb. Menthol from Toluol.  
 1 lb. Palatable Boracic Acid.  
 ½ oz. Phenol-Scullion.  
 1 oz. Crystal Oxide of Hydrogen (we suggested the ice man).  
 1 oz. Dislocated Thyroids.  
 1 oz. Calcutta Iodide.  
 1 oz. Banjo Ergotine.  
 1 gallon Asphaltum Vermifuge.

1 dozen Morphia Suppositories, sugar coated.

1 box Tanglefoot Fly Paper.

1-6 dozen Jayne's Alternative.

Glacial Acetic Acid in thin sticks.

1 oz. Formyl Tri-Chloride was asked for by a man who buys 3 lbs. of chloroform at a time.

Methazine and Phenazone the synonyms of Antipyrin, are often used by physicians, that the patients may not know what remedy is being used. Then there are enquiries caused by the Pirates and Vultures in medicine—"the philanthropic retired missionary or the sea captain just returned from a voyage, will send any one absolutely free, a valuable secret in medical treatment for peculiar ailments."

They certainly do that and more, for with the formula is supplied the information that the remedies being new, may not be found at the nearby drug store, therefore, the aforesaid philanthropic, etc., etc., will send enough of the remedy for three months' treatment for one dollar. This class of people cause numerous enquiries for articles not to be found in any Pharmacopoeia or in fact anywhere on the face of the earth or the waters beneath. There are coined words or familiar names with additions to them, fake medical terms, as follows:

Extract of Asiatic Cannabis Sativa.  
 Extract of Halish Sativa.  
 Extract of Verbena Hastata, etc., etc.  
 Hexanitrate of Manitol.  
 Tri-Bromide of Salol.

The remedies actually supplied are very ordinary articles, that if truthfully named, could be bought for a small fractional part of the money expended.

G. R. Pancoast, M. D.

### Nineteenth Annual Meeting of Michigan Druggists.

Detroit, July 29—The nineteenth annual meeting of the Michigan State Pharmaceutical Association will be held in this city Aug. 13 and 14. Every druggist of the State is cordially invited to attend this meeting. Detroit affords an endless number of attractions at this season of the year. Every one likes to come to Detroit occasionally. Why not arrange to come when you can combine something of interest to your business with pleasure? A number of papers on subjects of general interest will be read. The sessions afford good opportunity for discussing both the commercial and scientific phases of your business.

The Detroit druggists have arranged for a moonlight excursion on the evening of August 13 for the members and visiting friends. Everything that goes to make up a good time will be on board. Maybe you have not been interested nor attended one of the annual meetings for years; if not, begin now. The Association is yours, you should be interested and identified with its welfare.

Programme and detailed information will be mailed on application.

James W. Seeley, Sec'y.

### How Mosquitoes Can Be Prevented.

Prof. L. O. Howard, of the Government entomological division, recommends the use of crude kerosene oil on ponds or pools where the mosquitoes breed. A very little oil would go a long way, and the experiment wherever tried had proved successful in destroying all aquatic larvae, including those of the mosquito. The kerosene seemed to exercise no deterrent effect upon the adult female mosquitoes. They still continued to attempt to deposit eggs, but in this attempt were defeated. One gallon of crude kerosene oil will, it is said, amply protect a pond of 100 feet square for ten days, under ordinary conditions. Martin Neuss.

### The Drug Market.

Opium—Is unchanged. Primary markets are quiet, with downward tendency.

Morphine—Is firm at the reduction of 10c made by manufacturers last week, which makes a decline of 20c in morphine, which is not warranted by the price of opium, but is entirely due to competition among manufacturers.

Quinine—Notwithstanding the lower price for bark at the recent auction in Amsterdam, manufacturers have not reduced their price and the article is very steady.

Alcohol—On account of higher price for corn, has advanced 4c per gallon and is very firm.

Sulphuric Ether and Spirit Nitre—Have both advanced, on account of higher price for alcohol.

Menthol—Is scarce and in active demand. This has caused an advance of 15c per lb.

Balsam Peru—Is in small supply and has advanced 5c per lb.

Tonka Beans—Stocks are small and holders have advanced the price.

Oil Peppermint—Is very firm and tending higher, on account of anticipated small crops.

Golden Seal Root—Stocks are low and higher prices are asked by holders.

Colchicum Seed—Is in better supply and has declined.

Linseed Oil—Continues firm. Prices are high and they are warranted by the high price for seed.

### Idiosyncrasy to Quinine.

Dr. H. A. Hare reports a case of extraordinary idiosyncrasy to quinine in the case of a man fifty-three years old. Pills containing about one-sixtieth of a grain of arsenious acid and two grains of quinine were given three times a day as a tonic. Within twelve hours after taking the first pill he developed an erythematous rash all over his body, with intense itching and puffiness of the skin about the face. At the end of five days with the subsidence of the acute injection of the skin marked desquamation took place all over his body with the same freedom as is frequently seen in severe scarlet fever.

No sooner had the symptoms appeared than the patient asked if he were receiving quinine, and said that it always affected him the same way even in the smallest doses. On one occasion he took a calisaya cocktail before starting on a journey, and even this small quantity affected him so that he had to abandon his trip for a time. His daughter, a woman of twenty, was affected in the same way.

### Bacteria our Friends.

A bacteria-infested age may breathe freely again. French investigators have put guinea pigs through a thorough course of sterilization with fatal results, and the inference is that an unsterilized world somehow has in it elements of vitality which can not be put away with impunity. M. M. Charpin and Guillemonat have reported their experiments to the Academie des Sciences of Paris. They took twenty-seven guinea pigs, put them in disinfected cages, fed them with sterilized food and allowed them to breathe only sterilized air, and nineteen of the twenty-seven died. Of twenty-nine other guinea pigs, treated as nearly as possible like the others save that no attempt at sterilization was made, only ten died. The first lot also lost much more weight than the second. The experiments seem to show that the vitality of an organism and its

power of resisting disease are diminished when its surroundings, the air it breathes and its food are sterilized.

### A Useful Point.

With the view of facilitating the work of the prescription counter most pharmacists keep a line of ready-made solutions of salts and alkaloids of definite strength. Many of these, notably potassium iodide, have a tendency to deposit a crystalline growth around the lip and stopper of the bottle, and the rapidity of the growth increases with the outpouring of the liquid from increased capillary attractive surface. This difficulty can in a great measure be prevented by coating the lip and adjoining part of stopper with a thin film of paraffin. This is easily done by warming the top of the bottle and stopper (which should be dry and clean) sufficiently to fuse a thin film from a piece of paraffin rubbed around the parts to be protected. Solutions poured from bottles so treated leave little or no drip behind, and the unsightly and wasteful creeping growth is thus prevented. Alex. K. Finlay.

A boil in the pot is worth two on the neck.

## 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

### Mail Treatment

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

WHOLESALE DRUG PRICE CURRENT

Table listing various drugs and chemicals with prices. Includes sections for Acetum, Ammonia, Aniline, Baccae, Balsamum, Cortex, Extractum, Ferru, Flora, Folia, Gummi, Herba, Magnesia, Oleum, and Syrups.

Table listing various oils, paints, and miscellaneous goods with prices. Includes sections for Oils, Paints, and Miscellaneous.

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

- Canned Apples
Sundried Apple
Canned Tomatoes
Corn Syrup
Scaled Herring

DECLINED

- Rolled Oats
Common Salt

Index to Markets

By Columns

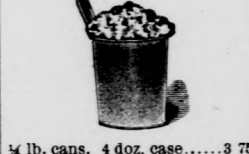
Table with columns A through Y listing various grocery items and their prices, including flour, sugar, and oils.

1

Table listing items under column 1: ALABASTINE, AXLE GREASE, and BAKING POWDER.



Table listing items under column 1: BAKING POWDER.



JAXON

Table listing items under column 1: BATH BRICK, BLUING, and BROOMS.



Table listing items under column 1: BATH BRICK, BLUING, and BROOMS.



Table listing items under column 1: BATH BRICK, BLUING, and BROOMS.

2

Table listing items under column 2: Shoe, Stove, and BUTTER COLOR.

Table listing items under column 2: CANNED GOODS.

Table listing items under column 2: CHOCOLATE.

Table listing items under column 2: COCOA SHELLS and COFFEE.

Table listing items under column 2: COCOA SHELLS and COFFEE.

Table listing items under column 2: COCOA SHELLS and COFFEE.

Table listing items under column 2: COCOA SHELLS and COFFEE.

3

Table listing items under column 3: Strawberries, Succotash, and Tomatoes.

Table listing items under column 3: CATSUP, CARBON OILS, and CHEESE.

Table listing items under column 3: CHEWING GUM and CHICORY.

Table listing items under column 3: CHOCOLATE.

Table listing items under column 3: COCOA SHELLS and COFFEE.

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Table listing items under column 3: COCOA SHELLS and COFFEE.

Table listing items under column 3: COCOA SHELLS and COFFEE.

4

Table listing items under column 4: Mexican, Guatemala, and Java.

Table listing items under column 4: Mocha, Package, and New York Basis.

Table listing items under column 4: CONDENSED MILK.

Table listing items under column 4: COUPON BOOKS.

Table listing items under column 4: COUPON BOOKS.

Table listing items under column 4: COUPON BOOKS.

Table listing items under column 4: COUPON BOOKS.

Table listing items under column 4: COUPON BOOKS.

Table listing items under column 4: COUPON BOOKS.

5

Table listing items under column 5: Sugar Squares, Sultanas, and Tutti Frutti.

Table listing items under column 5: DRIED FRUITS.

Table listing items under column 5: DRIED FRUITS.

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Table listing items under column 5: DRIED FRUITS.

Advertisement for JAXON Highest Grade Extracts, listing various flavors like Vanilla and Lemon.



12

Table with 2 columns: Item Name and Price. Includes Lubetsky Bros.' Brands, Gold Star, H. Van Tongeren's Brand, Star Green, Fine Cut, Uncle Daniel, Ojibwa, Forest Giant, Sweet Spray, Cadillac, Sweet Loma, Golden Top, Hiawatha, Telegram, Pay Car, Prairie Rose, Protection, Sweet Burley, Sweet Loma, Tiger.

Table with 2 columns: Item Name and Price. Includes Plug, Flat Iron, Creme de Menthe, Stronghold, Solo, Sweet Chunk, Forge, Red Cross, Kylo, Hiawatha, Battle Axe, American Eagle, Standard Navy, Spear Head, Nobby Twist, Jolly Tar, Old Honesty, Today, J. T., Piper Heidsieck, Boot Jack, Jelly Cake, Plumb Bob.

Table with 2 columns: Item Name and Price. Includes Smoking, Double Cross, Sweet Core, Flat Car, Great Navy, Warpath, Bamboo, I X L, Honey Dew, Gold Block, Flagman, Chips, Klin Dried, Duke's Mixture, Duke's Cameo, Honey Dip Twist, Myrtle Navy, Yum Yum, Cream, Corn Cake, Plow Boy, Peerless, Indicator, Col. Choice.

LEA & PERRIN'S SAUCE. The Original and Genuine Worcestershire. Includes an image of the product bottle and list of sizes and prices.

Table with 2 columns: Item Name and Price. Includes TWINE, Cotton, Hemp, Flax, WOOL, Malt White Wine, Pure Cider, WASHING POWDER, Gold Dust, Scourine.

Rub-No-More. Includes an image of the product and list of items like Baskets, Willow Clothes, and WICKING.

13

Table with 2 columns: Item Name and Price. Includes Butter Plates, Egg Crates, Clothes Pins, Mop Sticks, Pails, Toothpicks, Tubs, Wash Boards, Wood Bowls, WRAPPING PAPER, YEAST CAKE, FRESH FISH, HIDES AND PELTS.

Table with 2 columns: Item Name and Price. Includes Common Straw, Fiber Manila, Cream Manila, Wax Butter, YEAST CAKE, Magic, Sunlight, Yeast Cream, Yeast Foam, Yeast Foam.

Table with 2 columns: Item Name and Price. Includes FRESH FISH, White fish, Trout, Black Bass, Halibut, Clauses or Herrings, Bluefish, Live Lobster, Haddock, No. 1 Pickered, Perch, Smoked White, Red Snapper, Col River Salmon, Mackerel.

Table with 2 columns: Item Name and Price. Includes HIDES AND PELTS, Green No. 1, Green No. 2, Cured No. 1, Cured No. 2, Calfskins, Pelts, Lamb, Tallow, Wool, WASHING POWDER.

Table with 2 columns: Item Name and Price. Includes WOODENWARE, Baskets, Standard, Standard H. H., Standard Twist, Cut Leaf, Jumbo, Extra H. H., Boston Cream, Beef Root.

14

Table with 2 columns: Item Name and Price. Includes Mixed Candy, Grocers, Competition, Special, Conserve, Royal, Ribbon, Broken, Cut Leaf, English Rock, Kindergarten, Bon Ton Cream, French Cream, Dandy Fan, Hand Made Cream, Crystal Cream mix.

Table with 2 columns: Item Name and Price. Includes Fancy-In Pails, Champ. Crys. Gums, Pony Hearts, Fairy Cream Squares, Fudge Squares, Peanut Squares, Fruit Tab., Sugared Peanuts, Salted Peanuts, Starlight Kisses, San Blas Goodies, Lozenges, plain, Lozenges, printed, Choc. Drops, Eclipse Chocolates, Choc. Monumentals, Victoria Chocolate, Gum Drops, Moss Drops, Lemon Sours, Imperials, Ital. Cream Opera, Ital. Cream Bonbons, 20 lb. pails, Molasses Chews, lb. pails, Golden Waffles.

Table with 2 columns: Item Name and Price. Includes Fancy-In 5 lb. Boxes, Lemon Sours, Peppermint Drops, Chocolate Drops, H. M. Choc. Drops, H. M. Choc. Lt. and Dk. No. 12, Gum Drops, Licorice Drops, Lozenges, plain, Lozenges, printed, Imperials, Mottos, Cream Bars, Molasses Bar, Hand Made Creams, Cream Buttons, Pep. and Wint, String Rock, Wintergreen Berries, Caramels.

Table with 2 columns: Item Name and Price. Includes Caramels, Clipper, Standard, Amazon, Kosker, Big 3, Dukes, Favorite, AA Cream Carl's 3lb, FRUITS, Oranges, Florida Russett, Florida Bright, Fancy Navel, Extra Choice, Late Valencia, Seedlings, Medt. Sweets, Jamaicas, Rodi, Lemons, Messina, California, California 300s, Bananas, Medium bunches, Large bunches.

Table with 2 columns: Item Name and Price. Includes Foreign Dried Fruits, Figs, California, Fancy, Cal. pkg, Extra Choice, Figs in 10 lb. boxes, Figs in 50 lb. cases, Hollow, lb. cases, Sals, NUTS, Almonds, Tarragona, Almonds, Ivica, Almonds, California, soft shelled, Brazil, Friberta, Walnuts, Greenbls, Walnuts, soft shelled, California No. 1, Table Nuts, fancy, Table Nuts, choice, Pecans, Med, Pecans, Ex. Large, Pecans, Jumbos, Hickory Nuts per bu., Ohio, new, Cocoanuts, full sacks, Chestnuts, per bu., Peanuts, Fancy, H. P., Suns, Roasted, Choice, H. P., Extras, Choice, H. P., Extras, Roasted, Span. Shld No. 1 in w.

Table with 2 columns: Item Name and Price. Includes Figs, California, Fancy, Cal. pkg, Extra Choice, Figs in 10 lb. boxes, Figs in 50 lb. cases, Hollow, lb. cases, Sals, NUTS, Almonds, Tarragona, Almonds, Ivica, Almonds, California, soft shelled, Brazil, Friberta, Walnuts, Greenbls, Walnuts, soft shelled, California No. 1, Table Nuts, fancy, Table Nuts, choice, Pecans, Med, Pecans, Ex. Large, Pecans, Jumbos, Hickory Nuts per bu., Ohio, new, Cocoanuts, full sacks, Chestnuts, per bu., Peanuts, Fancy, H. P., Suns, Roasted, Choice, H. P., Extras, Choice, H. P., Extras, Roasted, Span. Shld No. 1 in w.

15

Table with 2 columns: Item Name and Price. Includes AKRON STONWARE, Butters, 1/2 gal., per doz, 2 to 6 gal., per gal., 8 gal. each, 10 gal. each, 12 gal. each, 15 gal. meat-tubs, each, 20 gal. meat-tubs, each, 25 gal. meat-tubs, each, 30 gal. meat-tubs, each.

Table with 2 columns: Item Name and Price. Includes Churns, 2 to 6 gal., per gal., Churn Dashers, per doz.

Table with 2 columns: Item Name and Price. Includes Milkpans, 1/2 gal. flat or rd. bot., per doz, 1 gal. flat or rd. bot., each.

Table with 2 columns: Item Name and Price. Includes Fine Glazed Milkpans, 1/2 gal. flat or rd. bot., per doz, 1 gal. flat or rd. bot., each.

Table with 2 columns: Item Name and Price. Includes Stevpanns, 1/2 gal. fireproof, ball, per doz, 1 gal. fireproof, ball, per doz.

Table with 2 columns: Item Name and Price. Includes Jugs, 1/2 gal. per doz, 1 to 5 gal., per gal.

Table with 2 columns: Item Name and Price. Includes Sealing Wax, 5 lbs. in package, per lb.

Table with 2 columns: Item Name and Price. Includes LAMP BURNERS, No. 0 Sun, No. 1 Sun, No. 2 Sun, No. 3 Sun, Tubular, Nutmeg.

Table with 2 columns: Item Name and Price. Includes LAMP CHIMNEYS—Seconds, No. 0 Sun, No. 1 Sun, No. 2 Sun.

Table with 2 columns: Item Name and Price. Includes First Quality, No. 0 Sun, crimp top, wrapped & lab., No. 1 Sun, crimp top, wrapped & lab., No. 2 Sun, crimp top, wrapped & lab.

Table with 2 columns: Item Name and Price. Includes XXX Flint, No. 1 Sun, crimp top, wrapped & lab., No. 2 Sun, crimp top, wrapped & lab., No. 2 Sun, hinge, wrapped & lab.

Table with 2 columns: Item Name and Price. Includes Pearl Top, No. 1 Sun, wrapped and labeled, No. 2 Sun, wrapped and labeled, No. 2 Sun, "small Bulb," for Globe.

Table with 2 columns: Item Name and Price. Includes Lamps, No. 1 Sun, plain bulb, per doz, No. 2 Sun, plain bulb, per doz, No. 1 Crimp, per doz, No. 2 Crimp, per doz.

Table with 2 columns: Item Name and Price. Includes La Bastie, No. 1 Sun, plain bulb, per doz, No. 2 Sun, plain bulb, per doz, No. 1 Crimp, per doz, No. 2 Crimp, per doz.

Table with 2 columns: Item Name and Price. Includes Rochester, No. 1 Lime (65c doz), No. 2 Lime (70c doz), No. 2 Flint (80c doz).

Table with 2 columns: Item Name and Price. Includes Electric, No. 2 Lime (70c doz), No. 2 Flint (80c doz).

Table with 2 columns: Item Name and Price. Includes OIL CANS, 1 gal. tin cans with spout, per doz, 1 gal. galv. iron with spout, per doz, 2 gal. galv. iron with spout, per doz, 3 gal. galv. iron with spout, per doz, 5 gal. galv. iron with spout, per doz, 3 gal. galv. iron with faucet, per doz, 5 gal. galv. iron with faucet, per doz, 5 gal. Tiltng cans., 5 gal. galv. iron Nacefas.

Table with 2 columns: Item Name and Price. Includes LANTERNS, No. 0 Tubular, side lift, No. 1 B Tubular, No. 15 Tubular, dash, No. 1 Tubular, glass fountain, No. 12 Tubular, slide lamp, No. 3 Street lamp, each.

Table with 2 columns: Item Name and Price. Includes LANTERN GLOBES, No. 0 Tub., cases 1 doz. each, box, 10c, No. 0 Tub., cases 2 doz. each, box, 15c, No. 0 Tub., bbls 5 doz. each, per bbl., No. 0 Tub., Bull's eye, cases 1 doz. each.

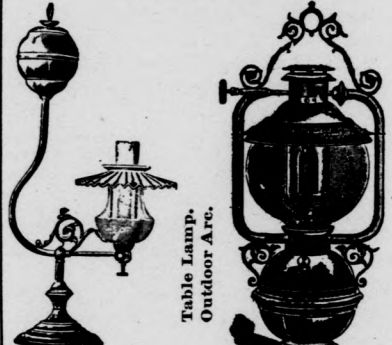
Table with 2 columns: Item Name and Price. Includes MASON FRUIT JARS, Pints, Quarts, Half Gallons, Caps and Rubbers.

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 SUNDRIES.

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.

The Prompt People

Our customers call us the "prompt people" because they can order almost anything of us by telephone, telegraph or letter and get it at once. We appreciate a man does not want anything until he orders it and when he does order it, he wants it at once. So we do our best to get it to him at once. Do you want this service?

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.

TRADESMAN COMPANY, GRAND RAPIDS, MICH.



RANDOM REFLECTIONS.

"Two months ago, with every prospect of the largest crop of small fruits in the history of the country," remarked a well-posted groceryman, "we were wondering how we could move our stock of canned goods with the least loss. Now the situation is reversed. Instead of moving our stock on hand at a loss, we are confronted with the problem of a short pack and are wondering where we are going to obtain sufficient supplies to meet the requirements of our customers."

\*\*\*

She was a traveling salesman—or saleswoman. She boarded a northbound Pere Marquette train at the union depot and found the best coach well filled. Two seats facing each other were occupied by two young women who had spread themselves out in a manner peculiar to the female hog. The saleswoman requested one of the girls to move along so as to make room for her, but the request was ignored. It was repeated somewhat peremptorily, without result. A third request, which was couched in terse language and uttered in a tone which resembled the rumbling of distant thunder, caused one of the young women to move along and make room for the saleswoman, but the expression on her face showed that the action was not done gracefully. At the West Side depot two portly women, with babies in arms and other children hardly old enough to be out of arms, boarded the train. This was the golden opportunity for the saleswoman. Beckoning to the women, she quietly relinquished her seat to one of them and directed the other to the opposite seat, which directions were followed to the letter, including the assembling of four or five children who squeezed in between their mothers and the original occupants of the seats. The saleswoman stood in the aisle until she reached her destination at Sparta, when she leaned over the seat and quietly addressed the girls reminding them that selfishness is not a virtue and that it always meets its reward. The remarks appeared to add to the discomfort of the young women, whose faces were already black with rage and disappointment.

\*\*\*

"Do you know," remarked a leading Grand Rapids grocer and a long-time officer of the local organization, "that I hunger for a return to the early days of the Association, when a grocers' picnic meant what its name implies and not a crowd of people who have little or nothing in common with the grocery trade? In the halcyon days of the '80s we used to get together as grocers and clerks and have a good time without the aid—and expense—of brass bands and street parades and the numerous spectacular features which have been added to the celebration from year to year. In those days I used to improve the opportunity to get acquainted with my brother grocers, but now I would as soon think of looking for a needle in a haystack as to find a grocer in such a crowd. I attended this year's picnic as a matter of habit, but there was no particular enjoyment in the event for me, because the original idea of a reunion of grocers and clerks has been superseded by the plan of making the event a money-making scheme for the street railway company and the caterers and saloon keepers at Reed's Lake.

\*\*\*

The writer has had his first experience in settling a loss covered by fire

insurance and candor compels him to admit that some opinions he had previously entertained regarding the harshness and cunning of all insurance adjusters were erroneous. The writer has met adjusters in the past who boasted of the manner in which they "skinned" policy holders who had met losses by fire, but this type of adjusters appear to be in the minority—if, indeed, they have not been altogether superseded by men of broader ideas and better business methods. The loss sustained by the Tradesman in the Friedman conflagration was wholly by water and the interruption to its business by reason of one side of the Blodgett building being flooded from basement to attic and temporarily deprived of elevator service and electric light. The damage covered by insurance consisted in the wetting of a small portion of the paper stock carried by the company on shelves adjacent to the partition wall between the two sections of the building. The loss was carefully compiled by the writer and assistants and reduced to typewriter form, giving in detail the actual cost price of each article, including freight. Opposite each item was noted the page in the cost book in which the purchase price covering the article was to be found. Where lower quotations had been secured since purchases had been made, the letters containing quotations were made part of the exhibit. The loss footed up \$1,170.94 and, when the adjusters called, they were informed that the fraction would be waived, leaving the damage at an even \$1,170. The adjusters took the schedule of loss, checked it over item by item with the stock-keeper, bantered a few minutes for a larger allowance for salvage and then announced that the loss was adjusted at the figure claimed. Proofs of loss were made out promptly and within three days checks were received from the various companies interested for the entire amount, thus closing the account to the satisfaction of all concerned. Although the adjusters did not say so, the promptness with which the settlement was effected was probably due, in no small degree, to the care with which every detail connected with the loss was set forth and the facility afforded the adjusters to verify every price and substantiate every statement made as to the actual cost of the goods damaged. Of course, the ordinary fire insurance policy does not cover the loss incident to the interruption to business—it requires a special form for that purpose—but it appeared to be the intention of the adjusters to fix the damage at a figure which would enable the insurance to replace the goods actually injured or destroyed.

Business Before Pleasure.

The old man was smoking his pipe on the porch as the young man left the house. "Things have changed since I was a lad," suggested the old man. "How so?" demanded the young man. "In my day when we went courting we didn't burn one gas jet, let alone two." "Possibly," suggested the young man pointedly; "if you had fallen heir to some gas stock about that time it might have made a difference." Thereupon the old man went into the house and told his daughter that when it came to a question of getting a real good business man in the family she could have his consent at any time.

Never buy a thermometer in the summer—they are always much lower in the winter.

Hardware Price Current

Ammunition		Levels	
Caps		Stanley Rule and Level Co.'s.....dis 70	
G. D., full count, per m.....	40	Mattocks	
Hicks' Waterproof, per m.....	59	Adze Eye.....\$17 00..dis 70-10	
Musket, per m.....	75	Metals—Zinc	
Ely's Waterproof, per m.....	80	600 pound casks..... 7 1/4	
Cartridges		Per pound..... 8	
No. 22 short, per m.....	2 80	Miscellaneous	
No. 22 long, per m.....	3 00	Bird Cages..... 40	
No. 32 short, per m.....	4 95	Pumps, Clsters..... 75&10	
No. 32 long, per m.....	5 80	Screws, New List..... 85	
Primers		Casters, Bed and Plate..... 50&10&10	
No. 2 U. M. C., boxes 250, per m.....	1 20	Dampers, American..... 50	
No. 2 Winchester, boxes 250, per m.....	1 20	Molasses Gates	
Gun Wads		Stebbins' Pattern..... 60&10	
Black edge, Nos. 11 and 12 U. M. C.....	60	Enterprise, self-measuring..... 30	
Black edge, Nos. 9 and 10, per m.....	70	Pans	
Black edge, No. 7, per m.....	80	Fry, Acme..... 60&10&10	
Loaded Shells		Common, polished..... 70&85	
New Rival—For Shotgun		Patent Planished Iron	
No. 120.....	100	"A" Wood's patent planished, Nos. 24 to 27 16 75	
No. 129.....	2 90	"B" Wood's patent planished, Nos. 25 to 27 9 75	
No. 128.....	2 90	Broken packages 1/4¢ per pound extra.	
No. 126.....	2 90	Planes	
No. 135.....	2 90	Ohio Tool Co.'s, fancy..... 50	
No. 154.....	2 95	Sawtooth Bench..... 60	
No. 200.....	3 00	Sandusky Tool Co.'s, fancy..... 50	
No. 208.....	2 50	Bench, first quality..... 75	
No. 236.....	2 65	Nails	
No. 265.....	2 70	Advance over base, on both Steel and Wire.	
No. 264.....	2 70	Steel nails, base..... 2 65	
Discount 40 per cent.		Wire nails, base..... 2 65	
Paper Shells—Not Loaded		20 to 60 advance..... Base	
No. 10, pasteboard boxes 100, per 100.....	72	10 to 16 advance..... 5	
No. 12, pasteboard boxes 100, per 100.....	64	8 advance..... 10	
Gunpowder		6 advance..... 20	
Kegs, 25 lbs., per keg.....	4 00	4 advance..... 30	
1/2 kegs, 12 1/2 lbs., per 1/2 keg.....	2 25	3 advance..... 45	
1/4 kegs, 6 1/4 lbs., per 1/4 keg.....	1 25	2 advance..... 70	
Shot		Fine 3 advance..... 50	
In sacks containing 25 lbs.		Casing 10 advance..... 15	
Drop, all sizes smaller than B.....	1 65	Casing 8 advance..... 25	
Augurs and Bits		Casing 6 advance..... 35	
Snell's.....	60	Finish 10 advance..... 25	
Jennings genuine.....	25	Finish 8 advance..... 35	
Jennings' imitation.....	50	Finish 6 advance..... 45	
Axes		Barrel 1/2 advance..... 85	
First Quality, S. B. Bronze.....	6 00	Rivets	
First Quality, D. B. Bronze.....	7 00	Iron and Tinned..... 50	
First Quality, S. B. S. Steel.....	6 50	Copper Rivets and Burs..... 45	
First Quality, D. B. Steel.....	10 50	Roofing Plates	
Barrows		14x20 IC, Charcoal, Dean..... 6 50	
Railroad.....	12 00	14x20 IX, Charcoal, Dean..... 7 50	
Garden.....	29 00	20x28 IC, Charcoal, Alloway Grade..... 13 00	
Bolts		14x20 IC, Charcoal, Alloway Grade..... 5 50	
Stove.....	60	20x28 IC, Charcoal, Alloway Grade..... 6 50	
Carriage, new list.....	65	20x28 IX, Charcoal, Alloway Grade..... 13 00	
Plow.....	50	Ropes	
Buckets		Sisal, 1/2 inch and larger..... 8	
Well, plain.....	\$4 00	Manilla..... 11	
Butts, Cast		Sand Paper	
Cast Loose Pin, figured.....	65	List acct. 19, '88.....dis 50	
Wrought Narrow.....	60	Sash Weights	
Chain		Solid Eyes, per ton..... 25 00	
Com.....	7 c..... 6 c..... 5 c..... 4 1/2 c.....	Sheet Iron	
BB.....	8 1/2..... 7 1/2..... 6 1/2..... 5 1/2.....	Nos. 10 to 14..... com. smooth. com. \$3 20	
BBB.....	8..... 7..... 6..... 5.....	Nos. 15 to 17..... 3 20	
Crowbars		Nos. 18 to 21..... 3 30	
Cast Steel, per lb.....	6	Nos. 22 to 24..... 3 40	
Chisels		Nos. 25 to 28..... 3 70	
Socket Firmer.....	65	Nos. 27..... 3 80	
Socket Framing.....	65	All Sheets No. 18 and lighter, over 30 inches wide, not less than 2-10 extra.	
Socket Corner.....	65	Shovels and Spades	
Socket Slicks.....	65	First Grade, Doz..... 8 00	
Elbows		Second Grade, Doz..... 7 50	
Com. 4 piece, 6 in., per doz.....net	65	Solder	
Corrugated, per doz.....	1 25	1/2@1/2..... 19	
Adjustable.....dis	40&10	The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.	
Expansive Bits		Squares	
Clark's small, \$18; large, \$26.....	45	Steel and Iron..... 70	
Ives' 1, \$18; 2, \$24; 3, \$30.....	26	Tin—Melyn Grade	
Files—New List		10x14 IC, Charcoal..... \$ 8 50	
New American.....	70&10	14x20 IC, Charcoal..... 8 50	
Nicholson's.....	70	20x14 IX, Charcoal..... 9 75	
Heller's Horse Rasps.....	70	Each additional X on this grade, \$1.25.	
Galvanized Iron		Tin—Allaway Grade	
Nos. 16 to 20; 22 and 24; 25 and 26; 27; List 12 13 14 15 16.....	28 17	10x14 IC, Charcoal..... 7 00	
Discount, 65.....	17	14x20 IC, Charcoal..... 7 00	
Gauges		10x14 IX, Charcoal..... 8 50	
Stanley Rule and Level Co.'s.....	60&10	14x20 IX, Charcoal..... 8 50	
Glass		Each additional X on this grade, \$1.50	
Single Strength, by box.....dis	80&20	Boiler Size Tin Plate	
Double Strength, by box.....dis	80&20	14x56 IX, for No. 8 Boilers, 1/2 per pound.. 10	
By the Light.....dis	80&20	14x56 IX, for No. 9 Boilers, 1/2 per pound.. 10	
Hammers		Traps	
Maydole & Co.'s, new list.....dis	33 1/4	Steel, Game..... 75	
Yerkes & Plumb's.....dis	40&10	Oneida Community, Newhouse's..... 40&10	
Mason's Solid Cast Steel.....30c list	70	Oneida Community, Hawley & Norton's..... 65	
Hinges		Mouse, choker per doz..... 15	
Gate, Clark's 1, 2, 3.....dis	60&10	Mouse, delusion, per doz..... 1 25	
Hollow Ware		Wire	
Pots.....	50&10	Bright Market..... 60	
Kettles.....	50&10	Annealed Market..... 60	
Spiders.....	50&10	Coppered Market..... 50&10	
Horse Nails		Tinned Market..... 50&10	
Au Sable.....dis	40&10	Coppered Spring Steel..... 40	
House Furnishing Goods		Barbed Fence, Galvanized..... 3 25	
Stamped Tinware, new list.....	70	Barbed Fence, Painted..... 2 95	
Japanned Tinware.....	20&10	Wire Goods	
Iron		Bright..... 80	
Bar Iron.....	2 25 c rates	Screw Eyes..... 80	
Light Band.....	3 c rates	Hooks..... 80	
Knobs—New List		Gate Hooks and Eyes..... 80	
Door, mineral, jap. trimmings.....	75	Wrenches	
Door, porcelain, jap. trimmings.....	85	Baxter's Adjustable, Nickel..... 30	
Lanterns		Coe's Genuine..... 80	
Regular 0 Tubular, Doz.....	5 00	Coe's Patent Agricultural, Wrought, 70&10..... 80	
Warren, Galvanized Fount.....	6 00		

## WEANED FROM DIRT.

Influence of a Fastidious Customer on a Slovenly Grocer.

The grocer whom I take as a text this week was a mighty slovenly boy. He was slovenly about himself and about all his belongings. I went to school with him—his copy books were worse than mine, and I was no bar of soap at that time myself. This boy's name was James, but we called him Jim for short.

Jim grew up from a slovenly boy to what is worse—a slovenly man. His father was a grocer and Jim started in to learn the business, probably because it is easier to be sloppy in the grocery business, if you want to be, than in other business. He had been in the store or three or four years, when the old man died and left it to him.

A few months after that, when Jim had had a chance to impress his individuality upon the store, I went in it one day. Ye gods! Of all the filthy places I was ever in that was the worst! It was Jim's store and it looked like Jim. It was so dirty and disgusted me so that I said to Jim:

"Great Scott, man, why don't you clean this place up? You've got a regular pig pen here! How do you expect clean people to come into it?"

"It's swept every morning!" Jim answered with perfect good nature. As a matter of fact, it ought to have had the fire hose every morning.

I didn't see Jim's place again for about two years, and when I went back there and looked around, I thought Jim must have died. It was so clean! Before I could ask Jim came in, but it wasn't the same man I had known at all. His finger nails were actually clean—a thing I had never seen before since I had known him. He had a clean shirt on, too.

When I got my breath, I observed to Jim:

"Old man, I want to congratulate you on the appearance of your store. It's as different from the way it used to be as day is different from night."

Jim laughed appreciatively, and said: "I don't think I'm sloppy myself as I used to be, am I?"

I made some polite observation with the grace which is characteristic of me.

"Do you wonder how it all came about?" he asked.

Now, those who know me will question my truthfulness when I say that I was embarrassed just here, but I really was. To express surprise that a sloppy man could reform is scarcely a delicate thing to do, but I wanted to hear the story so managed to express some curiosity.

"Come back," said Jim, "and I'll tell you."

The story was too long to be told in Jim's own words, so I'll condense it. When Jim was in his prime as a sloppy grocer a rich maiden lady moved into his neighborhood. She rarely went out, but had a craze to do her own marketing, and Jim's store was the only one convenient to her house. Jim said that the first time she came to his store she observed, without circumlocution, that it was the filthiest store she had ever seen. She found fault with everything and told him she'd try him for a month, and if he didn't do better in that time she'd go to another store, much as she disliked to walk any farther than she had to.

Jim wanted her trade, for she bought lots of the best and paid every week. So he simply went to work to keep his place clean. It was hard work—Jim

wasn't clean by nature. Once the old lady asked him whether there was any law compelling grocers to wear black nails. Another time she asked him whether he couldn't afford to wear clean linen. If he couldn't, she said, she would take pleasure in giving him some. That roused him, Jim said, as nothing she had ever had said to him had done, and he spent the most of that night taking a tumble to himself.

Well, to make a long story short Jim gradually reached the point where he and his store were actually clean. It was hard work, he told me—nobody knew, he said, how hard it was. After it all, when he had gotten the store in fairly passable condition, and was able to see himself as he had been formerly, he went to the lady and thanked her fervently and heartfully for making him over. After the standard was once raised, it was easy to maintain it toward everybody.

Ever since Jim told me this story, when my pastor in the thunders of sacred oratory, propounds the well-known question, "Can the leopard change his spots or the Ethiopian his skin?" I answer mentally, "He can."

It's a pity that every grocer whose methods, store or person is sloppy, can't have a rich and fastidious maiden lady move into his neighborhood.—Stroller in Grocery World.

## Growing Importance of the Apple Crop.

We may well pause in the discussion of steel and other manufactured exports to contemplate for a brief moment the meek and lowly apple and its importance in these United States.

According to the Independent, the American apple crop of 1900 aggregated 215,000,000 barrels, of which we exported only 4,000,000 barrels. On an average yield of \$2 per barrel—the price in London runs from \$2 to \$4—this crop should have had an aggregate value of at least \$430,000,000, which is \$130,000,000 in excess of the total value of our cotton crop in recent years. This money is, of course, distributed over a vastly greater area than the returns from the cotton crop are, and through a larger number of states and more diversified classes of people. Still the apple crop, as it grows and is handled, excites not a hundredth part of the popular interest that attaches to cotton, although its yield is about 44 per cent. in excess of cotton's.

"Our home families," says the Independent, "do not spend a great deal of money for apples, but we are growing frugivorous instead of carnivorous." We are inclined to believe that more money is spent for apples than the Independent imagines. If we export only 4,000,000 out of 215,000,000 barrels raised, the producers themselves, although numerous, could not make much of an inroad on the remaining 211,000,000 barrels. We spend hundreds of thousands of dollars annually for apples, unconsciously for the most part, as they appear in cider, jellies, vinegar and the hundreds of condiments and other food products in which vinegar is one of the chief preservatives. If the apple is not quoted in the form of futures, its importance is none the less significant among American farm crops.

Heman G. Barlow, Secretary of the Olney & Judson Grocer Co., left early in the week for Mackinac Island, whence he starts on a trip through the Georgian Bay. He is accompanied by his wife.

## Ought To Be Happy.

From the Cincinnati Furniture Worker.

Grand Rapids ought to be happy. Her furniture is now prominently mentioned in Bradstreet's Weekly Business Review, sent out by the Associated Press, right along with Chicago cattle, Kansas City hogs, North Carolina turpentine, New Orleans cotton, Cincinnati and Louisville tobacco, whisky, etc. There is more of a prominence in this than people think there is.

Sebewaing—The Sebewaing Sugar Co. has asked of the township of Sebewaing the privilege of having its taxes for the next ten years used for the construction of stone roads. The company also offers to donate the stone to make two and a half miles of road if the township will lay it.

S. A. Sears, manager of the local branch of the National Biscuit Co., is spending a month at Buffalo.

## 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.

**AN OPENING—A MEAT MARKET BUSINESS:** established trade of \$2,000 per month; practically cash business; owner lost his wife; bound to leave. Address Decker & Jean, Grand Rapids, Mich. 975

**MEAT MARKET STOCK FOR SALE. SHOP** and fixtures to rent. Does a business of \$24,000 to \$25,000 annually. Good chance for a good butcher. Address No. 974, care Michigan Tradesman. 974

**DRUG STOCK FOR SALE—THE STOCK** of drugs of the late William McDonald, 115 South Burdick St., Kalamazoo, is for sale by the executor to close the estate. John L. Wallace, David McDonald, Executors. 973

**FOR SALE—A HARDWARE STOCK.** Including furniture, fixtures and tinners' tools, at 62 W. Bridge St., in this city. Having bid in the same at chattel mortgage sale, it will be sold at a bargain. Everything in it necessary for a person wishing to commence business. Apply to Peter Doran, Rooms 19-20 Tower Block, Grand Rapids, Mich. 972

**A SPLENDID GENERAL STORE, HOTEL** and livery, a great stand for business; good transient trade; number of steady boarders. Sell or exchange for A1 farm. Address R. A. Butwell, Wixom, Mich. 976

**STOCK OF GOODS. SPLENDID OPENING** to put in stock general merchandise in town in Northern Washington. Agricultural and mining center. Splendid inducement offered to the right party. Inquire of Meacham-Cameron & Co., 40 Wall street, New York City. 977

**FOR SALE—A FIRST-CLASS SHINGLE** mill and the mill in very best repair; center crank engine, 12x16; plenty boiler room; Perkins shingle mill; boiler cut off, drag and knot saws; elevator; endless log chains; gummer; belting all in first-class shape; mill now turning out 40 to 50 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

**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 cash deal—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. 957

**FOR SALE—COUNTRY STORE DOING** good business. For particulars address J. B. Adams, Frost, Mich. 956

**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

**MANCELONA, 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. 975

**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—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 RENT OR SALE—HOTEL, WITH LIV-**ing 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—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. 916, 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** and 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

**FOR SALE OR EXCHANGE—A GENERAL** stock of merchandise in Southern Michigan, inventing 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, 40x80; low rent; stock about \$5,000; can reduce to suit; no unsalable goods; making over \$3,000 net per annum. The Philadelphia Chemical Co. is building a plant near my store, and 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 small stock groceries in Southern Michigan, and one-half interest in general stock. Oceana county; best location in the town; ill health only cause for selling. Address Lock Box 418, Hudson, Mich. 938

**FOR SALE OR RENT—TWO BRICK STORES** connected with arch, 22x80 each; suitable for department or general store, of which we have need here; will rent one or both. Write P. P. 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—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—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. 866, care Michigan Tradesman. 866

**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

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

**WANTED—BY A YOUNG MARRIED MAN** a position in a grocery or general store. References. Address L. R. May, Star City, Mich. 978

**AN EXPERIENCED SALESLADY WISHES** a position in dry goods store. Best of references and recommendations. Address Miss V. B. care Michigan Tradesman. 971

**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

If you want to secure more than

**\$25 REWARD**

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

**FLEISCHMANN & CO.'S  
YELLOW LABEL  
COMPRESSED YEAST**

will secure that result.

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

**BOUR'S  
COFFEES  
MAKE BUSINESS**

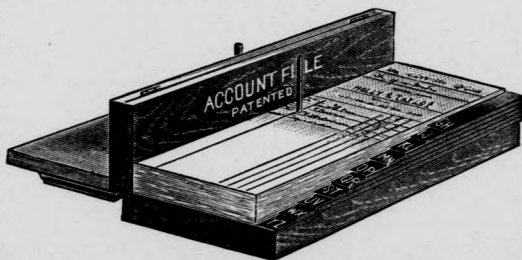
# Simple Account File



A quick and easy method of keeping your accounts. Especially handy for keeping account of goods let out on approval, and for petty accounts with which one does not like to encumber the regular ledger. By using this file or ledger for charging accounts, it will save

one-half the time and cost of keeping a set of books.

Charge goods, when purchased, directly on file, then your customer's bill is always ready for him, and can be found quickly, on account of the special index. This saves you looking over several leaves of a day book if not posted, when a customer comes in to pay an account and you are busy waiting on a prospective buyer.



**TRADESMAN COMPANY, Grand Rapids**

## MERCANTILE ASSOCIATIONS

### Michigan Retail Grocers' Association

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

### Grand Rapids Retail Grocers' Association

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

### Detroit Retail Grocers' Protective Association

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

### Kalamazoo Grocers' and Meat Dealers' Association

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

### Bay Cities Retail Grocers' Association

President, C. E. WALKER; Secretary, E. C. LITTLE.

### Muskegon Retail Grocers' Association

President, H. B. SMITH; Secretary, D. A. BOELKINS; Treasurer, J. W. CASKADON.

### Jackson Retail Grocers' Association

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

### Adrian Retail Grocers' Association

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### Saginaw Retail Merchants' Association

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

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### Owosso Business Men's Association

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

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President, F. W. GILCHRIST; Secretary, C. L. PARTRIDGE.

### Calumet Business Men's Association

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### St. Johns Business Men's Association

President, THOS. BROMLEY; Secretary, FRANK A. PERCY; Treasurer, CLARK A. PUTT.

### Perry Business Men's Association

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

### Grand Haven Retail Merchants' Association

President, F. D. Vos; Secretary, J. W. VERHOEKS.

### Yale Business Men's Association

President, CHAS. ROUNDS; Secretary, FRANK PUTNEY.

### Grand Rapids Retail Meat Dealers' Association

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

### Muskegon Retail Butchers' Association

President, MARTIN BIRCH; Secretary, C. D. RICHARDS; Treasurer, WM. SMITH.

## Travelers' Time Tables.

### PERE MARQUETTE

#### Railroad and Steamship Lines.

Fast trains are operated from Grand Rapids to Chicago, Detroit, Toledo, Saginaw, Bay City, Petoskey, Ludington, Manistee, Muskegon, Traverse City, Alma, Lansing, Belding, Benton Harbor, St. Joseph, and intermediate points, making close connections at Chicago with trains for the south and west, at Detroit and Toledo with trains east and southbound. Try the "Mid-Day Flyers," leaving Grand Rapids 12:05 and 12:10 noon, each week day, arriving at Detroit 4:05 p. m. and Chicago 5:00 p. m.

H. F. MOELLER, G. P. A.,

W. E. WOLFENDEN, D. P. A.

### GRAND Rapids & Indiana Railway July 1, 1901.

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

Going South.  
ex Su ex Su Daily ex Su Daily  
Lv. G'd Rapids. 7 10a 1 50p 6 00p 12 30p 9 55p  
Ar. Kalamazoo. 8 50a 3 22p 7 45p 1 45p 10 55p  
Ar. Pt. 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 Sunday 4  
7:20am daily, 1:50pm, 9:35pm and 10:05pm except

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 Except Except  
Sunday Sunday Sunday  
Lv. Grand Rapids.... 7 55am 1 53pm 5 40pm  
Ar. Muskegon..... 9 00am 3 10pm 7 00pm  
Sunday train leave Grand Rapids at 9:15am.  
Sunday train leaves Grand Rapids 7:00pm.  
Arrives at Muskegon 8:25pm.  
Trains arrive from Muskegon at 9:30am daily, 1:30pm and 5:20pm except Sunday and 8:00pm Sunday only.

#### CHICAGO TRAINS

G. R. & I and Michigan Central.

#### TO CHICAGO

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

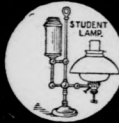
#### FROM CHICAGO

Except Daily  
Sunday  
Lv. Chicago (12th St. Station) 5 15pm 11 30pm  
Ar. G'd Rapids (Union depot) 10 05pm 7 23am  
5:15pm train runs solid to Grand Rapids with Pullman buffet parlor car attached.  
11:30pm train has through coach and sleeping car.

Take G. R. & I. to Chicago

50 cents to Muskegon and Return Every Sunday

## THE BEST LIGHT.



### SUPERIOR TO ELECTRICITY

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



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



Each Lamp takes and Burns its Own Gas!  
NO ODOR!  
NO SMOKE!  
NO DIRT!



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

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

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

**BEST BY TEST.**

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

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

## Combination Show Cases

Are our specialty. We have been manufacturing them for ten years. Our cases are made by skilled workmen in a factory which is fully equipped with modern machinery and as we are making our cases in large quantities we are able to offer

**AT REASONABLE PRICES**

a line of goods the design, finish and construction of which can not be excelled. Our catalogue shows a very complete line and we have cases suitable for the display of any line of goods. Write us for catalogue and discounts.

### Grand Rapids Fixtures Co.

South Ionia and Bartlett Sts.

Grand Rapids, Michigan

## We Have a Plan



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

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



## TANGLEFOOT SEALED STICKY FLY PAPER

CATCHES THE GERM AS WELL AS THE FLY.

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

Order from Jobbers.

### H. LEONARD & SONS, Grand Rapids, Mich.

Write for our Catalogue, "The Commercial Traveler," if you are thinking of adding to your business or of going into a new business. We solicit a share of your patronage and aim to retain your trade by giving full value at the lowest prices. Catalogue sent to merchants on request. **Don't wait—mail us your order.**

#### Diamond Fly Paper

In double sheets 9x16 inches. Patent wax border edges which prevents running or dripping. 25 double sheets (50 single) in fancy box, per box \$ 30  
Per case of 10 fancy boxes..... 2 75

#### Brooms

In spite of strong advance in broom corn we quote as follows while the stock lasts. Our special bargains:  
"Leader," medium fine, 3 colored sewing, per doz..... 1 55  
"Belle," choice quality, 23 lbs., 4 colored sewings, fancy lock finish, a fine carpet broom, per doz..... 1 95

#### Wash Boards

The best 25c or 30c board.  
"Concave" washboard saves splashing, has more rubbing service, keeps water in center and has ventilated back. Warranted a quick seller, per doz..... 2 15

#### Paper Bags

Three grades, all sizes, see catalogue for complete list. 1 lb. bags, per 500, Cream Manila, square..... 32

#### Galvanized Iron Tubs

No. 1, best grade, per doz..... 5 45  
No. 2, best grade, per doz..... 6 00  
No. 3, best grade, per doz..... 6 90

#### Wood Butter Dishes

Wire Ends, 250 in Crate.  
1 lb. size, per crate..... 42  
2 lb. size, per crate..... 47  
3 lb. size, per crate..... 57  
5 lb. size, per crate..... 66

#### Stone Butter Crocks

Fine White Glaze, "Macomb" Brand.  
½ gal. (5 lbs.), per doz..... 48  
1 gal. (10 lbs.), per doz..... 72  
2 gal. (20 lbs.), per doz..... 1 44

#### Clothes Pins

Best quality, Full Count.  
"Star," per case, 5 gross..... 45  
"Carton," per case, 12 cartons of 5 doz. each..... 67

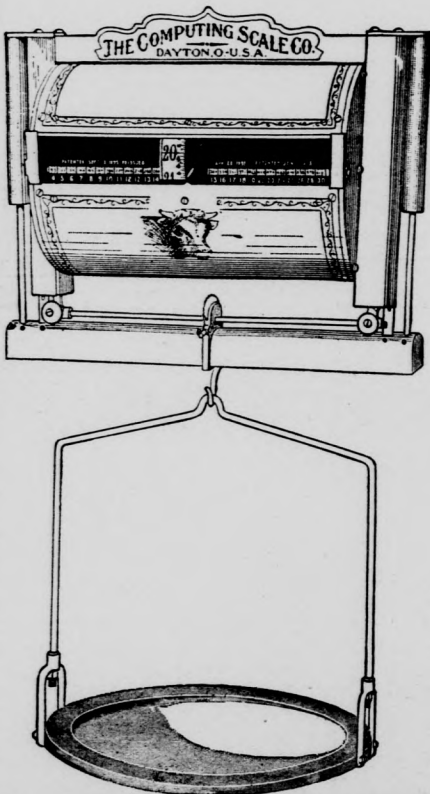
#### Splint Clothes Baskets

Made of best splint, 2 in. wide, size of basket 20x19 in. wide, 12 in. deep, per doz..... 2 20

#### NEW SHAPE



# The Hottest Weather Ever Known



Won't affect our Spring Balance scales the slightest. All danger of loss to yourself and dissatisfaction of your customers is obviated by this new invention. It is the wonder of the century and is rightly classed with the greatest of them. The old objection to spring balance scales on account of their variance in weight due to the changes in the weather has been completely overcome in this discovery and application of the Thermostat to our Money Weight Automatic Spring Balance Scales. Consider the saving, the convenience and the satisfaction to be had in a thoroughly reliable scale. Consider the easy terms on which they are sold, then send us your order.

**The Computing Scale Company**  
Dayton, Ohio