

MICHIGAN TRADESMAN

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Eighteenth Year

GRAND RAPIDS, WEDNESDAY, AUGUST 14, 1901.

Number 934

The Best Is the Cheapest

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

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

Made in all styles. Write for catalogue.

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



ASTORE DO YOU RUN ONE?

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

TRADESMAN COMPANY

GRAND RAPIDS, MICH.

EGG Baking Powder

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

EGG
BAKING POWDER

Home Office, 80 West street, New York.
Western Office,
42 River St., Chicago.
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.

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

Uneda Business is Growing all the Time



helps the growth
along

NATIONAL BISCUIT CO.

MICHIGAN TRADESMAN

Volume XVIII.

GRAND RAPIDS, WEDNESDAY, AUGUST 14, 1901.

Number 934

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.

WILLIAM CONNOR
 WHOLESALE READYMADE CLOTHING
 for all ages.
 Removed to William Alden Smith block, 28 and 30 South Ionia street. Open daily from 8 a. m. to 6 p. m. Saturday to 1 p. m.
 Mail orders promptly attended to. Customers' expenses allowed.

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.

Commercial Credits
 Credit Advances Collections and Commercial Negotiations

Grand Rapids Offices: Widdicomb Building.
 Detroit Offices: Detroit Opera House Block.
L. J. Stevenson
 Manager
R. J. Cleland and Don E. Minor
 Attorneys

Expert adjusters and attorneys on collections and litigation throughout Michigan.

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.

Tradesman Coupons

IMPORTANT FEATURES.

- | | |
|-------|---|
| Page. | |
| 2. | Getting the People. |
| 3. | Forty Years Ago. |
| 4. | Around the State. |
| 5. | Grand Rapids Gossip. |
| 6. | Window Dressing. |
| 7. | Village Improvement. |
| 8. | Editorial. |
| 9. | Food Adulterations. |
| 11. | Almighty Dollar. |
| 12. | Shoes and Rubbers. |
| 14. | Clothing. |
| 15. | Dry Goods. |
| 16. | The Meat Market. |
| 17. | Candy and Hair Oil. |
| 18. | Hardware. |
| 20. | Woman's World. |
| 22. | Butter and Eggs. |
| 23. | The New York Market. |
| 24. | Clerks' Corner. |
| 25. | Commercial Travelers. |
| 26. | Drugs and Chemicals. |
| 27. | Drug Price Current. |
| 28. | Grocery Price Current. |
| 29. | Grocery Price Current. |
| 30. | Grocery Price Current. |
| 31. | Men of Mark.
Hardware Price Current. |
| 32. | The Grocery Market. |

AN IMPORTANT REGULATION.

A good deal has been said at one time or another about the proposed organization into a union of those rendering domestic service under the name of cook, second girl, waitress, etc. The comprehensive name of Working Women of America has been chosen for this union and the rules it has determined on, if correctly published, do not differ very materially, either as to price or privileges, from the practice which obtains where the union is not in existence. There have been five rules given out as governing mistresses as well as maids and No. 4 is such as to suggest either that some clever humorist has been at work, or that a strictly feminine characteristic and ambition are to be crystalized into a union regulation. Rule 4 in full reads like this:

Domestics shall be allowed such hours off on Monday as will permit them to visit the bargain counters of the stores and enjoy on that day the same privileges enjoyed by the mistress and her daughters.

The irresistible temptations of the bargain counter were never made more emphatically prominent than in this rule. It is quite right in calling it a privilege which the mistress and her daughters enjoy and, of course, is one to which every other female member of the household is entitled. But in view of the prayer, "Lead us not into temptation," is it really wise to put before working women whose wages are not large the special temptation to buy what they do not really want and to spend their money for what they could get along without? It means many a Tuesday morning without funds. Presumably Monday is fixed not because it is wash day, but because in Chicago it is bargain day, but that is a movable feast and in cities where the department stores offer their bargains on Friday that day can be substituted. The general adoption of that rule will be notice to the sneak thieves to ply their nefarious trade on the afternoons when the mistress and her daughters as well as all the help have flocked to the bargain counters, with nobody to watch the

house. Illegal entrance and safe exit will be easy and Monday will be a busy day for several classes of people.

Some statistician is always presenting himself to tabulate figures showing what immense amounts of money are spent in this or that form of amusement and then pointing out how much of this or that more useful commodity could have been purchased with the same amount. One of these prosy individuals who fancies himself a smart Alec estimates that the American people spend a hundred million dollars a year on vacations, and then he wants to know if it is worth the price. He figures out how many public libraries might have been secured with this amount, how many schools, colleges, hospitals, homes, asylums, etc. The truth about it is that the American people get better value received from no other expenditure. All work and no play makes Jack a dull boy. One of the reasons why the Yankee leads the world in enterprise and energy is that he takes a little rest now and then. The American works twice as hard as a foreigner while he is at work and then he goes to take a rest, coming back reinvigorated, rejuvenated and refreshed. Away with the grad-grind who calculates vacation statistics!

No one ever supposed there was a dearth of doctors in this country, but probably few believed the over-production is as great as the Journal of the American Medical Association declares it to be. That authority says that already there is one doctor to every 600 of the population, and that while 1,600 physicians die annually, the colleges turn out nearly 6,000 to take their places. The lesson which the organ of the profession draws from this statement is that there are enough medical colleges for a long time to come and that no more should be licensed and opened for business. Even a smaller number than is now in operation will be quite sufficient. With these statistics in mind it would be appropriate for those now holding charters to raise the standards both of entrance and of graduation. If there is any professional man in the world who ought to know everything possible about his business before he is permitted to practice it, that one is a physician.

The Siberian railroad which the Russian government expects to have in full operation soon will not be remarkable for the speed of its trains. Under the most favorable conditions, it is stated, trains will consume at least four weeks in the journey from Moscow to Port Arthur. That will be the summer schedule. In winter, and for nearly half the year, the officers of the road will decline to guarantee the transit in less than six weeks. The explanation is that over a large part of the road a speed of from seven to nine miles an hour is the best that can be made.

These people who wish to stop war because it has become too deadly should turn a little of their attention toward the boarding house biscuit.

GENERAL TRADE REVIEW.

The only disturbing elements in the march of industrial activity are those connected with labor. The greatest disturbance naturally is the steel strike on account of its immediate effect on the largest industrial property ever capitalized in this country. The San Francisco trouble is of importance in that it puts a stop to export movement from the principal Pacific port. Then comes the notice of a reduction of wages in Fall River cotton mills which promises to produce a bitter contest in that industry. Aside from these every indication is favorable to a continuance of the present record-breaking activity and volume of business. Stock prices have followed the lead of the steel shares and these have fluctuated in accordance with indications from the strike field. The movement on the average has been a decline of a few points in both industrial and transportation shares, but the yielding is small and more encouraging indications this week are turning the movement upward.

The great factor in the present tide of prosperity in this country is the power of the people to buy—to spend money. Travel to the Pan-American Exposition, to resorts, and the buying of goods pertaining to amusements and luxury are on a scale that argues the greatest abundance. Of course there must be some disturbance caused by the labor troubles of such magnitude, but the effect can not be great or lasting with such tremendous underlying strength.

In industrial circles the general condition of activity is hardly disturbed by the steel strike except as enterprises are held back which depend upon future delivery of material. Prices of steel products have advanced somewhat in view of what is feared. The only thing which stands in the way of the greatest activity at the highest prices ever paid for labor is the suicidal attitude of the strikers.

The Fall River cotton industry has long contended against a scale of wages which eliminated profits in that trade. An organization was effected some three years ago to see if some remedy could not be devised in the way of curtailing output to bring prices to a living basis. This has been found impracticable and the organization has been dissolved and now comes the action of the proprietors cutting wages 15 per cent., which promises to lead to a bitter fight. Reports from most New England woolen mills and shoe shops indicate full operation until winter on the orders already in hand.

A news item just received says that a New York minister who has just wed has refused to pay more than 25 cents for a wedding fee. This looks rather niggardly to us, but we must remember that he knows the woman better than we do.

King Edward in selecting his title may be whatever he wants to Ireland, Australia or India, but the fact that he can not be anything to Africa is the fly in his ointment.

Getting the People

The Summer Bargain Season — Getting Ready For Fall.

Now comes the time to plan the work for fall trade. The summer season has been notable for the attention given to clearing sales. This is coming more and more to be a feature of summer trade and, of course, it must pay or it would not gain so much prominence. Taking it on the whole I am inclined to the belief that there are real reductions in the prices of goods, for the public is shrewd enough to demand the carrying out of the terms of the advertising. If this be true the merchant is giving away a considerable proportion of his profit, which would not seem to be the best business policy. At the best it is advertising to gain the attention of bargain hunters. Each dealer must be his own judge as to the degree in which he shall encourage this element of trade. There is one feature of this kind of dealing which has not been enough considered: the season clearing sales are educating a large class to wait for the reductions and so losing the custom in the regular trade.

I apprehend that one trouble which tends to the increase of bargain sales is the difficulty found in preparing advertising to gain the attention. The advertising preachers have exhorted the continuance of the publicity through the dull seasons, and the space and time must be filled. To patiently pound away with no appreciable immediate results is too much for the patience of the average dealer. Then again the competitors are gaining attention and trade by bargain methods. There is the choice between less sales at regular prices with many distressingly dull days or by incurring the evils of the bargain methods keep more prominently before the people and show a semblance of business at least. My prejudice would be in favor of the steady pounding, recognizing the dull season as far as would be inevitable and keeping prices at the right basis.

But now comes the time for regular business again. To an extent never before known the consuming public in this country is provided with money. All have work at high wages; all products are sold at good prices. The merchant, then, is justified in making his preparations for an abundant trade at good profits. Orders for fall goods are being placed with a liberality recognizing the conditions, and the work of the advertiser must be on a corresponding scale. Spaces should be generous and the preparation of the matter should have the most careful attention. The dealer should bring to the task the best of his ability and experience, either in the actual doing of the work or in obtaining the assistance of the best advertising experts the circumstances will warrant.

The advertising portion of the merchant's work during the next few weeks is important, but it does not follow that he must employ the sensational or unusual. The adherence to ordinary methods with increased care to secure thoroughness and to make the most of every advertising possibility is what is necessary. Do not trust the work to incompetent pretension or to subordinates whose abilities and experience are less than your own.

The selling of goods at wholesale from samples and then selling the samples at retail has come to be a decided

Sample Shoes **G. C. YONKER** At about 33 1/2 per cent Discount.

These are the greatest bargains ever offered in footwear. Sample shoes are made from select stock and are the correct styles. **Read Our Great Offer:**

\$1.00 Shoes for \$.70	\$3.50 Shoes for \$2.50
\$1.50 Shoes for \$1.10	\$4.00 Shoes for \$2.75
\$2.00 Shoes for \$1.40	\$4.50 Shoes for \$3.00
\$2.50 Shoes for \$1.75	\$4.75 Shoes for \$3.50
\$3.00 Shoes for \$2.10	\$5.00 Shoes for \$3.75

This lot of Sample Shoes which we have placed on sale include: Men's, Ladies', Boys', and Misses' and Child's Shoes in all the latest styles. See these bargains immediately.

G. C. Yonker, 43 Western Ave.

Buggies

We show the greatest line of Buggies ever brought to town. We can show you good Buggies at lower prices than firms that pay out immense sums of money for expensive salesmen.

Fruit Ladders

Now is the time to make your purchases in this line. We are headquarters for the best Ladders made.

Fly Nets

We are making a specialty of Fly Nets. Perhaps you think of buying one. Is so just drop in and see the biggest line in town.

W. A. Anderson & Son.

D. C. Horton & Son,

Cash Grocers.

We have been in business five weeks and in that time our trade has doubled. Why? Because we are doing a Strictly Cash business, and can sell for less profit than those who do a credit business. No clerks or book-keeper to pay you get the benefit of their wages. Try us and be convinced by our prices that we do as we advertise.

D. C. Horton & Son,

76 South Main St.

WE HAVE THE FLOOR

Now believe us when we tell you that we have one of the nicest and most up-to-date stocks of

GROCERIES AND PROVISIONS CROCKERY AND GLASSWARE

of anyone in the city. If you don't believe us just try us and we convince you. We also have a good prompt delivery in connection. We will call and take your order if you will only say so. We pay the highest market price for butter and eggs. Give us a call and see what we can do for you. We deliver goods to any part of the city.

COLE BROTHERS

KALKASKA, MICHIGAN.

SMOKE UP

SNOWFLAKE

THE BEST FIVE-CENT CIGAR ON THE MARKET.

Good, Clean Smoke.

MADE IN TRAVERSE CITY.

FOR SALE BY ALL DEALERS.

CARL M. PIERCE.

KEEPS FRESH LONG

A loaf perfectly light and yet moisture-retain as like the real home-made is.

VAN'S BREAD

The housewife accustomed to do her own baking will appreciate both the quality and convenience of using this perfect bread. The time she has heretofore given to bread making may be devoted to more congenial occupation when she can buy as good bread as she can bake.

VAN'S BAKERY

Where Did You Get That Hat?

The most humane device for a horse, save their lives, makes them comfortable and enables them to work harder in hot weather.

A few dimes invested in a HORSE HAT safeguards a hundred dollars in horse harness.

Buy One (Solid Comfort Horse Hat...)

T. TAYLOR'S

Harness and Trunk Store, 208 East Main St.

Decayed Teeth

Prevents a foul breath, which is not agreeable to our friends, nor are a lot of old roots of teeth conducive to good health. Dr. Rickert will extract the old ones painlessly and make you a fine new set. For teeth without plates see

DR. RICKERT

Over Lang's Store.

MEATS,

DID YOU SAY?

—well, all right then; we can furnish you with anything you want in this line at—

RIGHT PRICES

We always keep the best the market affords in meats and vegetables. Come and see us at the old stand.

Loren J. Barrett.

bargain factor in many localities. In this city the sample idea is coming to great prominence in connection with the furniture trade and great numbers of pieces which have never been on a sample floor, for every one that has, are sold as samples over a considerable part of the country. From this and similar conditions in other lines the word "sample" is coming to have a value which is being utilized for all it is worth. G. C. Yonker has a sample sale of shoes, in which the price feature is made effective. I should criticize it in that there is too great a number of prices. Fewer in the list and those in round numbers and for popular advertised prices would be more effective. Too many prices with no special distinctions only serve to confuse and fail to gain attention. The advertisement is well composed except that white space would be more valuable than the acorn, the border is poor and the type crowds the space.

W. A. Anderson & Son have a well written advertisement of three specialties in which they argue the saving of salesmen as a reason for cheapness. This may have a weight with some, but others will surmise that salesmen generally make their way by increased sales or they would not be used. The advertisement is crisply written and the printer has given it consistent, suitable treatment.

D. C. Horton & Son have another argumentative advertisement which seems to me a little lame in logic. For instance, at the beginning of one's business the volume of it is generally represented by zero. If in five weeks they have only doubled that quantity their business is not yet very extensive. Then an army of bustling clerks is suggestive of cheap distribution. Arguments of this kind are not generally very strong factors in trade. The printer has done his work well and consistently except that all the type faces are too large for the space.

A well written and beautifully printed advertisement for a grocery is that of Cole Brothers. My only criticism in the writing is that there is a little too much of the small type matter. The printer's work is exceptionally clear and suggests the kind of business the advertisers claim. An exceptionally good display.

Carl M. Pierce writes a good cigar advertisement except that I fail to appreciate the "up" in the first line. Perhaps its unusualness serves to gain notice. The printer's display is not bad for a hardware store; lighter treatment would be more suitable for a cigar.

Van's Bakery makes a good argument in favor of its bread production, which is handled well by the printer except that his border is too heavy.

T. Taylor writes a very pleasant advertisement suggested by the fad for hats for horses. The printer would have done better to keep to one style of type.

Dr. Rickert furnishes an advertisement which is no doubt effective to those interested, but the subject is not a pleasant one and so does not conduce to general publicity.

Loren J. Barrett has a well written meat advertisement which has had careful attention from the printer.

Willing to Oblige.

"What nice things you said about that man in his obituary notice! Don't suppose you'd say such nice things of me?" said the citizen.

"Oh, yes, I would; with pleasure," replied the polite newspaper man.

FORTY YEARS AGO.

Reminiscences of Early Days on Monroe Street.

It is not given to many men to look back over a continuous residence of sixty years in Grand Rapids. There are a very few who have been here longer than that; but the ranks of the pioneers have dwindled until only a few of the "old guard" are left to tell the story of their early struggles and triumphs. Among those whose names have been indented with the progress and prosperity of the city that of Ransom C. Luce holds an honored place. As merchant, manufacturer and banker he has always taken an active and energetic part and to his efforts are due, in no small degree, the rapid strides the city has made as a banking, manufacturing and mercantile center.

"The vast changes which have taken place in this city, when told," said Mr. Luce, "sound more like some of Baron Munchausen's tales than sober reality. Here is a picture of Monroe street from about in front of the old Catholic church to Campau Place. It does not look much like the Monroe street of today, does it? Well, the difference between the Monroe street of the picture and Monroe street when I first made its acquaintance is about as striking. The changes are more marked in the business center of the city, of course, where the buildings were of all shapes and sizes. The stately structures of to-day, elegant and magnificent architecturally, as most of them are, present the strongest kind of contrast to the buildings of early times. They were severely plain in outline and were finished and furnished in a style to suit the times. The Luce block was a tremendous departure from the style which had prevailed previous to its erection. It and Martin L. Sweet's hotel building were the finest in the town when that picture was taken."

When Mr. Luce built his block he was laughed at by Canal street people, who asserted that it would be an elephant on his hands, because the city was growing north and Monroe street would never amount to anything. Now nearly all the wholesale houses are south of Pearl street. Mr. Luce sent to Buffalo for a brick machine to make the bricks for the front of his building. The machine made but one brick at a time, but, as Mr. Luce remarked, "they were bricks." The first tenants on the ground floor were James Lyman, dry goods, Hodenpyl & Terhune, variety store, and Wm. T. Powers, furniture. Among the tenants on the second floor was the late Dr. Bliss, who afterward became famous as the physician in charge of President Garfield from the time the President was shot until his death.

The following story is told about Dr. Bliss: He and his brother joined the Federal army as surgeons at the breaking out of hostilities in the beginning of the Civil War, and was with the Union troops at the battle of Bull Run. Their friends in this city awaited news concerning them with considerable anxiety after the disastrous result of the conflict was known. All fears for their safety were allayed, however, when a telegram was received from Dr. Bliss, saying, "Zena and I are all right." They had run with the rest of the Federals. Few of those who knew Dr. Bliss in "the days before the war" ever dreamed of the eminence to which he was later to attain in his profession.

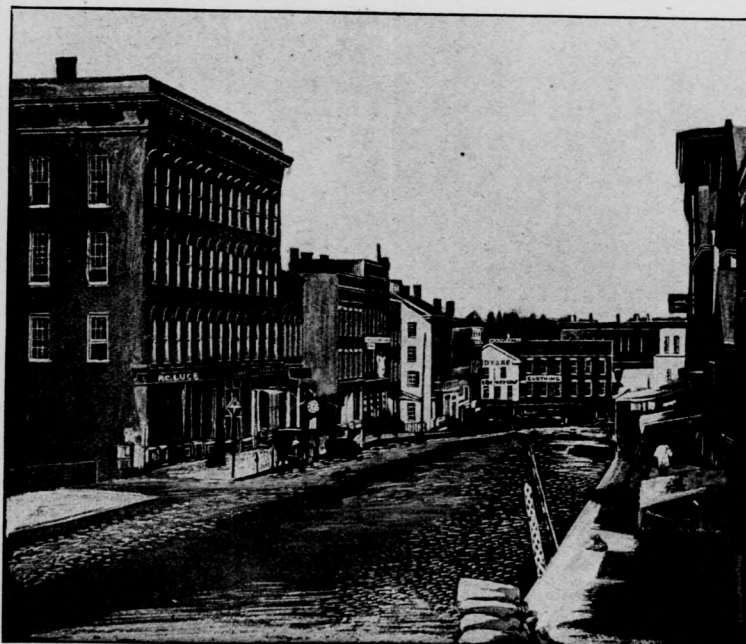
In Luce's old hall, Booth tread the boards "in mimicry of life." Bu-

chanan, whose gout made him a terror to all about him, also played in the old hall, prior to 1860, besides a host of lesser lights. Many a "merry jibe and jest passed from lip to lip" on its stage and its walls frequently rung with the delighted laughter of thousands who now peacefully slumber in their quiet graves. The days of usefulness of Luce's hall as a theater long since passed away and Powers' and the Grand took its place; but many still living remember it as the place where many a pleasant hour was passed, and passed, too, with just as keen a sense of enjoyment and appreciation as comes to the habitues of the more modern houses of amusement.

At the time (1859) the above picture was taken, the ground floor of the Luce block was occupied by R. C. Luce, groceries; then came J. W. Winsor, dry goods, and next, Wm. T. Powers, furniture. The next building was occupied by L. D. Putnam with a stock of drugs and medicines. In the old Abel building were Mrs. Pierson, milliner, and

cluding the buildings which occupied the site of the present Gunn block. The burned buildings were immediately replaced by more substantial structures, most of which have, however, since been replaced by business blocks which would be a credit to any city in the land.

To one acquainted with "Grand Rapids as it is," the accompanying illustration will show the marvelous progress the city has made in the comparatively short period of forty-two years. In those days small frame buildings—dwellings and stores—were sandwiched between the small brick stores which then adorned the street. Where the Commercial block stood is now the Tower block. W. D. Foster's building has disappeared and the immense establishment of Foster, Stevens & Co. has taken its place. The site of the old Rathbun House is occupied by the stately Widdicomb building, one of the finest mercantile structures in the State. Spring & Company's store, the Boston store, and other large establishments



Lower Monroe Street as It Looked in 1859.

John McConnell, hardware merchant. Wm. H. McConnell owned and occupied the next building and kept a general store. The landlord of the old Rathbun House, which occupied the corner of Monroe and Waterloo streets, was Charles Rathbun. Next to the Rathbun House was a small one-story frame building. This was occupied by W. S. Gunn as a bakery and a two-shilling eating house." The ground floor of the old Irving Hall was occupied by S. R. Sanford as a drug store. Next came the building owned and occupied by W. D. Foster as a hardware store. The firm, as can be seen by the picture, was Foster & Metcalf. Facing Monroe street, on what is now Campau Place, and partially on the site now occupied by the Tower block, was the Commercial block. It was occupied by Carlos Burchard, clothing, and A. Roberts & Son, dry goods, grain dealers and lumbermen. In 1857 a fire broke out in a livery stable in the rear of L. D. Putnam's drug store. It destroyed every building on that side of Monroe street as far down as the McConnell block. Crossing the street, it burned from the corner of Ottawa street down to and in-

clude the small pioneer stores of forty-two years ago. The unpaved, dirty street of those early days has been replaced by a solid brick roadway, while the occasional oil lamp which dimly lighted up a very small portion of the street in its own immediate vicinity has been replaced by the bright, all-pervading glare of the electric light. A steady stream of humanity now flows along the street where then the meager population of the village trod; but walking is not fast enough for the "swift" people of to-day, and so the lightning has been harnessed to rapid transit and we are whirled along at a speed which would have turned the heads of the sturdy pioneers who laid the foundations of the city on a substantial and enduring basis.

Willie's Idea.

"Isn't it awful how thin Mr. Henpeck is now," remarked Mrs. Gabbie to her husband, "and he used to be so stout."

"Perhaps," chimed in little Willie, remembering his trouble with his bicycle tires, "perhaps his wife forgets to blow him up regular, like you said sheuster."

How the Ice Cream Sandwich is Made.

"I had had," said a man of an investigating turn of mind, "some little curiosity concerning the ice cream sandwiches which in the past year or two have become so popular an article of sale as 1 cent per in the city's streets, and I stopped the other day at the cart of a vender and bought one. I had observed in a general way that this odd sandwich was composed of two thin cakes or crackers, with a thin layer of ice cream between. I now discovered that the crackers used are specially designed and made for the purpose; and how the sandwich is made up without breaking these thin crackers all to pieces was also revealed.

"An essential part of the vender's outfit is a cracker holder which is made of tin and which has attached to its under side a handle by which the vender holds it in use. The holder is simply a little flat tin plate, the size of one of the two crackers that form the outside of an ice cream sandwich, say two inches by one, and having a low flange around three sides of it. Flanged around on three sides thus it holds the cracker securely while the sandwich is being made; and, projecting as they do just above the cracker, these three flanged sides make it possible to spread over it a thin layer of cream of precisely the cracker's size; while the absence of the flange on the fourth side permits the complete sandwich to be slid out readily there without the slightest danger of breaking it.

"From a long row of them standing on edge on the top of the cart the vender took a cracker which he laid gently in that flanged holder. I found the crackers used in those sandwiches when I came to get mine to be a thin, delicate, freshly-baked, and altogether agreeable sweet cracker, having regularly placed lots of little indentations in it, like those in a waffle only smaller and many more of them.

"Having placed this first cracker thus in the holder the vender did not, as I had previously supposed he did, cut off a thin slice of hard cream from an ice cream brick to form that part of the sandwich, but with a suitable scoop he scooped out of the freezer a portion of cream which, with a deftness that could have come from long practice only, he spread over that cracker with an absolutely uniform thickness (perhaps thinness would express that part of it better or more accurately), doing all this with just two sweeps of the scoop.

"And then he laid another cracker on top of the cream, which settles into the indentations in the crackers and is thus prevented from slipping away from between them and slid the completed sandwich out of the holder and handed it over.

"The cream was not as good in its way as the crackers were in theirs, but it might have been worse, and what I thought of the ice cream sandwich as a whole may perhaps be gained from the fact that, having bought one for investigation's sake I bought another for my own."

Cold Storage Eggs the Lever.

Chicago, Aug. 8.—Regarding the egg situation, the extreme hot weather made itself felt in the egg line, not in any particular section but over the entire producing points. Ten days ago it looked as if high prices would prevail, but the heavy rainfall revived the crops, making way for new hopes for the farmers and since that time cooler weather has been more general. The market has been crowded with heated stock and prices advanced materially, mostly owing to the heavy losses and not from scarcity of eggs. We do not look for high prices. The market will possibly rule around 15@16c, in our opinion, for some time at least. Cold storage eggs will be the lever to hold down prices. Coyne Brothers.

A tramp abroad in the morning for your health is worth two at the back door looking for something to eat.

To meet a funeral procession is a sign that there has been death in the neighborhood.

Around the State

Movements of Merchants.

Midland—Eugene Randolph has sold his grocery stock to Wismer Bros.

Dollarville—Krempel & Taylor succeed Krempel & Stansbury in general trade.

Oxford—James H. Lee has retired from the produce firm of the C. L. Randall Co.

Mason—The Mason Cold Storage Co. has been incorporated with a capital stock of \$14,000.

Beal City—Anthony Hanses has purchased the general merchandise stock of J. J. Martin & Co.

Port Huron—Doe & Cody are opening a new grocery store at the corner of Erie and Butler streets.

Cheshire—Merle Stowe is preparing to build a wall under his store and to make other improvements.

Detroit—James J. Kennary continues the hardware business of J. J. Kennary & Co. in his own name.

Gaylord—The Gaylord Co-operative Association has been incorporated with a capital stock of \$5,000.

Alma—Fred H. Hammer has purchased the interest of his partner in the meat firm of Milleman & Hammer.

Algonac—Folkerts & Linn, dealers in groceries and hardware, have dissolved partnership. The business will be continued by Thos. Linn.

St. Joseph—Morrow & Stone have sold their grocery stock to Charles and Samuel Miller, who will continue the business under the style of Miller & Son.

Adrian—The drug stock owned by Dr. Treat & Co. has been sold to A. B. Thompson, who has been manager of the store since its establishment by Dr. Treat two years ago.

Grand Ledge—Mrs. Weaver, of Sunfield, has purchased the bazaar stock of Mrs. J. Halsted and will add a stock of dry goods in the store from which A. O. moved his stock of drugs.

Owosso—The grocery stock of Stephen B. Pitts has been sold to E. L. Bunting and B. A. Fillinger, who will in the future conduct the business under the firm name of Bunting & Fillinger.

Ann Arbor—Ex-Postmaster E. E. Beal, who has been in the retail shoe business since leaving Uncle Sam's employ, has sold out his stock to Hugo Pacheski, of Detroit, and will retire from business.

Kalamazoo—The Swindell Brothers Cold Storage Co. has filed articles of association with the county clerk, with a capital stock of \$20,000, one-quarter paid in. A wholesale and retail business will be done in produce, etc.

Whittemore—Stoutenberg & Wismer will dissolve partnership Aug. 15. A. B. Wismer will succeed to the grocery and hardware business here and D. A. Stoutenberg will succeed to the general merchandise business at Prescott about Sept. 10.

Traverse City—J. L. Keach, of Indianapolis, has purchased the warehouse a few rods east of the G. R. & I. depot and is repairing and improving it. The building will be used as a cold storage for fruits and vegetables. Charles Jeffries will have charge of the business at this place.

Owosso—The first annual convention of the Michigan Hay Shippers' Association will be held in this city Thursday, August 15. Albert Todd, of Owosso, is President, and H. J. Hankins, of Elsie, Secretary. A number of promi-

nent hay dealers from throughout the State are expected, and the meeting will be one of much interest and value to those attending.

Lansing—Frank L. Young has purchased from Smith G. Young, of the Michigan Produce Co., the two warehouses on Michigan avenue east. He will look after the buying from farmers and have charge of the retail business in Lansing. Smith G. Young will devote his time entirely to buying from shippers in Michigan. The shipping business will be conducted under the firm name of Smith Young & Co.

Holland—A petition is being circulated among the merchants to have the early closing movement again established September 1, closing the stores at 6 o'clock every evening except Tuesdays and Saturdays. It is desired to have all the merchants join in the movement, including the groceries, clothing, shoe and dry goods stores. The merchants are taking more kindly to the movement than previously and it is expected that it will be adopted without any trouble.

Detroit—Walter J. Gould, the veteran wholesale grocer, died at his residence in this city Sunday, and was buried Tuesday afternoon. He had for a long time suffered from Bright's disease and early last spring was compelled to retire from active participation in business. He went to the sanitarium at Flint, where his health became greatly improved, so that he was able to come home in June, but the disease was not conquered and he gradually weakened. Last Wednesday he lost consciousness, and did not regain it until a few minutes before his death. Mrs. Gould and R. S. Geblert, his partner in business, were at his bedside when he passed peacefully away.

Saline—Two strangers claiming to represent the Dr. King's Medicine Co., of Elkhart, Ind., passed through the outskirts of this village recently, taking in the farmers as they went, selling medicine at \$1 per bottle with a written guarantee if not satisfactory to have money returned by Weinmann & Mathews, one of the leading druggists of this place. Charles Graff, one of the unlucky farmers visited, thinking that he received no help from the medicine, called on the druggists for his money. They told him that they had never heard of such a medicine and could not give him his money back. Upon further investigation it was found that the strangers had sold nearly 100 bottles and had worked other places with the same scheme.

Manufacturing Matters.

Lansing—E. Bement's Sons has increased its capital from \$500,000 to \$1,250,000.

Three Rivers—F. A. Rohrer succeeds Rohrer Bros. in the cigar manufacturing business.

Caro—J. D. Wilsey & Co. is the style of the new company which succeeds Julian D. Wilsey in the saw and grist mill business.

Bay City—The Hecla Cement Co. has closed the deal for its site on the river front in West Bay City. The property comprises 175 acres.

Detroit—Zackarias & Mason have merged their shirt waist factory into a corporation under the style of the Zackarias & Mason Co. The capital stock is \$100,000.

Sebewaing—The Sebewaing Sugar Co. offered to donate sufficient stone for two and a half miles of stone road if the

township would open up a certain piece of road and lay the stone. The proposition was snapped up and the company's taxes for the next ten years will be devoted wholly to stone roads.

Lowell—The firm of Avery & Johnson has been changed to Avery & Huggins, John Huggins having purchased the interest of Morris Johnson in the planing mill.

Jackson—W. B. Burris has merged the Central City Cigar Co. into a corporation under the same style, with a capital stock of \$5,000. Mr. Burris is President and A. W. Stitt is Secretary and Treasurer.

Fostoria—Glinn's shingle mill, one mile west of this place, burned last Saturday, with 150,000 shingles owned by S. F. Farwell, of Genesee, who has for the past two years been cutting and shipping logs and shingles. No insurance.

Battle Creek—The Korn Krisp Co. is the latest addition to the already large number of health food companies in this city. It was organized Aug. 12 with an authorized capital stock of \$200,000. The food is different from any other manufactured here. Charles D. Fuller, of Kalamazoo, is Chairman of the company, and F. A. Fuller, of the same city, Secretary; Joseph W. Bryce, of this city, Treasurer. The other directors are D. L. Merrill and Francis A. Kulp, of this city.

The Boys Behind the Counter.

Ironwood—Axel Carlson has taken a position in the store of the C. E. Erickson Hardware Co.

Kalamazoo—Harry S. Spindler, who has been connected with the Edwards & Chamberlin Hardware Co. for the past three years, has resigned to take a similar position with Morley Bros., of Saginaw.

Evart—H. W. Johnson, manager of the E. F. Birdsall Co., Ltd., who has been laid up with rheumatism for a number of weeks, has gone to Mt. Clemens for treatment. J. B. Shaughnessy, of Saginaw, is here in his place.

Nashville—Ralph Shoup, of Climax, has taken a clerkship in the clothing store of G. W. Gribbin.

Calumet—The members of the Clerks' Social Club of this city are making great preparations for their third annual picnic at Section 16 park, Thursday, Aug. 22. Three years ago the Clerks' Social Club was organized and for a time had the very best of standing. Almost every clerk in the city became a member and many an enjoyable time was spent. Calumet people will well remember the preparations that were made for the first annual picnic in August of 1899. Every store in Calumet was closed and the clerks, numbering several hundred, paraded the streets early in the morning, after which they repaired to the grove and spent the day in merrymaking. For a time after the picnic and also last year everything

went along finely in the Club and then some of the members commenced dropping out. This led to others doing likewise and for a time it looked as if the organization was on the verge of disintegration. However, such was not the case and to-day the Club is as strong, if not stronger, than it has been at any time since its organization. Some weeks ago a meeting was held and the annual picnic was discussed. It was decided that August 22 should be the date for the celebration this year and accordingly plans and preparations are now going on to that end. Early in the morning the clerks will form a line of march at their hall in the Gately-Wiggins block and, headed by the famous Calumet & Hecla band, will parade the principal streets of the city. After the parade, which will end near the Yellow Jacket railroad crossing, rigs will be in waiting and the picnickers will go to the park. Here the fun of the day will commence. The afternoon's program will consist of a bowling contest, races and other sports open only to the clerks. The fat men's race and the merchants' race will be open to clerks and their employers. Liberal prizes will be offered and the races are certain to prove very interesting. Martha Lodge, O. D. H. S., will serve the meals. During the afternoon a grand open air concert will be rendered by the band, which will also furnish music both afternoon and evening for those wishing to dance. This year George Lewis, prominently connected with the Club, will act as grand marshal of the day, and his aides will be Angus McDonald and Joseph Foster. William L. Hagen, of Laurium, has kindly consented to act as orator of the day. Mr. Hagen's ability as a speaker is well known in Calumet and the entire copper country and his address is certain to be well delivered. The clerks will leave no stone unturned to make their third annual picnic a grand success and will have the help of the entire section in this undertaking. They have done a great deal of good since their Club was first organized, donating several large sums of money to various good causes, and they certainly deserve the help and attention of the public at large in return. It is expected that a number of the Portage Lake and Lake Linden clerks will take in the picnic.

Atto His Bonnet.

An English driver for a Market street business house persuaded his employer to buy a straw hat for the horse during the recent hot spell, and on Tuesday the horse appeared without the new headgear.

"What has become of the horse's bonnet, Harry?" asked one of the firm.

"Don't you think it is hot enough this morning?"

"'Ot enough. That it is, sir, but the bloomin' 'oss hate the 'at afore I could put it on 'im this morning," said 'Arry.

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

Cotton Rubber Lined Mill Hose

Write for prices.

Grand Rapids Supply Company

20 Pearl Street

Grand Rapids, Mich.

PEACHES WANTED

Carlots or Less.

M. O. BAKER & CO., TOLEDO, OHIO

WRITE OR WIRE US FOR PRICES

Grand Rapids Gossip

H. Toncray has opened a grocery store at Lilley. The Ball-Barnhart-Putman Co. furnished the stock.

G. M. Hartley & Co. have engaged in the grocery business at Dighton. The stock was furnished by the Ball-Barnhart-Putman Co.

The annual meeting of the Grand Rapids Retail Grocers' Association will be held next Tuesday evening, at which time election of officers for the ensuing year will occur.

The sixth annual picnic of the Grand Rapids Retail Meat Dealers' Association, which was held at Mona Lake last Thursday, was a complete success in every respect. The itinerary included a rail trip on the Pere Marquette from Grand Rapids to Ottawa Beach, where one of the steamers of that system was boarded and headed northward to Muskegon. The water trip was a very enjoyable feature and appeared to be appreciated by every one present. The boat touched the dock a little after noon, where a special train was in readiness to convey the excursionists to Mona Lake, under the auspices and guidance of the Reception Committee from the Muskegon Grocers and Butchers' Association, which held its third annual picnic at the same place and acted the part of host to the visiting butchers and their friends. After dinner had been finished a welcoming address was made from the speaker's stand by Mayor Moore, of Muskegon, after which two excellent addresses were made by Muskegon gentlemen, both of which appear verbatim elsewhere in this week's paper. Sports and contests of an exceedingly amusing and entertaining character occupied the attention of the crowd from 2 o'clock until dark, no mishap occurring to mar the pleasure of those present. The Grand Rapids excursionists had the option of returning by boat at 6:30 or by train at 8 o'clock and the crowd was about equally divided between the two methods of transportation. All spoke in the highest terms of praise regarding the manner in which they were received and entertained by their Muskegon brethren.

Hon. Peter Doran enjoys the reputation of having landed the first bankrupt in durance vile—in this State, at least. The person thus incarcerated is Henry Jaffe, who engaged in general trade at Alba during the summer of 1889, at which time he purchased a stock of merchandise valued at about \$4,000 from a man named Walsky at Bay City. Jaffe was adjudicated a bankrupt July 18, 1900, at which time he claimed to have a stock on hand worth \$4,000. Geo. H. Reeder was appointed trustee and had an inventory taken, disclosing goods aggregating \$2,541.60 in value. Sales were made to the amount of \$189.83, when the remainder of the stock was sold at \$1,353.44, which was the highest price which could be obtained for the goods, because they were mostly old and shop worn. Jaffe kept no cash book or other books of account, but on investigating the matter the trustee found that Jaffe purchased goods to the amount of \$4,812.91 from Jan. 1, 1890, to the date of his failure, during which time he paid only \$720.96 to his merchandise creditors. Acting on this discovery the trustee filed a petition Nov. 12, 1900, asking that Jaffe be compelled to disgorge. The matter came

up before Referee Blair, who made an exhaustive investigation of the subject, concluding that Jaffe failed to account for property to the amount of \$4,325.21 and ordering that he restore to the trustee goods or cash to the amount of \$3,000. The order appears to have been ignored by Jaffe, and last week Judge Wanty took the matter under advisement and issued a peremptory order, directing Jaffe to hand over \$1,500 forthwith or be committed to the Kent county jail for contempt of court. Jaffe appears to have given no more attention to Judge Wanty's mandate than he did the referee's order, in consequence of which he is now playing checkers with his nose in the Kent county jail, where he is likely to remain as a guest of Uncle Sam until such time as he is willing to disgorge a portion of the property which he is wrongfully withholding from his creditors.

The Produce Market.

Apples—Duchess are in best demand, commanding about \$1 per bu.
 Bananas—Prices range from \$1.25 @ 1.75 per bunch, according to size. Jumbos, \$2.25. Bananas are doing well, the principal demand being for local and nearby distribution, with some request from outside parties for shipping qualities. Country dealers are not anxious buyers, but some are sent to the country every day. The shortage of berries and other small fruits helps bananas largely. Receipts are heavy, but demand is sufficient to clear them out.
 Beans—Handpicked have advanced to \$2.75 per bu., which is the highest point reached in this country since the civil war, when the price went to \$3. Few beans remain in the hands of the growers, although local dealers occasionally pick up 100 bushel lots which have been held by the grower for a favorable market. All indications point to a large crop of good quality, although reports from New York growers complain that the weevil, which ordinarily infests growing wheat only, has transferred its activity to the growing bean vines, with serious results. The same complaint reaches the Tradesman from Belding, in this State. In the vicinity of Howell the fear is expressed that the vines and leaves are so heavy that the beans can not ripen readily.
 Beets—45c per bu.
 Blackberries—\$1.75 per 16 qts.
 Butter—Extra creamery is strong at 21c. Dairy grades are without particular change, ranging in price from 12c for packing stock to 14c for choice and 16c for fancy. The market is holding steady. There is a firm feeling and limited offers of fancy creamery stock.
 Cabbage—Advanced to \$2.25 @ 2.40 per 3 bu. bbl. The early crop is as scarce as potatoes. From everywhere come orders to dealers for cabbage. The quality is not good and complaints are constant. The late crop promises to be good in most sections. A good shipping demand from the South and Southwest still exists for our home grown vegetables. The section around Grand Rapids was fortunate in securing rains enough to keep vegetables growing and this season has been a harvest for Grand Rapids vegetable dealers.
 Carrots—50c per bu.
 Celery—10c per doz.
 Cheese—Dealings in cheese on the Chicago Board were larger last week than ever known. For two days the offerings amounted to over 24,000 packages each day, while the usual quantity traded in amounts to about 5,000 packages. Prices are regarded as high, but the market remains steady. Reports from factory sales in Wisconsin say about everything offered is taken. Twins are bringing 9 3/4 @ 10c and other goods in proportion.
 Corn—8 @ 10c per doz.
 Cucumbers—20c per doz. for hothouse; 50c per bu. for garden stock; 15c per 100 for pickling.
 Eggs—Local dealers pay about 12c for receipts and hold candled stock at 13c.

The market is becoming more interesting to the dealers as the situation becomes more uncertain. There is a good, healthy market for fresh, choice goods.
 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 declined to \$5 for choice and \$5.50 for fancy. Rhodis, \$6.50.
 Lettuce—Garden, 50c per bu.; head, 60c per bu.
 Maple Syrup—\$1 per gal. for fancy.
 Musk Melons—Gems command 85c per basket. Cantaloupes fetch \$1.35 @ 1.50 per crate. Osage, \$1.60 per crate.
 Onions—Advanced to 85 @ 90c per bu.
 Oranges—Late Valencias from California are held at \$5 for 96s and 112s. The smaller sizes command \$5.50 @ 5.75.
 Parsley—30c per doz.
 Peaches—Early Rivers are nearing the end and move off freely on the basis of 60c. Hale's Early are now in their prime, commanding about 75c. Yellow Triumphs are beginning to come in freely and find an active demand at \$1 @ 1.25.
 Pears—\$1 per bu. for small sugar varieties and \$1.50 per bu. for Clapp's Favorites.
 Peppers—\$1 per bu.
 Plums—Abundance, \$1.25; Burbanks, \$1.40. The crop is not going to be as large as was anticipated earlier in the season.
 Poultry—The market is in better shape than a week ago and some varieties are stronger in price. Live hens command 7 @ 8c; spring chickens, 8 @ 10c; turkey hens, 8 @ 9c; gobblers, 9c; spring ducks, 10 @ 11c. Pigeons are in moderate demand at 60c per doz. and squabs are taken readily at \$1.20 @ 1.50.
 Radishes—12c for China Rose; 10c for Chartiers.
 String Beans—\$1 per bu.
 Summer Squash—75c per 2/3 bu. box.
 Tomatoes—\$1.50 @ 1.75 per bu.
 Watermelons—18 @ 25c for Indiana Sweethearts and Missouris.

Grand Rapids Re-insured in the National.
 The National Fire Insurance Company, of Hartford, Connecticut, has purchased the business of the Grand Rapids Fire Insurance Company, Michigan's popular company. This gives the policy holders of the Grand Rapids Insurance Company a capital of \$1,000,000 and assets of \$4,851,780.
 No change whatever; all business transacted as heretofore; all losses paid and adjusted from this office; no stranger to deal with. This company will act the same as the home company. All policies guaranteed by the National. Our agency remains the leading and largest agency in the city.
 W. Fred McBain.

It seems incredible that the sales of stamped paper by the Postoffice Department should have increased close to 50 per cent. in seven years, but the statistics of the Department show this to be a fact. Population has not increased more than 15 per cent. in that time. The average expenditure of every man, woman and child in the United States for postage stamps was not quite \$1.04 in 1894, and it was nearly \$1.35 in the fiscal year just closed. This does not include the receipts from periodicals and alleged periodicals, sent from the offices of publication. Postage is so cheap that it is hard to believe that seven years ago people were economizing in letter writing, but it is easy to believe that with the revival of business there has been a great increase in commercial correspondence.

James A. Morrison, of the Shields-Morley Grocery Co., at Colorado Springs, is spending a couple of weeks with old friends and acquaintances here.

The Grain Market.

There was only one side to the wheat market. Cash wheat was up 4c per bushel and September futures, 3 1/2c. The reason for it was the large export shipments, being nearly 9,000,000 bushels, which was the largest weekly shipment we ever have had. The largest previous weekly shipment was in November, 1898, when there was one week the shipments were 7,000,000 bushels. Monday's shipment was 1,600,000 bushels, which makes the shipments this season, on this year's crop, over 35,000,000 bushels. The question arises, How long will these enormous shipments last? And still the bear clique says there is no export demand.

The Government crop report for August 1 was issued Saturday and was also what may be called a bullish report. It showed spring wheat 15 points less than on July 1, and it was 80 per cent. against 95 per cent. the previous month. Corn showed up only 54 per cent., against 81 per cent. July 1. This large decline in the spring wheat condition caused wheat to advance 2c. Of course, there may be some reaction, as it is natural after such an advance. It is not many weeks since September sold down to 64c, while to-day it sold at 74 1/2c. Should our exports keep up, wheat will look cheap at present prices later on. Our visible decreased 2,150,000 bushels, which leaves 20,000,000 bushels less in sight than the corresponding time one year ago.

Corn was 60c for September delivery, while the crop is only about 60 per cent., possibly less, or about what was mentioned in last week's article—1,300,000 bushels—will be all that will be gathered, against 2,100,000,000 bushels last year. Prices are high, but may go a little higher. We think it dangerous to go short on it and would prefer to be on the long side. The amount in sight is very small, indeed, taking the condition of the crop into consideration.

Oats are also higher. September oats have sold as high as 38c. The cause for high prices is the same as on corn—a very short crop. The oatmeal mills are also making large contracts at present prices.

Rye moved up about 3c, as the large demand for export is from this section. Our rye will mostly be exported, as it is hardly good enough to go into the distillers' hands, on account of its unevenness. The distilleries want only the very choicest of rye and, on account of their not being able to get what they want, they have advanced the price of whisky already.

Beans, not to be outdone, have climbed up to \$2 per bushel for hand-picked and \$1.95 is asked for October, which seems to us extremely high, and the short sellers we think will make money.

Flour is steady, with an advance of fully 25 @ 30c per bbl., on account of the upward tendency in wheat.

Mill feed is as strong as ever. The demand exceeds the production, \$17 for bran and \$18 for middlings being the going prices at present.

The trend of all cereals seems upward. The bear element are taking a back seat, being very much demoralized, at least at present, while they have been in clover a long time. It is the bull's time now to do a little crowing. Receipts have been: wheat, 50 cars; oats, 5 cars; malt, 1 car; corn, 16 cars; flour, 13 cars; hay, 3 cars; straw, 1 car.

Millers are paying 70c for No. 2 red wheat.
 C. G. A. Voigt.

Window Dressing

Right Way and Wrong Way of Trimming Windows.

In all the work of the world there is a right way and a wrong way of setting about one's work. Some men will work twice as hard as others and devote twice as much time to doing the task that they have in hand, but with only one-half the success of their fellows who work deliberately, quietly, and yet with astonishing rapidity. In window trimming these characteristics of different men stand out with such striking prominence that some men are altogether impossible as trimmers in stores where work has to be done with a minimum of friction and time. They are faithful, reliable and conscientious, but unsystematic and slow. A trimmer must work with method if he is to get the best results, and a few hints on method may be of service to people who have not a system of their own. It is not always necessary to make a diagram of a trim on paper, although in making up a window such a diagram is always helpful. But it is necessary for the trimmer to have a perfectly clear and definite idea in his mind of what he intends to accomplish. First of all, he should know what article or line of articles he proposes to make the star feature of his display. He should know just what portion of the window is to be devoted to the various units of these articles. He should decide what particular units of display are the central ones for each portion of the window, and thus having arranged for the central figures in the display and grouped the minor figures in proper relation to the central figure, all that he has to do is to fill in the rest of the window in such a way that the central figure and the relations of the minor figures to it stand out with perfect clearness. The window man can learn a lesson from the methods of the advertising man. In writing an advertisement, the advertising man decides, first of all, what he is going to make the subject of his advertisement. He then classifies his material according to the different lines. He next puts each line in shape, so that it receives just the amount of attention that its relative importance deserves. After he has put each section of his advertisement into shape he chooses the most striking position in the advertisement for the star line. After having put this in the central position, all that is necessary is to put the remaining portions of the advertisement in positions of greater or less prominence, according to their importance. Some window men have no definite idea of what is the most conspicuous position in their window, with relation to the different backgrounds that they employ. Other trimmers have no definite idea of how to display different articles in units of display of more or less prominence. When a subordinate line is displayed with the greatest taste and the star line is shown in awkward or commonplace units, a bad window is the result.

* * *

One of the best arguments for plain and simple trimming, the display of a few simple articles in a window simply decorated, is that it keeps the merchant from unduly filling his windows with articles that he ought to hold in reserve. As one looks over the windows of the smaller stores he is impressed with the fact that in the majority of cases a bad and inartistic effect is so frequently to

be seen, not because the materials were lacking, but because they were used in quantity, with the hope that quantity would atone for lack of quality in their arrangement.

* * *

Some merchants have found that they could attract much attention to their windows by using small sheets of paper with prices and short phrases type-written upon them instead of the regular written window card. They have found that people will stop to read a type-written sheet or slip of paper when they would pass by an ordinary window card, because the typewritten sheet has a personal quality that the price card lacks. As a change from the stereotyped method of using window cards the scheme is worthy of trial. Sometimes a telegraph blank or letter head is used and the matter given either in a dispatch or letter form.—Apparel Gazette.

Poor Way of Competing With the Cutter.

Lots of people think they know how to fight the cutter. I don't know how many times I've heard the argument which runs something like this:

"The cutter sells nothing but trash, so that the way to compete with him is not on price, but on quality. Point out to your trade that your goods are better—very much better—and that you don't sell such goods as the cutter sells at all."

This argument is all right and it will work, but only with some cutters. There are two sorts of cut rate grocers and I know what I'm talking about. There is the sort that sells good goods and there is the sort that sells bad. There isn't any real reason why the man who runs a chain of stores should sell trash. He buys in such quantities that he can afford to sell the very best and sell it below the usual prices, too; but all cutters don't do that, nevertheless. Still, some do.

Don't you see how foolish the argument I spoke of is when you get up against a cutter who sells good goods? And don't you forget it, there are some who do. Suppose you try to meet a cutter like that with the plea that your goods are so much better than his that you have to get more money for them—where will you be when the consumer tries the two, side by side, and finds yours, if anything, poorer? Will you have done yourself any good? Will you have met the cutter?

Not much!

Listen to something I know about the quality of goods one big cutter sells. Before I begin, let nobody imagine that I'm puffing any cutter or pleading the cutter's cause. If I wanted to puff cutters I'd mention names. I am merely doing what I can to correct the wrong impression that all cutters sell poor goods and that the way to compete with them is therefore on quality.

Not long ago a certain big buyer wanted some information about the quality of tea his competitors were selling. As he is a thorough fellow, he went out in the open market and bought from retail stores probably twenty-five samples of different priced teas—30 cent, 50 cent, 80 cent, \$1 tea, and so on.

These samples were collected from all sorts of stores. Some were bought of the biggest fancy grocery store in the city—a store that has a reputation for handling only the best and deserves it. Some were bought at one of the big cut rate stores, some of little cut rate stores, and some of ordinary single stores.

These samples were subjected to expert tests by a number of tea people who knew nothing about where they came from or what they cost. The result was that the big fancy store and the big cutter were found to be giving the best value for the money.

It is an interesting and significant fact that one of these samples came from the store of a grocer who had one of the big cutter's stores to compete with. Tests proved it to be among the poorest, but it was afterward demonstrated that his jobber, and not he, was to blame.

Another instance is interesting. The same buyer wished to lay down some standards for himself on California canned fruit. To do this he worked the same scheme he had with tea—he sent out and bought a number of cans. These cans came from about the same variety of stores that the tea had come from—some from the same big fancy grocery store, some from the same big chain-store man, others from ordinary single stores.

These cans of fruit were examined just as carefully as the tea. The result was the rather surprising disclosure that the big cutter was selling the very best canned fruit in the lot—better even than the big fancy store that has peaches packed under its own label and makes a big time about them.

There are some people who will doubt this, but I assure you that these things are absolutely true.

The standards which the buyer adopted were the qualities which the cutter sold.

Now, doesn't it begin to develop how foolish it would be to work the quality racket in trying to compete with a cutter who sells even better goods than one of the finest grocery stores in the city?

No, brethren, I am not booming the cutter. Rather than that, I am trying to save some grocer the humiliation of making an argument that he can't justify.—Stroller in Grocery World.

Wishes Every Merchant Was a Subscriber.

The Sherwood Register reproduces the opinion of the Tradesman on the display advertisement sent in for criticism by A. W. Morris, of that place, adding thereto the following comment:

We copy the above from the Michigan Tradesman, which, among many other good things, devotes considerable space to criticising "other people's" advertisements, and we unhesitatingly say that we believe it is all right. It will not only help the merchant in writing his advertisements, but is practically the "first lesson" in advertising, and we wish every merchant in our village was a subscriber to the Tradesman and

would make a study of this subject. The advertisement referred to above appeared in the Register week before last and was re-produced in the Tradesman, with the above criticism. It was not "set" or "composed" as a prize advertisement, but it happened to meet the eye of the Tradesman's critic with the above approval. As Mr. Morris changes his advertisements weekly there have no doubt, been others which would meet the Tradesman's idea much better.

Tobacco Dealers Frown on Premium Schemes.

At the last meeting of the Retail Cigar and Tobacco Dealers' Association of Greater New York it was voted to send all tobacco manufacturers a copy of the resolution adopted advising all retailers against displaying notices that announce that pipes or smoking articles will be given away by manufacturers of tobacco with their goods, and resolving that members of the Association will not redeem or forward coupons, tags or wrappers for that purpose, or otherwise assist in the promotion of such schemes. This resolution was embodied in a circular stating that while the Association did not wish to antagonize the manufacturers, it was deemed advisable to call their attention in this manner to the injustice of the premium.

Are you not in need of

New Shelf Boxes

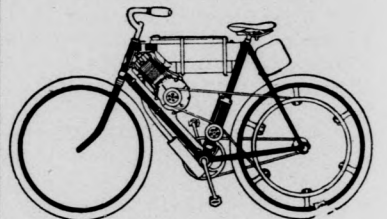
We make them.

KALAMAZOO PAPER BOX CO.

Kalamazoo, Michigan

A Suggestion

When you attend the Pan-American Exposition this fall it will be a very good idea for you to see the exhibit of **Thomas Motor Cycles and Tricycles and Quads** in Transportation Building.



Auto-Bi, \$200

If you are at all interested and thinking of taking up the sale of Automobiles or Motor Cycles—or contemplating buying a machine for your own use—we extend a special invitation to you to visit the factory of the E. R. Thomas Motor Co. while at Buffalo. The Thomas is the cheapest practical line of Automobiles on the market.

ADAMS & HART, Grand Rapids

Michigan Sales Agents

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

EAVE TROUGHING

Established 1868.

State Agents

Coal Tar, Tarred Felt,

Asphalt Paints,

Roofing Pitch,

2 and 3 ply and Torpedo Gravel

Ready Roofing, Sky Lights,

Galvanized Iron Cornice,

Sheet Metal Workers

Contracting Roofers



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

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

Village Improvement

The Tree in the City.

Amid the fret and fever of the street,
Calm, peaceful, and serene this giant stands;
Amid the strife, the worry of the town,
His mighty heart remains in deep repose;
Among the seething multitudes of men,
Their restlessness can not disturb his rest.
I watch the emerald ocean of his leaves,
And every heaving billow of joy—
The joy of living, joy of strength and health,
Of peace of mind, of duty well performed.
For he has kept the law with God and man,
Done well his part, nor sought to shun his lot;
So, hearty, hale, and wholesome, he uprears
In green old age a tower of hardihood.
Like some old man whose youth was free from
blame,
Whose temperate manhood brought him no re-
proach,
He reaps the rich rewards of goodly years,
Erect and strong in gray magnificence.

I touch him, and I tread old scenes again,
A barefoot boy upon my father's farm;
I hear the warble of a wheat-field quail,
I gather sprays of dewy wilding flowers,
I breathe the soft odors of the apple blooms,
And hear the cow bells tinkling in the lane,
A schoolboy in the old schoolhouse again,
I hear the children drouthing at their books,
I see my little sweetheart's soft brown eyes.

O patriarch of the multitudinous leaves,
Content and calm, amid this rush and roar,
Still uncontaminated in this strife,
Free from repining for the fields and woods—
Teach me the grandeur of thy deep repose,
Teach me the glory of thy goodly soul,
That I may walk with conscience undisturbed
Amid the struggles in the marts of men!

Walter Malone.

Oxygen and Moisture Given Out By Trees.

Utilitarians consider the trunk the important part of the tree. The trunk is a wise makeshift of nature which towers aloft, and tries to lift the vital organs of the tree—the leaves—out of harm's way and into purer air and brighter sunshine. Beneath the ground the strong roots and rootlets have hundreds of eager, thirsty mouths which take nourishment from the earth. Water and mineral matter are carried upward by the process of capillary attraction to the leaves in the crown and the branches for digestion and assimilation. A leafless tree stands little chance of living. Trees denuded of their leaves by caterpillars and other mischievous things are deprived of their stomachs and lungs at once.

Every leaf on a tree is unceasingly industrious day and night. Examine the linden leaf, or, in fact, any leaf will do—the truth applies to all—and notice how its surface is spread to catch the sunshine. The under side of the leaf has a different appearance. The tissue is tenderer and a network of breathing pores. A section placed under the objective of the microscope reveals tiny cells filled with a greenish liquid called chlorophyl, which pays an important part in the domestic economy of the tree. When undigested food from the ground has been carried to the leaves the chlorophyl seizes it, and under the influence of sunlight changes it to nourishment. The chlorophyl also breaks up the carbon dioxide with which it comes into contact, and, liberating the oxygen, sends it out into the atmosphere.

Digested food materials are carried from the leaves to all parts of the tree and aid in its growth. Leaves as the lungs are necessary in the process of breathing. Like animals, the tree needs oxygen and breathes much after the manner of a human being. Not only is the life giving air taken into the lungs, or leaves, but it is inhaled through tiny openings in the bark, just as men and animals transpire through the skin. These tiny breathing holes are called lenticels, and may be seen plainly on the bark of cherry and many other kinds of trees. As the tree drinks water, it sweats and exhales water vapor along with the oxygen cast off from the carbon dioxide.

Tons and tons of moisture are evaporated from wooded areas. This is another beneficial act. Water vapor in the atmosphere is essential to agriculture. Trees transpire through cracks and fissures in the bark, where the lenticels are hidden from sight. This is especially true in old trees. From time to time scientists have computed the leaf area of trees and the results have been astonishing. An ordinary linden leaf has a surface of ten square inches. Multiply this by the number of leaves on a branch and calculate the leafage area of the tree. This entire surface is liberating oxygen and water vapor day and night.

In the arid sections of the West the people are beginning to see that forestry and irrigation are the factors which will count for their prosperity. About one million square miles, or more than one-third of the United States, is forest land. The destruction of forests has been so extravagant that the Government has taken the matter in hand and decided on thirty-eight reservations where the forests will be under intelligent supervision. There has been some misunderstanding in regard to these reserves, although the intention is to preserve the forest and encourage the growth of young trees at the same time the land available for settlement will be increased. As forests conserve the rainfall and influence the humidity of the atmosphere, newly planted forests will wedge in between farms on the reservations and farms penetrate the clearings in old forests. Sheep herders and settlers must be taught intelligent forestry and tree wisdom spread broadcast over the land before the tree receives the reverential respect due to it.

Scarcity of Fruit and Produce in the East.

The battle between the farmer and his arch enemy, drouth, has been this year sufficiently prolonged and desperate to attract the attention of even the city dweller whose thoughts on the subject of the distribution of produce generally go back no further than the corner grocery. It is the fact that he is suffering now that turns his mind to the conflict which has gone on for weeks all over the country. The price of potatoes has risen by leaps and bounds. Lettuce has no longer a heart. Tomatoes are full of knots. Cucumbers are a snare and a delusion. String beans won't string, despite the efforts of the cook. The bills rise as the quality falls off, and something is evidently wrong somewhere. How wrong a glance at prices for this year and the corresponding week last year will show.

Of all the farmer's army it was the potato battalion which suffered most in the fight. Report would have it entirely routed, but things are not so bad as that. However, potatoes last week brought \$4 and \$5 a barrel, while at a corresponding time a year ago the same could be bought for not more than \$1.75, an increase of about 100 per cent. Cucumbers, and poor ones at that, were worth \$1.50 and \$2, while a similar quantity last year cost only 75 cents. The price of corn has risen nearly 100 per cent.; tomatoes more than that. For cantaloupes one pays at wholesale just about twice as much as last year. Berries, almost alone of all that the market offers, are about the same in price and quality.

New Jersey has been a heavy sufferer from the drouth, and that, of course, seriously affects the comfort of New Yorkers. Jersey fruit of almost every kind has been injured, and everything, practically, yields only a "short crop." The same is true of Long Island.

The outlook for the future is, however, less disheartening than might be supposed. All over the country potatoes are small, and the crops not equal to the average, but New York State and

New England have still a good many to offer, and the West will send a fair supply. The reports of the potato famine have been undoubtedly exaggerated. The Fruit Trade Journal, after investigating the situation, declares that things are not so bad as they are painted, and that this winter will not see the towering prices which have been predicted. Several prominent merchants maintain that the shortage is only temporary. If the potatoes were larger the crop would be satisfactory. At any rate those nervous persons who have been expecting to see potatoes served in a separate course as the luxury of the dinner table may calm their fears. The humble murphy takes on a new importance, but is not going to be too exclusive. As to the other vegetables, of less consequence to the welfare of the State, there is no great hope. This year the luscious cucumber is shorn of its glory on every side; those who can not live without plump and juicy tomatoes must seek diligently for them, while string beans are a memory.

Reports have been circulated to the effect that the Maryland and Delaware peach crops are failures. This is more than half truth; to be exact, this year will see about 4,000 carloads of peaches taken from those two States, while 12,000 came last year. There are plenty of peaches in Georgia, however, and Michigan has 80 per cent. of the usual crop. The fruit is good in spite of the drouth. Apples are few and far between this year, but there will be enough for this country. Every state has some apples, and a few report as many as last year, but others count gloomily on only a quarter of what were picked last season. The enormous apple industry affects many people and the crop is always watched with anxiety. In 1896-'97, for instance, a great apple year, a little under 3,000,000 barrels of apples were exported from this country, putting in circulation something over \$6,000,000. It is not to be wondered at that so much space should be given to the consideration of the apple crop.

Amid these tales of shortage and high prices comes the cheering news that there will be grapes enough to go around without stinting anybody. After all, the New Yorker will not fare so badly. The best of everything will come to him, and in spite of the disastrous results of the recent fight a fair proportion of every part of the farmer's army has been left to tell the tale.

Apples Thirty-Two Per Cent. of an Average Crop.

Grand Rapids, Aug. 7.—It has been our custom for five or six years to gather statistics for our own information only regarding the apple crop of the State of Michigan. Our correspondents are all evaporator operators, who naturally are interested in the condition of the crop in their own locality, as upon it depends their business. These reports are, therefore, more accurate and reliable than reports from individual farmers or storekeepers. Thinking it might interest you, we give you a synopsis of our report:

It embraces replies from seventy different concerns located in sixty-four different towns in twenty-nine counties, which takes in the apple district of the State. Of these, twenty-four report 10 to 20 per cent., twenty-seven 25 to 35 per cent. and nineteen 50 per cent. of an average crop, 50 per cent. being the highest estimate made. One very significant fact is noticed, in that of the seventy reporting, thirty-four say that they will not run this season, while eleven are undecided.

Reports from other apple growing states and our own personal observation of orchards in Ohio and New York State would indicate that the above is about the run of the crop in the country.

We make no predictions, but give you the benefit of our figures and you can draw your own conclusions.

Hastings & Remington.

The railroad engineer may not be a society leader, but wealth and fashion frequently follow in his train.

COUPON BOOKS

Are the simplest, safest, cheapest and best method of putting your business on a cash basis. ♣ ♣ ♣
Four kinds of coupon are manufactured by us and all sold on the same basis, irrespective of size, shape or denomination. Free samples on application. ♣ ♣ ♣ ♣ ♣ ♣

TRADESMAN
COMPANY
GRAND RAPIDS, MICH.

MICHIGAN TRADESMAN

Devoted to the Best Interests of Business Men

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

One Dollar a Year, Payable in Advance.

Advertising Rates on Application.

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

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

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

E. A. STOWE, EDITOR.

WEDNESDAY, - - AUGUST 14, 1901.

STATE OF MICHIGAN } County of Kent } ss.

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 August 7, 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 tenth day of August, 1901.

Henry B. Fairchild,

Notary Public in and for Kent County,
Mich.

THE QUEST FOR THE POLES.

After several years of apathy, the craze for discoveries in the polar seas has broken out afresh. No less than three expeditions are about to start, or have already started, for the North, one being American, one Russian and a third Italian. All three of these expeditions are uncommonly well fitted out and, if equipment and money can achieve success, they are better fitted to prove successful than the many previous attempts which have failed.

One of the expeditions, the Russian, proposes to simply crush its way through the ice packs to the north pole. The great ice-breaking vessel used by the Russian government to keep open a channel at Kronstadt is to be used for the expedition. This mammoth ship has already demonstrated her ability to crush through an immense ice field, and the promoters of the polar adventure feel confident that she will be able to crush her way through the Northern ice packs and reach the pole.

One of the other expeditions proposes to push its way by ship as far northward as possible, and then to make the rest of the journey over the ice. The third expedition proposes to penetrate as far northward as possible, and then drift with the ice, hoping that the direction of the currents may bring the expedition in the neighborhood of the pole.

While the interest in attempts to reach the north pole absorbs popular attention, the Antarctic seas are not to be neglected, as no less than four separate expeditions will sail southward. It is not expected that any of these expeditions will reach the south pole, but it is hoped that they will add materially to the geographical and scientific knowledge of the, so far, unknown regions within the Antarctic circle. The most important of these expeditions is the British expedition, to be sent out under

the auspices of the British Geographical Society. A fine vessel has been built expressly for the expedition, and no money has been spared in fitting out the ship in a most thorough manner.

While it may be doubted if the results achieved by these venturesome attempts to reach the earth's extremities justify the great risks which are run, the making of such attempts can not be prevented, love of adventure and a restless seeking after new discoveries serving to bring forward a new set of explorers more rapidly than the older set disappears. As long as the poles remain unattained, we may expect to find people ready and anxious to make the attempt to reach the goal, no matter what the danger. It would, therefore, be useless for the great governments to attempt to prevent these expeditions; hence the policy of actually encouraging them has been adopted, as such encouragement, by making every possible provision and adopting every safeguard, actually minimizes the danger as well as insures better scientific results.

The people who are trying to kill the mosquitoes with kerosene oil are in receipt of a lot of gratuitous advice, a part of which is to the effect that the remedy is worse than the disease. All that of course is a matter of opinion. Some people would prefer the smell of petroleum to the bite of a mosquito, in fact, the majority presumably would hold to that view of it. Another suggestion is that mosquito killing birds be encouraged and that therein lies the clearest avenue to the extermination of this insect pest. There are not very many birds fond of mosquito diet. The ornithologists say that the whippoorwill and the purple martin are the two which could be best depended upon for such a service. If the little sparrows which infest this region could only be educated to prey upon such insects as prey upon humanity it would be a great scheme. It would be quite a difficult undertaking to multiply the whippoorwills and purple martins in sufficient number and then keep them equally distributed. Perhaps the kerosene oil test will prove more satisfactory than was anticipated, but until something effectual is found there will be no lack of amateur suggestions.

The drouths which several sections of the country have suffered of late have naturally given rise to enquiries as to the cause. It is said that in many sections there is less rain than formerly, and in such cases one of the reasons invariably assigned is the destruction of the forests. An abundant and permanent water supply is one of the most important things to any community, be it urban, suburban, or rural. The forests are the great conservators of moisture. The subject is receiving more attention nowadays than ever before, and although it savors somewhat of locking the barn after the horse has been stolen, it is never too late to mend. Legislators are heeding the appeals of scientists and steps are being taken along the line of practical forestry. There is little danger that this subject will have too much attention.

The strike microbe now has the trust by the pocketbook and the striker by the stomach. Which will be the first to capitulate?

Mrs. Allien's bank account looks like \$250,000, and her reputation like 30 cents.

HOW RICH MEN BECOME RICH.

The last issue of the Saturday Evening Post contains a contribution from the pen of James J. Hill, President of the Great Northern Railway, on the subject of "Young Men and Speculation."

Mr. Hill was one of the leading characters in the vast speculative movement in railroad stocks last spring, a movement which came dangerously near wrecking extensive financial interests, and did cause serious losses to many operators. After declaring that the only road to wealth is by hard work, he thus discourses on speculation as follows:

There is always an element of chance, but it is never the predominating element. Chance simply presents the opportunity, and opportunity is merely a vehicle for human endeavor. The man, young or old, who thinks otherwise, who believes that it is luck alone that makes riches, and ill luck that keeps men poor, starts out with a false notion. It is inevitable that he should come to grief in the scheme of life. The craze for speculation that sweeps over the community now and then grows largely out of the conviction that success is luck. Such a craze is more injurious to the prospects of the young men who are carried away by it than war or pestilence. It means not alone the loss of money, but the ruination of character. It leaves its victims standing on a false platform, where they are consumed with a desire to get something for nothing, and lose all appetite for hard work. It unfits them for sincere effort, and almost without exception produces a demoralization that blights their entire existence. Whether the young man who makes his first speculative venture wins or loses, the result is equally bad. If there is any difference at all, it is in favor of the man who comes out a loser in his first venture. With him at least there is a chance that he will wake up to the hopelessness of speculation as a means of acquiring wealth, and that the lesson taught will result in leaving him a useful working member of society, instead of a drone who thinks that he may get along by dipping into the honey-pots of others.

Doubtless Mr. Hill has done some hard work in his day, but he did not acquire his millions in that way. The man who, from the first day of his employment for wages, should hoard like a miser every cent of his earnings, save what was required to sustain life, could not in a century accumulate any great sum of money, and, as for hard and faithful work, it will do little more than support and bring up in decency an average family.

Mr. Hill has no very high opinion of the college man in business, although, as he says:

So far as my experience goes, the young men whom they turn out for us are better workers and more successful than the young men who have not had the benefit of a college course. A college education certainly has a broadening and refining effect, unless it goes to the other extreme and makes a prig of a man. But the results achieved by college graduates in competition with non-graduates are not sufficiently pronounced, so far as we have gone, to set it down as a hard and fast proposition that a higher education is required by a man in a business career, and that with it he gives better results to his employer. The question must be left open for some years to come, until we have had an opportunity to observe more closely and scientifically. To-day equally good authorities may be found on either side of the proposition.

Of course, the only success that is esteemed by such a man as the one quoted is, that which accumulates wealth, a career which is given to but few. In the old times, when an estate of a few hundred thousand dollars was

considered a fortune, the goal of success was attainable by hard and faithful work, and in gaining and maintaining the confidence of others in business. But when a man must command tens and hundreds of millions to be considered rich, it is certain that no work, however faithful and unremitting, and no honesty in business, however conspicuous, can accomplish any such results. Other means must be found, and often enough those means are of questionable honesty, if not actually criminal.

The world has not seen, and is not likely to see until the millennium, the last of the universal language crank. Every now and then he bobs up like a Jack-in-th'-box, shoots off his elaborately formulated ideas, and, mayhap, secures a few adherents who are "tarred with the same stick." The world smiles at his revolutionary ideas, wonders that he should have been allowed to stray so far from the maternal apron strings, and then quietly relegates both him and his ideas to the limbo of innocuous desuetude. Few, except the crank himself, lose any gray matter in pondering over the new idea, and the world, at least, is no better nor worse off than it was before. The volapuk crank got a brief hearing; the esperanto died aborning, but still there are others. The newest of the new idea or project in this line hails from Paris, and promenades under the name of "Soiresol," and is, if anything, built upon a much more crazy foundation than either volapuk or esperanto. Under this new scheme ideas are to conveyed by words built up from the seven names of the notes in the musical gamut, which are said to be the same in English, French, German, Italian, Spanish, Portuguese, Dutch, Russian, Turkish, Arabic, Persian and Chinese. The plan is very pretty and very elaborate. One word for one idea—that is the scheme. Here are a few of the words so constructed: "Domifado" is a man, "Remifasi" is a house, "Redorefa" is a shirt, "Fadoremi" is the country. The idea was started as long ago as 1817, but is only now being pushed to the front in Paris. The concert of the nations is not far off!

The San Francisco Argonaut is disturbed about the Belgian hares, which are very prolific. It is authority for the statement that the descendants of one pair of healthy hares would in five years number 2,809,322. It points out how in Australia these hares became a pest and millions of money were expended in exterminating them. During three successive years there \$730,000, \$1,250,000 and \$2,500,000 were paid as bonus to persons who killed them, and that the catch thus paid for represented 35,000,000 scalps, and still the hares abound in Australia. The Argonaut warns Californians against the possible hardships in that State which have cost so much money and done so much damage on the other side of the globe.

Death for incurables is being advocated by some medical men, who think such a course will tend to strengthen the human race. They admit that it is a startling proposition and may be slow of realization, but they are confident the time will come when it will be done by law. The necessity will need to be much more apparent than it now is before a law of that kind goes on the statute books.

Prejudice in the mind shuts out proof, however convincing.

FOOD ADULTERATIONS.

Good Effect of the Enforcement of Wholesale Laws.*

From 1871 to 1901 laws have been passed at nearly every session of our Legislature, regulating the manufacture and sale of articles of food, but not until 1895 were they anything but dead letters. An act passed in 1893 provided for a Dairy and Food Commissioner with authority to enforce the laws; but as only \$1,000 was appropriated for carrying on the work, the Commissioner could practically do nothing except draw his salary. In 1895, the general food law, known as the "Redfern Act," was passed with an annual appropriation of \$10,000. Under this act, as amended by the Legislature in 1897, giving an increase of \$8,000 annually, the department has been working. Of all the states in the Union sixteen have general food laws, Illinois being the last to enact such a statute, which came into effect in 1899. Nearly all the countries of Europe have for years been living under very stringent food laws. Under the law preventing adulterations, the English are living longer and better than we. Dr. Foster stated before the English Medical Society lately that a man's natural life-time is 100 years, and that all could live that long if they met with no accident and lived properly. From Dr. Farr's observation of the march through life of 1,000,000 children, he found that the English were living longer than formerly, as there had been a gain of two and one-half years in the average life of the people. He claims that the largest amount of sickness is due to insufficient and impure food and that the first essential to life is pure food.

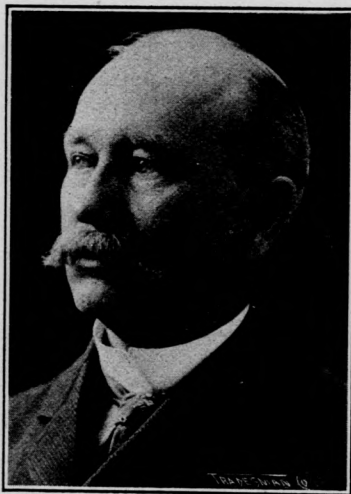
There is great need for intelligent public conception of the extent to which the adulterations of food is carried on and for a rational public demand that the evil be corrected, so far as possible, by national and state legislation, properly constructed and vigorously enforced. When told how many of the foods upon which they depend for daily nourishment are adulterated, counterfeited and cheapened, nine persons out of ten are dumbfounded; and it is because of this ignorance on the part of the public in general that food manufacturers have been enabled to go to criminal and almost unlimited lengths in their fraudulent and often harmful practices. If consumers would once realize how they are robbed in purse and damaged in health by unscrupulous manufacturers and dealers, a powerful correcting force would at once be set in motion. Without this force—the force of public sentiment—no law can be made effective and no political, social or industrial evil corrected.

I do not wish to be understood in what I may say as criticising our State Legislature, for at their session in 1897 they did more for the Dairy and Food Department than could reasonably be expected from what little knowledge they had of the two previous years' work. The work was effective for just that particular time, but the people knew little of it. Few complaints were made, therefore but little newspaper advertising. Generally speaking, I believe the legislators mean well, but not over one in fifty of them has more than a vague idea of the construction of the food laws of this State, nor can he have unless he devotes special study to them. For this reason, some special acts have

*Address by John R. Bennett at annual picnic of Muskegon grocers and butchers at Mona Lake.

been killed which would have strengthened the powers of the Dairy and Food Department. This was true of both our 1897 and 1901 Legislatures, and to-day the consumer is getting the worst of it. I especially refer to the killing of the act regulating the manufacture and sale of baking powder and the amendment bill restricting the use of preservatives in canned and other articles of food. I know of no article of all the food products sold upon our market that is so much of a fraud and deception as baking powders. Had the baking powder bill been passed, thousands of dollars would have been saved to the consumer, not saying anything regarding the injurious effects I believe the people have received through the use of many of these powders.

The total value of the food supply consumed in the United States, according to the United States Department of Agriculture, is, at a low estimate, \$4,500,000,000, of which 2 per cent. is adulterated, amounting to \$90,000,000, of which 90 per cent. is of a character non-prejudicial to health. Except for sake of argument, this statement, and the result shows that there is \$9,000,000 worth of poisonous food prod-



ucts put annually on the country and \$81,000,000 of fraudulent products. This immense sum of money is simply stolen from the people each year by men who coin fortunes by cheating consumers. Information acquired by our Department during the last few years leads me to the conclusion that the estimate made by the Government was too low for Michigan. It was not long ago I was informed by one of the leading wholesale grocers of this State that before the food laws came into effect 90 per cent. of all the goods he sold were adulterated. On the basis that the food supply consumed in the United States is \$4,500,000,000, Michigan's proportion, according to her population, would be about one-thirtieth, or \$150,000,000. The very lowest estimate possible I would dare place upon this as being adulterated prior to the enactment of our food law in 1895 would be 15 per cent., or \$22,500,000, although the Government's estimate is only \$3,000,000.

As an illustration of what the cost has been to the consumer in just one simple article of food found adulterated upon the market of this State, let me state that in 1895 there were 10,937,422 pounds of whole pepper imported into this country. Michigan's consumption, according to its population, would be one-thirtieth, or about 665,000 pounds. When ground and put upon the market,

the average price is about 30 cents a pound or a total cost to the consumer of about \$200,000; but not more than three-fourths is ground for sale, which would reduce the cost to about \$150,000, as whole pepper is not adulterated. At the time our State food law came into effect (Sept. 1, 1895), samples of pepper were taken quite generally without knowledge as to their purity and, under analysis, 90 per cent. proved to be adulterated. The adulterated samples contained from 10 to 90 per cent. of substances other than pepper, showing them on the average to contain about 50 per cent. of adulterants. Thus one-half of the total amount, less than 10 per cent., found pure, would leave about \$70,000 of good hard money that was paid out each year by the consumer for something supposed to be pepper, when it was mostly buckwheat hulls, wheat, rice, corn, ground olive stones, and such like, touched up with a little cayenne pepper to give it snap. To-day 3 per cent. would cover all the adulterated pepper being sold upon the market in this State.

Adulterations are of two kinds—injurious and non-injurious to health—and exist to an extent that threatens every species of food supply. While those adulterations are mainly commercial frauds practiced by unscrupulous manufacturers, manipulators and dealers for the purpose of deceiving their customers and adding to their gains, yet there are also to an alarming extent poisonous adulterations that have in many cases not only impaired the health of the consumer, but frequently caused death. Under our statutes, adulterations may be classified into three distinct groups:

1. Those that are considered by all concerned simply in the light of frauds.
2. Where an article consists wholly or in part of a diseased, decomposed, putrid, infected, tainted or rotten animal or vegetable substance or article, whether manufactured or not, or, in case of milk, if it is the product of a diseased animal. Those that compose this group cannot under the present laws and appropriation be successfully regulated by our Department and must be left for the present to local legislation.
3. Where ingredients which are poisonous or injurious to health have been added. This group has been subject to many discussions "as to the effect upon the public health." The relation of this class of adulterations to the health of the consumer cannot always be shown in a very clear light. In fact, the opinions of scientific men and other distinguished persons differ widely on this question.

This class of adulterations may injuriously affect the public health in two ways: First, when the actual condition of a food unfit for consumption, on account of change or decomposition, is obscured; and second, when the substances added for this purpose are in themselves injurious to health. I am of the firm belief that any article of food containing any substance, that is questionable as to its being deleterious to health, should be required to be labeled in a manner so conspicuous that the consumer could not be deceived or urged into the purchase of a doubtful or injurious article without knowledge. The bill that was killed in the Public Health Committee of the House at the last session of the Legislature, which I have heretofore referred to, contained such a requirement. If the people only knew the quantity of questionable, injurious chemicals they are compelled to

take into their systems every day of their life for the want of such a law, and over which our Department now has no control, they would rise up en masse and demand that the Legislature take immediate action to stop this growing evil; and until such action has been taken, manufacturers will continue to use such chemicals, and the consumers to shorten their lives. During the work of this Department hundreds of pounds—yes, I can say thousands of pounds—of adulterants have been found in articles of food that were being sold in this State, a few of which I shall here make special mention, and which have been gradually improving, until at the present time, with few exceptions, it is more difficult to find the adulterated than it was to find the pure. Analysis of samples taken by inspectors have shown as high as 70 per cent. starch in mustard; pepper that contained nothing of that article except the hulls, the balance being made up of rice, corn, wheat, cocoanut shells, ground olive stones and cayenne pepper; cream tartar made principally of corn starch, acid phosphate of lime, alum and plaster Paris. Six years ago it was almost impossible to find a pure article of cream of tartar on the market. Ginger was found adulterated with an equal amount of plaster Paris. The greater amount of ground or broken coffee upon the market was composed of from 15 to 50 per cent. adulterants; in fact, it was quite difficult to find a sample of any article that was not colored to improve its looks or something added to it, or taken from it, to cheapen, not excepting lard, butter or milk. The selling of a distilled vinegar costing the manufacturer not more than two or three cents a gallon, was colored, falsely branded and sold all over the country for pure cider vinegar and at a price utterly paralyzing the sale of genuine cider vinegar. The same state of affairs exists with oleomargarine, which is one of the most vexed questions with which the court of public opinion has to deal at the present time. Each kind of butter has its friends and its enemies and they are by no means confined to the producers of and dealers in the respective commodities. It is sufficient to say that the same arguments used to defend artificially colored vinegar are advanced in support of artificially colored oleomargarine. Even when the dealer displays the cards "Oleomargarine used or sold here" and labels the packages, the fraud is but partially checked, for the greater part finds its way to hotel, restaurant and boarding house tables, where its color enables the proprietors to impose upon their guests, who generally believe they are getting butter and would not eat oleomargarine knowingly. The natural color of oleomargarine is white or very nearly so. It would not in its natural color be mistaken for butter, but when colored yellow it is very deceiving. I have always been taught that white is an emblem of purity, but the manufacturers of oleomargarine do not seem to think it the proper color for their product. Manufacturers and dealers in such painted wares know better than anyone else that the principal part of their trade is owing to the fact that the majority of those who consume such articles are not aware of what they are using. Statistics show that during the year 1900, 87,800,000 pounds of oleomargarine were marketed and sold in the United States, not one pound of which was manufactured in this State. This product costs the manufacturer

about 7 cents a pound to make, including the 2 cents Government tax (when paid). Michigan consumes about 3,000,000 pounds annually and pays from 16 to 20 cents per pound for it, the price always being a cent or two below butter. I would ask, Who is benefited? Not the farmer—not the grocer or the butcher—not the rich man or the poor man—but alone the foreign manufacturer. Compel the sale of oleomargarine for what it is, in its natural color, and it will take it out of competition with butter and soon bring the price within reach, where the poor man who can not really afford to buy butter will be able to purchase a wholesome substitute for half the price he is now paying. The rich man will not have thrust upon him a counterfeit product or the poor man defrauded and robbed of his hard-earned money, which in either case should call for certain and effective punishment. In 1897 the anti-color oleomargarine law was first enacted in this State and, through the vigorous enforcement of that law by the Dairy and Food Department, the sale of oleomargarine was largely decreased and the price of butter slightly increased. There are about 52,000,000 pounds of butter made annually in Michigan. If the price of butter was raised only 2 cents, we had a gain of \$1,040,000 to the benefit of the home producer. At the time the anti-color law came into effect—September, 1897—there were more than 350 oleomargarine dealers in Michigan, but in the following year there were less than forty. This anti-color law was declared invalid by the Supreme Court in December, 1898, on the grounds of a technicality in its passage by the Legislature. This same law has again been passed by our Legislature and will go into effect about September 1 of this year, and a vigorous enforcement of the same may be looked for.

Glucose is probably the leading adulterant upon the market. It is largely used in syrups, molasses, jellies and cheap confections and has only about one-third the sweetness of cane sugar. It is wholesome and nutritious, but owing to its cheapness and its close relation to cane sugar, the sophisticator is enabled to cheat and defraud the consumer. From its cheapness, immense quantities are used in the manufacture of "Imitation Fruit Jelly," which was formerly known and sold for pure fruit jelly. This jelly was made by mixing together glucose and water, with a very little apple juice colored with red aniline. Hundreds of tons of this stuff were sold at less than 4 cents a pound for pure apple jelly, raspberry jelly, grape jelly; in fact, any kind of jelly a person desired. Since the law of this State has compelled the labeling of it for what it really is and prohibited its being artificially colored, the demand is now virtually nothing.

As one evidence of what the Department has done under the present law, I will state that in May, 1899, I made a thorough inspection of fifty-one stores in the city of Muskegon and found adulterated goods in forty-one, there being only ten free from that class of goods. The articles found consisted mostly of mustard, flavoring extracts, spices, jellies, cream of tartar, vinegars and syrups. The sum total amounted to over \$500. In December of the same year I again made an inspection of the same stores and found adulterated goods in only eighteen out of the fifty-one, a gain of twenty-three stores or 45 per cent. over the May inspection, the sum

total amounting to less than \$75. In March of the present year I again made an inspection of the same stores and found only three out of the fifty-one that had adulterated goods, amounting to less than \$5, a condition of which the grocers of Muskegon may well be proud. In fact, all throughout my Western district, I have found the stores in the last year exceedingly free from adulterated goods. In several of the smaller towns I have been unable to find a single article wrong in any store. I also find the merchants these days pleasant, always ready to extend the glad hand of welcome to an inspector, making his work much more agreeable than in 1895 to 1897, when the law was new and every dealer thought his business was going to be seriously injured every time an inspector made his appearance. Now they hold up both hands and say, "Let the good work go on." So far no retail grocer has been prosecuted for a violation of the law, except where he sold goods that had been condemned upon his shelves. In my opinion there are some who ought to be—not from willfulness, but more from a careless disregard of the law. Monthly bulletins are issued from our Department to nearly all the grocerymen in the State, giving information regarding goods not salable and by whom manufactured or sold. A little time spent in comparing these published condemned goods with their stock and then removing the same, if any, would be of great assistance to the Food Department in clearing the market of unsalable goods. Merchants should not depend wholly upon an inspector doing all the work for them, for the time is not far distant when the retailer will have to assume more of the responsibility than he has in the past.

In conclusion, allow me to say that from a personal knowledge of the work of the Dairy and Food Department since its inception, I am confident that there has been at least 90 per cent. improvement in nearly all food products subject to adulteration being sold or offered for sale in this State. If that is true, the consumers of Michigan are being saved nearly \$3,000,000 a year, based upon the United States Government's estimate of only 2 per cent. adulteration; but I am of the firm belief, as I have before stated, that it is too low an estimate for Michigan and ought not to be less than 15 per cent., and if 15 per cent. is nearer the mark, the consumers are being saved over \$20,000,000 a year, and this at a cost to the State of less than \$20,000.

There is no question that the people of this State have not realized the danger they have been in or are even now standing or they would give greater support and demand greater protection; and for the people to demand is for them to secure.

Clerical Sore Throat Explained.

Deacon Scrimp—Humph! Think you've got to have a vacation, eh?

Struggling Pastor—Yes, the doctor says I must go off until this cough is cured.

Deacon Scrimp—Well, I'd like to know why preachers are always getting bad coughs.

Struggling Pastor—Well, you see, we have to visit it around a good deal, and we are always asked to hold a little service before leaving, and I think our throats become affected from breathing the dust that flies from the family bibles.

When a man visits your orchard and meets the watch-dog, it is a sign that his errand will be fruitless.

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.

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 "Rubs Sears")

ALMIGHTY DOLLAR.

Mercantile Associations Constitute Its Greatest Antidote.*

A characteristic story is told of a certain American lady who was traveling in one of the countries of Europe and was present at a certain Catholic gathering where one of the cardinals of the church of Rome was presiding. The cardinal spoke and, in a voice that sounded throughout the vast cathedral, said: "All here kneel before me but monarchs." She looked down the long aisles and seats and saw all kneel before the prelate save herself. She alone remained standing. The cardinal, seeing her standing, again repeated the sentence, "All here kneel before me but monarchs." Still she knelt not. He then walked down the long aisle to the back of the cathedral where she stood and said: "Madam, did you not hear what I said, that all here kneel before me but monarchs, and why did you not kneel?" "Because," she said, drawing herself up proudly, "I, too, am a monarch." "What," he replied, "Are you not an American lady?" "Yes," said she, "but we are all monarchs in America." The United States stands without a rival. We have not grown through conquest like the European nations, but by the paths of peace. No other nation is blessed with such great natural advantages; no other country except Russia borders upon two great oceans and no country has so many harbors and such a sea coast.

I believe that this nation was reared for a lofty purpose, but I am afraid the tendency of the age is to think too little of country and too much of the Almighty Dollar.

A man would be more than human if he could fitly express in words the sentiments which crowd upon one upon such an occasion as this. The poet says, "There are billows far out in the ocean that will never break on the beach, there are waves of human emotion that can find no expression in speech." Hawthorne, Mrs. Stowe, Aldrich and other great masters of portrayal of subtle thought and feeling which elude us before they reach our lips or are stranded upon the bar of our personality on account of the shallowness of our vocabulary, would feel themselves oppressed to-day for words to express what I feel, and at the threshold of this very pleasing occasion I can but remember that speech is silver and silence is golden. The written history of eloquence discloses the fact that silver speech, like the beautiful in painting, sculpture and architecture, is but an attempt on man's part to express a lofty ideal, while the unwritten history of the human heart teaches us that its deepest emotion, whether of joy or of sorrow, can not be expressed in words. One may chat gaily with his friends while journeying through fields of lovely flowers and variegated foliage, but when he ascends the mountain height and witnesses the glory of the rising or the setting sun in the presence of this, the grandest of nature's scenery, he can but stand in golden silence with uncovered head.

I am thinking what a beautiful spot and what beautiful surroundings these are for a gathering like this, the occasion and the picnic being made possible through the efforts and foresight of that splendid organization of men known as the Grocers and Butchers' Association of Muskegon. I say splendid

organization, because there is no other word that I can use that will better describe it. This organization and others of like nature are doing more to-day, in my opinion, than anything else to hasten the time when all business men will believe that "all work and no play makes Jack a dull boy," and thereby enable them and their families to lead happier and better lives.

See what the grocers and butchers of Muskegon have done. They inaugurated the early closing movement in Muskegon, now participated in by nearly all lines of business, thus giving the business man more time to devote to his family and friends and their pleasure and comfort. My friends, any movement that tends to teach mankind that there is something else in this world besides the mere rush and scramble after the Almighty Dollar in this age of busy activity, can not be but a good balance wheel upon the tendency of the age in which we live. It teaches mankind that it is not necessary to be rich or great or in high position to be happy in this world.

Not long ago I was reading of the grave of the old Napoleon, a great tomb



of guilt and gold fit almost for a dead deity—and as I looked upon the sarcophagus of black Egyptian marble, I thought of the career of the greatest soldier of the modern world. I saw him in my mind's eye at Toulon. I saw him at Ulm and Austerlitz; I saw him in Egypt in the shadow of the pyramids and I saw him in Russia where the infantry of the snow and the cavalry of the wild blast scattered his legions like winter's withered leaves, and I saw him at Liepsic in defeat and disaster, driven by a million bayonets back upon Paris, clutched like a wild beast and banished to Elba. I saw him escape and retake an empire by the force of his genius and I saw him upon the frightful field of Waterloo, where chance and fate combined to wreck the fortunes of their former king, and I saw him last at St. Helena, with his hands crossed behind him gazing out upon that sad but solemn sea, and I thought of the widows and the orphans he had made, of the tears that had been shed for his glory and of the only woman who had ever loved him pushed from his heart by the cold hand of ambition and I said to myself, as far as I am concerned, I would rather have been a French peasant and in times of peace worn wooden shoes; I would rather have lived in a hut with a vine growing over the door and the grapes purple in the kisses of the autumn sun; I

would rather have been that French peasant with my loving wife by my side knitting as the day died out of the sky, with my children upon my knees and their arms about me; I would rather have been that French peasant and gone down to the silence of the grave unknown than to have been that imperial impersonation of force and murder known as Napoleon the Great.

No, my friends, it is not necessary to be rich or great to be happy. The happy man is the contented man; the contented man is the happy man.

It is surely, then, such organizations as the Grocers and Butchers' Association that help to make the world happy. No person can be said to live a full life or a life that is at all satisfactory unless he or she contributes something to the value of life for others. Hence the man who lives only for himself, regardless of the welfare of his fellow men, ought to be regarded as a moral nuisance, contaminating the air of heaven and a useless member of the community in which he resides. Such a man usually has a small mind and a smaller soul.

The question of this age is not, Who were your ancestors, but who are you? As the poet says: "We live in deeds, not in years; in thoughts, not in breaths; in feelings, not in figures on a dial." We should count time by heart-throbs. He most lives who thinks most, feels deepest, acts the best.

A young man once asked the president of a college in Michigan if he could not take a shorter course. "Yes," said the president, "but that depends on what you intend to make of yourself." When God wants to make an oak, He takes a hundred years, but when He only wants to make a squash, He only takes a few weeks. Yankee ingenuity is untiring and progressive. However, we hazard our reputation as a prophet that no inventive genius will ever patent a machine bearing the inscription: "Drop a nickel in the slot and take out an education."

My friends, look around you here in this star-begirt vestibule of creation and contemplate the beauties of nature. This beautiful park, so beautifully studded with the sturdy oak, the drooping beech and the whispering pine and many others—these grand old denizens of the forest, arrayed in nature's loveliest garments, greet you and invite you to-day, my friends, to a good time beneath their protecting boughs.

Go back with me to the days of the Argonauts and look for the golden fleece; go back with Vascode Gama and look for the Eldorado; go back with Ponce de Leon and look for the fountain of youth; go back to the Light of Asia and see that great white arch spanning the sky, with mist for its masonry and vapory pillars. Go back, if you please, to the days of your childhood and see the bag of gold that hangs upon the shimmering iris of the rainbow. All these things, my friends, are but the stuff that dreams are made of—intangible, incomprehensible, impossible—but the condition of things in this world that, in my opinion, will be brought about by such organizations as the Grocers and Butchers' Association, I think is no dream, but we can prophesy, with a good deal of assurance, that they will come to pass.

As a recent writer has said, "I see our country filled with happy homes, with firesides of content, the foremost of all the earth." I see a world where thrones have crumbled and where kings are dust. The aristocracy of idleness

has perished from the earth. I see a world without a slave, man at last is free. Nature's forces have by science been enslaved. Lightning and light, wind and wave, frost and flame and all the secret subtle powers of earth and air are the tireless toilers of the human race. I see a world adorned with every form of art, with music's myriad voices thrilled, while lips are rich with words of love and truth; a world in which no exile sighs, no prisoner mourns; a world in which the gibbet's shadow does not fall; a world where labor reaps its full reward, where work and worth go hand in hand; where the poor girl trying to win bread with the needle—the needle that has been called the asp for the breast of the poor—is not driven to the desperate choice of crime or death, of suicide or shame; I see a world without the beggar's outstretched palm, the miser's heartless, stony stare, the wail of want, the livid lips of lies, the cruel eyes of scorn; I see a race without disease of flesh or brain, shapely and fair, the married harmony of form and function; and, as I look, life lengthens, joy deepens, love canopies the earth and over all in the great dome shines the eternal star of human hope.

The Girls of Holland.

From the Humanitarian.

In Holland, the mass of every class go to public schools and all mix together. Education begins at 6 years of age in the public schools, and at 12 a girl is examined and passes on for a five years' course in the higher burgher schools, of which Holland possesses seventy-two. The coeducation of the sexes is an admitted principle. In the primary schools boys and girls are brought up together, they learn side by side, and are on familiar terms from early childhood without the smallest ill resulting. A great point is made of languages, and no Dutch girl of the upper or middle classes is considered educated who can not speak English, French and German more or less fluently.

Probably owing to the system of education in force, the women folk are inclined to grow up somewhat independent; we are told that the prejudice against women working for a livelihood has almost disappeared, and even rich women sometimes choose a profession. They include doctors, dentists, many of them first-rate, photographers, and gardeners. About 1,000 girls hold posts as assistant chemists, some 3,000 as nurses, trained in the White Club Homes, and on a par with the very best of their profession. A woman is curator of the Natural History Museum in Haarlem, and another holds the same post at Utrecht, while a third is head dispenser at a hospital in Amsterdam. The railway, post and telegraph offices are largely served by female clerks, who altogether outnumber the male.

Girls in Holland have a great deal of liberty. They pay calls, shop and go to parties at the houses of friends without a chaperon, walk and travel alone, cycle, and have tennis and wheeling clubs in company with young men. They enjoy their fun and freedom, and are in no hurry to find husbands. Marriages are not arranged, and the parents' consent is only asked after a proposal is made and accepted.

A woman in Kalamazoo has resolved to indulge in no more "baby" talk. She dislocated her jaw in saying "goo, goo," to her infant prodigy. When a physician had adjusted her jaw the woman turned to the baby and said: "When I talk to you again I will speak United States. No more baby talk for me." It is probably too much to hope that other mothers will profit by her experience.

Any man can write for a newspaper—but to insure getting it he should enclose the subscription price.

*Address by Hon. Jerome E. Turner at annual picnic of Muskegon Grocers and Butchers' Association at Mona Lake.

Shoes and Rubbers

Helpful Hints in Starting and Conducting a Store.

We have noticed that one great trouble with the average young man who has worked as a clerk for some one else for a number of years, and who starts in for himself, is that he knows too many nice fellows, who represent "So-and-so, who make a dandy line of goods; used to sell stacks of 'em in the old place. Must have some of 'em in my stock." So he buys a small lot here, another small lot there, until he is dangerously near the limit of his capital. The goods arrive, he has a week or two of selling from them and every one of his lines has a size or two missing. Result, his capital is tied up, he has a store full of goods, not a complete line in the lot. We believe that just this foolish clinging to an old love, losing sight of changed conditions, has been the rock on which many a promising small shoe business has been wrecked and sent to the bottom. It stands to reason that the fellow whose money is limited must buy light and buy often. He can't afford to buy ahead for four to six months. Neither can he, for the same reason, afford to wait a month or six weeks for a manufacturer to put through a size-up order. He wants his goods from the man who can supply them on short notice and give him promptly the sizes he needs. So we would advise the man of small means to buy largely of the jobber or the manufacturer who carries a stock on the floor.

Now, we believe this is the right and safe course for several reasons. First, the jobber is willing and expects to book small orders. You need not feel under obligations to make your order count even cases. You order in only what you feel you actually need for one week or two weeks' business, secure in the knowledge that at the end of that time you can duplicate the goods in any needed sizes. Again, you can get from two or three good jobbers the variety of styles and leathers that would probably compel you to open a dozen accounts were you buying direct from the maker. Then, again, throwing all your trade to a few houses makes your trade valuable, whereas, scattered among too many it is not worth anything to any of them. Here is another consideration: You can't afford to keep the variety of widths that the big fellows do. But you'll find if you can promise a customer that you will have the needed size in a couple of days he will wait for it nine times in ten. Your jobber will be glad to supply you the needed size. But above all other considerations is the fact that you can, by buying in this way, keep your stock fresh and well sized-up. Of course, it is nice to have your goods made up expressly for you, with your name on the lining, your own style carton, and so on. But this paper is not dealing in sentimentalities. It is just simply a question of making money. We like the idea of the dealer's name in a shoe. But that is a matter easily accomplished, even if you do buy from the jobber. Have a neat circular stamp made with movable date in the center if you like. Stamp each pair of shoes as you sell it. You kill two birds with one stone. You get your name in the shoe and at the same time head off the lying hog who comes into your store to kick about the wear of a shoe he says he has had

only four weeks, while the stamped date says fifteen. You can make your cartons uniform by having printed two sizes of labels of uniform color, with narrow blank strips to match, and pasting these on the front of your cartons and the cover.

But we must pass on to the question of what to buy.

It seems to us, the best motto any shoe dealer could hang up in his store would read something like this:

LEATHER SHOES.
WE SELL NO OTHER KIND.

Make this your motto and stick to it, no matter how tempting may be the chance of a little extra profit with the shoddy kind. Don't make up your mind in advance that because your place is small your prices must be so, too. People expect to pay a fair price and will do so without question, once you get their confidence. And you never will get their confidence with shoddy goods. Don't buy any shoe you can not trust. If the fellow down the street is selling a boy's shoe for 90 cents and you can't buy a shoe to compete with him that is made of leather, tell your customers so frankly. If they want to try the other man, let them. They'll come back to you, never fear, and think the better of you in the end.

Don't try to show all the novelties the big fellows are showing. Your trade will not expect it of you, and, besides, you will lose money on them. Just so far as you can, stick to staple lines. If you feel you must put in novelties, touch them very lightly and try to get them of some one who carries them in stock. You can buy pretty much anything that way to-day if you just look around you and keep posted.

Generally it does not pay the small dealer to advertise in the regular daily papers. He is not big enough or strong enough to draw trade from places remote from his place of business, and the rates in the big dailies are too expensive for him. In most large cities there are small papers devoted to a particular section of the city. Here is your field. This paper reaches just the people you want to reach. Get a good space in it. Buy a few cuts. They are cheap and add immensely to your advertisement. Occupy your space every week. Advertising, to yield best results, must be continuous. Put nothing into them but facts that can be backed up with the goods. Nine times in ten you'll get better results if you let the newspaper man write your advertisement. He is used to writing; you are not.

If there is no small paper such as we have mentioned publish one yourself. There are several very good little books published, some weekly, some monthly, with attractive reading matter, for which you would have to furnish only title and advertising. Get some of your neighbors interested and contract for one of them and distribute it gratis. Wm. Hahn & Co., of Washington, D. C., who have had a phenomenal growth from a small beginning, give away a ticket with each pair of shoes costing \$1 or more, twenty tickets entitling the holder to a \$1.50 pair of shoes, or \$1.50 allowance on a better pair. Try something like that.—H. T. Dougherty in Shoe Retailer.

One of those Kansas editors has been attending a church fair and here are his views concerning it: "A church fair is a function where a man spends more money than he can afford, for things he does not want, to please people he does not like, for the benefit of the heathen, who are better off left alone."

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

Geo. H. Reeder & Co.

Wholesale

Boots and Shoes

Grand Rapids, Mich.

There is no disappointment in
RINDGE, KALMBACH, LOGIE & CO.'S

Grand Rapids made shoes.

WHY?

Because neither money, pains nor brains
are spared to give

FIT, WEAR and COMFORT.

Jobbers Who Are Price Cutters and Imitators Must Go.

The question as to the position of the jobber in the shoe trade has been much discussed, and the ideas are varied enough to suit all interested. A pretty fair summing up would be that the jobber's position is just about what he makes of it for himself. The jobber can be a decided advantage to the manufacturers and retailers, or he can work injury for both.

The province of the jobber, of course, is to distribute the product of a certain number of factories to the retailers who want the goods. This work of distribution involves an expense. There must be salesmen to take the orders, clerical force to keep the accounts, shipping department for forwarding, and perhaps more important than all adequate provision for collecting the accounts. The expense can not vary materially, and if the manufacturer undertakes to do the work he must figure the cost in his selling price. The jobber who combines the work for several factories can easily make a decided saving in the expense total and give a better result in the prices to the dealers. This is particularly true in the lower priced lines that have to be sold on close margins, and which are therefore handled almost entirely by the jobbers. In the higher grades the manufacturers by selecting customers among the larger buyers and decreasing the risk of collecting can do their own distributing to good advantage.

The jobber can be an injury to the trade on the other hand, when he undertakes reckless competition. Some men have an idea that the only way to get business is to cut prices or give longer time. Some jobbers in their efforts to force sales at all hazards drop the prices and depend on getting the goods somehow in some shape from the manufacturers. They are able in some cases to get imitations of good lines, poorly made, and of a quality that can not prove satisfactory. The prices of such goods are in turn quoted to the salesmen selling the good lines and at once there is trouble. Other jobbers demand lower prices from the manufacturers or a cheapening of the work in some way in order to meet the terms of the price cutters. Often good lines giving good value have to be abandoned because of the prices at which the inferior imitations are offered.

Some jobbers, when they find a dealer has already bought, will quote very low prices for the sole purpose of making the dealer feel bad. Of course, orders would not be filled at prices quoted, but it is considered smart business by some to make the dealer feel dissatisfied with the house from which he has ordered. It often succeeds in leading the dealer to think that he has paid too much, so that he makes claims for rebates or delays his payments, while the reports of lower prices offering in the meantime are working trouble all along the line.

It is needless to say that such a policy is demoralizing and an injury to the business. A few experiences of this kind make manufacturers determine to market their own goods and make retailers decide to buy direct from the factories so that they can be sure of something reliable in quality. Unless the jobber can do his work properly in distributing he has no legitimate place in the business and if the price cutting and substituting tactics were general with the jobbers there could be no doubt that the latter would have to go.

The jobbers who have won success and are holding their own are not of the class described. They appreciate the evils of price cutting and also the importance of keeping up the standards of quality. The jobbers' associations aim directly at suppressing the evils as far as possible by agreements for uniformity in terms and some understanding about prices on staple lines at least. The leading jobbers are also making it a point to handle more specialties and lines from factories that are sure to prove of good value to their retail customers. This renders them in a great measure free from the raids of the price cutters, and their service is a benefit to the trade. They will remain and prosper while the other class must gradually but surely disappear.—Boot and Shoe Recorder.

More Opinions on the Nashville Balloon Ascension.

Kocher Bros. (dry goods and shoes): We think the balloon ascension on Saturday afternoon was a damage to trade. On last Saturday we did not have our usual trade until after the ascension, and as it did not occur up until after 5 o'clock, it was too late to expect much.

P. H. Brumm (grocer): Yes, we merchants here raised a fund and had a balloon ascension Saturday afternoon. As there was a very light breeze, the balloon went straight up, making as pretty an ascension and parachute drop as was ever witnessed by the people of Nashville. As to the benefit, I do not consider that I received direct results sufficient to compensate me for my investment. I think, however, had it been advertised more extensively and a little further ahead, the results would have been better. You see, I am a believer in advertising. I think some attraction of this nature or something else given every week, every two weeks or monthly, would prove a benefit to the merchants and the town in general, as it would have a tendency to draw the people here who would naturally go elsewhere—as, for instance, the people who live midway between this town and the neighboring towns or, in fact, a little nearer or very near the neighboring towns. If they can come here and witness some attraction, they would come here to do their trading, inasmuch as they can buy just as cheap here as at the neighboring towns and at the same time see the attraction, whatever it may be. I do not believe, however, that an attraction of this nature given only once or twice during a season will prove of any material benefit whatever unless it is advertised so that the people living at a distance can have a chance to hear of it and come.

Thomas A. Welsh (general merchandise): From a business standpoint I do not think the ascension made any money for me. However, it drew a large crowd of people to the town, but the most of them came to see the ascension and stood around where the balloon was going to go up. I do not think such things help trade for that particular day, but I believe that they help to keep the town before the public.

New Kind of Bug.

Cleveland is the field of activity of an "ankle bug," which promises to rival the "kissing bug" in evil notoriety. It is partial to low shoes and openwork hosiery, and its bite is said to be so severe that the swelling sometimes extends to the knee. In some cases the victim has been crippled for a week or more. The local scientists have not yet discovered the insect that causes the mischief.

We Carry Shoes and Rubbers

That are trade winners and will make money for you.

THE WESTERN SHOE CO.
TOLEDO, OHIO

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

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

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

OUR GUARANTEE MEANS SATISFACTION OR MONEY REFUNDED

Write for illustrated catalogue and special prices to

A. T. KNOWLSON, 233-235 Griswold St., Detroit

Conducting Michigan supply depot for Welsbach Company.

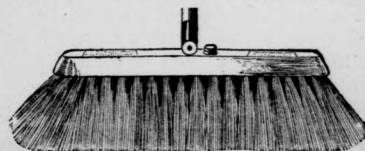
DON'T BE AFRAID TO BREATHE

USE THE "WORLD'S ONLY"

SANITARY DUSTLESS FLOOR BRUSH

It prevents the dust from rising and kills the deadly germ. The Patent Reservoir does the work. Our circular explains how. Agencies wanted everywhere.

Milwaukee Dustless Brush Co.
121 Sycamore St.
Milwaukee, Wisconsin



Clothing

Assortment of Garments Necessary to Man's Happiness.]

How many suits of clothes does a man need for wear during business hours if he is to have a thoroughly well-groomed appearance? I should say three suits at least, with four extra pairs of trousers. He will wish to wear three suits, both in order not to wear any one suit more than one day at a time, and also for the pleasure of more variety in his dress than he can have with two. He will also need extra pairs of trousers so that he need not wear one pair more than one day in the week.

If it is a man's ambition to be thoroughly well dressed he must either devote much attention himself to the care of his garments or get a man who will do so for him. He must not wear any one article of clothing for any length of time if he expects it to preserve its shape and freshness. The presser can do much to renew the youth of a garment, but he can not give to it a shape and set that has been strained out of it by long and unremitting wear.

After all, the most pleasing thing about a well-dressed man is the look of perfect order and freshness that comes from having his clothes perfectly cared for. In our large cities there are now many concerns which will for a modest sum keep one's clothes in perfect order, pressing them and repairing them as frequently as one wishes. With such aids the man of modest means is able to present an appearance superior to that of his wealthier associates, the initial cost of whose clothing may be much greater, but who give little attention to its proper care.

In the middle of the summer one does not expect ordinarily to see any sudden changes in the matter of neckwear worn. The summer tie this year has been the batwing, with either square or pointed ends. The tie with square ends has been worn pretty generally. I suppose, therefore, that it is about time to say that the bat with pointed ends is now the proper thing. Butterfly ties have dropped into the background, but I should not be surprised to see them worn again soon. I see that some of the leading haberdashers are showing De Joinvilles and narrow derbies made of a silk of basket weave. The ground color is white and the pattern consists of fine vertical woven stripes of black, pink, blue or lavender. The material is very soft and light and is quite pretty.

These hot and muggy nights serve one good purpose at least. They remind me to put in a special and extended plea for pajamas as against the old-fashioned night shirt. I am sure that every one will agree with me when I say that a night shirt is so beautiful and graceful a garment that it is fit to be seen in the bed chamber exclusively. It is not strikingly well fitted for street wear, nor is it even apt to be considered perfectly proper for a hurried exit from a burning building. There are striking and obvious reasons for appearing in it in public as little as possible. Pajamas, on the contrary, have, both in material and in fashion, a full dress appearance in comparison with the night shirt that makes them especially pleasant to their wearer. Their wearer never looks quite like a fright. He is always prepared for emergencies, and, most important of all, his entire body is kept constantly covered through the hours of the night. Physicians will bear me out

in the statement that some of the worst of summer colds are due to the exposure of the uncovered body during these hot nights. We toss and tumble in the heat and in the morning wake to find ourselves with heavy colds. But pajamas will keep us thoroughly covered at night. We can't get them twisted about our necks, and they give up just that measure of body covering that makes the difference between sickness and health. All this is rather of a medical nature, but I like occasionally to call attention to some utilitarian reasons for adopting a particular form of apparel.

I have seen some very well-made pajamas of Pongee silk trimmed with loops of pink silk cord. Another fine material is a plain white-corded linen fabric, very light and thin. The jacket of the pajamas made of this material has a low-cut standing collar and is finished in some cases with a delicate line of color along the edges of the collar and jacket. The lightness of the suit and the character of the material make it a most comfortable thing for summer nights. However, I suppose that force of habit will lead many people to cling to night shirts, and I would hint to such persons that they will be more comfortable if they will wear the night shirt with standing collar, which is cut away in front, or with no collar at all. The old-fashioned, high-collared article should be reserved for winter unless one is an invalid.—Apparel Gazette.

Simple Method of Avoiding Car Sickness.

"In spite of modern improvements in transportation methods," remarked a gentleman who travels considerably, "there is a great deal of suffering on trains and ordinary steamboats from what may be called seasickness, a sickness caused by the motion of the train or the boat, or sometimes a street car will produce the same nauseated condition. I have known many persons who even shunned elevators for this reason, and they would not think of taking a long ride on a street car. Train sickness is very common, particularly with women, and many of these dear creatures look upon a railroad voyage as an abomination in the sight of men. Of course, where sickness results under conditions of this sort, permanent injury might result from persistent traveling unless some method were devised to check the tendency. Women are fond of traveling generally and if there is any way of removing an obstacle in their path they will find the way.

"It has remained for a woman, of course, to solve the problem. I was talking to a bright young woman yesterday and she gave me the most solemn assurance that she had found a remedy and, having tried it herself, she knew that it was the proper thing. She said she used to suffer a great deal from train sickness and had the most violent headaches imaginable. A lady friend told her to slip a piece of paper over her breast and she would not suffer. She tried it, and with the best of results. She never travels now without it, and she said she knew a great many women, and even men, who had resorted to the same remedy with the same satisfactory results. I have been suffering a little myself from train sickness, and the next time I make a long trip I will slip a plain piece of white paper down on my breast between my shirt and the naked hide, just to see what virtue there is in the remedy, and I am credulous enough to believe that the results will be good."

Ask to see Samples of

**Pan-American
Guaranteed Clothing**

Makers

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



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

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

enabling you to select your season's order and 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.

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

**Our Specialty:
Mail Orders**

G. H. GATES & CO.
Wholesale Hats, Caps, Gloves and Mittens
143 Jefferson Ave., Detroit, Mich.

Dry Goods

Weekly Market Review of the Principal Staples.

Staple Cottons—The cotton goods market shows a continuation of the quiet aspect which we reported last week. There is very little change in the character of the demand and spot business has been very limited on account of the small number of buyers in the market. The business coming to hand through other channels has failed to show enough increase to have any appreciable effect. This means that every division is quiet except where business is being taken in the way of advance orders for next spring. In this direction there has been considerable doing. In spite of the quietude of the business for this season, however, sellers are not disposed to make concessions; neither has the easy tendency of raw material given them any anxiety apparently. There is nothing at all unusual about the present dulness, and it is not even more marked than is usual at this time of the year in spite of what many are saying. For next spring fine grades of white goods and cotton goods have been bought up in many cases with considerable eagerness, and prices are said to be extremely good.

Prints and Gingham—The break in certain lines of printed goods which we announced last week has had no effect on the rest of the market, and this change in price was simply because they were held at a higher price relatively than the rest of the market.

Dress Goods—There is very little being done just at this time. It is true that the duplicate business is improving slowly, but jobbers are not yet doing a very large business, and until business in second hands improves there is going to be a very dull market. Everything points to a very late opening for the spring season. There is nothing in the present condition of the market to encourage an early opening, and there are many good reasons why spring showings should be held back as long as possible. There has been a little feeling of the market by the foreign dress goods men, and the result has not been at all satisfactory. As a result even the foreigners are not making much effort at this time. There is no doubt but that styles are having a depressing effect on the market. It has been held within such a narrow range for so long that the life has been taken out of it. It needs some new vogue to liven things up, and yet the future does not hold out much hope in this direction, and in venturing on fancies no one is willing to go further than the most modest effects. There is every indication that tailor-made garments are going to be even more popular than they have been and as a result buyers are paying particular attention to broadcloths, Venetians, and other goods of this class.

Linens—The linen market has been improving steadily for some time, and during the past week the improvement has been very noticeable. There are a number of representatives of foreign manufacturers now in New York, and more of an effort is being made to look for business. The manufacturers are beginning to realize that there is a tomorrow as well as a to-day, and are beginning to show more consideration for their customers. There is a certain amount of business to be done before the product of the new crop can come from the mills, and it is a nice business to handle; for buyers are more than

firm. The increasing business is an index to the shortness of stocks and prices no longer frighten any one, as they are supported by natural conditions and maintained by a liberal buying public. The best demand is still for the better class of goods, and despite the conditions under which the market has been, and is, laboring the fall retail business promises to be more than usually good.

Woolen Goods—The statistics of imports and exports of wool and woolens for the fiscal year ending June 30, compared with those for the year just previous, establish some important facts. The total imports of wool were only 104,000,000 pounds, against 156,000,000 pounds last year. Imports of clothing wools decreased from 37,000,000 pounds to 31,000,000. Only 5,000,000 pounds of combing wool was imported as against 1,300,000 pounds for the year just before. Carpet wool imports shrunk from 106,000,000 to 67,000,000 pounds, and while 31,000,000 pounds were imported from China in 1899-1900 only 8,000,000 pounds were brought in last year. Imports of manufactures of wool decreased from \$16,000,000 to \$14,500,000, while our exports of wool goods were 50 per cent. larger than during the last year of the Wilson bill. Imports of wool substitutes during the latter period aggregated 44,000,000 pounds, against 200,000 pounds last year.

Knit Goods—The decision of the American Knit Goods Association not to raise the prices of fleeced goods came somewhat as a surprise, as it was freely predicted in some quarters that there would be a 12½c advance. Business of the fall duplicate order has picked up considerably since the meeting, not only in fleeces, but in other heavyweight lines as well. The preliminary buying was of such a limited character that it seems plausible that the jobber still needs a lot of fall goods. The action of determining not to show fall samples for 1902 until after October 5, is a thoroughly commendable one, and one that will have a very potent influence in strengthening the condition of fleeces, providing, of course, that that agreement is rigorously upheld.

Carpets—Velvets continue to head the list, as far as the demand is concerned, and many mills are doing their utmost to fill all their initial orders for September delivery. Some very striking patterns in rich reds, browns and greens in velvets are shown this season, and it is no wonder that a good part of the buyer's attention has been given to these goods. The designs are much smaller this season than last, and the colors more pleasing to people of good taste, and the life of the carpet may be described as being in the background. The call for a good body Brussels is very large, and the orders received so far fall but little short of exceeding those for velvets. A good body Brussels is as serviceable as any carpet made in this country, and the public has become aware of this fact, if our opinions are correct. The cheaper Brussels does not receive much attention.

The Handicap of a Name.

Poppers—Now, we haven't christened the baby yet. My wife wants to give him a fancy name out of a book, but I won't have it.

Ascum—Why not?

Poppers—Because, then, he'd grow up to be homely as blue mud and tough as nails. I never knew it to fail.

Never be a clam. If you must be anything of the kind, be a turtle; then you will have a little snap about you.

Brought Along His Proof.

A man walked into the water works office the other day and said he wanted to make a complaint. He was an excited man, who breathed hard, and seemed to be anxious to have his case attended to at once.

"Say," he remarked, as he passed a large colored handkerchief around his generous expanse of neck, "I want to complain of a woman who wastes the city water, and I want you to go right up there and shut it off."

The clerk at once scented a neighborhood quarrel, with an incidental desire for a petty revenge.

"How do you know she wastes the water?" he asked.

The complainant's face grew dark.

"How do I know it?" he cried.

"Why, she threw a bucket of it on me!"

The clerk kept a straight face.

"Have you any proof of the charge?" he asked, with a serious air.

"Proof!" echoed the complainant.

"You bet I've proof! I ran all the way down here so's you could see how wet I am."

Then he departed, highly satisfied with the promise that the case would be investigated.

The cheapest watch made will not vary a second in a year—if you don't wind it up.

"Little Red School House" Shoes

Will build up your business.

C. M. Henderson & Co.
Chicago, Ill.

"Western Shoe Builders"
Cor. Market and Quincy Sts.

An Assortment

of handkerchiefs way beyond any we have ever offered (and that is saying a great deal) is what we call your attention to. We have the embroidered goods both hemstitched and



with scalloped edge from 45 cents to \$4.50 per dozen; plain white hemstitched from 25 cents per dozen up; colored borders 12 cents up, and silks 90 cents to \$4.50. Our salesmen will "show you."

Voigt, Herpolsheimer & Co.

Wholesale Dry Goods,
Grand Rapids, Mich.

WANTED

Buyers to inspect our lines of

DUCK COATS

Rubber Lined and Unlined

KERSEY PANTS

MACKINAW COATS

Our line this year is the best and largest we ever carried. We have them at all prices and assorted colors and patterns.

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

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 Meat Market

Would Kill the Beef Business.

I predict that you will find that where cattle tuberculosis is plenty, human tuberculosis is so rare as to hold no relation to it; that while you are in the thick of bovine tuberculosis you are practically outside the consumptive belt. The greatest importance that bovine tuberculosis has attained has been due to the belief that it has caused much of our human consumption. If you find a person suffering from tuberculosis you must not jump to the conclusion that it is due to infection from meat, milk or cream, or from the inhalation of bovine bacilli. I opine that within a few years it will be difficult to find professional men who hold that cattle tuberculosis is much of a menace to the human race.

E. Moore.

In justice to Dr. Moore it must be said that since the time he made his opinion public some men learned in the science of disease have announced that they agree with him. Prof. Koch is the latest. However, while it may be true that tuberculosis can not be communicated to a person eating meat cut from an animal infected with the disease, it would be an impossible task to convince the consuming public of it. There are some who do not eat meat, and if these can be made certain that there is no danger of contracting disease from eating meat they may join the army of meat eaters. But they would not eat it if they did not know it was inspected first and the diseased meat condemned. If all the scientists in the world were of the same opinion as Dr. Moore and Prof. Koch, their opinions would make but little difference to the public. The millions of consumers would soon become vegetarians were the Government inspection service as applied to beef discontinued. Common sense impresses one strongly that meat from a steer having tuberculosis is not desirable food. Science may be right, but if this Government accepted the statement of Dr. Koch as fact, and permitted the slaughter for food of tuberculous cattle, the beef business would be knocked in the head.—Butchers' Gazette.

Trying to Revive a Dying Boom.

The impression has become general that the Belgium hare boom has sneaked away into some dark corner to breathe its last, but the following, from a Des Moines, Ia., correspondent, shows that there is still some life in it and that means are to be employed calculated to put vigor into the sadly crippled boom:

The Des Moines Belgian Hare Association expects to establish a market for rabbits in Des Moines this fall. An established butcher will be secured to handle the market if possible. If this course is not feasible, the Association will establish a market of its own in charge of one of its members. Belgian hares sell now at the butchers for 20 cents a pound, dressed. Nice, juicy young ones, weighing from three to four and one-half pounds are eagerly bought by people who relish the meat, that is much like spring chicken, only sweeter and nicer. A pound of Belgian hare meat goes further, it has been discovered by connoisseurs, than any other meat, on account of the few and very small bones.

We have heard the same thing about the demand for Belgian hare meat before. We read in a Western paper that people in New York City were blocking the sidewalks in front of the butchers' shops crying for the meat; and when we investigated the report, we failed to find a butcher who was handling the meat, or who had any customer ask for it, or who would know where to get it if he did have an order for it. We were told that poultry would be put out of business by the hares, that Belgian hares were a better investment than natural oil stock, but our horoscope editor said the Belgian hare was a new style of gold brick. We are inclined to believe the Belgian hare has seen his most prosperous times. We think he is a "has been," and that no amount of booming will bring him back to active life.

Fresh Beef in the Philippines.

To supply our soldiers in the Philippines with fresh beef is not an easy problem. The distance from this country to the islands is great, and the cost of transportation enormous. There is a large refrigerating plant there, and for the forces on duty within a reasonable distance of the plant it is an easy enough matter to secure good beef; but for those who are stationed many miles from the cold storage house it is different. There have been suggestions in regard to the method of obtaining fresh beef for our troops without the Government being excessively taxed for the supplies. General Kobbe found that the favorite proposition was for the commanding officer to fix a price per head on cattle found on the islands, and then seize the quantity necessary for the troops. The authorities do not regard such an action as a just one. They believe, moreover, that it would operate to the prejudice of the idea which army officers are trying to implant in the minds of the Filipinos, for instance, that the latter have rights which are to be scrupulously guarded and respected.

Another plan that has been tried, and found to work satisfactorily, is a fresh beef fund allowed for the soldiers. The fund amounts to about \$50 per month for a company of seventy-five men, for something like 7 cents per pound is cal-

culated upon. There are always one or two butchers in a company, and these men are provided with the necessary money to go out and purchase good beef. Often they can make a good bargain at 5 cents per pound. The remaining 2 cents per pound is then used in the purchase of vegetables and fish, etc., and the benefits resulting are very good indeed. The butchers of the company also kill the beef, for it has been found that the native method of slaughtering makes the meat tough.

Instructed as to His Duties.

A young clerk in a wholesale house has been spending a large portion of his salary for the last few days buying cigars for friends who are "on" to a joke that was perpetrated on him. His employer engaged a new boy and as soon as the boy came to the establishment he was instructed in his duties by our friend, who had been promoted to the position of assistant bookkeeper and given a small office by himself. About an hour after the boy started in, the "boss" came around and seeing him working, asked:

"Has the assistant bookkeeper told you what to do?"

"Yes, sir," was the prompt reply; "he told me to wake him up when I saw you coming around."

Butchers Not Immune From Tuberculosis.
From the Butchers Advocate.

About once a year a story goes the rounds of the daily press to the effect that butchers are immune from consumption. These stories have been permitted to go uncontradicted for so long that they have gotten to be generally believed.

Now, the truth is that the percentage of butchers who die of consumption is quite as large as the percentage of those engaged in any other ordinary line of business. My reason for giving space to this is that some butchers might be led to believe that they really are immune from consumption and therefore become careless of their health.

A J A X Dynamite Works

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

Summer Resorts

ON THE

G. R. & I.

"The Fishing Line"

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

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

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

This booklet will be sent free

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

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

Grand Rapids & Indiana Railway

BOUR'S

COFFEES

MAKE BUSINESS

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.

CANDY AND HAIR OIL.

They are Staple Articles With Central Lake Swains.
Written for the Tradesman.

He was quite tall and wore at least a ten and a half shoe. He had well greased sorrel hair, parted in the middle, rows of warts across his knuckles and a colored glass pin with three balls fastened to his necktie.

The lady with him was attired in white, but her dress bore slight traces of travel, and the bunch of pink ribbons on her breast was ruffled and disordered.

"I want'er git five cents' worth of candy," said he to the clerk.

"O, Johnny," said she, "get ten. You know we both like candy, and five cents' worth won't last no time."

"All right, Alviry," he answered with a sweet smile, "I'll pay fer all the candy yo' kin eat. What kind'll it be?"

"Let's take cream candy. That's awful good."

"Yo' bet we'll get some o' that, an' some readin' candy, too. That's the best kind to have fun with."

"O, do. I forgot all about the readin' candy. Them motto hearts is lovely. Let's not get no cream candy."

"Yes, we will, too. We'll have both kinds. If the's anything elst yo' want, jest holler out an' we'll have it."

"Le's not buy any more candy. I'd rather have a bottle of scent 'n so much sweet stuff."

"What kind of scent do yo' like best?"

"What kind do you?"

"I like any kind you like."

"Well, you pick it out."

"No, you."

"I won't, so now!"

"All right then. Le's take sweet v'lets."

"White laylock 's nice, an' so's Jockey club. Why don't you git some o' them?"

"I got lots o' that to home, but I don't care; git what yo' want. Tell yo' what I be goin' to get, though."

"What?"

"Some hair oil."

"O, don't get no hair oil. I tell you what's lots better'n hair oil—meat fryin's."

"Meat fryin's!"

"Yes, sure."

"Aw gawn."

"No, no foolin'. Don't you know about that? It's the best thing out."

"Meat fryin's is no good."

"'Tis, too."

"Yo'r jest a foolin'."

"No, I hain't. Jest let me tell—"

"Wall, I don't want none on my plate. Say, mister, have yo' got any hair oil by the bulk?"

"Wait till I tell you about the meat fryin's Johnny. Meat fryin's is handy cus you always got 'em in the house, an' the' hain't nothin' so good to take the goominess out o' the hair. Then they don't cost nothin' neither, an' hair oil does. You jest try it once an' see if I hain't right."

"I don't care if it is cheap and handy. I don't want no meat fryin's when a quarter's worth o' hair oil'll last me three months. I'm sot on some things, I be. Mebbe I've got the hair oil habit. But I don't care if I have. I've allers had hair oil an' the Lord willin', I allers will. If yo' want'er soper head in the gravy bowl yo' kin fer all of me, but I'll eat marsh hay with the cows afore I'll quit my hair oil."

"You think you're a dood, don't you?"

"Perhaps I hain't no reg'lar out an' outer, but I hain't no Rube neither, not by a blamed sight!"

"I'd like to know how much you lack of it."

"About what Intermediate River lacks of bein' a crick. Haw, haw."

"O, you're smart, hain't you. You can jest take me home right now, an' you bet I won't come to the street fair with you neither."

"All right, I'll take yo' home. An' nex' time you come to town, an' want'er know jest how good the walkin' is, yo' better come with Stingy Green Peterson."

"He's got a better team 'n yourn."

"Yes, 'n' he wouldn't hitch 'em up to take the Queen of Europe to a tin weddin'. He says it's hard enough on 'em to log up foller an' plow pitater ground without haulin' a passel o' young wimmen around the country to doin's."

"He's better off'n you be. He's got money in the bank. He kin buy you an' sell you ag'in if he wants to."

"He otter have money, that feller. He never spends none. Yes, yo' better go to the street fair with Stingy. He'll buy yo' a hul slab o' bacon fer yer hair dope—if it don't cost nothin'. An' say, yo' better take some vittles along in yer pocket. He might fergit to ask yo' to dinner."

"Don't worry about me. I can get along all right," she replied, bravely, but there was a trace—just a trace—of a tremor in her voice, and she looked away from the young man and out of the window upon the street as she spoke.

"The's goin' to be a balloon assumption ag'in this year," suggested her escort after a short silence. Do you mind how good it was last time? I thought that little woman'd git broke in two when it yanked so on the start."

Alviry nodded.

"An' then, the best of all was when she lit on the telegraph wires an' fell into the barb wire fence. Gee! I thought there one spell she'd get chawed all to thunder on the barb wire. That was the best of all. Yo' hain't forgot that, have yo', Alviry?"

The lady shuddered a little. She remembered.

"I bet if they have another balloon this fall, the feller'll git killed. Mebbe it'll be a woman, too. Jest think! As long as I've lived, I hain't never see no one killed fallin' out of a balloon. Say, yo' hain't forgot about that ice cream they had to the little stand around the corner? That same feller's comin' again this fall."

Alviry looked around timidly.

"I hain't agoing," said she, gently.

"Yes, yo' be, too," retorted her escort warmly.

She shook her head, and looked out on the street again.

"Why hain't yo' goin'?" he queried, anxiously.

"O, nothin'," said she, sadly.

"'Tis, somethin', too," he insisted.

"Tell me what it is."

"Nothin' much, only I hain't goin' alone."

"I forgot," said he, penitently. There was a large looking glass in front of him, though, and he winked at himself blandly, as he added:

"I s'pose y' wouldn't go with me?"
"Mebbe I would if I was asked."
"Well, will yo', then?"

* * *
"Say, mister, gimme five pounds of

the best candy yo' got. I want all kinds an' mix it up like."

"F-i-v-e p-o-u-n-d-s! Johnny, you'll bust yourself!" exclaimed Alviry.

"That's all right," he replied, as he settled the bill. "I won't bust nothin' but my pocket book. The's allers rejoicin' among nations when a declaration of peace is fixed up an' it'll be the same with us. We'll be good as long as this candy holds out. If yer ready now, let's go."

"I'm ready if you be, but I think you forgot something."

"No, I hain't."

"I bet you did, though."

"What was it?"

"Your hair oil."

"O, blame the hair oil! I don't want none. I'll use meat fryin's or mutton taller or wagon grease, and yo'r hair dope'll be my hair dope to the end of time."

Geo. L. Thurston.

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Hardware

Drastic Measures To Curtail Catalogue Competition.
Written for the Tradesman.

In taking up the consideration of this subject with a view to recommending a remedy, it is desired to examine its bearings upon the interests involved, without prejudice, and to suggest a remedy that shall be both justified and practical. If a brief philosophical observation may be permitted by way of introduction, it may be remarked that it is a principle in natural philosophy, that every atom in nature seeks rest or equilibrium; consequently agitation and struggle proceed until that point is reached. In the realm of matter it is the center of attraction, interpreted by the law of gravitation; in the province of mind it is justice, interpreted by the law of truth, and in the commercial domain it is equity, interpreted by the law of compensation. Agitation, therefore, in all cases is the direct result of an unsatisfied condition and is in perfect accord with natural law which, being absolute and immutable, it is wise to avoid conflict therewith so far as possible. Our economic condition, not yet having reached its equitable center, must necessarily continue to bump along toward that goal, occasioning more or less inconvenience, resting briefly now and then upon some projecting natural artificial ledge of fancied stability only to be jolted off again toward its ultimate destination. Every concussion occasions more or less bruises and futile murmurings and dollars are inadvertently but oftener intentionally jostled out of some pockets into others whose owners by natural instinct and skillful practice have become expert in adjusting these handy receptacles to the best advantage; this peculiar dexterity having been attained by but few has the effect of concentrating these handsome and useful little souvenirs of the journey into very limited ownership.

The present agitation in which we are invited to participate is precipitated by a conflict between two opposing systems of merchandising; it is the province of this article to deal mainly with that side of the controversy nearest to us. What the local merchant is pleased to regard as his rightful domain is being encroached upon to his hurt and damage; his rights to honorable subsistence by means of a system which has heretofore enjoyed the undisputed sanction of custom, are being grievously infringed; he owns to being without adequate means of defense; as a matter of justice he is entitled to a fair and impartial hearing and should his interests not prove to be in conflict with the principle of public policy—which in the absence of specific enactment is the supreme law—then his claims will be entitled to equitable adjustment. In addition to whatever rights and privileges he may be seized of under the law of self-preservation, there are his joint interests with the members of the community in which he does business and his involuntary partners in this connection are truant to their own best interests to permit an injury to be inflicted upon him, much less to be the voluntary instruments in the hands of an alien interest to inflict such injury. For if there were no local merchants there would be no town; there being no town there would be no market; being no town or market, there would be no commercial activity, no transportation facilities; production in the absence of a

convenient market would be less remunerative, real property would decline in value, labor would be less in demand and the false economy inspired by catalogue inducements would meet its just deserts in self-inflicted and desolate isolation and pecuniary damage. The very people who think it shrewd policy to send away this cash to build up an alien enterprise, and to work off their old produce and long-winded accommodations on the local merchant are committing financial suicide if they have any substantial investment or interest in the vicinity. The very facilities they enjoy and which enables them to economically patronize a foreign market are made possible by the presence of the local merchant and should he be compelled to go out of business or to quit the locality, they may depend upon it that these facilities will not long remain at their command. So that on the grounds of public policy, of priority of tenancy and of the right of self preservation, the local merchant is entitled to relief. The success of either system in controversy depends upon popular public favor and that is influenced largely by economic inducements. The catalogue system was, no doubt, at first introduced for convenience and afterward continued for economical reasons and finally relied upon to increase business; how well it has met these requirements is evidenced by the injury done to the local trade. The fact that it requires a considerable outlay of money at first to inaugurate a catalogue system deters any but the stronger concerns who are in a position to handle a large trade from attempting it, so that it would be impractical for the smaller retail establishments to meet the competition by the same means. If all the retailers who are affected by the encroachments of the catalogue system, handled substantially the same lines of goods they might club together on a co-operative plan and issue a catalogue between them, each taking as many copies as he could use to advantage, with his business card on the title page as if it had been issued by him exclusively, and then let each mail them according to a pre-arranged plan. If this suggestion could be followed systematically, it might at least have the effect of dividing and demoralizing the catalogue business to such an extent that it would become unprofitable to the concerns depending exclusively upon it for trade.

The popular appetite must be either satisfied or diverted.

No doubt the encroachments of the catalogue competition is felt in all branches of the retail trade, more perhaps in the smaller country places than in the larger cities, although the aggregate of trade diverted by this means must be very much greater, even in the cities, than is generally realized, owing to the proportionately larger amount of general business transacted. The extensive advertising and fierce competition among the city merchants would naturally have a tendency to divide the attention of the bargain-hunter and induce him to partially distribute his favors locally. If, as is confidently stated, the catalogue trade in some localities exceeds in tonnage the receipts of merchandise by the local merchants, it is certainly a condition demanding immediate attention on their part as well as a matter for surprise that they have permitted the development of this menace to their business and have not instituted a vigorous agitation sooner. The catalogue system, having acquired the sub-

stantial confidence and patronage in those localities, will be exceedingly difficult to reclaim the favor.

It has been suggested that recourse be had to legislation. The time honored association of the "law and the profits" is no doubt responsible for this suggestion. It is one of the most peculiar characteristics of human nature that, having determined what it supposes to be its interests and the means by which those interests may be advanced, its first impulse is to clamor for a law to compel everybody to conform to its idea.

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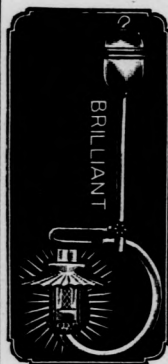
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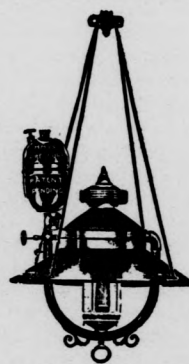
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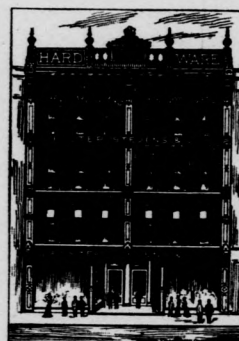
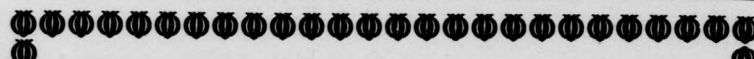
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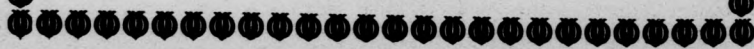
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The complaint for which relief is sought in this case seems to emanate from the weaker side in the controversy. Now law, as practically applied, is for the use and benefit of the stronger, otherwise it could not be enforced. The complainant must therefore develop strength before appealing to the law if he may hope to obtain any satisfaction thereby.

In any case it is very doubtful if a law could be framed that would cover the points at issue, whose meshes would intercept pumkins after the Supreme Court should get through with it. Public policy is chary of any law enacted in restraint of trade and so long as the catalogue houses shall conduct a fairly honorable business to the satisfaction of their patrons it may well be imagined that the law would be appealed to in vain. Probably the most that legal restraint could be presumed to accomplish in this application would be to provide a rigid system of inspection to prevent deleterious or adulterated goods being delivered in the jurisdiction covered by the enactment, fixing a percentage fee to be charged for the service, based on the invoice price and the same to be paid by the shipper. This, at best, would be but a subterfuge and would, no doubt, prove a cumbersome and frequently evaded undertaking and of questionable satisfaction withal.

In the opinion of the writer, the complainants have the easiest, quickest and most effective remedy in their own hands and it is simply to combine and withhold their patronage from any manufacturer or jobber who will not agree to refrain from selling to the catalogue houses.

It will, perhaps, be remembered that some years ago the manufacturing and wholesale jewelers and watchmakers began selling to dry goods and department stores. The retail jewelers all over the country combined and gave them notice to stop it or forfeit their patronage. The leading manufacturers and jobbers very promptly complied and the few who showed a disposition to deny the demand were soon glad to get into line, and while more or less cheap jewelry has continued to find its way into the show cases of the dry goods and department stores, it ceased to interfere seriously with the legitimate jewelry business.

If a combination to boycott should conflict with existing law or subsequent enactments, such legislation or any likely to be enacted, would not prevent the members of the combination procuring their supplies through a central purchasing agency, or from the travelers of houses bearing its endorsement, the agency to be amenable to the combination under general instructions to place all orders and conduct all business for the best interests of the combination, in which the principle of discrimination for the sake of protection could figure as a silent feature and no charge of complicity to boycott could be proven. The central purchasing agency would be the safest check to prevent the sale of goods to catalogue house through the complicity of third parties. This perhaps could not be absolutely prevented unless it could be arranged to prevent the sale of any goods whatever by the houses patronized by the combine except to such as were members of it. In the present crisis both the city and the country retailers may, if they will, recognize the opportunity of their lives. The country trade is perhaps effected more seriously by the catalogue busi-

ness, while the city merchant has the department store to contend with; let both unite in a mutual compact, in a common cause, to refuse patronage to every jobber or manufacturer who permits his line to be handled either by the catalogue houses or the department stores, and they may confidently rely upon such a strong combination as this would make, to bring the leading jobbers and manufacturers to comply with their wishes. Success in this undertaking would give them absolute control of these goods, and under judicious management the consumer will soon learn that satisfaction is inseparable from fair prices.

This advantage emphasized by each retailer to impress upon his wavering patrons the fact that the catalogue and department houses can not buy the best goods and therefore can not sell the best to their trade, carry a few samples of the cheaper lines of goods for comparison to clinch the argument; and keeping up a hot crusade against the obnoxious opposition all along the line can not fail to curtail its influence if it does not render it unprofitable to continue.

The extended radii covered by the catalogue houses may render it necessary to embrace several states in the combination under one management. There ought not to be any difficulty in securing the loyal and active co-operation of every merchant who has suffered from either of these encroachments and this would have the effect of covering the entire range of their influence.

No doubt that a majority of the jobbers could be depended upon to favor the combination and to lend their aid in bringing the manufacturers to comply. The manufacturer will naturally incline toward the side which commands the preponderance of trade if obliged to choose between the contestants and the assistance of the jobber may be a fortunate resource to secure quicker results.

A combination of the character indicated, once formed, would be in an advantageous position to effect other reforms and to secure concessions in many respects, not now possible.

It might be advisable to issue a general call for a State convention to be composed of representatives chosen by popular selection by and from among the merchants in every city and town, at which convention plans and details may be fully discussed and formulated and the organization perfected. Where mercantile organization already exists the combination might be effected through such.

The motive for this combination might be further utilized to interest every retailer or other business man to unite with an existing local organization which in the absence of inspirational zeal may have lost some of its persuasive influence in the acquisition of membership. In the meantime developments would probably indicate the proper course to pursue when the combination should get down to active work, for it may be depended upon that the opposition would not quietly submit to anything that promised to deprive it of any business. But this article is intended to suggest measures to help the invaded as against the invader, as it would be out of place perhaps to prognosticate as to what the "other fellow" might be doing all this time.

J. M. Banker.

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Woman's World

Is Venus to Be Supplanted by Minerva?

A famous French philosopher and student of sociology has just made the startling announcement that the reign of beauty is over for women—that it is gray matter in the brains and not roses on the cheeks that count now, and that in these times it is the plain-faced Mrs. Krugers and Mrs. Gladstones that influence men, not the Cleopatras and Ninon de l'Enclos.

Inasmuch as the supply of feminine pulchritude has never been enough to go around, and in the hand-out most of us got short measure of that supply of good looks that is popularly supposed to be a woman's birthright, this is a comforting theory, but is it true? Have men forsaken the shrine of Venus to worship at that of Minerva? Is it really better for the girl who wants partners at the dance to know how to do problems in higher mathematics than to know how to do her hair? If you yearn for the admiration of your brothers is it more advantageous to have a wide knowledge of philosophy than it is to have wide open blue eyes? Has the millenium of the ugly woman really come, when men yearn to embrace a large and nobby forehead, instead of an 18-inch waist?

This was the question that was put to a number of women who had forgathered the other day for a cup of afternoon tea. After the conundrum had been propounded there was silence for a bit, and then the woman in the blue linen gown said:

"Well, I'm not putting my experience up against the French philosopher's theory, but so far as I can see, beauty is still the winning number in the feminine lottery, and brains, at best, are only a sort of a consolation prize."

"Yes," put in the woman in the picture hat, "when you tell a man about a new woman, the first question he asks is: 'Is she pretty?' not, 'Is she intelligent?' and if you can answer the first question in the affirmative, it does not matter whether you can answer the second at all or not. Any little gump who has a flower-like face can marry the wisest college professor in the community, any day she wants to. Let a girl have golden tresses on the outside of her head and the inside may be as empty as a cocoanut shell, yet she will be besieged with suitors."

"That's so," agreed the woman in the blue linen. "I have seen a girl wreck her whole season by going around with a copy of lbsen in her hand, because she thought it looked literary, and she didn't have enough sense to know that you could not have dragged a man up to talk to her with a block and tackle for fear she would ask him about transcendental philosophy. Any young woman who aspires to write 'Ph. D.', after her name had as well abandon all hope of writing 'Mrs.' before it."

"Well, you see," I suggested, "men have had a monopoly of knowing it all so long, they still think a woman who knows anything is poaching on their preserves, and to my mind the cleverest thing a clever woman ever does is to conceal from men how clever she is."

"The very idea that brains will carry a woman as far as beauty is arrant nonsense," went on the woman in the picture hat. "Why, you just have to look about you every day to see how untrue that is. Did you ever see a pretty woman stand up on the street car? Did

you ever see a swell and fashionably dressed one ever have to open a window for herself on the train? On the contrary, wherever she goes men are falling all over each other to do things for her. She can not enter any sort of a place without every masculine creature in sight remembering that she wants the shady side of the car or the end seat or the best view. Would any man do that for the homely woman, although she was Minerva and Aspasia rolled into one? Not much. He would say to himself that she was strong-minded and was just as able to stand up and cling to a strap as he was."

"One of the things that makes me tired," said she of the blue linen, "is man's inconsistent attitude on the women's clothes proposition. I don't suppose there is a man living, who, when he wants to show up the superiority of his sex over ours, does not jump on the way we dress. And I agree with him. I know that it is nothing but rank idiocy that makes us go around sweeping up bacteria with our skirts and cramped up in stays until we can not draw a breath halfway down our lungs and perched up on heels that make walking an agony. Moreover, it is surely enough to make the angels weep when they see that one-half of the population of the earth spend whatever brains God gave them, and all their strength and energy and time in thinking about clothes, but what are you going to do about it? Men say, Why don't you break away and do as we do? Get somebody to make you a sensible dress, with plenty of pockets in it and defy fashion."

"Now and then you find a woman who is silly enough to take them at their word. She abandons stays. She wears bobby skirts and short hair and mannish hats and flat-heeled shoes, and every man she meets flees from her as if she was the plague. You could not hire one to escort her to the theater and he would drop dead with heart failure at the very thought of taking her out to dinner. She is the living exemplification of his theory, but when he appears in public it is with a woman who looks as if she had stepped out of one of the kangaroo pictures in the fashion magazines."

"It ought not to count in business," said the woman in the white duck, "but

it does. Everybody thinks the pretty typewriter is a joke, but she is not. It is almost absolutely impossible for an elderly and homely woman to get a place, no matter if she can write a million words a minute, and it is not because the men employing them are flirtatious, either. It is just because they like to see a pretty, fresh young girl, sitting around, and I do not know that I blame them. I like to see her myself."

"A woman who is at the head of a department in a big and successful business in New York told me a curious story along this line," I said. "She was always exquisitely and fashionably dressed, her hair was modishly arranged, and in the color of her cheeks and the deepening of her eyebrows there are just the faintest suggestion of a help out to nature. We got quite well acquainted and at last she said to me frankly that no woman in business could afford to be old and ugly, no matter how clever she was, unless she was an out and out genius. 'I had dingy hair and pallid cheeks and used to wear any sort of hand-me-down clothes,' she said, 'and thought that hard work and ability were all that counted. Finally it dawned on me one day that I was being continually passed by for some smart-looking creature who would sweep in with a rattle of silk-lined skirts and a flash of diamonds. There were little favors to be extended, little advantages to be given, little business courtesies to be shown, and the pretty, fashionably dressed women got them every time. Whatever else I am, I am not a fool. I did not need to have a hint given me more than once. I went out and peroxidized my hair and bought me some good clothes, and—' she waved her hand airily—'and I am here. Of course, I do not say I could have gotten here on the strength of my altered appearance alone, but I am dead sure I would never have gotten here without it.'"

"I don't really think that men are such beauty worshipers or that they know how much distinction they make between a smart woman and a dowdy one. It is just unconscious celebration that makes them always extend the best courtesies that are on tap to the best looking and best dressed woman present," put in the blue linen.

"And her brains?" I enquired.

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They all say

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

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

"Bah," cried the woman in the white duck. "He does not consider them at all in making up his estimate of her. A man always thinks of a woman's brains as he does of a pocket medicine case—a thing to be kept out of sight and only useful in household emergencies."

"At any rate," I said, "if a woman has brains, whether she is good looking or not, she can make her way in the world, and—"

"If she is pretty," murmured the only girl in the party, twirling a ring around her finger, "she won't have to make it. Some man personally escorts her."

"Well," I added comfortably, "most of us are married and none of us would take a prize at the Pan-American beauty show contest, and—"

"There's no accounting for men's tastes," said the woman in blue linen, raising her cup. "God bless them."

Dorothy Dix.

Advantages and Disadvantages of Using Face Powder.

Out of every hundred women, in all save the poorer classes, probably eighty-five use face powder, and the number of boxes of powder sold in the course of each year mounts far into the millions. One New York firm alone sold last year over 300,000 boxes of a well-known face powder. Evidently women endorse the powder habit; and the woman who is blessed with a fair allowance of common sense does no harm to her complexion by the habit, and confers a boon upon humanity by making herself better to look at than she would be without the powder.

Fresh air, diet, rational bathing and exercise will do wonders toward giving a woman a good complexion, but they will not always keep the shine from her nose and the high polish from her chin. A "shining morning face" may be all right in the proverbial school boy, but it is a lamentable thing in a young woman. Then, too, where there is one fine complexion there are a thousand poor ones, and powder, used judiciously, will do them no harm and hides many of their defects.

A well-known New York complexion specialist, whose clientele embraces nearly all the famous beauties of stage and society, is a living refutation of the theory (evolved by the masculine mind) that women have no sense of humor. For more years than she would care to count she has made a practice of preserving the orders and personal letters of her most important patrons. She has also formed a most interesting collection of newspaper clippings, giving interviews with public women noted for their good looks. In these interviews, the reporter inevitably asks the prima donna or actress or writer or lecturer on physical culture, or whomsoever she may be, to explain the secret of her radiant complexion and perennial youth. The celebrity explains. With slight variations the secrets all look alike to the casual reader. Exercise figures largely. Hot baths, cold baths, electric baths, massage are discussed exhaustively. Brown bread is a magic name. Milk is the elixir of life. Ten hour's sleep, each day, is responsible for the clear color in soft cheeks. It all sounds like a page from a "Ladies' Home Companion," or Rules for Rational Living. Almost one is tempted to be good in order to be beautiful.

Now the aforesaid complexion specialist has pasted these interviews in a big book. Opposite each one she has pasted the telegrams and autograph let-

ters which she herself has received from the subject of the interview. The result is delightful reading for any one with a sense of humor. Madame A., on one page, tells the reporter of the diet, etc., by which she has retained her youth and beauty. On the opposite page is a letter from Madame A.:

"Kindly send me six jars of the Perfection Retiring Cream, two pots of the Supreme Lotion, three bottles of the Bleach, two boxes of Rose Powder, three of white, one of yellow. The last rouge suited me better than any you have ever made me. Let me have another jar of it and send me a tube of the lip salve."

Those who insist that women of intelligence do not use powder would have sustained a severe shock had they, by chance, attended a lecture given in an Eastern city, some years ago, by an eminent authority upon chemistry, before a scientific women's club. The mental elite of the city were out in full force and all went merrily or at least intellectually, until the lecturer paused, in his illustrative experiments, and said:

"I'm very sorry; but I must ask any of the ladies who use face powder containing bismuth to leave the room, during this experiment, as the gases I am about to set free have a peculiar affinity for bismuth and turn it purple."

Whereupon, with three exceptions, the assembled feminine seekers after truth rose and fled from the room. They were not positive about the bismuth, but they were taking no chances.

The number of kinds of face powder upon the market is legion and the price is no criterion of merit. Many of the cheap powders, while not fine and delicate, are harmless. Some of the most expensive powders contain elements which render them disastrous to the skin. A good rice powder, made by a trustworthy firm, is generally liked, and innumerable women will use no other powder, but it is more likely to show upon the skin than other finer and softer powders, and, for that reason, many women object to it. With powder, as with soap, perfume is in many cases a danger signal; and, although certain perfumed powders are a luxury, they are usually to be avoided. The tinted powders, too, are, as a rule, more to be feared than the white.

As for the manner in which the powder must be applied—that is a subject in regard to which feminine prejudice runs high. The woman who uses a chamois skin powder rag scorns the advocate of a soft linen cloth. The woman who powders with a piece of a white silk stocking would despise a powder puff, and the woman who by long use has reduced a red flannel square to the ideal condition for a powder rag, would retire from society if the red flannel were lost. Save only her hairpins, there is really nothing to which a woman becomes so attached as to her powder rag. Taking them all into review the powder puff is probably best of the class, but it must be used warily. One can not rub the powder into one's face with it. That is its fault and its chief merit. It is harder to remove oiliness and shine with a puff than with a rag, but the pores of the skin are less clogged by its use. Of course, the pores ought not to be filled with anything, but at least in the city that delightful condition of things is an impossibility, and the dermatologists insists that since one is bound to have her facial pores clogged with dust and dirt by the time she has

been on the street an hour, it is infinitely better for the skin to dust a pure clean powder into the pores before starting out.

The great fault with nine-tenths of the women who powder is that they do not cleanse the skin thoroughly after the use of powder. The carelessness with which many women wash their faces is held to be little short of criminal. "A casual dash of cold or warm water will not wash either dirt or powder from facial pores. The face should be washed carefully in moderately warm water, with a pure olive oil or castile soap or with almond meal. If a woman uses a soft wash cloth she should, at least occasionally, wash her face with a complexion brush, in order to cleanse the pores thoroughly.

After rinsing the face in cool water, it is a good plan to rub a very small

amount of cold cream well into the skin until it is quite absorbed and leaves no trace of oiliness. Then take a powder puff and dust a pure powder over the face, and one is in condition to defy inspection and weather. Of course, powder will not make a complexion good, but it will help along. It has given to women a solace which religion or love could not afford, and even were the doctrines which Mrs. Hunt has formulated to be taken up as the war cry by other stern critics, women innumerable will serenely powder their faces, and set those smiling monuments to the virtues of powder, steadily against reform.

Cora Stowell.

Never judge a woman's cooking by the cake she sends to the church social.

Man is caught by his tongue and an ox by his horns.

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

New=1901=Teas

The advance shipment of our High Grade



Quakeress

and

Queen

Brands

New

Crop

Teas

Has Just Arrived from Japan

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

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

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

WORDEN GROCER CO., Importers
Grand Rapids, Michigan

Butter and Eggs

Observations by a Gotham Egg Man.

The egg receipts last week continued to show very serious effects of heat and many marks that lost but three or four dozen eggs to the case the week previous made a loss last week of from ten to fifteen dozen. In fact, nearly all receivers reported their receipts to have lost heavier than the week before. Much Illinois, Indiana and Michigan stock was so poor as to be worth only 5@6c per dozen, some even lower. Marks that sold at 12c week before last were of a quality that commanded but 7@8c last week. The generally poor quality of the eggs caused dealers to sell freely at almost any price they could get to afford a clearance. One receiver stated he had more poor stock than at any time this season and he sold as fast as he could, as he considered it unwise to refuse any reasonable bid. The egg shippers may be having a hard time of it this summer, but the egg receivers' position is none the less enviable.

* * *

The situation in Nebraska is pretty clearly defined in the following statement made in a letter written by an egg shipper of that State to a firm here: "In regard to current stock there is simply none coming in, or, in other words, 99 per cent. of them are rotten and it is not safe to ship what are good across the street because they would be rotten before they got there."

* * *

There have been several complaints recently by merchants against a sort of bunco game that has been worked on them by a slick gang of egg buyers. These buyers, it is said, examine a lot of eggs, say of a quality that will command 9@10c, and accept them, giving in payment their checks. When these checks are presented for collection the banks say payment is refused, and the buyers explain that they found the eggs mostly rotten when they got them to their places of business and stopped payment on the checks. They state, however, that they will give \$1.50 or thereabout for the stock. Their offers have generally been accepted by the merchants, for they knew if the eggs were returned to them they would be rotten, as the members of the gang would have them fixed up. One dealer who was a victim of these buyers said it was not a very slick scheme, yet one that had worked very well for the reason that some of the merchants, being anxious to keep their floors clean of this poor stock, took some chances with the buyers as they were the only ones who would purchase this grade of eggs, and he thought it would be well for receivers to look out for members of the gang.

* * *

The continued poor quality of the current receipts of eggs is giving holders of storage stock a chance to work out some of their goods at very good prices. In fact, it has been so difficult for some dealers to get a sufficient supply of current packed eggs of good quality to meet the demands of their trade that they were obliged to draw on the refrigerators. A letter received Mon-

day by one of our large egg dealers from Illinois states that the weather there was very hot on Saturday last and that the eggs were so poor as to make it hardly worth while to ship. Other sections, however, are having cooler weather and present collections of eggs should be of somewhat better quality.

* * *

"I don't know what we would do without the Jewish egg buyers," remarked a receiver recently. "We would very likely have had to throw a very large portion of our egg receipts in the river, for they were so poor in quality no other class of buyers would take them."

* * *

With eggs at 2@3c per dozen at country points, farmers are not bothering their heads much about taking them to market, and it would have paid many collectors better if they had kept some of their shipments at home instead of paying freight on a lot of worthless stuff that in some cases was condemned by the Board of Health officers when it arrived here. The price on rotten eggs here is no higher than in producing sections.—N. Y. Produce Review.

The American Hen.

The American hen has to a certain degree come into her own. By the poultry press and the hen men of the agricultural press she has been crowned the "queen of moneymakers." Statistics of the most imposing kind have been piled up in great array to demonstrate her earning capacity. While the census bureau has not attempted to collect poultry statistics as thoroughly as it might, and while the statistics bureau of the National Agricultural Department has not attached the importance to the industry which those most interested in it think it deserves, still, there is sufficient reliable data at hand to show that the poultry products of the United States reach very nearly the \$3,000,000 mark annually. Every year the setting hen and the busy incubator between them, turn out 3,500,000,000 chicks which live long enough to reach the market in one form or another, while the annual egg crop is fully 13,000,000,000,000 dozen.

Great is the hen. She adds more to the wealth of the nation by \$90,000,000 than do all the coal mines in the country. Cotton, corn and wheat are the only farm staples which exceed in value her output.

She deserves to strut a little if she likes.

Will Mangosteen Supersede the Orange? From the Southern Clinic.

There is every reason to suppose that before long a most delicious fruit, new to America, will dominate our markets; already a few specimens have found their way to seaboard cities.

This is the mangosteen—native to the Moluccas and extensively cultivated in Ceylon and Java, and latterly introduced to Jamaica and other portions of British West Indies. It is about the size of a small orange, spherical in form, and when the rind is removed a juicy pulp, "white and soluble as snow," is revealed possessing a most delicious flavor—something like a nectarine, with a dash of strawberry and pineapple combined. It promises, in a few years, to supersede the orange in popular favor, and attempts are already being made to introduce it into the Southern United States.

Some jokes should be printed on thin paper so the reader could see through them.

Geo. N. Huff & Co.

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

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

55 Cadillac Square, Detroit, Michigan

WATERMELONS

CANTALOUPE, GEM AND OSAGE MELONS

Fine fresh stock in constant supply at lowest prices. Send us your orders. We want to buy Cabbage, Potatoes, Onions and vegetables. Write us about anything you have to offer.

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.

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.

MOSELEY BROS.

JOBBERS OF

CLOVER, TIMOTHY SEEDS

ALL KINDS FIELD SEEDS

POTATOES

ONIONS

LEMONS

26, 28, 30 AND 32 OTTAWA STREET, GRAND RAPIDS, MICH.

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, Aug. 10.—With the return of cooler weather the buyers are coming. They come singly and in droves and the grocery district is beginning to be full of rush and roar from one end to the other.

This time the report is that Brazil is "not a free seller of coffee at recent rates" and, as a consequence, we are supposed to have a firmer market here. The only reason for Brazil's "firmness" that could be discovered was that receipts at primary points aggregated only 45,000 bags, against 61,000 bags at the same time last year. But no matter. It is certain that retailers are not indulging in the coffee-buying habit to any great extent and neither jobbers nor roasters were purchasing more than usual quantities. At the close Rio No. 7 is quotable in an invoice way at 5½¢ @ 5¾¢. In store and afloat the amount aggregates 1,405,031 bags, against 687,348 bags at the same time last year. There is a business in the market for mild sorts that can be called active by comparison with what it has been, and good Cucuta is worth 7@7½¢. East Indias are quiet.

At the auction sales of tea about the same level of values has been maintained, but on the street there is no animation whatever. When one considers that the 70,000,000 people of this country drink only 90,000,000 pounds of tea during a whole year, there is not apt to be a very exciting market. Matters move along in an even sort of way and, while dealers are not making the profits of former years, there is still a "good living" for some of them. Sales made to the grocery trade are, as a rule, of small lots.

Very little new business is being done in sugars. Brokers report quietude and, with a lower basis for raws, the market is featureless. The sales going forward are of small lots as buyers evidently think a decline may set in at any time. The building of new refineries goes on apace and the battle for free sugar is already begun. Three cent sugar may yet be ours. There is bound to be a battle royal in Congress this winter.

A good many small orders for rice are coming in and dealers generally report an improving market. With supplies light and enquiries becoming more numerous the immediate outlook is for well sustained prices. Prime to choice Southern, 5¼¢@6c. Foreign sorts, as well as the domestic, are meeting with improved demand. Japan, 4¾¢@5c.

Spices are quiet and altogether the outlook is hardly as favorable as a month ago, and that was bad enough. Still, matters might be worse, and with the advancing season dealers are inclined to think improvement will soon be noticed. Singapore pepper, 12½¢@12¾¢; Amboyna cloves, 11½¢@12c.

Monotony prevails day after day in the molasses market. Stocks are light and quotations are decidedly firm. No changes in quotations have been made for some time. Syrups are in moderately active demand and prices are well held. Round lots of prime to fancy, 20@27c.

The canned goods situation is about as active as last week and a large quantity of goods has changed hands. New York peas are worth from \$1@1.50 and the supply is not overabundant. Baltimore advices are in the direction of higher prices and nobody seems to know when the end will be reached. Gallon apples are worth \$3 a doz. and some packers are refusing even this. Salmon is an interesting article and, as

prices are irregular, it is taken to mean that the trust has not yet got all the wheels oiled. There is less demand for tomatoes, but the market is nevertheless in good shape, with New Jersey brands strong at 85@87½¢ for No. 3s.

In dried fruits the firmness noted recently continues and dealers seem fairly well satisfied with conditions. The range of quotations is well sustained and in nothing is there any decline.

Lemons have advanced about 15@25c, owing, perhaps, to the warmer weather prevailing again. Sicilies are worth from \$3.75@4.25. Oranges are decidedly firm for the better grades and prices range from \$4@6 per box for California fruit, which is all there is. Bananas keep their advance and Aspinwall firsts are worth \$1.20; Limons, \$1.80@1.85.

Aside from the best grades, the butter market is rather weaker than a week ago. Sellers are willing to make slight concession if they find it necessary to effect sales and fancy Western imitation creamery will not bring over 17½¢. Best Western creamery, 20½¢, with seconds to firsts 17½¢@20c; finest Western factory, 15@15½¢; renovated, 17@17½¢.

Cheese is dull and possibly somewhat lower than a week ago. State full cream, large size, will not fetch over 9¾¢. Quite a good deal of stock will have to go into cold storage, as the quality is not of the keeping kind.

Best grades of Western eggs are worth 17c and the supply is not very ample. Most of the stock is selling at 13@16c. The quantity of stock which is a little "off" and showing the effect of heat is large.

Medium beans are scarce and worth \$2.45 for choice; marrows, \$3; pea, \$2.55, and the same for red kidney.

Raising Watermelons Without Seeds.
From the Denver Post.

Former State Senator Swink has been working on the seedless melon proposition many years. During the long winter nights he sat up and wrestled with the great problem, "How can it be done?" Often daylight found him examining minutely and microscopically the seeds he had cut and backed and desiccated, in his efforts to determine how to get along without them. And early one morning about five months ago, so it is related, Mr. Swink came bounding into breakfast after one of his all-night sessions and startled his wife and children by shouting in a perfect spasm of glee: "I've got it! I can do it!"

Then, it is said, he rushed away without explaining to his astonished family what on earth he meant.

But Mrs. Swink is reputed to have said: "Never mind; father knows." And as "father" stands quite well in the estimation of his family, the mere knowledge that he knew was quite sufficient for all. Swink selected certain kinds of seeds, planted them at certain unusual distances apart and began to watch for the first signs of their germination. After spying on the plants as they grew, it became known that he had really put some momentous enterprise on foot.

Later Mr. Swink brought and laid before his family and friends a huge, long green melon and, dividing it clearly at one stroke of his big knife, displayed to them the pink interior of a splendid emerald sphere without a single seed. This was but the small beginning of a great end. Of course, Mr. Swink will not reveal the secret process by which he cut off a melon's hope of posterity and at the same time renders its fleeting presence here most beneficent and beloved.

The seeds in the melons have always been considered a great drawback and while they do not act as complete neutralizers of the joys of such luscious

gormandizing, they have by many been recorded as a serious menace to the lives of the eaters.

Not Brought Up That Way.

When on one of the recent hot days the lady of the house sent her maid out to do the marketing, she admonished her to get everything fresh, and said:

"Now, Mary, get some string beans. Break one of them to see if they are fresh, and get two pounds of tripe, and pinch the tripe."

Mary looked indignant, and then blurted out:

"Sure, I wasn't brought up that way, ma'am, and if you want anything pinched you'll have to go out and do it yourself."

When a dog howls under a man's window at night and there is a gun handy, it is a sure sign of an early death—to the dog.

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.

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.

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.

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.

An Unusual but a Much-Needed Partner
in a Country Store.
Written for the Tradesman.

Ludwig Lufton, a Denver druggist clerk, took advantage of a standing invitation with his uncle, the thrifty resident of a thrifty village in Nebraska, and proceeded to take things easy in that quiet agricultural center. The first day he gave up to uninterrupted rest in the carefully darkened parlor and the sofa and easy chair he found therein. One day of that was enough and the second found him stretched out in the hammock under the dense shade of two maples that fought a daily successful battle with the Nebraska sunshine. The third day found him longing for a drink at the soda fountain and a little of the busy life that centers there and the fourth day saw him in his shirtsleeves going down to the only store there was or could be in the busy village.

He found what is always found at the establishment of the man who understands his business: neatness, order, a well-selected stock and a keen-eyed, good-natured, open-hearted storekeeper who took the world as he found it, made the most of it and was thankful that it was no worse. Finding the stranger druggist had not come to trade he offered him the softest end of a soap box, gave him a pretty fair cigar and visited with him during such intervals of business as the busy morning offered.

At the close of a lengthy transaction after the customer had gone, the druggist, with eyes looking like a snake's, exclaimed: "You ought to have a drug department in this store and I'd like to run it for you for five days. Any more customers like that?"

"How do you mean?"

"Mean? Man alive, didn't you see her? She began with one end of the store and circled around to the other end and fumbled every blessed thing she could touch and sampled everything she could get into her mouth. How long have you been standing it?"

"Close on to ten years, I should think. That is something we have to get used to. The only way to manage is to keep the best goods where they can't get at 'em, and when they get too bad just charge it up to 'em. They don't mean to be nuisances. They are simply impulsive. They come in with the idea of getting something always. They see the things they like and of course they want to sample the goods and do. One or two things here and there, they think, can't matter much only they don't always stop at one or two. Still I manage to get even with 'em in the course of a year."

"You keep saying 'they.' Is that the regular thing here?"

"Well, I guess most of 'em do it. Take it all in all, though, Mrs. Holden is the worst. She'll stand and eat a whole box of berries if I didn't move 'em out of reach; but thunder and guns! you can't stop it and so rather than have a fuss I make 'em even up and that's all there is to it. Mother Holden is the worst one for she's dirty and she's always sticking her hands in and what she leaves is as unsalable as what she eats. Here she comes now. Watch her. Morning, Mrs. Holden, you're always well at your house so I won't ask you that. What are you going to order first to-day?"

"Land alive! Bill Wilkins, don't undertake to hurry me. Besides I can't tell 'til I see whatchy' got. Rawsber-

ries! I bet a dollar they ain't ripe;" and it took five or six of the biggest ones to find out. "They do pretty well, but Tom don't like 'em and you're so all-fired steep in your prices I can't afford to buy 'em;" and another generous scoop of a second box followed the fate of the first. "Peaches! Goody grievous! Oh! They are harder than bullets." That quality alone prevented a very dirty thumb and forefinger from entering the fuzzy-cheeked crimson of the peaches. "Pears, too! I guess I'll take this one along home with me. Gimme dozen eggs 'n' pound o' butter 'n' don't try to harness on to me the wagon grease ye did last week; 'f you do I'll bring it back and land it plump into your face, I vow I will! Wal, if I hain't come off 'n' forgot my book. Nev' mind, I'll fetch it next time."

She went out and the two men looked at each other; the storekeeper laughing good naturedly and the other looking like a fiend incarnate. "Every day?" asked the fiend. "Every day" was the answer.

"What's your busiest day?"

"Saturday."

"Have any help then?"

"Usually, but last week and this my clerk's having his vacation. Want to come in and take a hand?"

"Yes, and I'll help from now until Saturday to get my hand in. It's lonesome as the devil over at the house."

That was Thursday and it didn't take the clerk long to "get onto" the ways of the country store so that by Saturday morning he was ready for business.

"Looks pretty nice, doesn't it?" asked the young fellow as he finished his arrangement of fruits and vegetables.

"Y-e-s," hesitated the storekeeper, only you've put the nicest samples where Mrs. Holden will scoop every one of 'em. Don't you see you have?"

"I did that purposely. I'm just going to ask her not to take 'em because they are the best and I guess she won't."

"Wal, you can try it, but she will."

And she did. Long and continued trial had taught her that Saturday was the day for the display of the best goods and that she must be on hand early to get in what sampling she wanted. The other women in the village had learned the same lesson and they had learned, too, that they must be on hand if they did not want their Sunday dinner pawed over by the dirty fingers of Mrs. Holden, so that the store was full when the terror of the neighborhood came in. She went straight for the Bartlett pears and had put out that dirty right hand of hers for the yellow pear that cap-sheafed the pyramid. Lufton's hand intercepted it. "Don't take that one, Mrs. Holden. It's the best in the lot and I put it up there for an advertisement. If you say so I'll keep it for you and send it home with the rest that you order. Shall it be a half peck or a peck?"

"Good gracious! what would I do with a even a half peck of pears, I should like to know? I don't want any. I was only going to take that one to see how it tasted. Lemme have it."

"Why, you can take it, if you must, but I wish you wouldn't and I don't think you'd better."

"I'd like to know why? Git away with ye;" and an instant later what few teeth the woman had were sunk deep in the mellow pear. Disgust looked from every other woman's face and calm contentment from the eyes of the drug

clerk. The pear, half eaten, was thrown upon the floor and again the hand of the transient clerk tried to prevent the woman from capturing the luscious plum that crowned its purple pyramid, with the same result. The raspberries were covered with some mosquito netting, but the ruthless hand of the invader had thrown it aside and was about to pounce down upon the berries when that same hand instead with a convulsive twitch struck with palm and extended fingers the woman's ample breast while a groan of agony issued from her fat-adorned throat.

"Oh! Oh!" she gasped. "Gim me a pail or something, quick! Oof! Ough! Mercy! Shut that door! and you men get out o' here quick! Quick! Ough! I'm dying, I know I am! Quick! Get out!" a warning which the "men" heeded without asking the reason why.

Fifteen minutes later a fat but very limp woman supported on either hand by two stout but disgusted neighbors helped the invalid home, when the tradesmen, seeing the coast was clear, went back to business. There was much wondering as to the cause of the sudden ailment, but the storekeeper didn't know, Lufton being a stranger and a young fellow nobody asked, and public opinion finally settled down into the belief that the woman's filthy habits had at last sickened herself and the matter was dropped. The next Monday when Mrs. Holden came to see about it, the clerk was gone and the storekeeper was "so used up about it" she didn't say anything to him; but to that tradesman's delight, the woman's experience and the freely expressed opinion of her neighbors put a stop to her sampling.

"It's just as I said," Ludwig remarked just before going to sleep, "every country store should have a drug department with a clerk who knows how to run it!"

Richard Malcolm Strong.

We Are Advertised by Our Loving Friends

HAMILTON CLOTHING CO.

TRAVERSE CITY, MICH. June 18, 1901.

Michigan Brick & Tile Machine Co.,

Morenci, Mich.,

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

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

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

I have been well satisfied with both plants.

Yours truly,

Dio.

Frank Nauyhton

Commercial Travelers

Michigan Knights of the Grip

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

United Commercial Travelers of Michigan

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

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

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

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

Gripsack Brigade.

W. F. Gallinger (Sherwin-Williams Co.) has returned to Grand Rapids after a six weeks' summer vacation, which was spent on a farm near North Branch. He has taken apartments at the Plaza.

Daniel Cleland (Ideal Clothing Co.) is taking a fortnight's vacation from business cares and improving the opportunity to visit the Pan-American and New York City. He is accompanied by his wife.

L. W. Wolcott, Northern Indiana representative for the Sherwin-Williams Co., who has been ill at the home of his brother-in-law, R. V. Goodremont, for the past two weeks, has recovered sufficiently to return to his home at Indianapolis.

Geo. Pierce, Michigan representative for Burroughs Bros., of Baltimore, was somewhat disconcerted at Manistee one day last week by being mistaken for a member of the State Pardon Board by a hackman. It is claimed that George turned green and pink and several other colors during the interview.

Arthur H. Fowle (W. F. McLaughlin & Co.) sustained several bad cuts on his left hand while traveling on a Pere Marquette freight train a few days ago. He was about alighting from the train at Jennisonville to take the interurban into the city when the train stopped so suddenly that he was thrown against a window, breaking the glass and cutting deep gashes in several fingers.

The Danish Method of Handling Eggs.

The benefits of co-operation applied to the egg trade appear in a striking manner in the results obtained in Denmark. The Danish producers have founded everywhere throughout the country co-operative associations that propose to furnish fresh eggs, of good quality, for exportation. The majority of the producers are enrolled therein. Regulations of remarkable ingenuity assure the regularity of the operation of such associations. For example, in order to ascertain by what member a bad egg has been delivered, it is required that the shell of every egg shall bear the name of the producer marked with a rubber stamp. Large numbers of depots are established near the railways, and to these every producer is obliged to bring his eggs at least three times a week. The deliveries at each depot are controlled by a special employe, who has the right to refuse eggs that are several days old. The others are classified according to their size. This double operation of examination and classification is effected automatically by means of a very ingenious apparatus, which consists of a dark chamber for the examination by transparency, and a long table provided with bars for the classification.

An endless, jointed, metallic belt carries the eggs in the first place into

the dark chamber, where they are examined by means of a lamp, and thence to the table, where they are classified. With this apparatus five girls can classify and pack twelve cases of 100 eggs in thirteen minutes. The English have improved this machine by separating the examination from the classification. The eggs, placed in a slightly inclined receptacle, enter cups jointed to the endless belt. This latter, in carrying them into the boxes, gives them a rotary motion. The belt is actuated by a small hand wheel placed to the right of the examiner. To the left of the latter there is a drawer designed for the reception of the defective eggs. Owing to such an arrangement, the eggs are examined very rapidly.

The operator, instead of examining the eggs one by one through the light, has merely to cast a glance at the rows that are passing over a lamp, in order to eliminate the bad ones and leave the others. The belt, continuing its motion, leaves the box with the examined eggs, and discharges the latter on the other side of a long inclined table.

The classifying apparatus is very simple. It consists of an inclined table, one of the extremities of which has a certain length of its surface covered with felt. It is here that the eggs are deposited, to be afterward slid over the glass surface of the table. The latter is provided here and there with parallel bars that arrest the different sized eggs upon their passage. The girls who slide the eggs over the table remove those that lodge between the bars and place them in special receptacles that flank each of the spaces. The manufacturers of the new apparatus claim that four girls can classify and pack with it 1,440 eggs in ten minutes.

The Danish depositories provided with such apparatus are capable of rapidly and surely inspecting the eggs that are brought to them by producers and of shipping only fresh and perfect ones to London. They are, moreover, held responsible to the consumer and are heavily fined in case of shipment of defective eggs. The English highly appreciate the results of a so well-appointed organization. The Danish shipments to London are daily increasing, especially to the Aerated Bread Company, which has more than four hundred creamery establishments in the English capital.

Apple Crop 46 Per Cent. of an Average Crop.

At the annual convention of the National Apple Shippers' Association, held at Toronto last week, the compiled apple crop report for America and Canada showed an average of 46 per cent., as follows:

Ontario, 35, good; Nova Scotia, 75, good; New Jersey, 40, fair; Pennsylvania, 40, fair; New York, 20, poor; Maryland, 50, inferior; Virginia, 65, fair; West Virginia, 65, good; Kentucky, 35, poor; Tennessee, 35, poor to fair; Ohio, 40, poor; Indiana, 40, poor; Illinois, 40, fair; Missouri, 45, good; Arkansas, 50, good; Kansas, 45, fair; Nebraska, 45, good; Colorado, 85, good; Iowa, 25, poor; Wisconsin, 15, fair; California, 90, fine; Oregon, 80, good; Washington, 85, good; New England, 25, fair.

These figures are based on the average crops of the past five years. Reports also show there will be but few cider apples and that the evaporators will get little or nothing. There are yet in the freezers of the country 500 cars of evaporated apples to be carried over.

PREMIUM SCHEMES.

Excess to Which They Are Sometimes Carried.

The big tobacco manufacturers who work premium schemes with their plug tobacco have brought an awful ocean of undesired tobacco juice into the world.

The P. Lorillard Co., of Jersey City, one of the biggest concerns in the business, are using whole quarter pages in the city dailies to push their premium schemes. Here are a few of the legions of things you can get if you chew enough:

A razor, if you consume 60 plugs.
A fountain pen, if you consume 150.
Six teaspoons, if you consume 200.
A pair of stylish corduroy trousers after you chew 450 plugs.

A mantel clock, if you consume 900.
A counter scale for chewing 1,800.
A sewing machine, for chewing 2,500.

To those of my readers who are mathematically inclined, I should be interested in knowing how many times a man must expectorate while chewing for a pair of corduroy pants. I should think if he lived in a city, and stayed around home much, there would be water in his cellar all the time.

I knew of an old lady once who became greatly exercised over a premium scheme that a big tea firm started. They offered a new set of dinner dishes after you had bought so many quarter pounds of tea. The old lady needed a new set of dishes, so she started in to drink tea for one. She drank tea for breakfast, dinner, supper and before she went to bed, and between meals whenever she could crowd it down. By the time the poor old soul had consumed enough tea to get the dishes, she had drunk herself to death, and couldn't use 'em.

That's the way I should think it would be with the man who started in to win a pair of those stylish corduroy pants. By the time I had chewed up 450 plugs of Lorillard's Best, I don't believe I would be interested in whether the pants bagged in the seat or not. Still, it is comforting to think that you could be buried in 'em.

Women are the worst premium fiends in the world, premium men tell me. Wouldn't you like to belong to a family where the mother of it believed in getting things for her house by premiums? Imagine us all sitting comfortably at the supper table some night as happy families should. After the dessert mother says: "I need a new sewing machine, and I want you all to help me get it. The P. Lorillard Co. offer to give a splendid machine to all who chew only 2,500 plugs of their Lorillard's Best. It seems to me that every member of this family ought to do something to help me get that machine."

Only 2,500 plugs—what a series of long, happy chews stretch before us! I can see Grandpap and little Willie staring hopelessly at each other. Neither one chews tobacco, but mother needs the machine.

I have no doubt that lots of little Willies have learned the tobacco-chewing habit on account of their mothers' itch for premiums. Mamma yearns for new parlor curtains, and little Willie isn't doing anything just now, so he is started in to help chew out the curtains.

In some paper the other day I saw a story about a dog that chewed tobacco. What a cinch an animal like that would be for one of these economical ladies who like to get premiums! Why, I would keep old Rover working all the time, if I owned him. I should see that he kept me in sleeve buttons and alarm

clocks; in fact, I wouldn't give him a thing to eat but Lorillard's Best.

I wonder if all of my readers realize what an easy way of getting the necessities of life this tobacco premium scheme offers. You want a new counter scale, say. To get that you've got to chew only 1,800 plugs. Say you have five members in your family: Grandpap, mother, little Willie, yourself and Bridget. That means a mere bagatelle to each one—only 360 plugs—a few nights' pleasant work! You want to go about the thing in a business-like way. It is best to buy the whole 1,800 plugs at once, then you'll have 'em in the house, and can bite a hunk off whenever you like. Give each one his 360, and make a rule that each must chew twelve plugs a day. Make that rule apply to Grandpap, too—don't let him off to bed until he's got rid of his dozen, no matter how he begs.—Stroller in Grocery World.

Big Crop of Arizona Olives.

The annual harvest of olives has just begun in Arizona, and the ranchers who planted the olives only ten or twelve years ago are now being rewarded by the biggest crop they ever gathered. The trees began to bear about six years ago, and the orchards have been constantly enlarging. The fine flavor of the fruit and the quality of the oil have established the reputation of the Arizona olive, and there is a good demand for it. The California industry is considerably older than the Arizona industry, the olive orchards there being now worth nearly \$1,000,000. There is hardly a part of the State without its olive orchard; fifteen or twenty mills are producing olive oil, using eight and a half pounds of fruit to make a quart of oil. There are now about 25,000 acres of olive trees in California and over 1,000,000 trees, many of which have not yet come into bearing.

A New Industry.

From Gunton's Magazine.

The road engineer has gradually created a new industry in this country in the past ten years. His profession is one that offers extensive inducements in many directions, and bright minds find employment therein for talents that are of the highest order. Communities all over the country are awakening to the fact that road building is a science just as much as railroad engineering or bridge construction, and that roads can not be built by those not thoroughly familiar with the question. The mere placing of broken stones on a roadbed and rolling them in does not produce a good road any more than the piling up of dirt in a continuous bank produces a good roadbed for the steam engines and cars. There is workmanship of a highly technical character that counts, and scientifically trained minds must meet new conditions and adapt the road to different needs and circumstances.

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.

Drugs--Chemicals

Michigan State Board of Pharmacy

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

President, A. C. SCHUMACHER, Ann Arbor.
Secretary, HENRY HEIM, Saginaw.
Treasurer, W. P. DOTY, Detroit.

Examination Sessions.

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

Mich. State Pharmaceutical Association.

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

Is an Interchange of Board Certificates Desirable?

That a man competent to practice pharmacy in Massachusetts is likewise competent to practice it in Michigan or California, is a statement which can scarcely be refuted. Recognizing its truth many people have been urging for years that there should be a universal reciprocity between the state boards of pharmacy—that one board should accept the certificate of any other in lieu of an examination, thus doing away with the hardships entailed upon the licensee of having to pass another examination in case he should move to another state. But between these two propositions there is a distinction with a very great difference. A man who is truly competent should of course be allowed to practice anywhere; but the mere fact of registration is by no means always an evidence of competency. There is a great discrepancy in the standards and requirements of the different boards of pharmacy; some are much lower than others; some boards are less capable than others of really discovering whether applicants come up to their requirements or not; before a number of the boards it is comparatively easy for the quiz-compend crammer to sail by with colors flying; and until from out this chaos something like definiteness and uniformity has been realized it is folly to talk about the universal interchange of certificates. It would be unfair to the competent men in the calling; it would lower a general standard which now is not sufficiently high; and it would afford the public health and safety an insufficient degree of protection.

This seems about the position held by most of the speakers in a discussion of the subject which developed at last year's meeting of the Ohio State Pharmaceutical Association. It was suggested by one member that the supply of good registered men in Ohio was inadequate, that this was due to the fact that the necessity of passing the board examination prevented men in near-by states from coming into Ohio, and that consequently the law should be so amended that the Board of Pharmacy would be allowed to accept the certificates of other state boards regardless of whether those boards accepted the Ohio certificate in return or not. This proposition was opposed by every one of the six or seven speakers in the resulting discussion. Professor Beal pointed out that it would result in "encouraging pharmacists of other states to come into Ohio and discouraging any from going out." Professor Arny declared that "any man outside of this State who is afraid to come up before the Ohio board is not the kind of pharmacist we want!" Mr. Ogier, the Secretary of the Board of Pharmacy, asked if it were fair to the young men who had passed

the rigid examination of the Board to put into competition with them men who had been subjected to an inferior test in another state. "I hope," he declared, "that this Association will have more good, sound sense than to entertain any such proposition!"

We are gratified that the Ohio Association had the "good, sound sense" which Secretary Ogier called upon so vigorously. It is entirely probable that in a few instances hardship is worked upon deserving men in compelling them to submit to a new examination when they desire to enter another state. But this hardship is insignificant when compared with the harm that would be worked were interchange of certificates made general. Moreover, as Professor Arny and one or two other speakers in the Ohio discussion declared, a man who is really competent ought to have no trouble in passing a board examination at any time.—Bulletin of Pharmacy.

Sterilizing Sponges.

As is well known, it is a rather difficult matter to completely sterilize sponges; in fact, when boiled, whether in pure water or in alkaline or carbolic water, the sponges lose their elasticity and absorbent power. Elsborg has, however, found a method of perfectly sterilizing them without in any way impairing their properties. The sponges are first immersed for two days in diluted hydrochloric acid to remove all calcareous matter, then carefully washed with cold water, and boiled for fifteen minutes in a solution of the following composition:

Potassa, 1 part.
Tannic acid, 3 parts.
Water, 100 parts.

It only remains to rinse the sponges in a suitable antiseptic solution, and to preserve them in a 5 per cent. carbolic acid solution.

Cement for Porcelain Letters.

The failure of some cements to hold is due to the difference in the rate of expansion of the glass and porcelain. A cement which is likely to overcome the difficulty is made as follows: Slake fifteen parts of fresh quick lime in twenty parts of water. Melt fifty parts of caoutchouc and fifty parts of linseed oil varnish together, and bring the mixture to a boil. While boiling, pour the liquid on the slaked lime, little by little, under constant stirring. Pass the mixture, while still hot, through muslin, to remove any possible lumps, and let cool. It takes this cement two days to set completely but when dry, it makes a joint that will resist a great deal of pulling, whether from expansion or contraction, or force acting directly (as a wedge) to pull apart the pieces united with it. By thinning the mixture down with oil of turpentine, a brilliant, powerfully adhesive varnish is obtained.

Formula for Barbers' Hair Tonic.

- Tincture cantharides, 3 drs.
Tincture capsicum, 1 dr.
Ammonia, 2 drs.
Glycerine, 2 drs.
Cologne water, to make 16 drs.
- Tincture cantharides, 4 drs.
Ammonia water, 4 drs.
Rose water, 2 ozs.
Glycerine, 4 ozs.
Bay rum, 9 ozs.
- Tincture capsicum, 3 drs.
Tincture cantharides, 3 drs.
Aromatic spirits ammonia, 1½ ozs.
Oil lavender, 1 dr.
Tincture cinchona, 2 ozs.
Alcohol, to make 16 ozs.

H. W. Sparker.

Don't think for a minute that because a man has done you a favor he is under everlasting obligations to you,

How to Mix Paints.

The following table will be found serviceable as showing how simple pigments are to be mixed for producing compound colors:

Buff—Mix white, yellow ochre and red.
Chestnut—Red, black, and yellow.
Chocolate—Raw umber, red and black.
Claret—Red, umber and black.
Copper—Red, yellow and black.
Dove—White, vermilion, blue and yellow.
Drab—White, yellow ochre, red and black.
Fawn—White, yellow and red.
Flesh—White, yellow ochre and vermilion.
Freestone—Red, black, yellow ochre and white.
French Gray—White, Prussian blue and lake.
Gray—White lead and black.
Gold—White, stone ochre and red.
Green Bronze—Chrome green, black and yellow.
Green Pea—White and chrome green.
Lemon—White and chrome yellow.
Limestone—White, yellow ochre, black and red.
Olive—Yellow, blue, black and white.
Orange—Yellow and red.
Peach—White and vermilion.
Pearl—White, black and blue.
Pink—White, vermilion and lake.
Purple—Violet, with more red and white.
Rose—White and madder lake.
Sandstone—White, yellow ochre, black and red.
Snuff—Yellow and Vandyke brown.
Violet—Red, blue and white.

In the combinations of colors required to produce a desired tint, the first-named color is always the principal ingredient, and the others follow in the order of their importance. Thus, in mixing a limestone tint, white is the principal ingredient, and red the color of which the least is needed. The exact proportions of each color must be determined by experiment with a small quantity. It is best to have the principal ingredient thick, and add to it the other paints thinner.

The Drug Market.

Opium—Is dull and slightly lower.
Morphine—Is unchanged.
Quinine—Is firm at the decline.
Alcohol—Has again advanced 2c, on account of higher price for corn. Another advance is expected. Very high prices will probably rule during the next year.
Whiskies—For the same reason, are firm and advancing.
Cocoa Butter—Has declined, as usual at this time of the year. Higher prices are looked for later on.
Menthol—Stocks are light and there have been two advances since our last report. Prices are very firm.
Nitrate Silver—Is lower on account of reduced price for metal.
Essential Oils—Peppermint is steadily advancing on account of light crop. Pennyroyal is very firm at the recent advance. Sassafras is scarce and has advanced. Cedar leaf is in better supply and has declined.
Insect Flowers—Have advanced in the primary markets. Higher prices will rule for powder during the coming season.
Gum Camphor—Has declined 1c per lb.
Linseed Oil—Has declined 10c per gallon.

Saccharin for Sugar.

From a German government report it appears that the German sugarmakers have become much worried over the possibility of saccharin taking the place of sugar for commercial purposes. It seems that there is in Germany an im-

perial law regulating the trade in artificial sweet stuffs, which was enacted for the very purpose of restricting the sale of saccharin. Now, it appears, this law not only does not restrict, but it has really increased the sale of the artificial sweet.

According to the report the saccharin manufactured in Germany last year was the equivalent in sweetness of over 50,000 metric tons of sugar. The German sugar makers have figured that the sale of this quantity of saccharin prevented the sale of 50,000 metric tons of sugar, and, therefore, caused a loss to the Imperial Treasury of \$2,370,000. The sugar manufacturers of Germany are evidently not so much interested in how much they were out of pocket by the sale of saccharin, and now propose that the sugar manufacturers of Germany demand the enactment of a law which should require that saccharin should be sold only as a drug, and that a tax be imposed upon it sufficiently heavy to discourage Germans from buying the stuff for anything but medicinal purposes.

Dying in poverty is easy enough. It's living in poverty that comes hard on a fellow.

Some old-fashioned folks, like ballet girls, keep their fortunes in their stockings.

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.

FREE

Consultation, Examination

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

Catarrh, Head and Throat

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

Go or write to

DR. C. E. RANKIN,

Powers' Opera House Block
Grand Rapids, Michigan

Graduate of University of Michigan and Illinois
School of Electro-Therapeutics

Mall Treatment

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

Window Shade

Headquarters

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

Heystek & Canfield Co.
Grand Rapids, Mich.

WHOLESALE DRUG PRICE CURRENT

Advanced—Oil Peppermint, Menthol, Alcohol.
Declined—Gum Camphor, Oil Cedar Leaf, Linseed Oil, Nitrate Silver.

Acidum	Conium Mac.....	50@ 60	Sellae Co.....	@ 50
Aecticum.....\$ 6@ 8	Copalba.....	1 15@ 1 25	Tolutan.....	@ 50
Benzoleum, German.....	Cubeba.....	1 50@ 1 60	Prunus Virg.....	@ 50
Boracic.....	Exechthitos.....	1 00@ 1 10		
Carbolicum.....	Erigeron.....	1 10@ 1 20	Tinctures	
Citricum.....	Gaultheria.....	1 85@ 1 90	Aconitum Napellis R.....	60
Hydrochlor.....	Geranium, ounce.....	@ 75	Aconitum Napellis F.....	60
Nitrosum.....	Gossypii, Sem. gal.....	50@ 60	Aloes.....	60
Oxalicum.....	Hedera.....	1 60@ 1 75	Aloes and Myrrh.....	60
Phosphorium, dil.....	Juniper.....	1 50@ 2 00	Arnica.....	60
Salicylicum.....	Lavandula.....	1 30@ 1 40	Assafetida.....	60
Sulphuricum.....	Limonis.....	1 75@ 1 80	Atrop Belladonna.....	60
Tannicum.....	Mentha Piper.....	1 75@ 1 80	Aurant Cortex.....	60
Tartaricum.....	Mentha Verid.....	1 50@ 1 60	Benzoin.....	60
	Morrhua, gal.....	1 10@ 1 20	Benzoin Co.....	50
Ammonia	Myrica.....	4 00@ 4 50	Barosma.....	50
Aqua, 16 deg.....	Olive.....	75@ 3 00	Cantharides.....	75
Aqua, 20 deg.....	Pleis Liquida.....	10@ 12	Cardamom.....	75
Carbonas.....	Pleis Liquida, gal.....	@ 35	Cardamom Co.....	75
Chloridum.....	Ricina.....	96@ 1 02	Catechu.....	1 00
	Rosmarin.....	40@ 45	Cinchona.....	50
Aniline	Rosa, ounce.....	6 00@ 6 50	Cinchona Co.....	50
Black.....	Succini.....	40@ 45	Columba.....	50
Brown.....	Sabina.....	90@ 1 00	Cubeba.....	50
Red.....	Santal.....	2 75@ 7 00	Cassia Acutifol.....	50
Yellow.....	Sassafras.....	55@ 60	Cassia Acutifol Co.....	50
	Sinapis, ess., ounce.....	@ 65	Digitalis.....	50
Bacca	Tigil.....	1 50@ 1 60	Ergot.....	50
Cubebae.....	Thyme.....	40@ 50	Ferri Chloridum.....	35
Juniperus.....	Thyone, opt.....	@ 1 60	Gentian.....	50
Xanthoxylum.....	Theobromas.....	15@ 20	Gentian Co.....	60
			Gulaca.....	50
Balsamum			Gulaca ammon.....	60
Copalba.....			Hyoscyamus.....	75
Peru.....			Iodine.....	75
Terabin, Canada.....			Iodine, colorless.....	75
Tolutan.....			Kino.....	50
			Lobelia.....	50
Cortex			Myrrh.....	50
Abies, Canadian.....			Nux Vomica.....	50
Cassia.....			Opil.....	50
Cinchona Flava.....			Opil, comphorated.....	50
Euonymus atropurp.....			Opil, deodorized.....	1 50
Myrica Cerifera, po.....			Quassia.....	50
Prunus Virgini.....			Rhatany.....	50
Quillaja, gr'd.....			Sanguinaria.....	50
Sassafras.....			Serpentaria.....	50
Ulmus.....			Stromonium.....	60
			Tolutan.....	60
Extractum			Valerian.....	50
Glycyrrhiza Glabra.....			Veratrum Veride.....	50
Glycyrrhiza, po.....			Zingiber.....	20
Hamatox, 15 lb. box.....				
Hamatox, 15.....			Miscellaneous	
Hamatox, 1/4s.....			Aether, Spts. Nit. F.....	30@ 35
Hamatox, 1/4s.....			Aether, Spts. Nit. 4 F.....	34@ 38
Hamatox, 1/4s.....			Alumen.....	2 1/4@ 3
			Alumen, gro'd..po. 7.....	3@ 4
			Annatto.....	40@ 50
			Antimoni, po.....	4@ 5
			Antimoni et Potass T.....	40@ 50
			Antipyrin.....	@ 25
			Antifibrin.....	@ 20
			Argenti Nitras, oz.....	@ 50
			Arsenicum.....	10@ 12
			Balm Gilead Buds.....	38@ 40
			Bismuth S. N.....	1 80@ 1 85
			Calcium Chlor., is.....	@ 9
			Calcium Chlor., 1/4s.....	@ 10
			Calcium Chlor., 1/2s.....	@ 12
			Cantharides, Rus. po.....	@ 80
			Capsici Fructus, af.....	@ 15
			Capsici Fructus, po.....	@ 15
			Capsici Fructus B, po.....	@ 15
			Caryophyllus, po. 15.....	12@ 14
			Carmine, No. 40.....	@ 3 00
			Cera Alba.....	50@ 55
			Cera Flava.....	40@ 42
			Coccus.....	@ 40
			Crocus Fructus.....	@ 35
			Crotalaria.....	@ 10
			Cetaceum.....	45@ 55
			Chloroform.....	55@ 60
			Chloroform, squibbs.....	@ 1 10
			Chloral Hyd Crst.....	1 40@ 1 65
			Chondrus.....	20@ 25
			Cinchonidine, P. & W.....	38@ 48
			Cinchonidine, Germ.....	38@ 48
			Cocaine.....	6 55@ 6 75
			Corks, list, dis. pr. ct.....	@ 70
			Croosotum.....	@ 35
			Creta, prep.....	@ 5
			Creta, prep.....	9@ 11
			Creta, Rubra.....	@ 8
			Crocus.....	25@ 30
			Cudbear.....	@ 24
			Cupri Sulph.....	6 1/4@ 8
			Dextrine.....	7@ 10
			Ether Sulph.....	78@ 92
			Ether, all numbe.s.....	@ 8
			Emery, po.....	@ 6
			Ergota, po.....	85@ 85
			Flake White.....	12@ 15
			Galla.....	@ 23
			Gambier.....	8@ 9
			Gelatin, Cooper.....	@ 60
			Gelatin, French.....	35@ 60
			Glassware, flint, box.....	75 & 5
			Less than box.....	70
			Glue, brown.....	11@ 13
			Glue, white.....	15@ 25
			Glycerina.....	17 1/4@ 25
			Grana Paradisi.....	@ 25
			Humulus.....	25@ 55
			Hydrarg Chlor Mite.....	@ 1 00
			Hydrarg Chlor Cor.....	@ 90
			Hydrarg Ox Rub'm.....	@ 1 10
			Hydrarg Ammoniat.....	@ 1 20
			Hydrarg Argentum.....	50@ 60
			Hydrargyrum.....	@ 85
			Ichthyobolla, Am.....	65@ 70
			Indigo.....	75@ 1 00
			Iodine, Resubi.....	3 40@ 3 60
			Iodoform.....	3 60@ 3 85
			Lupulin.....	@ 50
			Lycopodium.....	80@ 85
			Macls.....	65@ 75
			Liquor Arsen et Hy.....	@ 25
			drarg Iod.....	@ 75
			Liquor Potass Arsenit.....	10@ 12
			Magnesia, Sulph.....	2@ 2
			Magnesia, Sulph, bbl.....	@ 1 1/4
			Mannia, S. F.....	50@ 80

Menthol.....	@ 4 60	Selditz Mixture.....	20@ 22	Linseed, pure raw.....	72
Morphia, S. P. & W.....	2 05@ 2 30	Sinapis.....	@ 18	Linseed, boiled.....	73
Morphia, S. N. Y. Q.....	1 95@ 2 20	Sinapis, opt.....	@ 30	Neatsfoot, winter str.....	54 80
Moschus Canton.....	@ 20	Snuff, Maccaboy, De.....	@ 41	Spirits Turpentine.....	41 46
Myristica, No. 1.....	65@ 80	Voes.....	@ 41		
Nux Vomica.....	@ 10	Snuff, Scotch, De Vo's.....	@ 41	Paints	BBL. LB.
Oil Sesia.....	35@ 37	Soda, Boras.....	9@ 11	Red Venetian.....	1 1/2 2 @ 8
Pepsin Saac, H. & P.....	@ 50	Soda, Boras, po.....	9@ 11	Ochre, yellow Mars.....	1 1/2 2 @ 4
D Co.....	@ 50	Soda et Potass Tart.....	23@ 25	Ochre, yellow Ber.....	1 1/2 2 @ 3
Pleis Liq. N.N. 1/2 gal.....	@ 1 00	Soda, Carb.....	1 1/4@ 2	Putty, commercial.....	2 1/4 2 1/2 @ 3
doz.....	@ 2 00	Soda, Bi-Carb.....	3@ 5	Putty, strictly pure.....	2 1/4 2 1/2 @ 3
Pleis Liq., quarts.....	@ 1 00	Soda, Sulphas.....	3 1/2@ 4	Vermillion, Prime.....	13@ 15
Pil Hydrarg.....	@ 85	Spts. Cologne.....	@ 2 60	American.....	70@ 75
Piper Nigra.....	@ 50	Spts. Ether Co.....	50@ 55	Vermillion, English.....	13@ 15
Piper Alba.....	@ 35	Spts. Myrcia Dom.....	@ 2 00	Green, Paris.....	14@ 15
Plix Burgun.....	@ 7	Spts. Vini Rect. bbl.....	@ 2	Green, Peninsular.....	13@ 16
Plumbi Acee et Opil.....	10@ 12	Spts. Vini Rect. 1/2 bbl.....	@ 2	Lead, red.....	6 1/4@ 7
Pyrethrum, boxes H.....	30@ 1 50	Spts. Vini Rect. 10gal.....	@ 2	Lead, white.....	6 1/4@ 7
P. D. Co., doz.....	@ 75	Spts. Vini Rect. 5 gal.....	@ 2	Whiting, white Span.....	@ 90
Pyrethrum, pv.....	25@ 30	Strychnia, Crystal.....	80@ 1 05	Whiting, Paris, Amer.....	@ 95
Quassia.....	8@ 10	Sulphur, Subl.....	2 1/4@ 3 1/4	Whiting, Paris, Eng.....	@ 1 25
Quinia, S. P. & W.....	34@ 44	Tamarinds.....	8@ 10	Universal Prepared.....	1 10@ 1 20
Quinia, S. German.....	34@ 44	Tererebith Venice.....	28@ 30		
Quinia, N. Y.....	34@ 44	Theobroma.....	60@ 65	Varnishes	
Castor.....	12@ 14	Vanilla.....	9 00@ 16 00	No. 1 Turp Coach.....	1 10@ 1 20
Rubia Tinctorum.....	18@ 20	Zinci Sulph.....	7@ 8	Extra Turp.....	1 60@ 1 70
Saccharum Lactis pv.....	4 50@ 4 75			Coach Body.....	2 75@ 3 00
Saccharum Draconis.....	40@ 50			No. 1 Turp Furn.....	1 00@ 1 10
Sapo, W.....	12@ 14			Extra Turp Damar.....	1 55@ 1 60
Sapo M.....	10@ 12			Jap. Dryer, No. 1 Turp.....	70@ 75
Sapo G.....	@ 15				

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

- Some Canned Goods
Seeded Raisins
Rolled Oats
Flour Pickles Jelly
Hand Picked Beans

DECLINED

3

- Strawberries
Standard
Fancy
Succotash
Fair
Good
Fancy
Tomatoes
Fair
Good
Fancy
Gallons

4

- Mexican
Guatemala
Java
Mocha
Package
New York Basis
Arablan

5

- Sugar Squares
Sultanas
Tutti Frutti
Vanilla Wafers
Vienna Crimp
E. J. Kruec & Co.'s baked goods
Standard Crackers
Blue Ribbon Squares
Write for complete price list with interesting discounts.

Index to Markets

By Columns

Table with columns A, B, C, D, F, G, H, I, J, L, M, N, O, P, R, S, T, V, W, Y. Lists various goods like Flour, Sugar, and other commodities.

1

AXLE GREASE
Aurora
Castor Oil
Diamond
Frazer's
IXL Golden, tin boxes



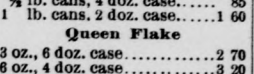
Mica, tin boxes
Paragon

BAKING POWDER



Queen Flake
3 oz., 6 doz. case
6 oz., 4 doz. case
9 oz., 4 doz. case
1 lb., 2 doz. case
5 lb., 1 doz. case

JAXON



Royal
10c size
1/2 lb cans
3/4 lb cans
1 lb. cans
3 lb. cans
5 lb. cans

BATH BRICK

American
English

BLUING

Arctic, 4 oz. ovals, per gross
Arctic, 8 oz. ovals, per gross
Arctic 16 oz. round per gross

JENNINGS



Small size, per doz.
Large size, per doz.

BROOMS

No. 1 Carpet
No. 2 Carpet
No. 3 Carpet
No. 4 Carpet
Parlor Gem

BRUSHES

Serub
Solid Back, 8 in.
Solid Back, 11 in.
Pointed Ends

Shoe

No. 8
No. 7
No. 4
No. 3

2

Stove
No. 3
No. 2
No. 1

BUTTER COLOR

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

CANDLES

Electric Light, 8s.
Electric Light, 16s.
Paraffine, 6s.
Paraffine, 12s.
Wicking

CANNED GOODS

Apples
3 lb. Standards
Gallons, standards

Beans

Baked
Red Kidney
String
Wax

Blueberries

Standard
2 lb. cans, Spiced

Clams

Little Neck, 1 lb.
Little Neck, 2 lb.

Clam Bouillon

Burnham's, 1/2 pint.
Burnham's, pints.
Burnham's, quarts.

Cherries

Red Standards
White

Corn

Fair
Good
Fancy

French Peas

Sur Extra Fine
Extra Fine
Fine
Moyen

Gooseberries

Standard
Hominy

Lobster

Star, 1/2 lb.
Star, 1 lb.
Picnic Tails

CATSUP

Columbia, pints.
Columbia, 1/2 pints.

CARBON OILS

Barrels
Eocene
Perfection
Diamond White
D. S. Gasoline
Deodorized Naphtha
Cylinder
Engine
Black, winter

CHEESE

Acme
Amboy
Carson City
Elsie
Emblem
Gem
Gold Medal
Ideal
Jersey
Riverside
Brick
Edam
Leiden
Limburger
Pineapple
Sap Sago

CHEWING GUM

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

CHICORY

Bulk
Red
Eagle
Frank's
Schener's

CHOCOLATE

Walter Baker & Co.'s
German Sweet
Premium
Breakfast Cocoa
Runkel Bros.
Vienna Sweet
Vanilla
Premium

CLOTHES LINES

Cotton, 40 ft. per doz.
Cotton, 50 ft. per doz.
Cotton, 60 ft. per doz.
Cotton, 70 ft. per doz.
Cotton, 80 ft. per doz.
Jute, 60 ft. per doz.
Jute, 72 ft. per doz.

COCOA

Cleveland
Colonial, 1/8s
Colonial, 1/4s
Epps
Huyler
Van Houten, 1/8s
Van Houten, 1/4s
Van Houten, 1s
Webb
Wilbur, 1/8s
Wilbur, 1/4s

COCOA SHELLS

20 lb. bags
Less quantity
Pound packages

COFFEE

Roasted
Special Combination
French Breakfast
Lenox, Mocha & Java
Old Gov't Java and Mocha
Private Estate, Java & Moe
Supreme, Java and Mocha
Dwinell-Wright Co.'s Brands
White House, 60-1s
White House, 30-2s
Excelsior M. & J., 68-1s
Excelsior M. & J., 30-2s
Royal Java
Arabian Mocha
Adeu Mocha
Mocha & Java Blend
Fancy Maricao
Java Blend
Golden Santos
Ja-Mo-Ka
Excelsior Blend
No. 55 Blend

Rio

Common
Choice
Fancy

Santos

Common
Fair
Choice
Peaberry

Maracabo

Fair
Choice

CONDENSED MILK

4 doz in case
Gall Borden Eagle
Crown
Daisy
Champion
Magnolia
Challenge
Dime
Leader

COUPON BOOKS

50 books, any denom.
100 books, any denom.
500 books, any denom.
1,000 books, any denom.

Coupon Pass Books

Can be made to represent any denomination from \$1 down.
50 books
100 books
500 books
1,000 books

Credit Checks

500, any one denom.
1,000, any one denom.
2,000, any one denom.
Steel punch.

CRACKERS

National Biscuit Co.'s brands
Butter
Seymour
New York
Family
Salted
Wolverine

Soda

Soda XXX
Soda, City
Long Island Wafers
Zephyrette

Oyster

Faust
Farina
Extra Farina
Saltine Oyster

Sweet Goods-Boxes

Animals
Assorted Cake
Belle Rose
Bent's Water
Cinnamon Bar
Coffee Cake, Iced
Coffee Cake, Java
Cocoanut Macaroons
Cocoanut Taffy
Cracknels
Creams, Iced
Cream Crisp
Cubans
Currant Fruit
Frosted Honey
Frosted Cream
Ginger Gems, 1/2 doz or sm'll
Ginger Snaps, N. B. C.
Gladiator
Grandma Cakes
Graham Crackers
Graham Wafers
Grand Rapids Tea
Honey Fingers
Iced Honey Crumpets
Imperials
Jumbles, Honey
Lady Fingers
Lemon Snaps
Lemon Wafers
Marshmallow
Marshmallow Creams
Marshmallow Walnuts
Mary Ann
Mixed Picnic
Milk Biscuit
Molasses Cake
Molasses Bar
Moss Jelly Bar
Newton
Oatmeal Crackers
Oatmeal Wafers
Orange Crisp
Orange Gem
Penny Cake
Pilot Bread, XXX
Pretzettes, hand made
Pretzels, hand made
Scotch Cookies
Sears' Lunch
Sugar Cake
Sugar Cream, XXX

DRIED FRUITS

Sundried
Evaporated, 50 lb. boxes

California Fruits

Apricots
Blackberries
Nectarines
Peaches
Pitted Cherries
Prunelles
Raspberries

California Prunes

100-120 25 lb. boxes
90-100 25 lb. boxes
80-90 25 lb. boxes
70-80 25 lb. boxes
60-70 25 lb. boxes
50-60 25 lb. boxes
30-40 25 lb. boxes
1/2 cent less in 50 lb. cases

Citron

Leghorn
Coriscan
California, 1 lb. package
Imported, 1 lb. package
Imported, bulk.

Peel

Citron American 19 lb. bx.
Lemon American 10 lb. bx.
Orange American 10 lb. bx.

Raisins

London Layers 2 Crown
London Layers 3 Crown
Cluster 4 Crown
Loose Muscatels 2 Crown
Loose Muscatels 3 Crown
Loose Muscatels 4 Crown
L. M., Seeded, 1 lb.
L. M., Seeded, 1/2 lb.

FARINACEOUS GOODS

Beans
Dried Lima
Medium Hand Picked
Green Holland

Cereals

Cream of Cereal
Grain-O, small
Grain-O, large
Grape Nuts
Postum Cereal, small
Postum Cereal, large

Farina

24 1 lb. packages
Bulk, per 100 lbs.
Hominy

Flake, 50 lb. sack

Pearl, 200 lb. bbl.
Pearl, 100 lb. sack
Macaroni and Vermicelli
Domestic, 10 lb. box
Imported, 25 lb. box

Pearl Barley

Common
Chester
Empire

Grit

Walsh-DeRoo Co.'s Brand



24 2 lb. packages
100 lb. kegs
200 lb. barrels
100 lb. bags

Peas

Green, Wisconsin, bu.
Green, Scotch, bu.
Split, lb.
Rolled Oats
Rolled Avena, bbl.
Steel Cut, 100 lb. sacks
Monarch, bbl.
Monarch, 1/2 bbl.
Monarch, 90 lb. sacks
Quaker, cases

Sage

East India
German, sacks
German, broken package

Tapoca

Flake, 110 lb. sacks
Pearl, 130 lb. sacks
Pearl, 24 1 lb. packages

Wheat

Cracked, bulk
24 2 lb. packages

FLAVORING EXTRACTS

FOOTE & JENKS' JAXON

Highest Grade Extracts

Vanilla
Lemon
1 oz full m. 1.20
2 oz full m. 2.10
No. 3 fan'y 3.15

6



Vanilla Lemon 2 oz panel. 1 20 2 oz panel 7 50 3 oz taper. 2 00 4 oz taper. 1 75



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

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

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

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

FRESH MEATS

Table with Beef and Pork sections, listing items like Carcass, Forequarters, Hindquarters, Loins, Ribs, Rounds, Chucks, Plates, Dressed, Loin, Boston Butts, Shoulders, Leaf Lard, Mutton, Veal, and Carcass.

GRAINS AND FLOUR

Table for Wheat, Winter Wheat Flour, Patents, Second Patent, Straight, Clear, Graham, Buckwheat, Rye, and Flour in bbls. (25c per bbl. additional).

PICKLES

Table for Paris Green, Medium, Small, and Pipes.

POTASH

Table for 48 cans in case, Babitt's, Penna Salt Co's., and other varieties.

PROVISIONS

Table for Barreled Pork, Dry Salt Meats, Smoked Meats, Herring, Mackerel, and Corn.

7

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

JELLY 5 lb. palls, per doz... 1 80 15 lb. palls... 3 80 30 lb. palls... 7 20

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

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

MATCHES Diamond Match Co.'s brands, No. 9 sulphur... 1 65 Anchor Parlor... 1 50 No. 2 Home... 1 30 Export Parlor... 4 00 Wolverline... 1 50

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

MOLASSES New Orleans, Fancy Open Kettle... 40 Choice... 35 Full... 26 Fair... 22

MUSTARD Half-barrels 2c extra

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

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

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

Table for Glory Mayflower, Satchel & Pacific, Bottom Square, and other paper bag types.

PARIS GREEN Bulk... 14 Packages, 1/2 lb. each... 18 Packages, 3/4 lb. each... 17 Packages, 1 lb. each... 16

PICKLES Medium, Barrels, 1,200 count... 6 50 Half bbls, 600 count... 3 75 Small, Barrels, 2,400 count... 8 00 Half bbls, 1,200 count... 4 50

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

POTASH 48 cans in case, Babitt's... 4 00 Penna Salt Co.'s... 3 00

PROVISIONS Barreled Pork, Mess... 215 00 Back... 215 75 Clear back... 216 00 Short cut... 215 50 Pig... 218 00 Bean... 213 00 Family Mess... 216 50

Dry Salt Meats, Bellies... 94 Briskets... 94 Extra shorts... 84

Smoked Meats, Hams, 12 lb. average... 12 Holland white hoops... 11 25

Herring, Holland white hoops, bbl... 11 25 Holland white hoops, 1/2 bbl... 6 00

Mackerel, Mess 100 lbs... 12 25 Mess 40 lbs... 5 20 Mess 10 lbs... 1 38

Corn, No. 1 Timothy car lots... 11 00 No. 1 Timothy ton lots... 12 00

HERBS Sage... 15 Laurel Leaves... 15 Senna Leaves... 25

8

Sausages Bologna... 5 1/4 Liver... 4 Frankfort... 7 1/4 Pork... 7 1/4 Blood... 6 1/4 Tongue... 6 Headcheese... 6

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

Pigs' Feet, 1/2 bbls, 40 lbs... 1 55 1/4 bbls, 80 lbs... 3 50

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

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

Butterine, Solid, dairy... 11 @ 11 1/2 @ Solid, dairy... 14

Canned Meats, Corned beef, 2 lb... 2 50 Corned beef, 14 lb... 17 50

Roast beef, 2 lb... 2 50 Potted ham, 1/2 s... 90 Potted ham, 1/4 s... 50

Deviled ham, 1/2 s... 90 Potted tongue, 1/4 s... 50 Potted tongue, 1/2 s... 90

RICE Domestic, Carolina head... 6 1/2 Carolina No. 1... 6 Carolina No. 2... 5 1/2 Broken... 5 1/2

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

SALT CRATES Packed 60 lbs. in box, Church's Arm and Hammer... 3 15 Deland's... 3 00

Dwight's Cow... 3 15 Emblem... 2 10 L. P... 3 00 Wyandotte, 100 1/2 s... 3 00

SALT SALTRADES Granulated, bbls... 90 Granulated, 100 lb. cases... 1 00

Lump, bbls... 80 Lump, 145 lb. kegs... 85

SALT Buckeye, 100 3 lb. bags... 3 00 50 6 lb. bags... 3 00 22 14 lb. bags... 2 75

In 5 bbl. lots 5 per cent. discount, Diamond Crystal, Table, cases, 24 3 lb. boxes... 1 40

Table, barrels, 100 3 lb. bags... 3 00 Butter, barrels, 40 7 lb. bags... 2 75

Butter, barrels, 20 14 lb. bags... 2 65 Butter, sacks, 28 lbs... 27 Butter, sacks, 56 lbs... 27

Common Grades, 100 3 lb. sacks... 2 25 60 5 lb. sacks... 2 15 28 10 lb. sacks... 2 05 56 16 lb. sacks... 40 28 lb. sacks... 22

56 lb. dairy in drill bags... 40 28 lb. dairy in drill bags... 20 Ashton, 56 lb. dairy in linen sacks... 60 Higgins, 56 lb. dairy in linen sacks... 60 Solar Rock, 56 lb. sacks... 25

Cammon, Granulated Fine... 85 Medium Fine... 90

9

Whitefish, No. 1 No. 2 Fam, 100 lbs... 7 50 3 25 40 lbs... 3 30 1 65 10 lbs... 90 42 8 lbs... 75 48

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

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

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

SOAP, B. T. Rabbit brand... 4 00 Beaver Soap Co. brands, 50 cakes, large size... 3 25

100 cakes, large size... 6 50 50 cakes, small size... 1 95 100 cakes, small size... 3 85

Bell & Bixby brands, Coal Oil Johnny... 3 90 Peekin... 4 00 Detroit Soap Co. brands, Queen Anne... 3 15 Big Bargain... 1 75 Umple... 2 15

Dingman Family, Dingman Soap Co. brand, Dingman... 3 85 N. K. Fairbanks brands, Santa Claus... 3 25 Brown... 2 40 Fairy... 4 00

Fels brand, Naphtha... 4 00 Gowans & Sons brands, Oak Leaf... 3 25 Oak Leaf, big 5... 4 00

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

Johnson Soap Co. brands, Silver King... 3 60 Calumet Family... 2 70 Scotch Family... 2 50

Cuba... 2 40 50 cakes, Ricker's Magnetic... 1 95 Lautz Bros. brands, Big Acme... 4 00 Acme 5c... 3 25

Marseilles... 4 00 Master... 3 70 Proctor & Gamble brands, Lenox... 3 00 Ivory, 6 oz... 4 00

Ivory, 10 oz... 6 75 Schultz & Co. brand, Star... 3 00 A. B. Wrisley brands, Good Cheer... 3 80 Old Country... 3 20

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

SODA, Boxes... 5 1/2 Kegs, English... 4 3/4

SPICES, Whole Spices, Allspice... 12 Cassia, China in mats... 12 Cassia, Batavia, in bund... 28

Cassia, Saigon, broken... 28 Cassia, Saigon, in rolls... 55 Cloves, Amoyana... 17 Cloves, Zanzibar... 14

Mace... 55 Nutmegs, 75-80... 50 Nutmegs, 105-10... 40 Nutmegs, 115-20... 35

Pepper, Singapore, black... 28 Pepper, Singapore, white... 18 Pure Ground in Bulk, Allspice... 16

Cassia, Batavia... 28 Cassia, Saigon... 28 Cloves, Zanzibar... 17 Ginger, African... 15 Ginger, Cochim... 28

Ginger, Jamaica... 25 Mustard... 65 Pepper, Singapore, black... 18 Pepper, Singapore, white... 28 Pepper, Cayenne... 20 Sage... 20

10

Pure Cane, Fair... 16 Good... 20 Choice... 25



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

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

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

BEST GLOSS STARCH, CHAS. POPE GLUCOSE CO. CHICAGO.

Best Gloss Starch, 50 lb... Best Gloss Starch, 40 lb... Best Gloss Starch, 6 lb... Best Gloss Starch, 3 lb... Best Gloss Starch, 1 lb... Works: Venice, Ill. Geneva, Ill.

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

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

STOVE POLISH, Enameline

Enameline, No. 4, 3 doz in case, gross... 4 50 No. 6, 3 doz in case, gross... 7 20

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

Domino... 5 85 Cut Leaf... 5 85 Crushed... 5 85 Cubes... 5 60 Powdered... 5 45 Coarse Powdered... 5 45 XXX Powdered... 5 50 Standard Granulated... 5 35 Fine Granulated... 5 35 Coarse Granulated... 5 45 Extra Fine Granulated... 5 45 Conf. Granulated... 5 60 2 lb. bags Fine Gran... 5 50 5 lb. bags Fine Gran... 5 70 Mould A... 5 35 Diamond A... 5 15 Confectioner's A... 5 00 No. 1, Columbia A... 5 00 No. 2, Windsor A... 4 95 No. 3, Ridgewood A... 4 95 No. 4, Phenix A... 4 90 No. 5, Empire A... 4 85 No. 6... 4 75 No. 7... 4 65

SUGAR, No. 4, 3 doz in case, gross... 4 50 No. 6, 3 doz in case, gross... 7 20

81k's Heart... 55 @ 70 W. S. W... 35 00 Bald Head... 35 00 A. Bomers brand... 35 00 Plaindealer... 35 00 Cumberlan Cigar Co.'s brands, Little Columbian... 36 00 Columbian... 35 00 Columbian Extra... 55 00 Columbian Special... 65 00 Columbian Invincible... 90 00 H. & P. Drug Co.'s brands, Fortune Teller... 35 00 Our Manager... 35 00 Quintette... 35 00 G. J. Johnson Cigar Co.'s brand, S.C.W. Cigar Clippings, per lb... 26

Enameline logo

11

No. 8... 4 55 No. 9... 4 50 No. 10... 4 40 No. 11... 4 40 No. 12... 4 40 No. 13... 4 30 No. 14... 4 30 No. 15... 4 30 No. 16... 4 30

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

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

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

S.C.W. logo

12 Lubetsky Bros. Brands. B. L. 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. Plug. Flat Iron. Creme de Menthe. Stronghold. Solo. Sweet Chunk. Forge. Red Cross. Palo. Kyo. Hiawatha. Battle Axe. American Eagle. Standard Navy. Spear Head, 16 oz. Spear Head, 8 oz. Nobby Twist. Jolly Tar. Old Honesty. Toddy. J. T. Piper Heldsick. Boot Jack. Jelly Cake. Plumb Bob.

Smoking. Hand Pressed. Double Cross. Sweet Core. Flat Car. Great Navy. Warpath. Bamboo, 8 oz. Bamboo, 16 oz. I X L, 6 lb. I X L, 30 lb. Honey Dew. Gold Block. Flagman. Chips. Klin Dried. Duke's Mixture. Duke's Cameo. Honey Dip Twist. Myrtle Navy. Yum Yum, 1 1/2 oz. Yum Yum, 1 lb. palls. Cream. Corn Cake, 2 1/2 oz. Corn Cake, 1 lb. Plow Boy, 1 1/2 oz. Plow Boy, 3/4 oz. Peerless, 3 1/2 oz. Peerless, 1 1/2 oz. Indicator, 2 1/2 oz. Indicator, 1 lb. palls. Col. Choice, 2 1/2 oz. Col. Choice, 8 oz.

TABLE SAUCES LEA & PERRINS' SAUCE The Original and Genuine Worcestershire. Lea & Perrin's, large. Lea & Perrin's, small. Halford, large. Halford, small. Salad Dressing, large. Salad Dressing, small.

TWINE. Cotton, 3 ply. Cotton, 4 ply. Jute, 2 ply. Hemp, 6 ply. Flax, medium. Wool, 1 lb. balls. VINEGAR. Malt White Wine, 40 grain. Malt White Wine, 80 grain. Pure Cider, B. & B. brand. Pure Cider, Red Star. Pure Cider, Robinson. Pure Cider, Silver. WASHING POWDER. Gold Dust, regular. Gold Dust, 5c.

Rub-No-More. Rub-No-More. Pearline. Scourine.

WICKING. No. 0, per gross. No. 1, per gross. No. 2, per gross. No. 3, per gross. WOODENWARE. Baskets. Bushels, wide band. Market. Splint, large. Splint, medium. Splint, small. Willow Clothes, large. Willow Clothes, medium. Willow Clothes, small.

13 Butter Plates. No. 1 Oval, 250 in crate. No. 2 Oval, 250 in crate. No. 3 Oval, 250 in crate. No. 5 Oval, 250 in crate. Egg Crates. Humpty Dumpty. No. 1, complete. No. 2, complete. Clothes Pins. Round head, 5 gross box. Round head, cartons. Mop Sticks. Trojan spring. Eclipse patent spring. No. 1 common. No. 2 patent brush holder. 1 1/2 lb. cotton mop heads. Ideal No. 7.

Pails. 2-hoop Standard. 3-hoop Standard. 2-wire, Cable. 3-wire, Cable. Cedar, all red, brass bound. Paper, Eureka. Fibre. Toothpicks. Hardwood. Softwood. Banquet. Ideal. Tub. 20-inch, Standard, No. 1. 18-inch, Standard, No. 2. 16-inch, Standard, No. 3. 20-inch, Cable, No. 1. 18-inch, Cable, No. 2. 16-inch, Cable, No. 3. No. 1 Fibre. No. 2 Fibre. No. 3 Fibre. Wash Boards. Bronze Globe. Dewey. Double Acme. Single Acme. Double Peerless. Single Peerless. Northern Queen. Double Duplex. Good Luck. Universal. Wood Bowls. 11 in. Butter. 13 in. Butter. 15 in. Butter. 17 in. Butter. 19 in. Butter. Assorted 13-15-17. Assorted 15-17-19.

WRAPPING PAPER. Common Straw. Fiber Manila, white. Fiber Manila, colored. No. 1 Manila. Cream Manila. Butcher's Manila. Wax Butter, short count. Wax Butter, full count. Wax Butter, rolls. YEAST CAKE. Magic, 3 doz. Sunlight, 3 doz. Sunlight, 1 1/2 doz. Yeast Cream, 3 doz. Yeast Foam, 3 doz. Yeast Foam, 1 1/2 doz.

FRESH FISH. White fish. Trout. Black Bass. Halibut. Cliscos or Herring. Bluefish. Live Lobster. Boiled Lobster. Cod. Haddock. No. 1 Pickerel. Pike. Perch. Smoked White. Red Snapper. Col River Salmon. Mackerel. HIDES AND PELTS. The Cappon & Bertsch Leather Co., 100 Canal Street, quotes as follows: Hides. Green No. 1. Green No. 2. Cured No. 1. Cured No. 2. Calfskins, green No. 1. Calfskins, green No. 2. Calfskins, cured No. 1. Calfskins, cured No. 2. Pelts. Pelts, each. Lamb. Tallow. No. 1. No. 2. Wool. Washed, fine. Washed, medium. Unwashed, fine. Unwashed, medium. CANDIES. Stick Candy. Standard. Standard H. H. Standard Twist. Cut Leaf. Jumbo, 32 lb. Extra H. H. Boston Cream. Beet Root.

14 Mixed Candy. Grocers. Competition. Special. Conserve. Royal. Ribbon. Broken. Cut Leaf. English Rock. Kindergarten. Bon Ton Cream. French Cream. Dandy Pan. Hand Made Cream mixed. Crystal Cream mix.

Fancy-In Pails. Champ. Crys. Gums. Pony Hearts. Fairy Cream Squares. Fudge Squares. Peanut Squares. Fruit Tab., as. wrap. Sugared Peanuts. Salt-d 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. palls. Molasses Chews, 15 lb. palls. Golden Waffles. 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. Cream Bar. Molasses Bar. Hand Made Creams. Cream Buttons, Pep. and Wint. String Rock. Wintergreen Berries. Caramels. Clipper, 20 lb. palls. Standard, 20 lb. palls. Perfection, 20 lb. palls. Amazon, Choc Cov'd Kosker 2 for 1c pr bx. Big 3, 3 for 1c pr bx. Dukes, 2 for 1c pr bx. Favorite, 4 for 1c, bx. AA Cream Car's 3lb.

FRUITS. Oranges. Florida Russett. Florida Bright. Fancy Navels. Extra Choice. Late Valencias. Seedlings. Medt. Sweets. Jamalcas. Rodi. Lemons. Messina, 300s. Messina, 360s. California 360s. California 300s. Bananas. Medium bunches. Large bunches. Foreign Dried Fruits. Figs. Californias, Fancy. Cal. pkg. 10 lb. boxes. Extra Choice, 10 lb. boxes. Dates. Fards in 10 lb. boxes. Fards in 60 lb. cases. Hallowi. lb. cases, new. Sals, 60 lb. cases. NUTS. Almonds, Tarragona. Almonds, Ivica. Almonas, California, soft scalled. Brazil. Fiberns. Walnuts, Greenobles. Walnuts, softshelled. 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. F., Suns. Fancy, H. P., Suns. Roasted. Choice, H. P., Extras. Choice, H. P., Extras. Roasted. Span. Shld No. 1 in w.

15 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. Churns. 2 to 6 gal., per gal. Whurn Dashers, per doz.

Milkpans. 1/2 gal. flat or rd. bot., per doz. 1 gal. flat or rd. bot., each. Fine Glazed Milkpans. 1/2 gal. flat or rd. bot., per doz. 1 gal. flat or rd. bot., each. Stewpans. 1/2 gal. fireproof, ball, per doz. 1 gal. fireproof, ball, per doz.

Jugs. 1/2 gal. per doz. 1 gal. per doz. 1 to 5 gal., per gal. Sealing Wax. 5 lbs. in package, per lb.

LAMP BURNERS. No. 0 Sun. No. 1 Sun. No. 2 Sun. No. 3 Sun. Tubular. Nutmeg. LAMP CHIMNEYS—Seconds. No. 0 Sun. No. 1 Sun. No. 2 Sun.

First Quality. No. 0 Sun, crimp top, wrapped & lab. No. 1 Sun, crimp top, wrapped & lab. No. 2 Sun, crimp top, wrapped & lab. XXX Flint. No. 1 Sun, crimp top, wrapped & lab. No. 2 Sun, crimp top, wrapped & lab. No. 2 Sun, hinge, wrapped & lab.

Pearl Top. No. 1 Sun, wrapped and labeled. No. 2 Sun, wrapped and labeled. No. 2 Sun, "small Bulb," for Globe Lamps. 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.

Rochester. No. 1 Lime (65c doz). No. 2 Lime (70c doz). No. 2 Flint (80c doz). Electric. No. 2 Lime (70c doz). No. 2 Flint (80c doz).

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. filling cans. 5 gal. galv. iron Nacefacs.

LANTERNS. No. 0 Tubular, slide lift. No. 1 B Tubular. No. 15 Tubular, dash. No. 1 Tubular, glass fountain. No. 12 Tubular, side lamp. No. 3 Street lamp, each. 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.

MASON FRUIT JARS. Pints. Quarts. Half Gallons. Caps and Rubbers. 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 SUPPLIES.

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

"Summer Light"



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

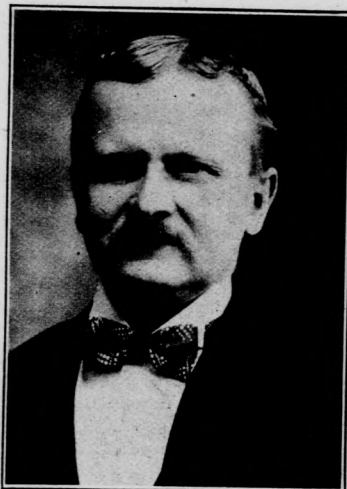
The Paris Green season is at hand and those dealers who break bulk must label their packages according to law. We are prepared to furnish labels which meet the requirements of the law, as follows: 100 labels, 25 cents. 200 labels, 40 cents. 500 labels, 75 cents. 1000 labels, \$1.00.

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

MEN OF MARK.

C. H. Libby, Wholesale Butter and Egg Dealer.

Charles H. Libby, was born at Caoticook, Quebec, Dec. 20, 1864. His father was a native of New Hampshire, while his mother was of English descent. The latter died when he was three weeks old and for the next ten years he was a member of the household of his grandfather at Whitefield, N. H. On the second marriage of his father, he went to live with him at Burke, Vt., where he remained until he was 16 years of age, when he removed to Woodville, Mich., and made his home with his uncle, the late Lyman T. Kinney, who placed him in charge of his sawmill and store, which necessitated his looking after the shipment of the lumber and the keeping of the time of the men in the mill. He remained there until 1882, when he removed to Grand Rapids. His uncle having been elected county sheriff, he assisted him in the management of the county jail. Dec. 20, 1885,



which was his 21st birthday, he was sworn in as a deputy sheriff, being probably the youngest deputy sheriff in the United States. On the retirement of his uncle from the position of sheriff, four years later, he entered the employ of Cornelius Fox, grocer at 95 South Division street, and in 1891, he purchased the stock and continued the business until 1898, when he sold the stock to Fox & Son and established himself in the butter and egg business at 98 South Division street. He has been exceptionally successful in this business and has come to be regarded as a fair dealer and one who makes prompt settlement for all shipments.

Mr. Libby was married Feb. 1, 1887, to Miss Rebecca J. Fox. They have no children and reside at 95 South Division street.

Mr. Libby is by no means a "jiner," being a member of no secret order whatever. On the same day that Cleveland first took the oath of office as President—March 4, 1885—he was sworn in as a member of the old Grand Rapids Guard and for the next dozen years he was identified in some capacity with the State militia. As long ago as 1886, he was elected quartermaster under Captain McGurrian. In 1897 he went to Island Lake and assumed charge of the supply store of the entire camp. On the breaking out of the Spanish war, in the spring of 1898, he received a telegram from the State Military Board, then in session at Detroit, asking him to proceed to Island Lake and get ready to supply 3,000 men with the necessities

of life on the following Monday. This was on Friday, giving him but one full week day in which to assemble sufficient food to supply the camp. Instead of 3,000 men, about 5,000 men put in an appearance, but Mr. Libby was equal to the emergency and succeeded in handling the commissary department so satisfactorily that he elicited the commendation of nearly everyone interested. He remained at Island Lake five months and during that time no deductions were made from the bills he rendered either the State or the National Government. He did all his own book-keeping, having to keep accounts with forty companies, five regimental headquarters and one brigade headquarters. He undertook to turn the detail work over to a book-keeper, but the experiment was not a success. His military education as quartermaster for his old company and as sutler for the encampment of 1897 gave him the requisite experience to enable him to handle the undertaking in such a way as to satisfy himself and the State.

Large Offerings and High Prices on the Morning Market.

Already the dominating feature of the market is the offering of peaches. Alexanders are about numbered with the past and Hale's Early may be said to be their successors as to quantity, although there is a considerable abundance of other varieties. A noticeable feature, and one to be appreciated by consumers, is the unusual freedom of the peach stones, many of the usual cling varieties appearing as freestone, owing to some peculiarity of the season no doubt—probably the abundance of moisture. It is a promising indication of what the regular harvest will be that the early varieties are in such quantities, and the fact that everything is sold at good prices is promise for the maintenance of the regular harvest in that regard. A few yellow peaches are being offered and sell at about double the prices of the other fruit.

Offerings of other of the large fruits are scanty, except apples. These are in considerable abundance and sell at exceptionally good prices. Indeed the feature that makes the farmer happy and independent this season is the fact that he can always get good money from the sale of almost anything he may offer. A few small loads of pears and less of the early varieties of plums are in evidence, but not enough to cut much figure. Tomatoes are in considerable quantities and sell for prices above anything ever known at this market. The blackberry season is not over, by any means, and the fruit commands the usual good prices and quick sales. Huckleberries are conspicuous by their absence, very few being seen.

The profusion in varieties of vegetables is something wonderful, as the later kinds begin to make their appearance. Cucumbers are in wagon loads, and it is to be noted that there is an increase in the number of wagons devoted to a single product, instead of the mixed loads formerly offered. This is partly to be accounted for by the fact that in the increase of output from the individual farms additional teams are being put into the work and so each devoted to a particular variety; the load is made up of that most available and the rest is taken at another time.

It is not often that the market has presented such pleasant features as to temperature and freedom from dust when the business was so heavy. The

heat of the earlier season, with the abundant moisture, appears to have given the productions the greatest perfection and the cooler weather of recent weeks has not been such as to injure the quality or quantity. Then the days have been ideal for the gatherers' work. Altogether the situation, from the standpoint of the fruit and vegetable farmer, is about as pleasant as it could be made.

Hardware Price Current

Ammunition					
Caps					
G. D., full count, per m.	40				
Hicks' Waterproof, per m.	50				
Musket, per m.	75				
Ely's Waterproof, per m.	60				
Cartridges					
No. 22 short, per m.	2 50				
No. 22 long, per m.	3 00				
No. 32 short, per m.	5 00				
No. 32 long, per m.	5 75				
Primers					
No. 2 U. M. C., boxes 250, per m.	1 20				
No. 2 Winchester, boxes 250, per m.	1 20				
Gun Wads					
Black edge, Nos. 11 and 12 U. M. C.	60				
Black edge, Nos. 9 and 10, per m.	70				
Black edge, No. 7, per m.	80				
Loaded Shells					
New Rival—For Shotguns					
No.	Drs. of Powder	oz. of Shot	Size	Gauge	Per 100
120	4	1 1/2	10	10	\$2 90
128	4	1 1/2	9	10	2 90
128	4	1 1/2	8	10	2 90
128	4	1 1/2	6	10	2 90
135	4 1/4	1 1/2	5	10	2 95
154	4 1/4	1 1/2	4	10	3 00
200	3	1	8	12	2 50
208	3	1	8	12	2 50
236	3 1/2	1 1/2	6	12	2 65
265	3 1/2	1 1/2	5	12	2 70
264	3 1/2	1 1/2	4	12	2 70
Discount 40 per cent.					
Paper Shells—Not Loaded					
No. 10, pasteboard boxes 100, per 100.	72				
No. 12, pasteboard boxes 100, per 100.	64				
Gunpowder					
Kegs, 25 lbs., per keg.	4 00				
1/2 kegs, 12 1/2 lbs., per 1/2 keg.	2 25				
1/4 kegs, 6 1/4 lbs., per 1/4 keg.	1 25				
Shot					
In sacks containing 25 lbs.					
Drop, all sizes smaller than B.	1 65				
Augurs and Bits					
Snell's.	60				
Jennings genuine.	25				
Jennings' imitation.	50				
Axes					
First Quality, S. B. Bronze.	6 00				
First Quality, D. B. Bronze.	9 00				
First Quality, S. B. Steel.	6 50				
First Quality, D. B. Steel.	10 50				
Barrows					
Railroad.	12 00				
Garden.	29 00				
Bolts					
Stove.	60				
Carriage, new list.	65				
Plow.	50				
Buckets					
Well, plain.	\$4 00				
Butts, Cast					
Cast Loose Pin, figured.	65				
Wrought Narrow.	60				
Chain					
Com.	1/2 in.	5-16 in.	3/4 in.	1/2 in.	
BB.	7 c.	6 c.	5 c.	4 1/2 c.	
BBB.	8 1/2	7 1/2	6 1/2	6	
	8 1/2	7 1/2	6 1/2	6 1/2	
Crowbars					
Cast Steel, per lb.	6				
Chisels					
Socket Firmer.	65				
Socket Framing.	65				
Socket Corner.	65				
Socket Silks.	65				
Elbows					
Com. 4 piece, 6 in., per doz.	net 65				
Corrugated, per doz.	1 25				
Adjustable.	dis 40&10				
Expansive Bits					
Clark's small, \$18; large, \$26.	40				
Ives' 1, \$18; 2, \$24; 3, \$30.	25				
Files—New List					
New American.	70&10				
Nicholson's.	70				
Heller's Horse Rasps.	70				
Galvanized Iron					
Nos. 16 to 20; 22 and 24; 25 and 28; 27.	28				
List 12 13 14 15 16.	17				
Discount, 60					
Gauges					
Stanley Rule and Level Co.'s.	60&10				
Glass					
Single Strength, by box.	dis 80&20				
Double Strength, by box.	dis 80&20				
By the Light.	dis 80&20				
Hammers					
Maydole & Co.'s, new list.	dis 33%				
Yerkes & Plumb's.	dis 40&10				
Mason's Solid Cast Steel.	dis 30c list 70				
Hinges					
Gate, Clark's 1, 2, 3.	dis 60&10				
Hollow Ware					
Pots.	50&10				
Kettles.	50&10				
Spiders.	50&10				
Horse Nails					
Au Sable.	dis 40&10				
House Furnishing Goods					
Stamped Tinware, new list.	70				
Japanned Tinware.	20&10				
Iron					
Bar Iron.	2 25 c crates				
Light Band.	3 c crates				
Knobs—New List					
Door, mineral, jap. trimmings.	75				
Door, porcelain, jap. trimmings.	85				
Lanterns					
Regular 0 Tubular, Doz.	5 00				
Warren, Galvanized Found.	6 00				
Levels					
Stanley Rule and Level Co.'s.	dis 70				
Mattocks					
Adze Eye.	\$17 00. dis 70-10				
Metals—Zinc					
600 pound casks.	7 1/4				
Per pound.	8				
Miscellaneous					
Bird Cages.	40				
Pumps, Clister.	75				
Screws, New List.	85				
Casters, Bed and Plate.	50&10&10				
Dampers, American.	50				
Molasses Gates					
Stebbins' Pattern.	60&10				
Enterprise, self-measuring.	30				
Pans					
Fry, Acme.	60&10&10				
Common, polished.	70&5				
Patent Planished Iron					
"A" Wood's patent planished, Nos. 24 to 27.	10 75				
"B" Wood's patent planished, Nos. 25 to 27.	9 75				
Broken packages 1/2c per pound extra.					
Planes					
Ohio Tool Co.'s, fancy.	50				
Solota Bench.	60				
Sandusky Tool Co.'s, fancy.	50				
Bench, first quality.	40				
Nails					
Advance over base, on both Steel and Wire.					
Steel nails, base.	2 65				
Wire nails, base.	2 65				
20 to 60 advance.	Base				
10 to 16 advance.	5				
8 advance.	30				
6 advance.	30				
4 advance.	30				
3 advance.	45				
2 advance.	70				
Fine 3 advance.	50				
Casing 10 advance.	15				
Casing 8 advance.	25				
Casing 6 advance.	35				
Finish 10 advance.	25				
Finish 8 advance.	35				
Finish 6 advance.	45				
Barrel 1/2 advance.	35				
Rivets					
Iron and Tinned.	50				
Copper Rivets and Burs.	45				
Roofing Plates					
14x20 IC, Charcoal, Dean.	6 50				
14x20 IX, Charcoal, Dean.	7 50				
20x28 IC, Charcoal, Dean.	13 00				
14x20 IC, Charcoal, Allaway Grade.	5 50				
14x20 IX, Charcoal, Allaway Grade.	6 50				
20x28 IC, Charcoal, Allaway Grade.	11 00				
20x28 IX, Charcoal, Allaway Grade.	13 00				
Ropes					
Sisal, 1/4 inch and larger.	8				
Manilla.	11				
Sand Paper					
List acct. 19, '86.	dis 50				
Sash Weights					
Solid Eyes, per ton.	25 00				
Sheet Iron					
Nos. 10 to 14.	com. smooth. com. \$3 20				
Nos. 15 to 17.	3 20				
Nos. 18 to 21.	3 30				
Nos. 22 to 24.	3 60				
Nos. 25 to 26.	3 70				
Nos. 27.	3 80				
All Sheets No. 18 and lighter, over 30 inches wide, not less than 2-10 extra.					
Shovels and Spades					
First Grade, Doz.	8 00				
Second Grade, Doz.	7 50				
Soldier					
1/2 @ 1/2.	19				
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.					
Squares					
Steel and Iron.	70				
Tin—Melyn Grade					
10x14 IC, Charcoal.	\$ 8 50				
14x20 IC, Charcoal.	8 50				
20x14 IX, Charcoal.	9 75				
Each additional X on this grade, \$1.25.					
Tin—Allaway Grade					
10x14 IC, Charcoal.	7 00				
14x20 IC, Charcoal.	7 00				
10x14 IX, Charcoal.	8 50				
14x20 IX, Charcoal.	8 50				
Each additional X on this grade, \$1.50.					
Boiler Size Tin Plate					
14x56 IX, for No. 8 Boilers.	} per pound.. 10				
14x56 IX, for No. 9 Boilers.					
Traps					
Steel, Game.	75				
Onelda Community, Newhouse's.	40&10				
Onelda Community, Hawley & Norton's.	65				
Mouse, choker per doz.	15				
Mouse, delusion, per doz.	1 25				

The Grocery Market.

Sugars—The raw sugar market is weaker, prices showing a decline of 1-3c, which makes the present price of 96 deg. test centrifugals 4½c, with the tendency still downward. It is reported that refiners are fairly well supplied with raw sugar and receipts of raws will hereafter increase. In sympathy with the lower raw sugar market the refined market was dull and featureless. The demand is very light, buyers maintaining an indifferent attitude, and general expectations are that prices may be reduced at any moment. The course of the market, however, will be regulated by the prices of raw sugar.

Canned Goods—The canned goods market has just passed through one of the most active periods in its existence, and the changes wrought in a short time were rather surprising. Most buyers have made their heaviest purchases by this time, however, and the market will probably now gradually settle down to a steady basis. The outlook for the canned goods market is very bright. The crop prospects for almost everything in sight are all that can be expected, and we think that there will be a good, active, steady market on most all lines for the remainder of the year. The tomato market is very firm. Spot stocks are almost entirely cleaned up and most packers have entirely withdrawn on futures. Holders are not anxious sellers as they believe prices will soon go still higher. There is considerable enquiry for corn, which is very firm. The outlook for corn is very unsatisfactory and unless there is a change which will increase the crop in localities least injured by drouth the pack promises to be much below the average. The prospects for even a fair pack are so poor that some packers have withdrawn from the market. Gallon apples are a trifle firmer with supplies mostly cleaned up. Holders are not disposed to let stocks go and are holding everything very firmly. Peas are unchanged, but everything is firmly held and business is being done in a quiet way around quotations. The situation is so unsatisfactory that business is transacted only in small lots, neither buyers nor sellers caring to undertake any large operations. The peach market is in very good condition and prices are firmly held. The season is a little late this year, but the crop will be large enough and the quality will be excellent. There will, however, be very few of the pie and "second" grades. The present crop is all that could be desired and we will probably see a healthy market, from which all hands will reap fair returns. String beans, which have been so long neglected, have been quite active and have advanced about 20c per doz., with a large demand. Pineapples have not shared in the buying movement, but they have been selling in a quiet way and the stocks have diminished without creating any stir in the market. There are, however, at present sufficient stocks on hand to prevent any worry of getting supplies and there have been no changes in price. There is a continuance of the large run of salmon in the Columbia River and on the Puget Sound, although it is not quite so large as it was last week. Cannerymen have been running to full capacity, where they had plenty of help, but in some canneries there was a scarcity of help, which has been a great drawback this season. The pack shows a most decided increase over that of 1900. Press accounts of the run have been highly colored, yet it is the big-

gest since 1897. Advices from Eastport note little change in the sardine situation. The run of fish is about the same as previously reported, but packers are in a bad position because of the uncertainty regarding tin. The prospect of an unsettled condition prevents active business in any line.

Dried Fruits—In most descriptions of dried fruit a moderate interest is needed, a larger proportion of the purchases being limited to small lots, apparently for immediate consumption. For most varieties in the list there is a continued steady feeling which holds prices firm and causes holders to demand full prices on everything now in hand. Prunes are firm and are selling very well. Stocks seem to be very light all over the country and many orders are turned down through lack of stock to fill them with. A short time ago there was apparently a large lot of prunes that would have to be carried over into the next season, but they have all gone into consumption and there is practically nothing left to be carried over. The raisin situation is stronger, both for loose muscatels and seeded. Apricots and peaches are very firm for both spot and future delivery. Bales of future goods have been heavy, but spot stocks are small and demand is rather light at this season. Currants are in good demand at unchanged prices. Other lines show no change.

Rice—Owing to the continued scarcity of stocks and unusually active demand, there is increased strength in the rice market. Sales were of good volume, being far in excess of the corresponding period last year. The incoming season has a bright beginning and, according to reports, the situation never was freer from adverse features. It is believed that even if the production should exceed present estimates, it will be far short of requirements, which have been greatly increased by the good demand from Puerto Rico, and it is expected a further increase in demand will set in, due to the short crop in potatoes.

Tea—The tea market is very quiet and general conditions continue unsatisfactory. Prices, however, are steady and holders, as a rule, are not disposed to make any concessions of importance. The statistical position is daily growing stronger.

Molasses and Syrups—No new developments occurred and the usual slow movement was experienced throughout the past week. Sales were confined to small lots of grocery grades of New Orleans, for which dealers realized steady values. Supplies continue moderate and will hardly be sufficient to meet requirements when the fall demand sets in. The corn syrup market is very firm and, on account of the expected difficulty in getting cans, prices for corn syrup in cans have advanced 6c per case. There is no change in barrels.

Fish—While the Pacific coast salmon packers are in the midst of a very large run of salmon on that coast, the fishing interests on the Atlantic coast are highly pleased with the outlook for the mackerel catch for the season. For several years past the bulk of the American mackerel catch has been marketed fresh. This year, however, over 40,000 barrels of this fish have been put under salt. Most of the schooners now have salted mackerel aboard and there are signs of a grand revival of the packing industry ashore. In any event, the conditions augur well for the most successful fall catch in many years.

Nuts—It looks now as if the almond crop for 1901 would be the largest in years. The estimated production for 1901 is placed at 41,000 tons. The outlook is excellent for the Malaga crops in particular. Brazils show a slight advance. Peanuts are in good demand at previous prices.

Rolled Oats—The rolled oats market is again on the upward grade and prices have advanced 30c for barrels, 15c for competitive cases and 15c for Banner oats. The grain markets are very firm and we do not look for any lower prices for rolled oats in the immediate future.

Two Types of Stay-at-Homes.

We see a man with underlip that has a downward droop. Upon his face a scowl as if he'd fallen in the soup! He roams about the busy streets in an uneasy way. And puts a surly accent on the things he has to say. He goes into a restaurant and drops into a seat and wonders why they're not a thing fit for a dog to eat. And if you care to seek the cause that makes him feel so brown. You'll not have very far to look; his wife is out of town.

We see another man dressed up unusually gay. He wears a smile of gladness and a buttonhole bouquet. He joins the cruising parties where the white-topped schooners sail. And too-goes all the pretty girls who chance to cross his trail. At striking of the midnight hour he yet is on the street. Is strenuous in his efforts to control his wabbling feet; He wears his hat tipped sideways on his beer-befuddled crown; The mousey knows the cat's away; his wife is out of town.

Reflections of a Bachelor.

The ideal husband is the man who hasn't got married yet.

Marrying a drunkard to reform him is like frying fish to make beefsteak out of it.

When a woman is dead sure that she has a man she is never dead sure that she wants him.

A woman is never so much afraid she may lose a man's love as she is that some other woman may gain it.

No matter how much of a past a man has had, there are always some women who can teach him more than he knew before.

One of the surest keys to success lies in thoroughness. No matter how great the enterprise, small things must be regarded.

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 advertisement taken for less than 25 cents. Advance payments.

BUSINESS CHANCES.

FOR SALE CHEAP—GOOD BAKERY AND restaurant, building and lot. Fine oven in very finest town in North-west Michigan. Sickness reason for selling. Address Box 75, Central Lake, Mich. 96

FOR SALE—A FIRST-CLASS LAUNDRY plant in Southern Michigan. Fully equipped and doing good business. Will be sold cheap if taken soon. Address No. 993, care Michigan Tradesman. 988

FOR RENT—A GOOD BRICK STORE ON the best corner in the city; a good enterprise town; splendid chance for a good dry goods and shoe business. Address Box 16, Clare, Mich. 9-9

FOR SALE—STOCK OF SHOES, CLOTH- ing and men's furnishing goods; stock invoices about \$4,000; town in Northwest in Indiana. Address No. 988, care Michigan Tradesman. 988

FOR SALE—MEAT MARKET, BEST STAND in Alpena; must be sold quickly—\$250 cash. Apply Seiven, 518 Baker St., Detroit, or Box 405, Alpena, Mich. 987

FOR SALE—WELL-ESTABLISHED MEDI- cal practice, averaging \$500 per month. Fine office and equipments. Address Box 2320, Battle Creek, Mich. 994

FOR SALE—BOOT AND SHOE STORE IN good live central Michigan city of 6,500 inhabitants. Stock invoices \$6,000; doing a business of \$12,000 a year; will sell for 85c. Address No. 993, care Michigan Tradesman. 993

FOR SALE—A STOCK OF GROCERIES, shoes and dry goods in one of the best farming districts in Michigan; stock invoices about \$700. H. P. Hansen, Amsden, Mich. 992

SOMETHING TO INVESTIGATE—HOW pure air and good health can be secured and maintained by the use of The Miller Window and Wall Ventilator. For use in school rooms, offices and sleeping apartments. Recommended by physicians and school officials. Agents wanted. Descriptive circulars free. Address B. C. Sherrick & Co., General Agents, Westfield, Ind. 991

A BARGAIN—DESIRE TO SELL DRUG stock and fixtures, and store building if desired, in small inland town; railroad building; only drug store within ten miles; reason for sale, change of business; must be sold by September 1. Address C. W. Merkel, Brookfield, Mich. 990

AN OPENING—A MEAT MARKET BUSI- ness; established trade of \$2,000 per month; practically cash business; owner lost his wife; bound to leave. Address Decker & Jean, Grand Rapids, Mich. 975

FOR SALE—GOOD ESTABLISHED GRO- cery business in town of 6,000; a bargain for the right person. Will not sell except to good, reliable party. For particulars address Grocery, care Michigan Tradesman. 983

WANTED—DRUG STOCK, ONE THAT invoices from \$1,000 to \$1,500. Address Edgar E. Tice, Bloomingdale, Mich. 980

FOR SALE—IF SOLD BEFORE SEPT. 1, one of the best drug stores in the State. Average daily sales for July, \$39.29. No cut rates. Do not care to sell after Sept. 1. Address No. 986, care Michigan Tradesman. 986

CHOICE 80 ACRE FARM FOR SALE OR trade. Box 33, Epsiln, Mich. 9-5

FOR SALE—A HARDWARE STOCK, IN- cluding 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

FOR SALE—A FIRST-CLASS SHINGLE and the mill in very best repair; center crank engine, 12x16; plenty boiler room; Perkins shingle mill; bolter cut off, drag and knot saws; elevator; endless log chains; gurner; belting all in first-class shape; mill now turning out 40 to 60 M. shingles per day. Any one wanting such a mill will do well to investigate. Will trade for stock of groceries. Address A. R. Morehouse, Big Rapids, Mich. 9-0

FOR SALE—COUNTRY STORE DOING good business. For particulars address J. B. Adams, Frost, Mich. 966

FOR SALE—IN THRIVING CITY OF 4,000, confectionery, ice cream soda, cigars and tobacco; business good; cash trade. Enquire at 482 Canal St., Grand Rapids. 965

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

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

FOR SALE, CHEAP—\$1,500 STOCK GEN- eral merchandise. Address No. 945, care Michigan Tradesman. 945

FOR SALE—BEST MONEY-MAKING GRO- cery in the State, all sales spot cash; old established stand, 40x80; low rent; stock about \$5,000; can reduce to suit; no unsalable goods; making over \$3,000 net per annum. The Philadelphia Chemical Co. is building a plant near my store. It appropriated nine million dollars for this; our ship yards built the famous Erie and the Ashmo, 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 OR RENT—TWO BRICK STORES connected with arch, 2x80 each; suitable for department or general store, of which we have need here; will rent one or both. P. O. Box 556, Mendon, Mich. 936

STOCK OF GENERAL MERCHANDISE for sale. Box 108, Hathbone, 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. 856, care Michigan Tradesman. 856

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

MISCELLANEOUS

WANTED—SITUATION BY YOUNG MAN in general store; has had several years' experience. Can furnish good references. Address No. 997, care Michigan Tradesman. 997

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

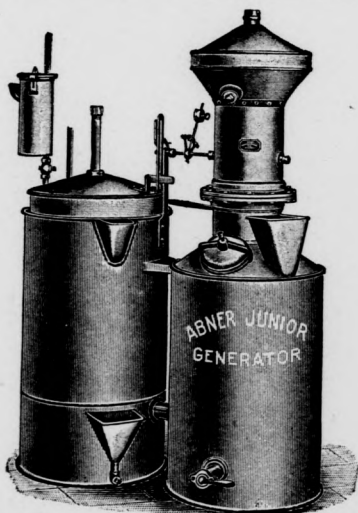
If you want to secure more than
\$25 REWARD

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.

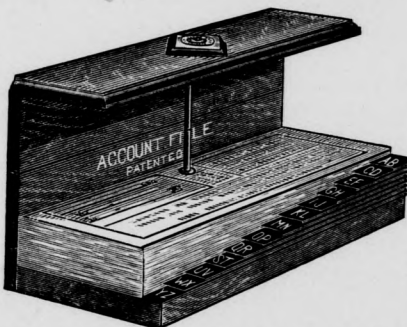


**Abner
 Junior
 Generator**

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.

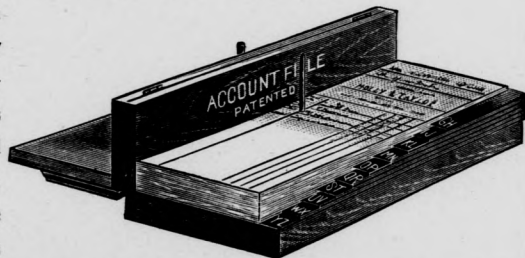
**Simple
 Account File**



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

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

Grand Rapids Retail Grocers' Association
 President, FRANK J. DYK; Secretary, HOMER KLAP; Treasurer, J. GEORGE LEHMAN

Detroit Retail Grocers' Protective Association
 President, E. MARKS; Secretaries, N. L. KOENIG and F. H. COZZENS; Treasurer, C. H. FRINK.

Kalamazoo 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.

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

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

Owosso Business Men's Association
 President, A. D. WHIPPLE; Secretary, G. T. CAMPBELL; Treasurer, W. E. COLLINS.

Pt. Huron Merchants' and Manufacturers' Association
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 President, H. W. WALLACE; Secretary, T. E. HEDDLE.

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 President, F. D. VOS; Secretary, J. W. VERHOEKS.

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 President, CHAS. ROUNDS; Secretary, FRANK PUTNEY.

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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	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		
Ar. Mackinaw City	11:20a	4:15p			

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	9:35p
Ar. Kalamazoo	8:50a	3:22p	7:45p	1:45p	10:55p
Ar. Ft. Wayne	12:10p	6:50p			1:45a
Ar. Cincinnati	6:25p				6:55a

Trains arrive from the south at 3:55 a m and 7:20am daily, 1:50pm, 9:35pm and 10:05pm except Sunday.

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

MUSKEGON.

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

Sunday train leave Grand Rapids at 9:15am. Sunday train leaves Grand Rapids 7:00pm. Arrives at Muskegon 8:25pm. Trains arrive from Muskegon at 9:30am daily, 1:30pm and 5:20pm except Sunday and 8:00pm Sunday only.

**CHICAGO TRAINS
 G. R. & I and Michigan Central.**

	Except Sunday	Daily
Lv. G'd Rapids (Union depot)	12:30pm	9:35pm
Ar. Chicago (12th St. Station)	5:25pm	6:55am

12:30pm train runs solid to Chicago with Pullman buffet parlor car attached. 9:30pm train has through coach and Pullman sleeping car.

FROM CHICAGO

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

5:15pm train runs solid to Grand Rapids with Pullman buffet parlor car attached. 11:30pm train has through coach and sleeping car.

Take G. R. & I. to Chicago

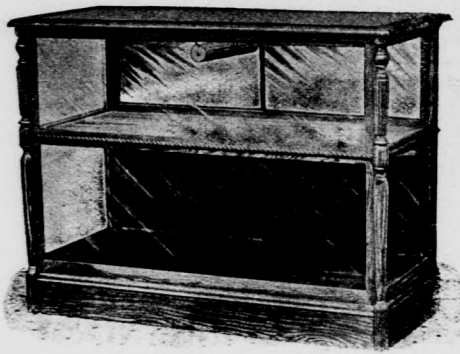
50 cents to Muskegon and Return Every Sunday

Cold Facts Served Hot
 with Dignified Design or Carthy Conceit make Advertising Profitable
Tradesman Company ENGRAVERS GRAND RAPIDS, MICH.

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 Flakes 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.

Grand Rapids Fixtures Co.

One of our
Leaders
in
Cigar
Cases



No. 52 Cigar Case

Corner Bartlett and South Ionia Streets, Grand Rapids, Michigan

Shipped
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Takes
First Class
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Write us
for
Catalogue
and
Prices

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

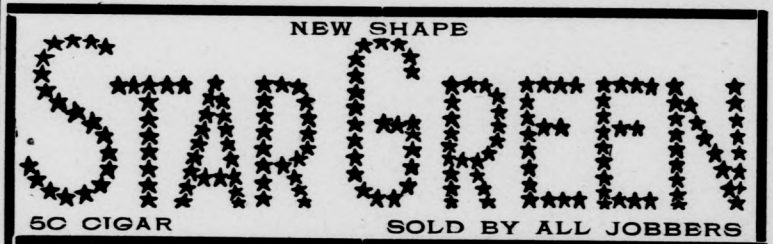
Splint Clothes Baskets
Made of best splint, 2 in. wide, size of basket 20x19 in. wide, 12 in. deep, per doz..... 2 20

We Have a Plan

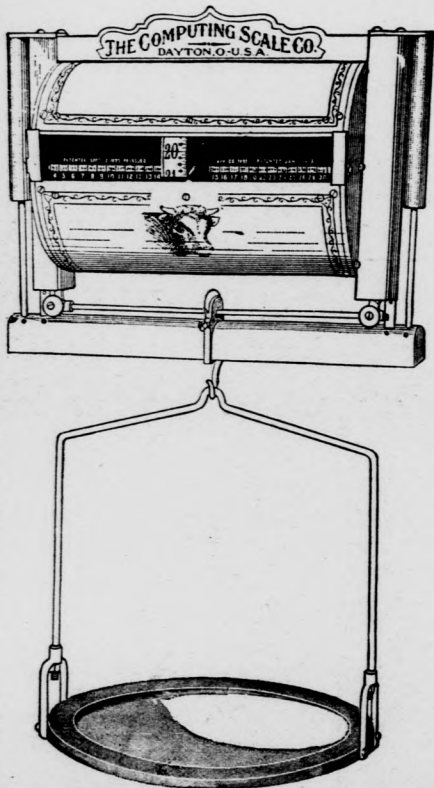


that will establish any retail business on a cash basis and draw a large increase of cash business in a wonderfully short time. IT IS A SUCCESS. The cost is small. It's free for the asking, Don't delay. Write us at once.

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



O. P. T.



If you want the very best money saving scale on earth, then you want the

BOSTON

and no other. Don't think of buying a scale of any other make until you have had a chance to investigate this statement. We back up our assertions with the best goods on earth. Drop us a line for our catalogue and you'll get it.

The Computing Scale Company
Dayton, Ohio