

MICHIGAN TRADESMAN

PUBLISHED WEEKLY

TRADESMAN COMPANY, PUBLISHERS

\$1 PER YEAR

Eighteenth Year

GRAND RAPIDS, WEDNESDAY, AUGUST 28, 1901.

Number 936

A GOOD INDICATION OF SUCCESS

To take care of our rapidly increasing business, and to better facilitate the distribution of our product, we have opened TWO NEW STORES.*

*No. 177-181 Congress St., Boston

*No. 106 Duane St., New York

No. 207-209 Monroe St., Chicago

Complete stocks are carried at all our stores and prompt shipments guaranteed. Beacon Falls goods ARE SOLD DIRECT TO THE RETAIL TRADE THROUGH OUR OWN STORES ONLY.

BEACON FALLS RUBBER SHOE CO.

BEACON FALLS, CONN.



A STORE DO YOU RUN ONE?

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

TRADESMAN COMPANY

GRAND RAPIDS, MICH.

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.

You will find that

Egg Baking Powder

will raise your sales.

Fort Wayne
Cincinnati Columbus

Home Office
80 West St., New York

Western Office
523 Williamson B'd'g
Cleveland

Indianapolis
Grand Rapids
Detroit

Sears Bakery

Grand Rapids, Michigan

Please send sample of your Grand Combination of

New Cakes

Hazelnut—Round with scalloped edge, fine flavor, mellow and exquisite..... 10c

Spiced Sugar Tops—Round, very rich, attractive appearance, spiced just right..... 8c

Richmond—Nearly square, Richmond jam filling, popular with all..... 10c

Dealer.....

Town..... State.....

✂ Cut this out and mail to above and sample will be sent without charge.

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.

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.

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

Volume XVIII.

GRAND RAPIDS, WEDNESDAY, AUGUST 28, 1901.

Number 936

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.



Grand Rapids Offices: Widdcomb 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.

Widdcomb Bld'g, Grand Rapids, Mich.

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

C. E. McCrone, Manager.

National Fire Ins. Co. of Hartford

Successor to

The Grand Rapids Fire Ins. Co.

CAPITAL, \$1,000,000

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.

Tradesman Coupons

IMPORTANT FEATURES.

- Page.
2. Getting the People.
 3. Petty Pilfering.
 4. Around the State.
 5. Grand Rapids Gossip.
 6. What Might Have Been.
 7. Early Closing.
 8. Editorial.
 9. Editorial.
 10. Clothing.
 11. Dry Goods.
 12. Shoes and Rubbers.
 14. The Meat Market.
 15. Clerks' Corner.
 16. Tamarack City.
 18. Hardware.
 19. Village Improvement.
 20. Woman's World.
 22. Butter and Eggs.
 23. The New York Market.
 24. Window Dressing.
 25. Commercial Travelers.
 26. Drugs and Chemicals.
 27. Drug Price Current.
 28. Grocery Price Current.
 29. Grocery Price Current.
 30. Grocery Price Current.
 31. Thanks Dorothy Dix.
 - Hardware Price Current.
 32. Commercial Dominatin.

THE FORCE OF EXAMPLE.

In spite of the lowering looks of "the kingdoms over the sea," the people of this country can but note that, while there is an occasional clinching of the fists and a gnashing of the teeth at the trade inroads this land of ours has been making in the foreign markets, they are still not above the appreciating of a good thing when they see it nor the awarding of that highest praise, imitation, when it serves their purpose. Our engines are found to be ahead of the product of the English shops and engineers are sent to find out where the superiority lies. The German merchant sends his agents to "get on to" the American twist in the base ball of finance and France more than once has shown her readiness to follow a worthy American example.

For some fairly well-understood reason, the "sick man of Europe," while enjoying a game of bluff, has not always conformed to one of the essential rules of the game—a squaring up of his accounts. Trusting to the peculiar circumstances of his surroundings, he has not only delayed but refused to meet his responsibilities and it was not until Uncle Sam took a hand that he learned that "must" has a meaning which even the Saitan is bound to respect. It is a matter of recent history that he has settled his accounts with the United States. France, it seems, was a much interested observer and, concluding that what a Yankee can do she can, has sent home the Turkish ambassador to report that his master will straighten out his accounts or she will know the reason why. At the present writing there is every reason to believe that the money will be paid without the needless burning of gunpowder—a result due to the following of the Great Republic's example.

The instance is a reminder of another matter of the same nature in the early part of the last century. The United States, a hundred years ago, following the example of the European nations, was accustomed to pay annual tribute to the pirates of the Barbary States to secure exemption from their attacks.

Tired at last of the humiliation, President Jefferson sent a fleet which blockaded the port and repeatedly bombarded the city of Tripoli, and that was the last of the tribute paying. Europe, astonished at the courage displayed by this Government and the equally astonishing result, concluded to follow America's example and tribute-money to pirates was known no more. The young Republic had furnished an example well worth the following.

The earliest instance of example-following, and the one which lead by far to the most stupendous results, took place a few years earlier: The king and the peasant on this side of the sea had wrestled and the peasant came out on top. It was the "third estate" against kingship, and the "third estate" had conquered; but tea tax and paper tax and tax without representation were nothing to what the third estate in France had to suffer. It is needless to follow up the thought. Bourbonism had reached its last ditch. The American patriot of the Revolution had fought his last battle and the French patriot, fired by his example, leveled the walls of the Bastille, beheaded Louis XVI. and his beautiful queen and started the French kingdom on the way towards the French Republic. Can history furnish a better illustration of the force of example?

There are, and always will be, "wars and rumors of wars." "Envy, hatred and malice and all uncharitableness" still assail national life and, alone or united, will try to tear it down; but that nation which does the right as it sees the right, and goes forward with that purpose only in view, need have no fear. Its strongest opposers will in time be found to be its closest imitators, and there is rarely war between followers and their model.

The use of Japanese and Chinese matings as an article of house furniture is almost universal in this country; in fact, we are the best foreign customers the extreme East has for the product. It has long been contended that these matings could not be manufactured here for the simple reason that the peculiar rush out of which they are made is not indigenous to this country, and no one seems to have thought of introducing its cultivation. It appears, however, that a rush is to be found growing in the greatest profusion in the waters of the Trent and Neuse Rivers, above Newbern, N. C., which experts have found to be identical with the Japanese and Chinese plant. The plant is said to be hardy and of rapid growth, and in order to turn it into the manufactured article no great degree of skilled labor is required. This discovery may add one more to the already numerous resources of the South. First tea and then matting, North Carolina seems to be destined to give the Celestial quite as hard knocks as the allies did at Peking a few months ago. The annual imports of matting from China are estimated at about 300,000,000 yards, so that there is ample room for home competition.

GENERAL TRADE REVIEW.

Aside from the two storm centers of the labor disturbances—the steel district in the East and the California coast—the general movement of business is upward. It is notable that, while bank exchange business at Pittsburg and at San Francisco is less than for preceding weeks, they are both in excess of last year by 4 or 5 per cent. Throughout the country elsewhere business and financial conditions are exceptionally good, with prospects for fall trade better than in any preceding year.

The movement of the stock market has been quiet, with values moving slowly upward, increasing in activity and price improvement at the latest. The steel issues seem to be the center of interest, taking the lead upward as the prospects for success of the strikers diminish.

An unfortunate effect of the undue advance in the price of corn on account of the Southwestern drouths is the cutting off of export trade. During the weeks when the price ruled the highest the export movement became but a small fraction of that of the preceding weeks or of the same period last year. Thus the present break in the prices, while not pleasant for those on the wrong side of the market, will tend to restore a healthier tone in demand. The high movement in the price of grain was the opportunity of Russia and to regain the parity prices must come down again.

Gradually the steel difficulties seem to be working out, with little prospect of more than local disturbances on account of difficulty in obtaining materials. In some instances considerable premiums are offered for moderate quantities of the affected products, as for instance, \$7 being refused for tinplates that sold for \$4 a month ago. But these conditions appear to be only temporary, the rapid resumption of work in all lines promising early relief from the cutting off of supplies.

The textile situation in Fall River, where too heavy stocks were likely to cause a reduction of wages and consequent strikes, was relieved, at least temporarily, by heavy buying of printers for the purpose of preventing the threatened trouble. While this relief would seem to be but temporary, on account of the undue number of spindles in operation, it is hoped that the general conditions of the market will improve so as to help the situation. The price of cotton was stimulated by the unfavorable distribution of rain.

The German newspapers keep on boycotting American goods and American exports to the German empire keep on increasing. From 1870 to 1901 the increase is from \$42,000,000 to \$191,000,000. If the newspaper boycott only keeps up we ought to do a little business with the kaiser's subjects before many years have passed.

An Ohio man has shot his wife for gossiping too much. This is a rather vicarious way of putting himself out of his misery.

Getting the People

Practical Methods of Study for Those of Limited Time.

While to the casual observer there is little change in the appearance of advertising from year to year, it does not follow that the science is standing still. Change is gradual and so slow as to require careful comparison to show the result.

Perhaps the most perceptible difference is found in the progress toward greater simplicity and candor of statement. The ideal in this direction is so high and so difficult of attainment that it seems to be the last in the achievements of the science.

In the science of advertisement writing there are two great hindrances to simplicity. In the first place, redundant and labored verbiage is the characteristic of all unpracticed writing. Words are cheap and ready. Ideas that count are scarce and the novice thinks they must be abundantly clothed to make a proper appearance. Of course they must be suitably embodied and clothed, but not buried under heaps of even the finest raiment.

The study of simplicity is the principal aim of the most successful workers in the advertising line. Some may be inclined to deny this and to assert that the great successes have been made by original and catchy phraseology. That which has given life and force to such work is the direct simplicity.

I say there is progress in this direction but in general advertising work there is yet much to be attained. In the natural, and commendable, ambition for originality there is reluctance to use the examples of simplicity which tends to increase the verbiage difficulty.

Many of the most pronounced successes have been manifested by the simplest phrase or word. There are many who have tried to imitate these, but who have found failure in that such imitation either fell flat or simply added to the competitor's success. There is a commendable imitation—of the most progressive methods in advertising—but the imitation should be limited to methods in cases where there is something unique or original in the work imitated.

Progress in the way of better work is being gained by the country advertiser making and using a collection of samples of the best work he can obtain from any source. These are not made with a view to bodily use but as samples for suggestion. There is the drawback of course that current work is quickly out of date as the seasons so quickly change, but many are meeting the situation by working a year ahead. To this the objection will be urged that a year behind is away out of date. The advertiser will not be a year behind. In his study and in making his scrap book of collections he is studying the latest of current work, and he does not use the work of a year ago bodily. It only serves to suggest what he wishes to do and he does it in the spirit of the present. There should be no hesitation in employing this method, for it is by similar ones that all the successful advertisement workers have attained their position. Originality is a fine quality, but when abstractly considered it is mighty scarce. The advertising writer frankly recognizes this and proceeds to learn the best methods he can command by imitation more than by theoretical study. When one is thoroughly imbued

Harvesting is Over.

Now every farmer will again turn his plow, harrow, land roller and disc harrow to prepare the soil for a seed-bed, which should be done well to insure a good harvest and for such purpose good implements and machinery are necessary, which can be bought right near your door, where you can see the goods and know that you will have value for every dollar invested. We carry a line of goods made by the best manufacturers in America, which gives protection to the buyer, because we are able to furnish repairs for any tool or machine bought of us, therefore we request every farmer who intends to buy any article to be used on the farm to give us a call before buying elsewhere.

A FEW OF OUR SPECIALTIES.

The New Capitol Wagon, Wood and Steel Frame Lever Spring-tooth Harrows, Gale Steel Beam Plows, Disc Harrows, Steel Land Rollers, Superior and McSherry Grain Drills, Road Wagons, Top Buggies, Two-seated Buggies, Single and Double Harness, Keen-Kutter Saws and Axes, Carpenter Tools, Building Hardware, Guns, Bicycle Sundries, and General Hardware. Remember the name and place.

WM. De KRUIF & CO.

LEVERING, MICHIGAN.

W. & A. McArthur Co., Ltd.

Groceries, Crockery,
Flour, Feed, Hay, Etc.

We have a Large, Fresh, Strictly Up-to-date Stock.

We buy in large lots, direct from first hands, consequently we can give you the very best prices. Our stock of crockery and glassware is of good and neat patterns in fancy and staple goods at bargain prices.

Our stock of seeds, both field and garden, are the very best that money can buy and our prices are very low. If prices and quality are what you want we can surely give you complete satisfaction.

W. & A. McArthur Co., Ltd.

THE ATTENTION OF

...Large Consumers...

Is invited to the following Autumn Bargains in Fine Groceries at

...Andrews Brothers...

TOMATO KETCHUP, in gallon jugs, with REBATE for return of jug; PURE TUSCAN OLIVE OIL in bulk; IMPORTED (French) GELATINE, a highly recommended preparation in one-pound packages; Also, a full list of FINE CHEESES, imported, domestic and local articles, with specialties in BRICK CHEESE for SANDWICHES, IMPORTED SWISS, CAMEMBERT (in wood, glass or tin), ROQUEFORT and GRATED PARMESAN.

TO-DAY, in the FISH MARKETS, specialties will be offered in CALIFORNIA SALMON, SCOLLOPS, LOBSTERS and FROGS' LEGS.

...Andrews Brothers' Markets...

"The James" "The Mowry" "The Clinton"

Arctic Baking Powder

Has been sold too long in glass tumblers and is too well known here for you to need our assurance that it is a good powder. We have it in

Iced Tea Glasses 5 inches high and 3 1/2 inches across top, full of Arctic Baking Powder, for..... 15c

Common Size Glasses Handsomely decorated, full Arctic Baking Powder... 10c

You can see them on display in our west window.

Cash Grocers **Horr Brothers**

Cement Walks

LAST LONGER

and for that reason are more economical than any other kind. While requiring the expenditure of a little more money in the start, their durability makes them cheaper in the end. The same can truthfully be said of—

Cement Basement and Cellar Floors.

We will gladly furnish estimates on cement work of any kind free of charge. Our material and workmanship are positively guaranteed.

Louis H. Kanitz,

Dealer in Lime, Brick, Stone and all Mason's Supplies.

33 Water Street, City Phone 12, Residence Phone 22.

MICA AXLE GREASE

Makes short roads. And light loads. Good for everything that runs on wheels.

Sold Everywhere. Made by STANDARD OIL CO.

BITHER'S FOR YOU Souvenirs

We make a specialty of souvenirs in CHINA AND GLASS.

We have "The Hackley Public Library," "Entering the Harbor at Muskegon," "Masonic Temple," in red and opal.

GLASS from 15c to 50c

This is the time of year when we get in our new imported China, and it is coming every day. Call at once as

J. J. BITHER, 121 W. Western Ave., PHONE 65.

Drug Necessities.

There's not a week goes by but you need something that a drug store sells. Do you come to us at such times?

We have been trying to make known the points of advantage that we have to offer you:

Perfect goods, fair prices, a clean store, clean attendants, drug knowledge, drug experience, careful attention, honest measure, accuracy strict attention to business, and conscientious desire to give satisfaction in every department.

ASK THESE ANY INDUCEMENT?

SWARTWOUT & SWARTWOUT Central Drugists.

with the spirit of the best methods, by imitation, study if you will, he can do the most effective and telling work. Once in a while—a long while, perhaps—he can do something striking or original, and none the less that his study has been so largely imitation.

But many merchants are under the necessity of preparing their advertising matter who can not afford to give even this imitation study. But all can afford the use of the scrap book. Keeping in this the best examples of our own work is the most helpful. Then to these should be added the most available samples to be obtained from other sources. Don't keep too many such samples. Keep everything under dates. In selecting these study current work as much as time will permit. Then in preparing work suggestions and help can be found in other seasons and yet the work will be original and up to date.

I have always been prejudiced against the French Clarendon letters, such as those used in Wm. De Kruijff & Co.'s display, because they are indistinct and unattractive. The writer of this advertisement makes the mistake of too much verbiage. The paragraph is too long and too elaborate—it contains the matter which might perhaps be valuable in talking to the customer, but even if the farmer reads it through it has little or no effect. There is the objection to the list of articles that it is too long. The same number of articles could be listed, but the display should be broken up and the different classes grouped together. The shading of the display lines and the border is so near alike that it gives a blur to the whole.

The W. & A. McArthur Co., Ltd., is also unfortunate in the selection of the French Clarendon. Otherwise the display is pretty fair, except that the upper and lower lines are crowded too closely into the corners and there is too much space between the words in the line.

Andrews Brothers make the mistake of burying the important items of their list of articles under a jumble of big words, run all together. The different classes should have had a separate strong display of the salad dressings, cheese and fish.

A fairly good advertisement is that furnished by Horr Brothers making a specialty of baking powder. The writer has said just enough and to the point, and the printer has seconded him well in the display. It is a model advertisement and will serve to sell other goods than baking powder.

Louis H. Kanitz writes a good cement advertisement, which is well displayed by his printer. The display would have been better in a uniform style of type and the writer should have cut out a number of his biggest words.

The Mica axle grease advertisement, by the Standard Oil Co., is a sample of ideal simplicity and strong display, with a curious use of the initials in the short expressive sentences—a specimen of good work.

J. J. Bither has a good display of his souvenir specialties, which is expressed simply and concisely and is well composed. I would have put the name in the same display type as the rest.

Swartwout & Swartwout write a good general drug advertisement which may be criticised as being a little too long, perhaps.

Love is like arsenic; if you take a little it is deadly poison, but if you take a lot you will get over it and it will only clean out your system.

PETTY PILFERING.

Most Effective Method of Curtailing the Abuse.

At this season of the year, when peaches, pears, apples, and other small fruits are being displayed in open baskets or boxes in the retail store, the merchant is caused a very considerable loss through the small pilferings of customers. Such customers, who take what they do not pay for, are in fact, as much thieves as though they had stolen goods of larger value, but it is not the part of tact or good judgment to call their attention to the fact that they are pilfering from the merchant. The fact of the matter is, in a great many cases, the consumer never stops to think that he is doing both the merchant and himself an injustice by taking a peach from the box, or a pear from the case, and eating it then and there without paying for it. Nevertheless he is doing an injustice to both. He is doing the merchant an injustice because he is taking that which belongs to the merchant and not paying for it; he is doing himself an injustice because he is committing a petty theft of which he is unworthy but which if persisted in may blunt his conscience and lead to larger thefts later on. In all probability no thief began by stealing half a million dollars, but many thieves have been made by at first taking small articles of little intrinsic value, and increasing the value of the goods until they began to reason that what came into their possession was theirs, no matter how it came there.

The question how to stop this petty pilfering is one that should, and does, concern the retail dealer. The matter is one that must be handled tactfully, so as not to alienate otherwise good customers and keep them from visiting the store. Here is an idea. It may or may not be a practical one. At any rate it will not cost much to give it a trial.

At the last meeting of the Minneapolis Retail Grocers' Association, John Powell called attention to the following article which was printed in the Minneapolis Times, and the article was read in the meeting by Secretary Taylor:

An article published recently in the Benton Harbor News will appeal with force to many grocers who handle fruit in season. It reads as follows:

"Look at those boxes now," said a leading grocer this morning, pointing to a dozen boxes of plums, some half empty and others only minus the top layer. "Yesterday morning they were all full to the top. Where've they gone to? They have been taken by women thieves. They are the best women in the town, intend to be honest and probably think they are, but nevertheless they are thieves. The trouble is, they have divorced themselves from the idea that it is as dishonest to steal a pin as a ring. Here comes a lady. She takes one plum and passes on without even thinking that she committed a theft. One plum isn't very much, but suppose one hundred women do likewise. It's a bad habit and an expensive one to grocers."

A few days afterwards the News printed an interview with the grocer referred to in the above article, in which he said that the nuisance had been much abated since the matter had been brought to the attention of his customers by the newspapers. Twenty-three of his lady customers had mentioned the matter to him and acknowledged that they had been guilty of the offense without giving the matter a thought.

At the present price of fruit, this practice is certainly an expensive one for the grocer, and one which he would be glad to see discontinued without having to speak of the matter himself.

Merchants everywhere can make this article valuable to them. Go to the publisher of the paper in your city or town, or, if there is more than one paper, go to the publishers of all of them and respectfully request them to print this clipping, giving it an appropriate heading. They will do it, especially if you are an advertiser; if you are not, they will probably do it anyway. Then get the editor to write a word of comment on the article. If you have customers who you are afraid will not see this article, purchase enough papers to go around to all of them, have the editor mark it with a blue pencil, and mail it to all of them. Be sure that they see it. Clip it out and paste it up in an appropriate place in your store where it will be seen and be read. You will find that very few people will be affronted by the use of it in this way, and that it will have a much desired effect.

If the publishers of the paper refuse to print the article, which is not a long one, I do not know but what it would pay you to join with the other merchants in your town, have it put in type, and have several hundred or several thousand slips printed, and then distributed by a boy at all the houses in the city or town. Do not make any exceptions. Give every woman and every man in your town or city one of these slips without fear or favor. We believe this will abate the pilfering nuisance, except in rare instances, and that in the course of a few weeks' time you will save enough money through the abatement of this nuisance to more than pay you for the work in connection with getting the article printed.—Commercial Bulletin.

Grindstones Strictly Up To Date.

"If," said a dealer in such things, "anybody had told our grandfathers that the time would come when we should have ball-bearing grindstones I suppose they would have thought he was crazy; but we have them now and they are not very costly either."

"If the grindstone is one that is worked with a treadle there are ball bearings on the crank, where the treadle rod is connected, as well as on the shaft on which the grindstone turns. Really, it is a pleasure to see that homely old tool, the grindstone, mounted on ball bearings, and it is a positive delight to see how easily such a grindstone turns."

"But the ball bearings are not the only modern improvement in grindstone equipment. There are nowadays grindstone frames and attachments that are patented. The old, old way of turning a grindstone was with a crank, or a single treadle; but nowadays we have double treadles, one for each foot, and the frame that supports the grindstone has upon one end of it a seat like the seat you see on a mowing machine or anything of that sort, this being by no means a device for a lazy man, but a convenient means of enabling the man using the grindstone to get at it to the best advantage."

"If you, knowing the grindstone of ancient times, will picture to yourself a man sitting in a comfortable seat so placed on the end of the frame that he can get square at the face of the stone, which he turns by means of two treadles, one under each foot, the stone itself turning on ball bearings throughout, a grindstone yet to be sure, but with every working part distinctly modernized, you will get some idea of the difference between the old grindstone and the new."

Transformation.

Nell—I suppose she's long and lanky, just the same as ever?

Belle—Not at all. You know she recently came into a fortune. She's "divinely tall" now.

Special Features of the Grand Rapids Morning Market.

The weather conditions have been more of a factor in the market this season than ever before since its establishment on the island. The unusual number of rainy days and nights have interfered with the work of fruit growers especially and the most careful calculation has been necessary to get their products into the buyers' hands in good condition. Not only has the rain delayed the work, but it has delayed the ripening; and when the fruit does come to maturity, it must be utilized quickly or it goes to pieces. On this account firmness is a great essential. But while the cool dampness has delayed the harvest and caused a great deal of loss from decay it has made the fruit which is left fine and large in appearance.

Peaches are easily the leading feature on the market. The offerings are very abundant and, while prices are reasonably moderate, sales are good and the grower has no reason to complain. A common remark by the buyer is "Pretty hard." The seller replies, "You know they have to be hard to holdup." They are large, clean and fresh in appearance, but not so highly colored as when there is more hot weather and sunshine. If we should have a few days of more seasonable weather now—which seems probable—there will be a tremendous rush of the yellow fruit which may tax the absorptive powers of even this phenomenal market.

Other fruits of all kinds are coming in freely, but none in especial abundance. The most plentiful are plums—outside of apples, of course. These are fine and large in appearance. Growers report much rotting of the unripened fruit on the trees, on account of the

dampness. Early pears are offered considerably, but less freely than plums. Grapes have been slow in maturing, but are now offered in some quantity. The price rules rather high as yet. Noticeable features are the size of the berry and the perfection of the bunches. A wagon covered with systematically arranged baskets—such as shown by W. K. Munson, for instance—presents an exceedingly attractive appearance.

In the vegetable market the most prominent features are the melons. These are large and fine in appearance and many loads are offered. Tomatoes are plentiful, but offerings are pretty well taken. Potatoes are not so abundant since the break in price and uncertainty in selling. There is an ocean of abundance in other vegetables, but some way nearly everything seems to find buyers.

On account of the interference of rain, the variation of attendance has been great, some mornings very small and others correspondingly large.

Probably the greatest number of teams in the market at one time was on Saturday, as the volume of offerings made the market slow, and teams remained in their places longer than usual. The greatest quantity of peaches offered was on Tuesday of this week and, of course, the volume of market business was greater than on Saturday, as teams came and went more quickly. Saturday filled the grounds to the limit, teams occupying the available space on the main street.

Has All the Barber's Traits.

"He says he has no use for a barber." "I guess that is true. He shaves himself and cuts his own hair, and I am told has even gotten into the habit of talking to himself."



The reason it "goes" is the consumer who drank cheap coffee because he could not afford to pay 25 or 30 cents buys B. B. B., and the one who drank 25 and 30 cent coffee says B. B. B. is good enough for him and costs him 20. Works both ways.

OLNEY & JUDSON GROCER CO.

GRAND RAPIDS, MICH.

QUALITY

Is a silent salesman and makes permanent patrons—that's F. M. C. Coffee.

FREEMAN MERCANTILE CO.

Coffee Roasters,

GRAND RAPIDS, MICH.

Around the State

Movements of Merchants.

Vanderbilt—Glazer Bros. have added 25 feet to their new general store.

Benton Harbor—Morrow & Stone have purchased the grocery stock of Wm. F. Seel.

Springwater—G. W. Rawson & Co. have engaged in general trade at this place.

Bellevue—E. E. Mason has purchased the interest of his partner in the grocery firm of Mason Bros.

Sunfield—Geo. Peabody, of Lake Odessa, has purchased the lumber yard of Wolcott & Ramsey.

Fennville—W. W. Hutchins has sold his furniture stock and undertaking business to C. H. Adams, of Hartford.

Iron Mountain—M. A. Mortenson succeeds the clothing and men's furnishing goods firm of Mortenson & Axberg.

Hart—Fisher & Lyon is the style of the new firm organized to succeed Roy C. Fisher in the furniture and undertaking business.

Coral—J. S. Newell, senior member of the firm of J. S. Newell & Co., has just completed a new home, equipped with all the modern conveniences.

Mancelona—J. M. Hoffman has closed out his meat business and is as yet undecided as to whether he will re-engage in the same line of trade at this place.

Manton—Hartley & Taylor have purchased the Wm. Wilson stock of groceries and building, adjoining their recently acquired implement warehouse.

Coral—Dr. E. Wm. Boleo has completed the construction of a two-story frame drug store, 24x70 feet in dimensions, equipped with plate glass and steel ceilings.

Kalkaska—W. H. Kenny has disposed of his cigar factory to Fred Frisk and removed to Portland, where he will embark in the same line of business with his brother, John Kenny.

St. Ignace—F. Kruger & Son have purchased the stock of groceries and crockery of J. F. Jamieson and will resume business at the old stand after an absence of a few years from its management.

Omer—The business men of this place have raised \$1,050 to clay a piece of plains road between the village and a good farming country tributary to them. They believe that this investment will eventually come back to them a hundred fold.

Ellsworth—E. R. Harris has taken possession of his new store building, 48 feet square, two stories and basement, equipped with steel ceilings and plate glass front. A peculiarity of the store is that the entrances are on the sides, which prevents the accumulation of store loafers in the passageway to the post office in country stores.

Kalamazoo—Aaron Stulting, who has been employed by Cramer & Co. for the past twenty-two years, and Mr. Vroegindewij, who has been behind the counter for Sam. Folz for several years, have formed a copartnership under the style of Stulting & Vroegindewij and will engage in the clothing business at 122 North Burdick street.

Menominee—Carpenter, Cook & Co. is the name of the wholesale grocery firm which succeeds Penberthy, Cook & Co. The papers changing the name have been filed and the capital stock increased to \$1,000,000. W. O. Carpenter, the financial head of the firm, and C. I. Cook, the manager, have pur-

chased the interest of the late Frank Penberthy, and are now sole owners of the business.

Hancock—The confectionery firm of Lee Bros. has embarked in the manufacture of candies on a large scale and expects to furnish employment to forty or fifty people. It has secured the services of Fred Baker, an expert candy-maker of Chicago. The present location of the firm will be retained for the retail department, while the factory will be located in a new building recently purchased by it.

Menominee—The wholesale grocery house of Carpenter, Cook & Co. has decided to enter the manufacturing field and is equipping a factory building with coffee roasting, spice grinding, bottling and canning machinery at a cost of over \$25,000. It will also manufacture candy and confectionery. Coffee will be purchased in Brazil and cleaned and roasted here. The steamer containing its first shipment of eight carloads of coffee reached New York last week.

Detroit—Fred W. Schwartz, grocer and meat dealer at 1007 Michigan avenue, sold his business Aug. 19 to A. L. Livingston and wife, who gave him a note for \$1,800 as payment. To secure the note he took a warranty deed of ten acres of land at Howard City, represented to be worth \$3,000. Schwartz went to Howard City, where he learned that the property in question was assessed at only \$250. Schwartz now wants his bill of sale set aside, and Judge Donovan has issued an injunction restraining the Livingstons from disposing of any of the property.

Lowell—Judge Wolcott issued an order Monday, directing the assignee of N. B. Blain to offer the dry goods stock at private sale for thirty days and then advertise that it will be sold at public sale at the expiration of fifteen days. The assets are appraised at \$7,257 and the liabilities aggregate \$11,500, including \$3,129 claimed to be due the Lowell Building & Loan Association, which amount Mr. Blain and his bondsmen claim to be incorrect. The real estate, comprising twenty-nine acres of land, which Mr. Blain values at \$3,000 and is mortgaged for \$1,500, is appraised at \$2,000.

Manufacturing Matters.

Mendon—The Morgan Glove Co. has discontinued business, having sold out to John Wuerst.

Pontiac—The Standard Vehicle Co. has filed articles of incorporation, with a capital stock of \$35,000.

Caro—The Hub Clothing Co. has engaged in the manufacturing business with a capital stock of \$10,000.

Manistique—The Hiawatha Lumber Co., Limited, has been formed at this place. The capital stock is \$12,000.

Bay City—The capital stock of the Walworth & Neville Manufacturing Co. has been increased from \$100,000 to \$200,000.

Ganges—The Ganges Canning & Packing Co. is the style of a new enterprise at this place. The capital stock is \$7,150.

Onaway—A new manufacturing enterprise has been established here with a capital stock of \$150,000, under the style of the Lobdell & Bailey Manufacturing Co.

Saginaw—James A. Noland has purchased the plant of the Saginaw Rug Co. and will develop the business as rapidly as possible. There is no other factory of the kind in this part of the State.

Lapeer—At a mass meeting, held Monday night, citizens subscribed \$50,000 of the remaining \$100,000 stock needed to erect the beet sugar factory here, which is capitalized at \$600,000. Outside capital to a large extent has been engaged.

Battle Creek—The American Pure Food Co. is the newest aspirant for popular favor. The capital stock is \$100,000, of which \$5,000 is actually paid in. Scott Field, Frederick E. S. Tucker, Herbert A. Rowles and Henry J. Shattuck are the stockholders.

Detroit—Articles of association have been filed by the Superia Cigar Manufacturing Co. The capital stock of the company is \$6,000 and the stockholders are Grant R. Rause, Albert E. Bunting and Abram E. Davis, of Detroit, and Nelson D. Baird, of Azalia.

Flint—The Holmes Cigar Co., which is involved in the recent strike of union cigarmakers—a strike as foolish as it was useless—has decided to close its factory and transfer its business to Detroit, where operations will be resumed with non-union men who would rather work than strike.

Detroit—Articles of association of the Dunbar, Hartnell Co. have been filed with the county clerk. Its capital stock is \$150,000, of which \$15,000 is paid in. The stockholders are: Clement A. Dunbar, 7,750 shares; Stephen E. Hartnell, 6,950 shares, and Robert P. Hartnell, 300 shares. The company will manufacture, buy and sell automatic machinery.

Adrian—The Century Box Co. reached a point where, on account of its increasing business, they found that it was necessary to have more operating capital. Local capitalists were not willing to increase their holdings, and an option on the stock held in this city has been secured, and the company will be reorganized with increased capital stock, which has been largely subscribed by Tecumseh parties. This will result in the removal of the plant to the latter city.

Niles—E. R. Rowe, representing the Harper Buggy Co., of Columbia City, Ind., proposes to the city of Niles that if a suitable factory building is furnished the Harpers will locate a branch of their plant here, which will give employment to 500 men. Mr. Rowe, who is a stockholder in the company, has taken up his residence here, being favorably impressed with the town. The Business Men's Association has the proposition under consideration and there is little doubt but that the manufacturer's wants will be supplied.

Battle Creek—The Battle Creek Oil & Varnish Co. has been organized here with an authorized capital of \$1,000,000. This industry is already established in Chicago by George W. Bodine and Howard O. Bodine, who will remove the business to this city. The other stockholders are: John F. Miller and Frank W. Clapp, of this city, and C.

H. Daskam, of Marshall. The new concern will employ 200 men and manufacture varnish and paint, oils, japans, dryers, varnishes, paints, enamels, varnish stains, wood fillers, printing inks, hard oiled finishes and asphaltum varnishes.

Most Creditable Trade Journal in Michigan.

From the Detroit To-day.

Grand Rapids has the distinction of sending out the most creditable exponent of legitimate commercial enterprise in the State of Michigan. The Michigan Tradesman stands for the finest ideals of business conduct and development and it has been a mighty factor in the commercial uplift of the live cities and villages of all Michigan in the past eighteen years. The Tradesman has built up for itself a splendid constituency and prestige. Its great plant in the Blodgett block has been amplified to take in well established and flourishing printing and engraving business.

The force that has wrought all this magnificent success is revealed in the intense individuality of E. A. Stowe, for over twenty-five years a progressive and public spirited citizen of Grand Rapids and a tireless leader in its business organization and commercial expansion.

Retailers Forced to a Cash Basis.

Not long ago all the wholesale meat and provision houses in Springfield, Mass., issued an order that all bills against their customers must be paid cash every Monday morning and not one cent discount from the face of the bill. Things are moving the same way in Pittsfield, Mass., where but one wholesaler now stands out, and will probably soon fall into line, and when that is accomplished the Westfield headquarters of the Swift Beef Co. are expected to adopt the same weekly payment rule. This new phase of business has set the retailers thinking and several of them will at once make a rule for their trade that all bills must be paid in cash as often as once a week or no more goods will be delivered. They are forced to this by the action of the wholesalers.

Seven Steps to Success.

1. Close attention to the business by the proprietor.
2. Careful buying and cash discounts.
3. Short book accounts.
4. No ornamental help, but every one in the store a worker.
5. A stock of goods kept up to date.
6. A generous distribution of accommodation and politeness.
7. Living within your income.

Notwithstanding the vast quantities of petroleum that have been spread over the surface of New Jersey, the mosquitoes are still very much at home in that State. An aeronaut who made an ascension at Union Hill came down in the mud of the Hackensack Meadows, and when he was found the insects had bitten his face until it was a mass of red ridges and he was almost unconscious. It will take more oil than the Jerseyites can afford to buy in order to exterminate the mosquito pest.

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

C. G. A. Voigt is taking a needed respite from business cares, which accounts for the omission of the review of the grain and flour market this week.

Grant H. Otis, who recently exchanged his general stock at Shultz for a farm, has re-engaged in the grocery business at the same location. The Ball-Barnhart-Putman Co. furnished the stock.

Samuel M. Lemon claims to have landed twelve black bass in as many minutes while a guest of District Attorney Covell at his summer residence on Long Lake, near Traverse City, a few days ago. In substantiation of his statement, he refers to John Blodgett, but the latter is noncommittal, because he did not get any of the fish.

The Produce Market.

Apples—Fancy stock easily fetches \$3@3.50 per bbl. and cooking stock commands \$2.25@2.75. Sweet apples are in strong demand at \$1@1.25 per bu.

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

Beans—Reports from several bean growing sections are very encouraging, indicating that the crop will be large in volume and—if nothing happens—fine in quality.

Beets—40c per bu.
Butter—Extra creamery is in moderate demand at 21c. Dairy grades are without particular change, ranging in price from 11@12c for packing stock to 14c for choice and 16c for fancy. The Daily Trade Bulletin of Chicago has issued its annual report of butter in storage, which shows 1,069,120 tubs in the coolers, as against 1,017,270 tubs in 1900 and 906,976 in 1899. This is only a further indication that the storage of butter was heavier this year than last. Holders of storage stock feel well satisfied with conditions and believe they will make from 1/2c to 1c a pound on all good Junes put away. These do not go into consumption until next February.

Cabbage—The enormous demand has subsided to some extent and the price has declined to \$2@2.25 per crate of three to four dozen.

Carrots—40c per bu.
Cauliflower—\$1@1.25 per doz.
Celery—15c per doz. Fine in quality and large in size.

Corn—Green commands 8@10c per doz.

Crabapples—50@60c per bu.; \$1.50@2 per bbl.

Cucumbers—15c per doz. for hot house stock; 40c per bu. for garden stock; 12c per 100 for pickling.

Eggs—The market continues to strengthen, as is usually the case after Aug. 20, which appears to be the dividing line. Local handlers pay 12@13c, holding candled stock at 14c.

Egg Plant—\$1 per doz.
Frogs' Legs—Large bulls, 45@50c; medium bulls, 25c; large frogs, 15@20c; small frogs, 5@10c.

Green Onions—10c for Silverskins.
Honey—White stock is in light supply at 14c. Amber is slow sale at 13c and dark is in moderate demand at 11@12c.

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

Maple Syrup—\$1 per gal. for fancy.
Musk Melons—Gems fetch 40c per basket. Osage and Cantaloupes command 50@60c per doz.

Onions—70@80c per bu.
Parsley—25c per doz.
Peppers—75c per bu.

Plums—Receipts are heavy. Bradshaws, \$1@1.10; Gueii's, 75@90c; Green Gages, 90c@\$1; Lombards, 75@80c.

Peaches—The frequent rains have had a serious effect on the crop by giving the fruit abnormal size and ripening it ahead of time, which has necessarily precipitated a glut and an era of low prices. Crane's Early fetch 75@85c;

Red Crawfords and Barnards, 85c@\$1; Early Crawfords, \$1@1.25.
Pears—Flemish Beauties, \$1; sugar, 75c.

Potatoes—The expected slump occurred on schedule time. Prices range from 60@75c per bu.

Poultry—The market is without particular change. Live hens command 7@8c; spring chickens, 8@9c; turkey hens, 8@9c; gobblers, 8c; spring ducks, 8@10c. Pigeons are in moderate demand at 50@60c per doz. and squabs are taken readily at \$1.20@1.50.

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

String Beans—75c per bu.
Summer Squash—50c per bu. box.

Tomatoes—50c per bu. and tending downward.

Watermelons—14@15c for Indiana Sweethearts and home grown.

Sweet Potatoes—\$3.75@4 per bbl. for Virginias.

The Grocery Market.

Sugars—The slow demand for refined sugar is the principal depressing factor in the market for raws, which ruled quiet but unchanged on the previous basis of prices, 96 deg. test centrifugals still being quoted at 4c. Refiners showed a marked disinclination to purchase and it is expected that they will not resume operations until the demand becomes more active for refined sugar. A well-known New York sugar broker says: "Raw sugar has reached a point where it becomes a serious question with producers to cover cost of production and, at present value or little less, only the most modern plantations in Cuba will be able to make the coming crop without actual loss." There is a somewhat better feeling in the refined market, although prices show no change. Most of the refiners have disposed of their oversupply of soft sugars and have withdrawn concessions on same. The demand is improving somewhat and we think will continue to do so, as buyers' stocks are light. Indications point to a steady and unchanged market for the next two or three weeks.

Canned Goods—The market for all varieties of canned goods was firm during the week and supplies are quite generally cleaned up. The particular features of the week were the opening of the peach season and the renewed interest in the tomato market. There has been a good demand for all varieties, but the orders are not so large as they were a few weeks ago. They are, however, of sufficient size to sustain the present market and we do not look for any immediate decline on any of the staple goods. Tomatoes are very strong and higher, with a continued active demand, both for spot and future goods. Spot stocks are held exceedingly firm, as they are so light. The corn market continues very firm, both for spot and future goods. Spot supplies, however, are practically exhausted. The outlook is for about a 20 per cent. crop in New York State and, according to one estimate, not over 50 per cent. anywhere. Peas are in good demand at full prices, especially for the fancy grades. Baked beans are higher on all grades. Spot supplies are very light and, with raw material scarce, the situation on the canned article looks very strong. Gallon apples are very scarce and continue to advance. It is interesting to learn that gallon apples which were exported to England a few months ago are now being brought back to New York and sold at a profit. The pineapple situation is practically unchanged. There is a scarcity of the best grades and we think in a few weeks the better grades will be entirely sold out. Salmon on the spot is

very quiet and easy. Although consumptive demand is good, the bulk of the salmon business has already been done, buyers having placed orders for future delivery, but there is still considerable interest in the new fish. Domestic quarter-oil sardines are firmer. Imported sardines are held firm and there are expectations that the market will soon advance. The fishing in France is reported even worse than last year.

Dried Fruits—Consumptive demand for dried fruit is very fair, in spite of the warm weather, but there is only moderate activity in a jobbing way. Seeded raisins are attracting considerable attention and are moving out rapidly at full prices. Stocks of loose muscatel raisins are practically exhausted, but the demand is very light, seeded raisins having in many cases taken the place of the loose muscatels. Prunes are in better demand and are a trifle firmer, leading holders asking 1/4c advance. Some of the trade, in the general uncertainty as to the outlook on prunes in California, are believed to be providing for early wants by taking a moderate amount at the prices quoted. Peaches and apricots are in good demand at previous prices. Better trade is expected a little later. The demand for currants is increasing and prices are firmly held. Latest advices state that Persian dates are doing well and shipments are expected to commence somewhat earlier than in previous years. It is rather early for definite estimates as to the extent of the crop, but it is, doubtless, considerably larger than that of 1900, but somewhat less than the phenomenal harvest of 1899. It appears that during the present crop the bulk of the importations for the United States will come via direct steamer. Two boats have been chartered for New York, expected to bring cargoes of about 100,000 boxes each, which will be nearly sufficient for the consumption of America, which averages about 250,000 boxes annually. The Smyrna fig crop is progressing favorably. Latest advices report threatening weather, but no actual damage has yet been done. The yield promises to be larger than that of 1900.

Rice—The statistical position continues to strengthen and there was a further hardening of prices for all grades, dealers naming higher prices for some sorts. Supplies of fancy rice are practically exhausted, the few lots obtainable being held at such high prices. According to reports considerable damage was done by the recent storm to the rice crops near New Orleans, but details have not been received yet. Spot sales were fair and owing to decreasing supplies, indications are for a probable rise in prices, particularly for fancy styles.

Tea—The tea market is very dull and sales are only of small lots for immediate requirements. The better grades of green tea continue scarce and holders, as a rule, are not disposed to shade prices.

Molasses and Syrups—Sales of molasses are few and far between and the usual summer quiet prevails. Prices continued steady for all grades and, in order to secure supplies, buyers are obliged to pay full prices. Spot stocks remain small and are being well held. Owing to the very small supply on hand, which will probably prove inadequate to meet the regular wants of the consuming trade until the approach of fall, it is not believed that prices will go any lower.

Nuts—The demand for nuts is show-

ing some improvement, particularly for almonds.

Rolled Oats—On account of the weaker market for grains, rolled oats have declined 20c per barrel; competitive cases, 10c and Nickel oats, 5c. We think now is a good time to buy, because if the oat market advances, rolled oats will undoubtedly go up again.

Boot and Shoe Recorder: "When I go into a dealer's store," said a shoe salesman, "and infer from the proprietor's manner that he is annoyed about something in connection with his business, I don't make any talk with him unless I am absolutely obliged to. If he is having a discussion with one of his employes or customers which is of an unpleasant nature, I also retire as gracefully as possible. There is no use to attempt to do business under such circumstances. Whenever I have tried to do so I have almost invariably been turned down. It is a great deal better in my opinion to make another visit even at the expense of considerable time and trouble in order to find conditions more favorable for doing business."

An effort should be made to get the Sultan to exhibit his collection of ultimatum at the St. Louis world's fair of 1903.

The man who will invent a thermometer that won't go above 80 degrees will do much to make life bearable.

That New York judge who says there is about one honest man to a thousand is certainly an optimist.

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

Holland Herring

Just received a car new catch direct from Holland. "Y. M." brand—finest packed and largest packages.

We are headquarters. Send in your order quick. This car will be all sold in a week.

Olney & Judson Grocer Co.

Grand Rapids

WHAT MIGHT HAVE BEEN.

Palmistry as a Means of Preventing Business Failures.

Do you believe in palmistry? I suppose it is unnecessary to say that it is the science by which a palmist looks at your palm and by the lines on it tells not only your characteristics, but your probable future.

I never believed in it much until the other day, when a palmist read my old flipper and told me what sort of a man I was. I had no idea before that I was such a nice man. I repeated the whole thing to my wife that night and I could see that she was impressed. After I was through she observed that it was strange that after twenty-eight years of married life she hadn't discovered some of the good qualities that the palmist had found in two minutes.

Seriously, I believe in any science or fad, whichever you please, that can see as far into a man's disposition as this palmist saw into mine. Actually, the analysis was so close that I felt an involuntary, modest shrinking while I was in the man's presence—sort of fearful that he could look right through my shirt and see the old brown mole on my heaving bosom.

I asked this palmist whether he himself believed in the thing. He said, with great earnestness, that he did and argued that, in his opinion, it was not in the Divine plan to send a child to earth with no guide post by which his leanings should be determined, like a compassless ship. The lines of the palm, he thought, were the signs of character and trend by which a child should be started right on the walk of life.

This gives palmistry a practical bent that has never been claimed for it before. If the argument is logical, a father could forecast from the palm of his month-old baby that baby's future—what it was cut out for; what it should be.

For neither the shape of the hand nor the lines in it change, be a man 70 years old or 7 days.

I couldn't help but think of these things the other day as I stood in the little store of a grocer and notion seller in a small Pennsylvania town. I have known the old fellow who runs this store for a good many years. He is about 70 years old—one of the little, old, mild-mannered fellows who invariably have large families.

The description of this old man will probably be recognized by nearly every salesman who travels through Central Pennsylvania. He has never been a successful merchant—he has never been anything like successful. He is as good an example of a misfit as I ever saw.

This poor old grocer is absolutely at the mercy of every salesman who sells him goods. He knows nothing about buying—he can't seem to learn anything about it. When the salesman tell him to buy, he buys. The salesman all know the old fellow and they take care of him, for while any traveling man will dump with pleasure the merchant who poses as a smart Aleck, they are protectors as true as steel to the man who admits his ignorance and puts himself in their hands.

The old fellow takes a trade paper and seems to read it in a desultory fashion, but information about the markets seems to make no impression on him. He hasn't a shred of business instinct and he has grown to lean so absolutely on the salesman that he no

longer considers it necessary to think for himself.

If this lamentable old failure had only had a father to study his palm as he lay in his cradle, he might have been spared this lifetime of failure. I looked at his hands that day as he wrapped up some sugar. They had long, slender fingers—a beautiful hand—the real artistic hand. The man should have been an artist or a musician. Never in the world should he have been a grocer or a merchant of any sort.

But seventy years ago palmistry, with other things, was probably not even dreamed of.

His customer gone, I engaged the old fellow in conversation. I wanted to see whether my little attempt at reading his hand was borne out by the facts.

I asked him how business was. "Bad." I have never heard him say anything else for ten years. I looked about the store for a means of getting at what I wanted. Finally, I saw a gay-colored poster back of the counter.

"It's wonderful," I said, "how beautifully color printing can be done nowadays. Look at that child—the flesh tints in the face there are wonderful!"

"Fair," said the old fellow, briskly, "but they need brightening a little. They're a little too pale. As a rule, the tones in these posters are exaggerated, but in this case it's the reverse."

"Pardon me," I said, "but you seem to know something about these things. Do you paint?"

"Oh, no," he replied. "I used to do a little at it when I was younger, but I haven't for twenty years." And the old fellow sighed.

This aged and forlorn grocer, rubbing along at 70 with a poor little unprofitable grocery store on his bent back, might have made a National reputation as an artist. He "used to do a little at it when he was younger"—how that speaks of a born ambition, only half gratified, then strangled!

One look at his hands had told me more about his bent than a lifetime had told either himself or his parents.

All this for the want of a shrewd, keen-eyed palmist to look at that baby's palm, and say, "This child's bent is artistic; he should play, or sing, or paint."—Stroller in Grocery World.

Dr. R. J. Gatling, who invented the famous rapid-fire gun bearing his name, has turned his attention toward farm machinery and proposes to revolutionize existing agricultural methods. Dr. Gatling is the inventor of a motor plow, which he asserts will accomplish from a comparative standpoint on the farm what his gun did on the field of battle. The claim is made by the great inventor that his plow, under the guidance of one man, will break the surface of a 30-acre field in a single day. It is the intention of Dr. Gatling and a number of St. Louis promoters to place his invention on the market, and it is proposed to organize a stock company with a capital of \$1,000,000.

The courts of Belgium are to be called upon soon to decide an interesting question—whether the railroad companies must provide separate cars for women who want to smoke. A young woman recently lighted a cigarette in a carriage reserved for women. Her traveling companions immediately protested and threatened to complain to the guard as soon as the car stopped. When the young woman reached her destination she consulted a lawyer, who has taken the question into the courts.

The Pan-American's Electric Glory.

The fiery sun had sunk behind great masses of heavy clouds, making its protest in the angry rays that here and there pierced the threatening darkness that grew denser until the arch of heaven was blackest night.

The whirring wheel of the trolley pole threw out its lurid green glare, marking and emphasizing the more the settled gloom, for it was a night when bats flew low and swallows kept circling near their nests. Soon we reached the high fence that separated the old city from the new and passing the turnstile we were in the Sunken Gardens where ghostly statues that flanked it peered out upon us like frightened things from their home of gloom, while on either side and way above us the shadowy outlines of Agriculture and Mechanical Arts Buildings were just visible.

Up the long flight of steps, in front of the great Tower, we halted and listened to the rush and fall of many waters that gushed with mighty force from its face, making weird sounds like fairy music through the sultry air.

On and on, by the Court of the Fountains where myriads of tiny jets from flowering cups flung the water's spray high in air, as soft and shimmering as a bridal veil.

But ever wandering on we passed the Fountain of Plenty, where graceful figures of children sport in the babbling waters. Then still further back, close under the four noble Pylons, topped with heroic figures of warriors bestriding rearing chargers, we stood with the gathering hosts that, ever increasing, were silent, watchful, waiting.

From this slight elevation on the bridge that spans the winding canal we gazed down the long vista at the faint outlines of pictured domes, great buildings and frowning castles, with their many pointed turrets, just traceable against the awful darkness of the night behind. Suddenly a hushed silence seemed to hover over all; then, as if touched by the wonderful magic breath

of life, a soft, tremulous, gentle, dim pink glow, from three-quarters of a million incandescent lights, twinkled and shone like the first rays of the morning sun.

Slowly, surely, like the life eternal, the radiance grew deeper red, stronger, brighter, clearer, dazzling white, as from out the darkness sprang celestial glory!

The magnificence of this radiant firmament of light filled the vision, and caught and held the soul aloft, as from every quarter of the compass forms and curves of innumerable buildings were star-decked, while the wondrous Tower, looming far up into the immeasurable onyx blackness, gave out a beauty and brightness never dreamed of or known before.

All stood spellbound, held and thrilled as if by some command from on high, when softly, gently, like a mother's voice, drifted from a cornet afar, "Nearer my God to Thee, Nearer to Thee," and the vast awe-struck multitude, with bared heads and faces aglow with keenest feeling, followed the sacred song in their hearts, while their eyes beheld the glory of the Light!

Robert Mitchell Floyd.

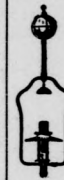
The slow movements of the average fat man rather tend to contradict the theory that haste makes waist.

You ought to sell

LILY WHITE

"The flour the best cooks use"

VALLEY CITY MILLING CO.,
GRAND RAPIDS, MICH.



The Imperial Gas Lamp

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

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

Commencing Aug. 27 and continuing until Sept. 28 we will make a special display of

Trimmed Pattern Hats

and novelties for Fall and Winter. When in the city we will be pleased to have you call and examine our stock of Millinery, which is the largest and most complete of any in Michigan.

Corl, Knott & Co.

20 and 22 North Division St., Grand Rapids, Mich.

SHEET METAL WORKERS

Established 1868.

State Agents

Coal Tar, Tarred Felt,
Asphalt Paints,
Roofing Pitch,
2 and 3 ply and Torpedo Gravel
Ready Roofing, Sky Lights,
Eave Troughing,
Galvanized Iron Cornice
Contracting Roofers



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

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

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

EARLY CLOSING.

How Individualism in Trade Led to Success.

I believe there's a time for everything and plenty of time to do it in.

If I was hungry enough to eat raw crawfish I wouldn't take a handout from a man who would refuse to join his brother merchants in closing up at 6 p. m.

I guess it's all right to be a little stingy, but a man like that is too stingy for his own good.

In the first place it is all foolishness. A store can do as much business between 7:30 a. m. and 6 p. m. as it can if it stayed open all night.

Hard to figure it? Well, just try it.

If a merchant wears all the life out of his clerks to-day he's not going to get so much good to-morrow.

The human system is like a lot of other machines; it needs some time every twenty-four hours to get it in working order and keep it there.

One thing I've noticed in my travels—the stores in the little towns keep open the latest.

Another thing I've noticed is that the general population of the little towns go to bed earliest.

The bedtime of a town is usually in proportion to its size; the smaller the earlier to bed, until you get to the village with one general store and a blacksmith shop, where they go to bed when the chickens go to roost.

If you never thought about this think about it. It is so, and these little general stores keep open until 10:30 and 11 o'clock.

In towns of a thousand and up to five or ten, the stores close at about 8 p. m.

Keep open those extra hours to sell a dollar and forty cents' worth that they could have sold before 6 if they'd close on time.

I think it was in '67 that I heard of a fellow up in Waukegan who wanted to sell out.

Waukegan was a hot rival of Chicago in those days and it looked good to me.

I just looked at the location of the two and figured out that Waukegan would have four or five million people before Chicago got big enough to wear long dresses.

I have found out since that it takes more than a location to make a big city.

Anyway, in '67 I bought that stock of goods in Waukegan and paid two years' rent in advance. Then I went in to show the town how to do business.

As this story is about closing at 6 p. m., I'll not tell you how I skinned those guys in more ways than one, but will just confine my remarks to the question before the meeting.

By "guys" I mean the other fellows who were in business in Waukegan.

I bought that stock in a lump and closed up a week to invoice and paint up.

After the books had been footed up I found that I hadn't landed on such a real soft snap as I had at first calculated on.

But I made the best of it and opened the store with a grand hurrah sale "at 50 cents on the dollar." The next week I opened up a couple of thousand in new stuff and business seemed as if it was starting off right.

I hadn't said anything to the folks about closing time and I noticed that the head clerk didn't close the doors until 8 p. m.

I asked him about it and he said that was the way they were all doing.

He thought I wanted him to keep open later.

Picked me out for a squeezer, I guess. I told him I'd like to close at 6 p. m. That made his eyes sparkle, but he said he didn't think I could make the raffle as none of the other merchants would agree to such early closing.

I told him I'd see about it, and for the next four days I tramped around Waukegan talking 6 o'clock closing to the merchants.

I didn't get any satisfaction.

They all seemed to think they'd be losing big business if they shut up at 6, because Waukegan was "a great afternight town."

I got tired of talking to them and then I got hot.

When I went back to the store I told the head clerk that after this we would close up at 6 p. m. sharp.

He went around and told the salespeople, and it did me good just to see the smiles on their faces.

Next Monday morning I got out a circular telling the people of Waukegan all about it, and that this store would close promptly at 6 p. m. if we never struck bottom.

I had some pretty good reasoning in the circular about clerks deserving some rest, and I roasted merchants who wouldn't close up to a good brown turn. That circular was about as vitriolic as a Sam Jones sermon.

It didn't make 'em close, but it interested the Waukegan people in my store and started 'em my way.

Every month for two years I sent out a circular on the same order, and I believe that those circulars and being decent with my help made me more business than anything else I did.

I had the trade of that town before I left.

When Decoration Day and the Fourth of July, and Thanksgiving Day would come along, I closed all day instead of at 1 and 2 p. m., as the other fellows did.

On these days I had a sign hung on the front: "This store will be closed all day. Our clerks are as tired as the dickens and need a rest. We don't believe in half holidays."

Occasionally I would send my sermon circulars to the country, too.

I think if I had stayed in Waukegan I would have been a millionaire to-day, for I never did see a business grow faster.

But my fame spread too fast and a fellow from Chicago came up to see me and wanted me to go into the wholesale dry goods business with him.

I had no trouble in selling out at 100 cents on the dollar—believe I could have gotten a bonus—and into the wholesale business I went.—Dry Goods Reporter.

Largest Apple Deal on Record.

Chicago, Aug. 24—What is said to be the largest apple deal on record in the United States was made yesterday in the sale of the Haseltine apple crop, in Green county, Missouri, for \$54,000. The sale includes the apples on 1,000 acres of orchard, which are estimated to harvest 100,000 barrels, about 30,000,000 apples. Four produce firms are the purchasers of the crop.

A Model School.

Old Gentleman—Do you mean to say your teacher never thrashed you?

Little Boy—Never. We have moral suasion at our school.

Old Gentleman—What's that?

Little Boy—Oh, we're kept in and stood in corners, and locked out and locked in, and made to write one word a thousand times, and scolded at, and that's all.

Little Demand for Applejack Nowadays

Chester, N. Y., Aug. 24—"This is a year with an odd number," said an old-time Orange county farmer who seemed to be despondent, "and consequently the apple crop will be short."

"I don't know why it is, but Orange county orchards bear well only in the years of even numbers. It's not a question of every second year but of even numbered years. This was first noticed as long ago as 1816, the famous year without a summer when the fruit, like all other crops, was destroyed. The following year was all right, and the farmers confidently expected that their apple trees would be laden with fruit. If the orchards had blossomed and fruited in that year, it being an odd-numbered year, the rule would have been broken. As a matter of fact, the orchard went over that year without any crop. But in 1818 they came on again with great productiveness, and did not fail again in any even number year until 1850.

"That was the year the codling moth first made its appearance in Orange county orchards, and put a worm in almost every apple. So we gathered no apples to speak of that year, but there was no crop in 1851. We had to wait until the even numbered year came along, and then the orchards were loaded.

"But it doesn't make so much difference any more whether Orange county orchards bear in even years or odd years, or whether they bear at all. A few years ago Orange county made more applejack than any other county in the Union, New Jersey not barred. In the town of Warwick alone there were twenty-seven applejack distilleries. We turned out 100,000 gallons a year, and paid the Government \$120,000 a year tax for doing it. There was scarcely a town in the county that didn't squeeze its quota of apples into cider and convert the cider into applejack.

"Orange county began the making of applejack before the Revolutionary War. There is in use in the Sayre distillery

near Warwick a kettle and worm, the product of which in applejack paid excise duty to King George III. It was then in a still somewhere in the Hudson highlands. The Sayre still is the only one left out of the twenty-seven. All the old stills in other parts of the county have disappeared. There is perhaps not more than 10,000 gallons of applejack made in Orange county to-day.

"There was a time, not so long ago, when one would hear no other tippie asked for by the bibulously inclined in Orange county. If you asked for whisky, applejack would invariably be set out to you. To-day if you ask for applejack right here in its old-time home the landlord will have to take a look over his stock to see whether he has any. It was no uncommon thing for as high as \$10 a gallon to be paid for applejack known to be from some particular still, or to have been a certain number of years in the farmer's cellar. Some of the best applejack ever made is lying in farm cellars to-day. There is some more than forty years old. But somehow the present generation has gone away from the good old taste of the fathers and applejack that ought to be worth \$1 a drop is ignored for tumultuous rye and cheap beer.

"The distillers that are left in Orange county say there is no money in applejack any more, one reason being that rye and corn whisky can be made so much cheaper. So the glory of Orange county applejack is gone and it really makes little difference now whether her orchards bear in the even or the odd number years, or whether they bear at all."

No Affair of Hers.

Hostess—And does your mother allow you to have two pieces of pie when you are at home, Willie?

Willie (who has asked for the second piece)—No, ma'am.

Hostess—Well, do you think she would like you to have two pieces here?

Willie (confidently)—Oh, she wouldn't care. This isn't her pie, you know.



The Up= to= Date Business Man

Always has a handsome Calendar for each one of his customers at the beginning of each new year. He considers a calendar the best advertisement for his business.

Are you an up-to-date business man?

We are the largest calendar manufacturers in the Middle West. Order now.

TRADESMAN COMPANY, Grand Rapids.



Devoted to the Best Interests of Business Men

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

TRADESMAN COMPANY

One Dollar a Year, Payable in Advance.

Advertising Rates on Application.

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

Subscribers may have the mailing address of their papers changed as often as desired. No paper discontinued, except at the option of the proprietor, until all arrearages are paid. Sample copies sent free to any address.

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

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

E. A. STOWE, EDITOR.

WEDNESDAY, - - AUGUST 28, 1901.

STATE OF MICHIGAN } ss.
County of Kent

John DeBoer, being duly sworn, deposes and says as follows:

I am pressman in the office of the Tradesman Company and have charge of the presses and folding machine in that establishment. I printed and folded 7,000 copies of the issue of August 21, 1901, and saw the edition mailed in the usual manner. And further deponent saith not.

John DeBoer.

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

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

THE COMPOSITE AMERICAN.

Dr. Henry Gannett, geographer, ethnologist and linguist, in the service of the United States, has been studying the United States census, and he has endeavored to construct out of that wilderness of statistics his idea of the average citizen of the United States. It is rather a peculiar product which he has manufactured out of figures, showing that the average American is a man five feet eight inches in height, with a chest girth of thirty-six inches, and a weight of 150 pounds. He is nearly an inch taller than his English cousin, and more than an inch taller than his distant cousin, the German. He probably looks over the heads of all European peoples. In weight, however, he is exceeded by both the Englishman and German, being of slimmer and lighter build, although he is probably as heavy as the average European.

His age is put at 37 years, with an expectation of 30 years more, being an expectation greater by a year than that of the English or Germans. His wife is 35 years of age, is five feet four inches in height, and weighs 126 pounds. She will live to the age of 68 years, as her expectation of life is slightly greater than that of her husband. His entire estate has an estimated value of \$5,000, and his annual income is, on an average, about \$750. His property is assessed at about 40 per cent. of its true value, and he pays taxes amounting to \$14.60, or 73 cents per \$100 of assessed valuation.

The family of the average American, consisting of wife and three children, lives on a scale and a daily diet which would be regarded in Europe as lavish, such a one as can be afforded there only by the rich. His table is spread with abundance, not only with articles of domestic production, but imported food stuffs. For example, his family consumes annually 1,250 pounds of wheat

flour, and 600 pounds of oat and corn meal, 750 pounds of meat, or about two pounds per day; 750 pounds of potatoes, 100 pounds of butter, and 300 pounds of sugar. He is the greatest coffee drinker on earth, one pound a week being required for his family's consumption. Of tea, however, he uses little, five pounds per year sufficing for his needs. His table costs him \$16 per month. He eats three meals per day, taking his dinner at noon. He retires between 9 and 10 at night, and rises at 6 in the morning.

As to his vices, he is in a measure a slave to tobacco. He consumes twenty pounds of the narcotic weed a year, or one ounce per day, and although he has used it freely since he was grown, as did his father and grandfather before him, it does not appear that he has suffered any mental or physical deterioration in consequence of such indulgence. Although by no means an intemperate man, neither is he an advocate of total abstinence. Annually his family, which means in the main himself, consumes seven and a half gallons of spirits and wine, and not less than seventy-five gallons of beer. He uses less spirits and more malt liquors than did his immediate ancestors.

For clothing, his family expends annually about \$100. His clothing is ready made, as are the shoes of himself and other members of his family. His wife keeps no servant, but does the housework herself. She is his companion and business partner and is the head of the house, as he is the head of the farm. The American has more newspapers at his service than has any other reading creature and his books are cheaper and more numerous than are those of any other nationality. He may not be so generally educated as are the peoples of some countries; but, with the excellent system of free schools in his reach, he hopes to find no deficiency in his mental make-up.

Such is the average man of the nation which is already one of the richest and most powerful on the globe, and enjoys the promise of becoming the mistress of the other nations of the earth. He will doubtless be equal to all the demands that are to be made upon him.

For the first time in the history of the grain business, a cargo of wheat shipped from this country to England is being returned without unloading. The cargo, which contains seven loads, in all 56,000 bushels of hard Duluth spring wheat, was shipped from Philadelphia for London on the steamship Marquette. The scarcity of London storage and the high price of terminal charges there makes it cheaper to return the cargo, as the low rates of ocean freight amount to practically nothing when compared to the heavy charges abroad. The grain is not being brought back here for consumption, but for reshipment, as it is expected that the grade of wheat which constitutes the cargo will be in much greater demand when it again reaches London.

As the result of the agreement of several Western companies to extend their lines and make new connections it will be possible within a year to telephone direct from New York to San Francisco, without relays. The world is indeed fast becoming a vast whispering gallery. There will soon be no such thing as an isolated community.

The Sultan has added one more to his collection of ultimatums.

A BIT OF BUSINESS HYMNOLOGY.

A distinguished President of a well-known University of the Middle West in a recent lecture unduly criticised the more or less popular hymn, "Oh, to be Nothing, Nothing!" averring that the words do not convey the idea of the human heart; that the whole thought is nonsense and that the so-called hymn should be stricken from future editions of all hymn books.

It is submitted that the criticising President has made a mistake. While from the point of view furnished by the President's chair of a great University there may be, in his field of vision, not a single soul who wants to be "nothing," or even considered as such, he must concede that the college world is only a minor part of the universe and that there are, on the part of the great majority, certain conditions which might and do make absolutely nothing one of the most desirable things in the world.

Morally—and the word includes its opposite—what a difference it would make in the life of the average criminal if the hateful record of his wretched past should reveal only "a line of white across the page," and if the maker of that record, with the past reduced to nothing, were restored to his old place in the world before crime had claimed him for its own. Is it exactly absurd, then, for the prisoner, from the depths of his heart, to sing heartily, "Oh, to be nothing, nothing?"

The President of a University hardly needs to be reminded that from a mathematical point of view the nothing condition is not the most deplorable. There nothing is, indeed, naught, but it is the dividing point between nothing and what is worse than nothing. The world, to a man, could he have his choice, would never be written down a minus quantity—zero minus something—and the business world, to a man, is putting forth every energy to keep on the plus side of zero. Even the prosperous institution which the President controls has its business side and that institution and its fellows, the country over, are striving to make both ends meet or, what is the same thing, to be "nothing, nothing," at the beginning of another college year.

The thought has a deeper meaning and a wider application in the world of trade. There, if statistics are to be depended upon, the per cent. of failure exceeds that of success. From beginning to end it is a constant struggle to keep at nothing or on the right side of it. The nothing is the pivot upon which the balance of trade rests and, dip the beam never so little, that little is just so much less than nothing. The groceryman on the corner understands this as thoroughly as the merchant prince and both are spending their days and nights to reach that fateful nothing, if they can do no more. They know as none other can the fearful odds that are against them. Uncertainty is the only condition to be depended upon. A month's prosperity too often only balances a month's adversity and the level beam of years is but the repetition of the same tedious tale. It all turns upon nothing, with the chances largely against that, and the tradesman who comes out even is the envy of his fellows. It is the least that can be desired and it is no wonder that hymn and sentiment have found favor with the masses who have learned from the heart to sing, "Oh, to be nothing, nothing!"

The matter might end here, but it

does not. Indeed, nothing is by no means the symbol of failure. Without it prosperity would find trouble in expressing itself. A line of nothings means much or little according to the relation they sustain to the figures beside them. Decimally the nothing swells or shrinks them by ten. One, for instance, is only that much better than nothing, but six nothings with that same one to lead them stands for what the commercial world to-day is fighting for. They are praying for it as well—a hymn is a prayer borne heavenward on the wings of song, and what better can express the desire of the commercial worshipper, and of those depending upon him, than "Oh, to be nothing, nothing!"

It is to be hoped that wise second thought will not write down the hymn as doggerel and cast it to the dogs. It is, on the contrary, the tunefully-expressed heart-longing of the world, civilized and uncivilized. As such it is not an absurdity and can not be considered so. It is widely catholic and no sect can claim it as its own. The tuneful methodist and the Wandering Jew, the deist and the atheist—"the round world and they that dwell therein" can lift up their voices in this universal hymn of supplication, feeling sure that their petition will be granted. In that respect it has the advantage of the other numbers of the hymnal and for that reason, if for no other, should be retained.

UNIFORM DATE FOR PICNICS.

The Tradesman is in receipt of the following letter from the Secretary of the Grand Rapids Retail Grocers' Association, with the request for editorial comment thereon:

Our Association has had the following question under consideration, and the Secretary has been instructed to correspond with every grocers' association in the State for an opinion:

Why not hold the annual picnics of the various grocers' associations throughout the State on the same day and date?

Kindly bring this matter up at the next meeting of your Association and let us know the results.

The Tradesman can see no particular object in holding all the mercantile picnics on the same date, because a picnic is supposed to be held at a time which is most convenient for the people attending it, and whenever the selection of a date becomes obligatory, the duty of attending the picnic becomes irksome. If all of the picnics were held on the same day, there would be very little visiting back and forth, which would, to a great extent, eliminate the theory of fraternity and co-operation which all mercantile associations are endeavoring to cultivate. Under present methods of conducting picnics, it is not unusual for delegations from one city to attend the picnics of other cities nearby, and these visits have had much to do with bringing about a better understanding and more thorough harmony between competing points. The Tradesman is not advised as to the reasons advanced for making the enquiry, and perhaps valid grounds can be given therefor: but, in the light of past experience and in view of the varying conditions peculiar to every town and every association, the Tradesman is steadfast in believing that the selection of the date of the annual picnic is a matter which can be safely left to the convenience and good judgment of the members of each association.

A PROPOSED PARTNERSHIP.

The announcement is made that for some time preceding the steel strike and since, J. Pierpont Morgan and others associated with him in the management of the United States Steel Corporation have been perfecting a plan whereby as many of the employes of the several factories thus allied as desire may purchase stock at par, however much beyond that figure this stock may be selling. In round numbers it is said that this immense corporation employs something like 165,000 men. It would be impracticable to suppose that all or even perhaps a majority would make any such investment. On the other hand, there are many among them in receipt of large wages and, being both industrious and thrifty, they will lay by money for which they seek a safe and prospectively profitable investment. Such a scheme is feasible where the company has an immense capitalization, although it might not be in the average manufacturing corporation.

The plan proposed is theoretically ideal and some may be tempted to regard it as Utopian. Profit sharing has been tried in various ways and in practical operation has not been as successful as its advocates could desire. The Dolgeville experiment is of easy recollection. Profit sharing as a gratuity is different from the plan proposed by Mr. Morgan, whereby operatives in the mills may become actual share holders and to that extent part owners in the whole property. In all manufacturing enterprises capital is useless without labor and labor is useless without capital. They must work together harmoniously if the best results are to be obtained. Just as a man who owns property is a better citizen, so a man who owns stock in the concern is a more interested workman. The announcement coming at this time will be subjected to the criticism that it is offered in the hope of influencing the adjustment of existing difficulties. That criticism will lose its force if the plan is put into actual and practical operation. With all the mills working, when times are good, steel stock bought at par is worth having. The very general holding of it by employes would have a very salutary influence in more ways than one. If a very considerable number of shares were in the hands of the employes, although they would, of course, always be in the minority, still it would be only fair that they should have at least one representative in the board of directors. Of course, there is nothing to prevent any steel worker from buying stock in the company if he wishes to and has the price at present, but the Morgan plan proposes to set aside a block for this special purpose. All forms of profit sharing are more or less experimental as yet, and if this is given a trial the outcome will be watched with interest.

THE POPULATION OF FRANCE.

The official figures of the French census, taken during the current year, show that the population of France is 38,641,333, representing an increase for the past five years of 412,364. This is an increase of something more than 1 per cent. When it is considered that the figures include all soldiers abroad, as well as sailors in the navy and merchant marine, the increase shown certainly does not appear great, but it is, nevertheless, gratifying that an increase is shown, however small.

The small gain in France fully confirms the impression that France has

ceased to be a growing country, the population, in fact, being practically at a standstill. The increase shown was mainly in cities. Twenty-eight departments show gains and fifty-nine losses.

It should be remembered that Frenchmen emigrate but little—less, in fact, than any other people—hence it can not be claimed that the absence of substantial growth in population is due to emigration, that safety valve for the surplus populations in other countries of Europe. France has, therefore, ceased to grow actually as well as comparatively.

It is useless to speculate upon the causes for this lack of healthy growth. That is a matter for the French people themselves and the French government has already given the subject serious attention. Whatever the cause, the result is the same. France, without keeping pace in growth of population with her rivals, must inevitably drop behind in wealth and political power. A great military power, having ambitions to a voice in international affairs, must keep up a healthy growth in population, otherwise it must dwindle steadily in importance compared with those powers whose populations maintain a rapid rate of growth, as is the case of Russia, Germany, England and the United States. In all of these countries, and particularly England and Germany, the increase is kept up in spite of a very large emigration to other countries.

It is a matter of concern not only to Frenchmen, but to foreigners as well, that France is not progressing in population. France is in a measure the Buffer State, or balance wheel for continental Europe. Her present military strength makes all powers hesitate to engage in dangerous enterprises without her consent. That France has a splendid army and vast resources is well recognized, but the fact that her population shows no gain, while her rivals are constantly growing, is a source of weakness, because her military strength does not continue to grow in the same proportion as does that of possible antagonists. This fact is an obstacle to the maintenance of the balance of power in Europe which conservative people hope for.

Arbuckle's floating hotel, which was to give New Yorkers a chance to get away from the hot and stuffy city in the night time, with an opportunity to sleep where the sea breezes made the atmosphere cool and invigorating, has proven a flat failure and the enterprise has been abandoned. The fault seems not to be with the idea, but with the method of putting it into practice. It is cooler and pleasanter down the bay than in the hot and crowded streets of the metropolis. The difficulty was that the floating hotel was an ordinary ship with staterooms for two and four people and only a port hole for air. Few people sleep well in a strange bed the first night, anyhow, and when that bed is a berth on shipboard, in a stateroom shared by two or three others, the surroundings are not attractive for repose. Had the barge been built on some plan which should have provided single staterooms with a window to let in plenty of air, the scheme would have been more successful. It would be entirely practicable to construct such a craft and there is reason to believe that it would prove popular and profitable. If it is to be called a floating hotel, it should be more like a hotel. The Arbuckle idea is all right. The trouble was with its application.

AN IMPRACTICABLE PLAN.

An interesting legal question, even although apparently a one-sided one, comes up as an incident to the great steel strike. The city of McKeesport is dependent very largely for its welfare and prosperity upon its manufacturing enterprises. The mayor sides with the strikers and avows his practical friendliness for their cause at every opportunity. Believing that there are other places more favorable, either in atmosphere or location, for the steel business, the trust announces its intention of dismantling one or more of the mills and moving the machinery from McKeesport to some other more attractive point. It is reported that the holders of the municipal bonds of McKeesport will make an application to the court for an order restraining the United States Steel Corporation from removing the Dewees-Wood plant. They will claim that the value of the bonds depends upon the population and prosperity of the city, which would be seriously affected by the closing of its mills and their removal. If the city has no industrial business it will not be able to meet the interest or principal of its obligations.

While it is true that the removal of any manufacturing enterprise from a city or village is a severe blow to it and in a sense lessens the value of its bonds, it is difficult to see how any such action at law as is suggested at McKeesport could have the serious attention of any court. The manufacturing companies were in no sense a party to the contract. The bond transaction was between the municipality and the investors, and the latter have no avenue through which they can legally reach a manufacturer any more than they can prevent a grocer or a dry goods merchant from leaving town. It is not so very many years ago that the New York Central, in what it thought was wisdom, determined to close the West Shore shops at Frankfort and thereby struck a blow to that prosperous and thrifty village, which at that time thought its death knell had been sounded. There was another element which entered into the case of Frankfort, because the people of the Mohawk valley had contributed \$70,000 worth of land to the West Shore for the purpose of securing the shop. Much as the removal was regretted under such aggravated and aggravating conditions, no legal remedy against the road was discovered. The New York Central Company, with a greater generosity than the steel corporation is likely to exhibit, gave the free use of its buildings for the occupancy of other industries which have brought back to Frankfort much of its former thrift. That was voluntary on the company's part, however, and not the result of judicial compulsion. There seems to be no law to compel a corporation to maintain an industrial plant in any particular place.

POPULATION OF CANADA.

The census of the Dominion of Canada, embracing the provinces of British Columbia, Manitoba, New Brunswick, Nova Scotia, Ontario, Prince Edward Island, Quebec and the territories, shows the population to be 5,338,883, a gain of only 505,644 over the census of ten years ago. The percentage of increase is 10.46.

The big provinces of Quebec and Ontario show a falling off in the percentage of increase as compared with the growth in population of the previous decennial period, although they have, of

course, gained in population. Prince Edward Island shows an actual decrease in population of 5,820.

As the representation in the Dominion Parliament is based on the population, Ontario will lose five seats in the Commons, Prince Edward Island one, Nova Scotia two and New Brunswick one. Manitoba, on the other hand, gains three seats and British Columbia two. The representation of Quebec Province is fixed permanently at sixty-five and furnishes the unit on which the representation of the other provinces is based. The representation of the Northwest territories is the same as before.

The net result of these changes is that the number of seats in Parliament is reduced from 213 to 209, and the Ottawa River, the north and south boundary between Quebec and Ontario, becomes the dividing line, the country to the east of it returning 100 members, and that to the west of it 109.

The figures presented by Ontario Province are particularly unsatisfactory. The entire province has gained only 53,657 persons in ten years; the percentage of gain, which in 1891 was 9.73, has fallen to 2.53 per cent. This fact, together with the loss of five seats in Parliament, has resulted in unfavorable comment.

Canada, with a decennial increase of 10.46 per cent., makes a poor show by the side of the Great Republic, with 20.7 per cent., or nearly double as much. It is not strange that there is great disappointment both in England and the Dominion.

The law relating to wills sometimes works a forfeiture of the testator's intention. An instance in point is connected with the decision of Surrogate Fitzgerald of New York, as to the last testament of Steve Brodie, the gentleman who won some notoriety as a bridge jumper. He made out a will which was perfectly regular and fair and called in two friends who knew each other and asked them to sign it, which they did, and in their presence he signed it, declaring it to be his last will and testament. When it was presented for probate the witnesses testified to the facts, and because Brodie did not sign first and the witnesses afterward the court refuses to admit the will to probate and declares it invalid. There is no question as to Mr. Brodie's intention and the case hangs merely on a technicality. To a layman it would seem as if the clear and undisputed intention of the testator should govern.

The French are looking for some political significance in the recent order of the Japanese government that in the future all its communications with foreign powers will be made in the English language. The Japanese declare that there is no politics involved and that they have simply studied their own convenience and that of their most important correspondents. French has long been the official language of diplomacy, but its position is now seriously threatened. The Japanese are quite right in making the change, as their foreign intercourse is principally with Great Britain and the United States.

With September will come the R's and the oysters. Lovers of the toothsome bivalves will be gratified by the reports that the crop this year is unusually large and excellent. There are only three days more to wait for their appearance.

Clothing

Ruling Fads and Fashions in Gay Gotham.

Some time ago I called attention to the favor with which Norfolk suits are regarded by men of taste. I have noticed this summer a considerable number of young men who wear the Norfolk jacket with long trousers for business dress. I don't like the idea. We naturally associate the Norfolk suit with sport and recreation—with golf and the bicycle, with the mountains and the shore. In its place it is a very useful and tasteful garb. Out of its place it becomes offensive to men of taste. Some years ago when all of us (fat women not excepted) were suffering from the bicycle mania, one saw Norfolk suits everywhere. People were even married and buried in them. No one was too poor or too humble to appear in a sloppy bicycle suit. Of course, under such circumstances men of taste became weary of the Norfolk suit and it was put aside, and it is only just beginning to reappear this summer. I hope that it will be kept in its proper place as a suit for sporting and recreation wear. Sack suits are quite good enough for business purposes. The Norfolk suit will be even more in favor next summer than this. It is a wise thing to have on hand a pair of long trousers as well as a pair of knee breeches to match the jacket. There are times when knickerbockers are impossible and other times when trousers are unendurable. But a Norfolk jacket, even when worn with trousers, is not just the thing for business hours.

I have noticed this summer what a very small number of men, comparatively speaking, one sees about town in knickerbockers. Some few years ago, when the bicycle craze was at its height, one saw knickerbocker men everywhere. Now one sees but a very few. In fact, bicycling has fallen off here as much, if not more, than in smaller cities. The people I see on the wheel belong to the lower orders for the most part and it is rarely that I see a party of gentlefolk on wheels. Of course, knickerbockers worn with the Norfolk jacket or a sack coat are the best garments for bicycle riding. They are cut tight about the knees and full about the thighs and the bagginess at the bottoms is eliminated. The extensions are made of other material than the garment and fit the leg very closely. It has been the custom for some time to wear coats that do not match the knickerbockers, but garments that match are again in favor. A tweed, or a cheviot in a quiet overplaid pattern, is about as good a material as one can find for the suit. A dust colored suit is not pretty, but a suit that will not show dust is necessary if one takes the sport with any degree of seriousness.

Some fashionable people have the art of dressing their servants with good taste for all occasions. I saw up town the other day a private automobile whose chauffeur was dressed in a way that was very tasteful. His uniform was a dark navy blue suit (lightweight, I judge) cut with military collar and closing up the front like a military coat. Coat and trousers were trimmed with black braid along the edges and the seams. A Panama hat, with rather wide rolling brim, completed a very cool and tasteful livery.

I notice that in the windows of those

stores that offer goods at cut prices there are very few black belts shown at reduced rates. That, I think, is an indication of the popularity of black belts this summer. The black seal belt with dull finish, rounded edges and gold buckle has been one of the prettiest belts offered this season. Were it not for the gold buckle I should say the prettiest. While we continue to show a marked preference for effects of sombre and severe character black belts are to be preferred to tan, although they are less attractive in themselves, I think.

It is not too early to begin to talk about stiff bosom shirts for fall. Will plain white shirts be preferred to shirts in colors? I have no doubt that the number of white shirts in a gentleman's wardrobe will need increasing and that colored shirts will be of quiet and subdued patterns. I would advise that colored shirts with neat and simple figures be worn. Stripes are so common that there is no distinction to them, although they are correct. A gentleman should have a few colored shirts that are out of the ordinary in pattern. Colored shirts are indispensable if one must work in a dusty or dirty place and for that reason they are not likely to disappear from a business man's wardrobe.

Yet I think that they will give way somewhat this fall and winter.

I see very few russet shoes, whether light or dark in tone, worn here. The black oxford enjoys general favor. With black and white and other sombre effects popular as they have been this year, the russet shoe has been crowded out. When lively colors come in again we will see it once more in favor, but it does not harmonize with our present day dress. Low shoes are in favor here all winter and I think that they will be worn even more next winter than last. With our mild, although changeable, winters there is no reason why a man of good health and constitution should not wear them with comfort through the better part of the fall and winter.—Apparel Gazette.

The Only Thing She Forgot.

The young woman was getting ready to go for a short trip and was holding forth to some friends as she made her arrangements upon "the way to travel without luggage."

"I'm very methodical, you know," she remarked airily, "and I do congratulate myself that there are few feminine creatures who have the science of packing down to as fine a point as myself." With this she wrapped her tooth brush up in a bit of white paper, secured it with elastic bands and tucked it in her shirt waist. Then she put three or four extra handkerchiefs in the crown of her hat, donned it and pronounced herself ready to depart.

"I feel as if I had forgotten something," she said, pausing at the door to give a backward glance into the room. "Your purse?" asked one solicitous friend.

"No, I have that," replied the young woman.

"A book to read on the train?" "Surely not your box of chocolates?" "Not your veil?" chorused the others.

No, the woman had those, but all the way down to the trolley car she was oppressed with the idea that, despite her boasted experience as a traveler, she had left something behind. As soon as she entered the station and found that she had but three minutes in which to make her train, she remembered what it was.

"I've forgotten my ticket!" she gasped.

"Now you haven't?" asked the man with her disgustedly.

"I have, indeed!" she wailed. "I bought it yesterday so I wouldn't have any trouble, and now I've come away and forgotten it, and I'll have to take the next train, which will put me in my town at midnight, and I think it's a great pity that some one couldn't have thought enough to ask me whether I had it or not, for goodness knows it's more important than chocolates, and everybody remembered them. I hope you'll have more consideration hereafter."

Then she paused for breath, and, as the man only laughed immoderately, she rode all the way home in scornful silence. But when she went to the station the next time she had her ticket clasped firmly in one hand and she yielded it reluctantly even to the gatekeeper.

Not Her Fingers.

Oliver Wendell Holmes enjoyed nothing so much as a clever retort, even if it happened to be at his own expense. One day, at an entertainment, he was seated near the refreshment table, and observed a little girl looking with longing eyes at the good things. With his invariable fondness for children, he said, kindly:

"Are you hungry, little girl?"

"Yes, sir," was the reply.

"Then why don't you take a sandwich?"

"Because I haven't any fork."

"Fingers were made before forks," said the doctor, smilingly.

The little girl looked at him and replied, to his delight:

"Not my fingers."

There are two bad things about cigarette smoking: first the cigarette, and second the fellow who smokes it.

Ask to see Samples of

**Pan-American
Guaranteed Clothing**

Makers

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

M. Wile & Co.

**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 to 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.



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

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

enabling you to select your season's order and present requirements as thoroughly as though selected from our enormous wholesale stock. Sample Book ready for distribution. Limited issue. Order the book now to prevent disappointment. You can do a large profitable business with it.

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

Dry Goods

Weekly Market Review of the Principal Staples.

Staple Cottons—The improved demand for four-yard sheetings, previously referred to, is traceable to the increased requirements of the China market, and has been of sufficient moment to attract the attention of home buyers. The opinion appears to hold that with the increasing outlet for four-yard sheetings, prices are not likely to go below the present level, and there are those who express themselves quite strongly on the chances of higher prices in the not distant future. For standard and three-yard sheetings, the market has been rather quiet, and prices have remained unchanged. There has been some indication of better business in bleached cottons, but it has not been of a striking character. The demand for duck is rather quiet, but the price situation is well maintained. Drills have been subjected to only a small demand, and no weakness is apparent in the price of same.

Prints and Gingham—The present condition of the printed goods market should occasion little surprise, for the buyer has provided for all his early requirements, and in making further purchases is inclined to act in a more or less cautious manner. The market is generally regarded in a strong position as regards stock in hand. Prominent makes of reds, indigo blues and mournings are sufficiently well sold to guard the market against any pressure. On certain popular styles, printers find great difficulty in making delivery within the prescribed time. The sales made of printed fabrics of the finer order in special finishes and also in sheer fabrics for the coming spring trade have been of a pleasing character, the orders in hand being of such volume as to practically assure the manufacturer's position. Woven patterned goods of the finer grades have attracted good business in both white madras and gingham weaves, also in colored effects, and prices generally on such goods are very firmly held.

Dress Goods—The approach of the new spring season is being heralded; certain of the foreign lines are being shown to the buyer, and more will be ready for the buyer next week, preparations to that end being well advanced. The domestic lines are not yet ready, and it appears unlikely that much, if anything, will be attempted in connection with domestic goods until after the first of September. The foreign selections run almost entirely to plain goods, and their materials are strongly represented. Fancy fabrics are confined almost entirely to waistings. The preparations of the domestic manufacturer are along the line of plain goods as regards dress goods proper. The broadcloth is expected to continue to draw well. The tendency appears to favor lighter shades than were in favor, in heavyweights. Not a few manufacturers claim to expect a return of favor of greater or less extent, to fancy goods before the spring season has run its course; viewed from their standpoint, it is a consummation devoutly to be wished, but it remains to be seen whether events will turn out as it is hoped. The market as regards fall dress goods is in a very quiet position. The duplicate business is of small proportions, and is not of a character to bring any fabrics into special promi-

nence. The jobbers have done a fair business, but not of sufficient volume to necessitate any considerable duplicate business. The jobber doubtless expects to require more goods, but he sees no necessity of hurrying to supply needs that are prospective rather than actual.

Haberdashery—The extremely hot weather which has prevailed in all parts of the country has resulted in bringing excellent business to the retailers everywhere, and on account of stocks being depleted rapidly, they have been obliged to draw on the manufacturers, reordering many lines in considerable quantities. As the warm weather developed and vacation time drew near, it seemed as though people who had earlier in the summer contemplated going away without buying much of anything extra, had felt the extreme heat, and demanded an extra supply of the various articles that are grouped under the name of haberdashery. Collars in particular were bought by the dozen, and, of course, the rather low-banded styles, lightweight underwear running largely to the balbriggans in medium and lower grades with a plentiful sprinkling of higher grades and enormous quantities of negligee shirts. Hosiery, too, was a strong factor in the business in fancy colors and open work effects. A number of lines of the latter to sell for 25c a pair are on the market in rather handsome designs. The best of them are in solid colors, depending upon the open work for fancy effects. There are other lines to sell as low as 10c per pair, but neither the retailers nor the consumers evidently have much faith in them, and comparatively small quantities are sold. To sell such cheap lines can not reflect credit on the store, and it is a wise merchant, who, even if he keeps them, points out the advisability to his customers of paying a little more and getting much more for their money.

Carpets—The $\frac{3}{4}$ goods continue to be the largest sellers, with the fine grades having the public's preference. Velvets continue to lead in the $\frac{3}{4}$ goods, with Brussels, axminsters and tapestries not far behind. A good high-grade tapestry is reported to be in much better demand than a few weeks ago. The cheaper tapestries have little call. Ingrains are quiet, but it is said that the better grades are beginning to show a slight improvement. The carpet mills in the vicinity of Philadelphia are busy, taking them as a whole. The ingrain mills are quiet, but the $\frac{3}{4}$ goods mills are well employed. The carpet yarn spinners are rather quiet, although those making worsted yarns report a fair business. Mills continue to buy raw stock in lots equal only to two to three weeks' requirements, and nothing has been heard that would lead one to believe that they are anticipating their future needs. The New England mills are reported to be well sold up, and Eastern manufacturers are said to be well satisfied with what business has been received.

Smyrna Rugs—Rug mills report a good demand for Smyrna rugs with a very promising outlook for a good fall trade. While prices for rugs are cheap, no efforts are made to advance them. Wilton rugs are also reported to be in good request.

Their Best Chance.

"Oh, yes," said the ice magnate, "there will be a time when the poor may have all the free ice they want."
"And when will that be?" asked the delighted listener.
"Next winter."

Startling Changes in an Old Story.

The four beautiful young things lined up at an avenue soda fountain.

When they had been served with their chocolate ice creams they sat down and partook of the same slowly, chatting animatedly the while.

Each of them carried a purse. When they had disposed of their chocolate ice creams, and placed the glasses on the counter, they all—

Now, to make this little narrative dovetail with the cut-and-dried dogmas of humorists who have been doing this sort of thing for a great many years all of these four beautiful young things should be made to dig frantically into their purses. Each of them should be made to say, "Deed, I think you're real mean if you don't let me pay!" or "Gracious sakes alive, let me stand treat!" Then they should be represented as having a desperate time of trying to yank the money out of their pocketbooks, and they should be portrayed as watching each other craftily out of the tails of their eyes and putting up sundry and divers kinks that are known to the prize ring as sparring for wind, to the end that the one succumbing first be compelled to dig up the price of the chocolate ice creams.

The above is all right, and still goes, even if it was first worked when George III. was King, but—

When these four beautiful young creatures had finished with their chocolate ice creams they just walked out.

You see, the one who had dug up for the chocolate ice creams had been neatly pushed up to the cashier's desk when they came in, and she had to buy the soda checks in advance.

Of Course He Was a Brute.

Mrs. Stalor—John, don't you think I need a new gown? This one begins to look shabby.

Mr. Stalor—I don't see anything the matter with it. You look well enough in it to suit me; and why should I pay out money to make you more attractive to other men?

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.

This May Interest You

The price of Indigo Blue Prints will advance to $4\frac{1}{2}$ c on September 1. We expect that other lines will advance also.

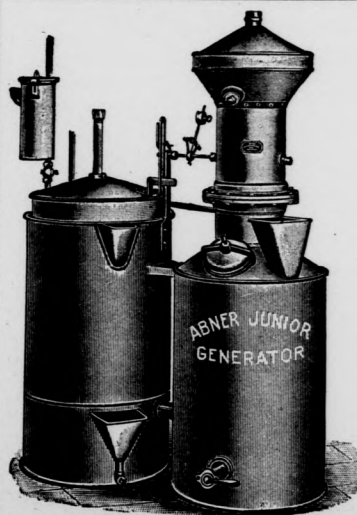
We have a good assortment left in greys, blues, fancies and lights. If you wish to get some at the old price mail in your order and we will make a good selection for you.

P. Steketee & Sons,

Wholesale Dry Goods,

Grand Rapids, Mich.

Abner Junior Generator



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

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

Shoes and Rubbers

Some Exasperating Features of the Jobbing Shoe Business.

"Yes, we have our troubles like every one else," said a member of a well-known jobbing house, while discussing matters of interest to shoe jobbers, "and I suppose we are no different than those engaged in other lines of trade.

"You have heard of the countermand and returned goods evil, no doubt, and the discussion of means of suppressing these really annoying features of the wholesale shoe trade has gone on for years with no appreciable diminution in the amount of goods returned at times, nor any apparent hesitation being evinced on the part of the dealer to countermand an order, if his stock is full and the crop outlook not promising. A reward awaits the man who will devise a means of checking these evils, but the solution seems to be as far distant as ever, and the dealers merrily continue a practice which is not only exasperating, but not entirely above the suspicion of being dishonorable.

"But as the saying goes, 'there are others.' These are not the only troubles that assail the peace of mind of the jobber, and cause untold disputes and anxieties.

"There's the 'not up to sample' howl, the unjust claims for new shoes to replace old ones obviously abused, the indiscriminate use of the word 'guarantee' by the dealer, who expects to come back on the jobber in case of necessity, and so on through all the various shades of complaints and abuses too numerous to enumerate.

"As it is, the jobber is between the mill stones, so to speak. The dealer looks to him to replace shoes he may have allowed a customer on a guarantee, regardless of whether, in the jobber's judgment, the claim is a just one or not. A kick on the part of the jobber, and the dealer threatens to trade elsewhere. Then, too, the jobber has to put up with the inverse of the proposition in his dealings with the manufacturer. Goods not up to sample are often a bone of contention between the two and case lots of the same line often show startling differences in cut or grade of stock used. This causes many to stipulate that a certain number of cases are to go through so as to show that the stock is up to the grade of the samples.

"The dealer comes back to the jobber, in satisfying his customer and usually compels him to make good the claim, while the jobber is not able to do so easily with the manufacturer. In fact, the guarantee feature of the business is often overdone. If there was some one competent to judge the merits of the controversy that usually arises, and who would be acceptable to both parties, well and good, but the dealer always has recourse to the position that if what he considers is a just claim is not allowed and he is not indemnified for the goods he furnished in satisfying his disgruntled customer, the jobber will lose his trade.

"No two people wear a pair of shoes alike and when shoes are made in stock, it is to be expected that the same fit and wearing qualities will not be insured that are found in a custom made shoe. However skillful the modern shoemaker may be, he can not cut patterns to exactly fit each of the hundreds of wearers of his shoes. Dealers are too often so anxious to please their customers and secure trade that they make

assertions and promises out of all bounds of reason. They would not do that if they knew they alone were responsible, but they still have their jobber to fall back on, and are not so cautious as if they had to pay the freight.

"Of course they retort, 'The goods are not up to the sample,' and that is usually the foundation for endless bickering and dispute, not calculated to be of any benefit to either party to the controversy. The fact of the matter is the jobber strives to get his goods from the manufacturer as near like sample as possible, and aside from the finish and usual sleek appearance secured by handling so much, the stock goods are in every way the counterpart of the samples. A sensible jobber is not deliberately seeking trouble by dishonorable substituting. How long could he expect to keep in business, if he treated his trade in such a manner?

"What is needed is a better understanding on the part of the dealer and a little less eagerness to make unjust claims. He can rest assured that the jobber will do everything in his power to promote the best of feeling among his trade and do all that is reasonable to retain his custom. The less friction the more business, and that is what we are all out for, of course. This applies to the dealer as well, and a little firmness in dealing with unreasonable customers would do much to break up the practice of returning shoes to the jobbers after they have been worn a month or so.

"So it goes, and it would indeed be interesting to know just what remedy would cure these abuses. Of course the greatest trouble is to get the jobbers to stick together and maintain a uniformly rigid rule that all such claims should not be countenanced, and that dealers making a practice of such reprehensible methods should be reported in trade reports as being undesirable customers.

"But in the scramble for business this is difficult to do, and there is always some firm who is willing to give him the benefit of the doubt and cater to his trade. This weakens the scheme, because as long as one does so all must do it or lose trade; and so the evil continues and the jobber suffers in silence, knowing that he is not the only one who has to meet such conditions in the shoe business.

"When will it be remedied? Wish we all knew, then we would have something to look forward to and live in hopes of the millennium in the boot and shoe world, trusting it would come before we are gathered to our fathers." —Boot and Shoe Recorder.

Bad For the Shoes.

The shoe shiners, or polishers, and extension-edge shoes are likely to prove a bad combination for the wearers, and a good combination for the manufacturers, if one looks at it that way. It is, by reason of these extension edges, more difficult for the "polishers" to make quick time, and in many instances they are satisfied to merely polish the vamp, and use a quick shining varnish substance for the heels and edges. It is this varnish that is likely to make trouble, for it is claimed that this substance will positively rot the leather, which, of course, while making it bad for the wearers will permit the dealers and the manufacturers to sell more shoes, but it isn't healthy.—Shoe Retailer.

If candles were made in the shape of a cross, some people would burn them at the four ends.

This space belongs to

Bradley & Metcalf Co.

Milwaukee, Wis.

Manufacturers and Jobbers of

Honest Footwear

We Carry Shoes and Rubbers

That are trade winners and will
make money for you.

THE WESTERN SHOE CO.

TOLEDO, OHIO

This is our Imitation Tip

HARD PAN



Wears Like Iron

You simply can't get a better shoe for the money, because it can't be made.

Herold-Bertsch Shoe Co.

Makers of Shoes

Grand Rapids, Mich.

Patience and Study Required to Satisfy Young Folks.

In catering to children's wants and needs we sometimes have some queer cases to deal with. Occasionally a poor struggling, hard-working woman comes along with one out of a batch of probably four or six children a cripple. Of course, she has tried every remedy heard of and is willing to try one more in order to relieve the poor little sufferer. It may have a bad case of flat foot and invariably the shoeman sums up the case as weak ankles and immediately proceeds to make a shoe that is positive agony for the child to wear.

Something is cut extra high, about two-thirds up to the knee, with stiff counters running to the top of the shoe, and yet the child does not improve. Why? Simply because he does not make a study, or try to reason out what would be the best kind of shoe for this particular case. Generally, the first thought is how much can be gotten out of the customer for such a shoe. Now, this way of procedure is not the way to gain the confidence of a customer or to improve his business. If he does not thoroughly understand a case of this, or similar kind, he should so inform his customer and recommend her to see a specialist; at the same time the customer should understand she is to inform the physician recommended to her. The physician in turn will return the favor by sending an order for a special-made shoe, thereby taking a little interest in your customers' welfare, and another is easily gained and added to your list, for women will talk and will more often recommend than talk you down. The former is good advertising and good paying. This is written with good intention (not to preach) and to give a little actual experience.

Speaking of trade in general, to cater to the wants of your customers it is absolutely necessary for you to be among them personally. There are knowledge and good points to be gained by so doing. One will ask for one particular shaped shoe and another, another, and so on until you may build or shape a shoe in your mind which, if carried out, sometimes proves to be a winner. Ideas or suggestions from customers as to combinations, etc., often prove profitable. A good point worth speaking of is, never try to force on a customer something she does not want. It is always well to show and to recommend your goods and if you are not successful in making a sale, you have performed your duty. It is best to be as polite as possible under the circumstances, and you stand a fairly good chance of seeing your customer at some future time.

A certain salesman tried his level best to suit a customer, but failed to do so. He had not the style of shoe in stock desired, and eventually recommended her to another store (not in the immediate vicinity). The customer went where directed, but the next day she returned rather more disgusted than pleased, and exclaimed, "Why in the world did you send me to a place like that? Whatever kind of a store can it be? Why, every man in the place came up in turn and tried to sell me something I did not want, so now you will please make me a pair of shoes such as I have described." So it sometimes pays better not to turn over too much, it is often overdone.

Following up this little incident a salesman called on me a few weeks ago who said, before he opened his samples,

he was trying to introduce his goods into the better class of stores, but if his statements were true, I am not surprised to hear of customers running from store to store trying to get suited (or suitable shoes to put on their children's feet).

I believe the majority of the public display fairly good judgment in clothing their children's feet. They do not now believe in crowding their little feet into pointed, or so-called bulldog-shaped shoes. Such shapes were at one time called smart or pretty, but they are now termed hideous, and the sooner the manufacturers of cheap shoes learn this the better or more profitable it will be for their business. It sometimes appears that they must scour the country for the most ill-shaped lasts to be found, instead of trying to improve their present style.

In the course of business we find many people with queer ideas. They imagine the many little defects common with children will result in something very serious. They sometimes toe-in, which seems to be a common habit with children. They all appear to do so more or less, up to a certain age, after which the habit gradually disappears. How many grown-up people do you see toe-in, unless they wear an exceptionally twisted shoe? I am free to say all of us did not wear shoes to prevent toeing-in when we were children. Of course, the mothers of these times do not think of that. They know that their children toe-in and it must be remedied.

It is the same again with the baby with twisted or curved legs. Did you ever see a baby with perfectly straight legs? It is an acknowledged fact that the baby's legs are always inclined to curve outward. It is natural to be so. They are born that way and will stay that way until it is time for them to straighten out, which they will of their own accord unless Mother Nature has chosen rickets or some other disease. The mother, of course, does not think so. She is on the lookout for a remedy, for she is in mortal fear of her child growing up bow-legged or pigeon-toed. These and many other little points, if studied, will prove profitable.

A short time ago a customer purchased a pair of baby's shoes and paid for them. When she glanced inside the shoe and saw a certain name which did not appear in the two pairs she had purchased previously, she at once protested and said something to the effect that we were trying to sell her something different from those asked for, and that she did not expect such treatment from such a firm. We, however, reasoned with her and explained to the best of our ability that they were the same kind as previously purchased, but had lately added the name. This explanation was not satisfactory. She was then informed that the shoes could be sent home for comparison with the others purchased, and if they were not exactly alike, the price would be refunded. This scheme did not work either. Patience at last being almost exhausted, a refund check was made out, and the queerest thing, as soon as she saw the color of her money she brightened up and changed her mind, saying she guessed they were the same kind as before and decided to take them. She went away apparently contented with herself. Such are the whims of some we have to contend with.

Referring to the much-talked subject, "tan shoes," who circulated the story that no tan shoes were going to be worn this season? We have disposed of fully one-third more than any other previous

season. I have read statements where dealers said they could not get enough of them, but I have not been so unfortunate. I believe there are yet plenty to be procured. Probably the party who circulated this story wanted or expected to get all the tan trade this season. If so, he was disappointed, for I have noticed in nearly all the shoe windows almost as many tan shoes as ever, and will wind up my little say with the very much used and worn-out saying, "They have come to stay."—A. R. Garrod in Shoe Retailer.

Defined.

Teacher—What little boy can tell me what is a "pioneer?"

Tommy—I know. My sister's one.

Teacher—Your sister?

Tommy—Yes, she plays the pianner all the time.

"Little Miss Muffett"

Is the name of the best line of Infants' Shoes made.

C. M. Henderson & Co.
"Western Shoe Builders"

Cor. Market and Quincy Sts.
Chicago, Ill.

A J A X

Dynamite Works

Bay City, Michigan

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

Geo. H. Reeder & Co.

Wholesale

Boots and Shoes

Grand Rapids, Mich.

Merchants Attention

Do you realize that your customers spend two-thirds of their entire lives in their shoes? It is up to you to see that they wear the best.

THEREFORE

Look to it that you have on your shelves the kinds, the widths and the sizes of

**Rindge, Kalmbach, Logie & Co.'s
Grand Rapids Made Shoes**

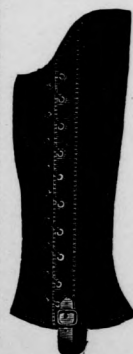
LEGGINGS

Over Gaiters and Lamb's Wool Soles.
(Beware of the Imitation Waterproof Legging offered.) Our price on

Men's Waterproof Legging, Tan or Black, per dozen..... } **\$6.00**
Same in Boys', above knee..... }

Send us your advance order early before the rush is on. Send for Catalogue.

HIRTH, KRAUSE & CO.
MANUFACTURERS
GRAND RAPIDS, MICHIGAN



The Meat Market

Proper Handling of Hams and Bacon.

Where hams are to be wrapped in paper, it is important that a careful selection of the wrapping material be made. All papers, although they may have the glazed appearance when applied, do not show the same result. A little experience might illustrate this best. On a visit to one of our distributing stations in Portland, Me., I found the workman busy picking small pieces of paper from the hams, the pieces being the size of a dime, on the average, and tightly embedded into the meat surface to such an extent that rubbing them with a cloth did not remove them, and the picking off of each individual piece was necessary. On a consignment of 200 or 300 hams this was a serious question. It was found that this was from the paper wrapped around in the packing house. A new brand of paper, which was supposed to be a great improvement over the old kind, was introduced. We took an ordinary piece of paraffine parchment and tried it in grease, and found that it would go to pieces the same as it had done on the hams. While water produced no effect on the paper, when grease came in contact with it, it was destroyed after a few hours contact.

A series of experiments were started to see what paper could be used, and the result was that fully half the paper offered for the purpose was useless. Finally a paper was found that was quite soft in its make up, and would resist the action of grease from the hams. I regret that I do not know the brand of this paper, but it stopped a large amount of labor at the receiving end of the shipments, and the writing of many sharp letters from the sales end. The making of pickle for curing hams and bacon is an important part of the industry. A tank of from 240 to 400 cubic feet capacity is filled with salt, through which a stream of water is kept running. An overflow pipe, which has its connection an inch or two from the bottom, permits this brine to flow away. The law of specific gravity, which carries all liquids at their level, due to their own weight, brings the brine of the greatest strength to the bottom of the tank, and from here it flows into a second tank, clear brine. There is another law of nature, which is not generally known, and that is that water at 60 degrees temperature, Fahrenheit, takes up its greatest amount of salt, and as it varies from this, either hot or cold, it deposits the salt in the bottom of the receptacle; therefore, when we wish the

brine to stand at 100 degrees on "Baume" scale of solution we must have a temperature of 60 degrees Fahrenheit. We cure hams at a temperature of 40 degrees Fahrenheit; therefore, use a salt solution of 84 degrees "Baume," as all salt that has been held above this amount has precipitated and settled to the bottom. After the brine solution is complete and has settled into the second tank, it is strained to take out any particles of dirt held in suspension, and then sugar is added to make the sweet pickle. Formerly fine granulated white sugar, such as we are familiar with on our tables, was used; but within a few years the introduction of sacrine has been made, and has driven out to a great extent the use of sugar. One of the chief reasons that sacrine was successful was on account of its economy. After the pickling has been completed there is a large quantity of the water left; in fact, all the water, with a reduction of probably 25 per cent. of the sugar and salt originally put therein. This brine becomes "ropy," and if used too long will become sour. It may be used again by reboiling and then cooling it. One packing house which is more advanced than its neighbors, has erected a water cooling tower for the cooling of this brine. Starting with a temperature of 180 degrees, the brine is brought to 70 degrees in one cycle through the blower, and thereafter it is cooled to 40 degrees by being brought in contact with coils in which ammonia gas is being circulated. During this clarifying and cleansing process the brine must necessarily be brought to its original strength, both of salt and sugar. Usually this brine is used the second time for the curing of bacon, and finally it finds its last resting place in the sewer, still loaded with sugar and salt, and in addition thereto the germs which produce the serious fungi growth which is so harmful in its results to the packing house industry. Cleanliness in all this operation is imperative. I believe my readers comprehend that the question of cleanliness does not come from the love of keeping clean, but from the necessity of checking any possible chance for germinating the fungi which come in a thousand different forms, and means destruction to the product being manufactured. The germinating seeds can easily be destroyed either by washing with hot water or by a generous use of whitewash made of strong slaked lime and water; this to be applied to the ceilings, walls, posts, and a good, liberal spitting on the floor. The tanks or hogsheads holding the pickled meat receive a good scrub-

bing with a brush and water, in which a strong solution of washing soda has been placed. This cleaning process should be done at the terminating of each pickling before a new lot of meat is put into the tanks or pickling vats. In preparing bacon care must be taken to have the pieces all of one size, so that they may be sliced, and the pieces put into paper boxes holding a pound, each package being wrapped up in paraffine paper. The slicing is done by machine knife, and all strips of bacon brought to one size by a power press operated by air pressure. Bacon prepared in this way will bring five to eight cents per pound more than when sold in strips, principally because the householder does not want to trouble himself to slice the meat, and also because all pieces of bacon so sliced become of even thickness and are cooked in the pan uniformly.

In shipping hams before being wrapped, the branding machine comes in place, and the strips of bacon, which are sold in large pieces, are also branded. To the uninitiated this seems to be an advertisement, and unquestionably a great benefit comes from it, but to the owner and superintendent more importance than advertisement attaches to this branding. The question of being able to identify their own product is an important one. In all cases where there are manufactured goods of a perishable nature, it is customary for the maker to guarantee his goods, and if a piece of bacon becomes rancid or rusty, or a ham becomes filled with "skippers," the pieces are returned with a blessing from the purchaser. Boston and New York packers have repaid many a ham or bacon sale where the meat was shipped from a Western house. The long time of shipments gave a chance to change the meat and a dealer who would swear point blank that these hams came from an Eastern house, the house, rather than lose a customer, would refund the amount of money laid out in the sale. The branding machine stopped this abuse, and placed the loss where it belonged. It is needless to say that the branding of meats originated in the Eastern cities.—Francis H. Boyer in Ice and Refrigeration.

Chickens Fattened By Machinery.

With a machine to hatch out chickens in record time, and another machine to fatten them quickly, the poultry business is certain to undergo changes more remarkable than those that have transpired within the past few years. The time may come when

the butcher will have a "chicken plant" in operation behind his counter. A lady will come in his shop on Thursday morning and order a broiler. The butcher will place an egg in his double-action incubator, and early Friday morning the chicken will be ready for the fattening machine. By Saturday evening it will be ready to kill. We do not say these things will happen. In fact, we do not think that they will. But they may. Just see what Swift & Co. are going to do at Kansas City. They have brought over from England S. Barden, and made him their poulterer. Mr. Barden has patented a machine that will make chickens grow a pound and a half a week. The chickens are kept in coops, the latter being arranged in tiers of three, one above the other, five fowls being placed in each coop. The fattening machine is run along the aisles between the tiers of coops and the latter are opened and the chickens taken out and fed one at a time as much as their crops can hold. It is claimed that hundreds of chickens can be fed in this way in an hour. The fowls are kept continually in confinement while the feeding process is in operation, and are thus prevented from running away any flesh. According to Mr. Barden, the flesh of chickens fattened by this process is not fat, but fine, lean meat. Chickens are to be fattened at Kansas City by Mr. Barden's method, and if he makes good his claims we will witness the spectacle of machine-fed chickens taking on flesh at the rate of about a quarter of a pound a day. Now, if some one else can get up a machine that will force hens to lay two or three eggs a day, the acme of stunts in the poultry line will have been reached.—Butchers' Advocate.

Michigan Fire and Marine Insurance Co.

Organized 1881.

Detroit, Michigan.

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

D. WHITNEY, JR., Pres.

D. M. FERRY, Vice Pres.

F. H. WHITNEY, Secretary.

M. W. O'BRIEN, Treas.

E. J. BOOTH, Asst. Sec'y.

DIRECTORS.

D. Whitney, Jr., D. M. Ferry, F. J. Hecker, M. W. O'Brien, Hoyt Post, Christian Mack, Allan Sheldon, Simon J. Murphy, Wm. L. Smith, A. H. Wilkinson, James Edgar, H. Kirke White, H. P. Baldwin, Hugo Scherer, F. A. Schulte, Wm. V. Brace, James McMillan, F. E. Driggs, Henry Hayden, Collins B. Hubbard, James D. Standish, Theodore D. Buhl, M. B. Mills, Alex. Chapoton, Jr., Geo. H. Barbour, S. G. Gaskey, Chas. Stinchfield, Francis F. Palms, Wm. C. Yawkey, David C. Whitney, Dr. J. B. Book, Eugene Harbeck, Chas. F. Peltier, Richard P. Joy, Chas. C. Jenks.

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.

Clerks' Corner.

He Met the Enemy and He Was His.
Written for the Tradesman.

Don Day's counter was next to mine and that was one reason why I knew him first. A clerk's entrance into a department store is a good deal like that of a new cow into a strange barnyard. Everybody looks at him with a kind of "Just see there!" and the acknowledged ringleader goes for him first. The boy, however, didn't mind it. He went to work like the old hand at the business, as he was, and it wasn't a great while before the little realm that he called his own recognized and announced his kingship. The head of the department nodded approval after a short watch and went to another part of the store where he felt that his presence was in greater demand.

The mass of mankind do not like to admit it, but in spite of ourselves we wear our heart upon our sleeves and the world sees, approves or disapproves and conducts itself accordingly. I looked at the tall, well-proportioned, fair haired, intelligent-faced young fellow of twenty-five and liked him. His mouth and his eyes had out a flag of "Take care there!" but his manners were gentle and his voice was pleasing. I liked him anyway and I still like him. He and I do not agree on certain points, but that does not prevent me from feeling to the full the fellow's good points and he has them if a human being ever did. He is the best instance I know which illustrates the fact that Holmes so pointedly brings out—the three that live under every man's hat: the real John, the John he thinks he is and the John that the world looks at. For the first fortnight the store clerks sized him up and labeled him and this was the result: A good sort of a fellow; and one who knows his own business and wants no interference and who is scrupulously careful of his person even to the verge of dudedom without even the slightest hint of passing the danger line. "Always looks as if he stepped out of a bandbox," as one of the saleswomen put it, and so it came to be understood that nothing was so averse to their fellow clerk's soul as neglect of personal appearance and an indifference to whatever pertains thereto.

It may be that "one touch of nature which makes the whole world kin" led me to reach different conclusions or, rather, to see the "real John" in the young fellow that chance had brought to me, but the pensive face with something of sadness in it; the voice, pleasanter and pleasanter to hear as I came to know and understand the real spirit it stood for; and, finally, not a glimpse but the full view of the man's real heart convinced me that the world had as usual mistaken its man and that the "bandbox" idea in no way stood as a sign for the real thing signified.

I can see Don Day now as he stood by the waiting train that summer morning starting on his month's vacation with "the old folks at home." The tailor had done his best and the suit of blue serge that he wore, the drab hat that was very becoming to him, the neat shoe that advantageously encased his foot, the light overcoat upon his arm and the handsome suit case beside him made him a pleasant sight to look at for the fellows that had come to see him off. "It will be a game of hearts till he gets home again" laughed one of them, as the happy face, framed by the

car window, moved out of the station; but I who saw down through the "world's John" into his real self knew that the lips he was longing to press with his own were his dear old mother's and that the hand that would thrill his most was that of the white-haired father he would find at the station on his arrival in the leafy New England town.

Well, the following winter, after a well-earned victory at the counter which left the successful clerk jubilant, he looked up with a "How's that?" to me who had watched the commercial battle from start to finish, when there stopped in front of his counter a regular Rip Van Winkle just from his nap among the mountains. To the rest of us it was a meeting of extremes with only the counter between them—Don in his handsome well-fitting attire and Rip's—well, Rip in his, the stockless gun barrel, in this instance, displaced by the ranchman's whip. The shadow of a smile began to tug at Don's mouth corners, but, as if he saw the man under the ungainly garb and respected him, he said, "Is there anything I can do for you to-day, sir?"

The only reply was a genial smile which in due time parted the tobacco-stained lips and disclosed two equally stained canine teeth, the relicts of companions long since gone before. The two little eyes shaded by shaggy eyebrows twinkled an instant as they peered into the clerk's wondering face and then a hearty but rough voice said: "Guess ye don't know me, Don!"

For an instant Don didn't and for one supreme moment, clerks and customers—it was bargain day and the store was crowded—stood with their eyes fastened upon the two. Then there was an honest, hearty, "Know you, John Ridgeway? Of course, I know you!" Don said this, coming from behind the counter and then with one hand clasping the ranchman's and the other resting upon his shoulder he gave him a greeting that made John Ridgeway glad that he had come and that made the heart of every looker-on throb with admiration for the young up-to-date who could make the honest-hearted countryman feel that he had not mistaken his man. Young Wiltz, whose counter was opposite mine, looked at me and gave me a hearty nod of approval and not a salesman among us failed to pronounce a mental "Amen" at the unexpected outcome.

For myself, I knew my man and knew also that the end was not yet. Having got his bearings, John Ridgeway soon left the store with the understanding from Don Day that he was to be there by six o'clock to go home with him to dinner. I was Don's room-mate then and a prince of the blood could not have been better introduced. I surrendered my place at the table—it was next John's—to Mr. Ridgeway and before they left me for the evening it was pleasantly arranged that the guest should take my place with Don as long as he saw fit to enjoy it, and then they were off for the theater.

The man's entertainment was not at all one-sided. Mr. Ridgeway was "up against it" and he was equal to every emergency. Better cigars were never bought than those he paid for. Don was invited to dine at the grandest hotel in the city. There were rides in town and out of town and Mr. Ridgeway, knowing a fine horse when he saw one and wanting the rest of the rig to correspond, patronized the best stables regardless of expense.

He stayed five days and there wasn't a minute of Don's time out of the store that was wasted. Under the boy's fostering care the ranchman's appearance improved. The barbers took him in hand and when they got through with him—bath and all—he was much improved. A new hat displaced the old one under whose limp brim John had first peered out at his old acquaintance and the rest of the costume so far as Don dared was changed for something more modern, so that when he went away the ranchman was a pride to himself and a comfort, or something akin to it, to his well-mannered host. When the time of his departure came, Don with his guest's big valise in hand took him to the station and, with a hearty invitation to come again at his earliest opportunity, waved him a kindly farewell. He had been well treated and he carried home with him such a hearty appreciation of it that he tendered to Don the ranch and what belonged to it the following summer to be used as it should seem best to the young man.

Some weeks after John Ridgeway went home and Don and I, coming home from the play, had thrown the last of our cigars into the slumbering fire, the young fellow broke out, as he was wont to do when it was least expected, with this:

"When I think of that old hat and that cussed overcoat that had been used for a wagon cushion for a year or two and that uncut, juice-stained beard and the whole dumbed outfit as it appeared to me that afternoon, I wonder how I ever got out of it without giving him the kicking he deserved. The man with the money he has hasn't any business to come in here looking like that.

At first I pitied him and I felt every word I said to him when I took his dirty hand. Then I saw through him and thought I'd see if I couldn't make him ashamed of himself. I don't believe I did, but he was beaten at his own game and that's enough for me. Visit him—visit the devil and done with it, for it amounts—or would amount—to that. I like good clothes as well as anybody, but I can see a good fellow in rags as quickly as any one and, when I see that, that's all I want. The rest will take care of itself, and John Ridgeway would have found that out if he had come clothed in purple and fine linen. All I want now is to have him come here rigged out and let me show him what a 'freeze out' is!"

That was all he ever said about John Ridgeway, but somehow the folks in the store after that saw Don Day from another point of view and were pleased by it. The "bandbox" figure in regard to him had lost its meaning; and, while another man now stands at that counter, the "old hands" remember him "as that man that we didn't think so much of until he showed us that a man was a man in spite of the clothes he had on and, so far as he was concerned, should be treated accordingly."

Richard Malcolm Strong.

Will Be Forced to Eat Cat Meat.

From Farm and Ranch.

New York has a law prohibiting the sale of horse flesh for food. That is all right now, but when our modern immigration schemes are fully carried out our population will require all the meat it can get. In the densely populated countries of Europe, horses, mules and even dogs are eaten; and in Asia, where the population is still denser rats, cats and even vermin are greedily eaten. We will be forced to the same diet in the course of time.

When the schools open
you will need

New Penny Goods

We have them.

PUTNAM CANDY CO., Grand Rapids

WE GUARANTEE

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

ONE YEAR

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

Robinson Cider & Vinegar Co.

J. ROBINSON, Manager.

Benton Harbor, Michigan.

TAMARACK CITY.

Everyday Incidents Which Occurred in the Van Alstine Store.

Written for the Tradesman.

You see, it was like this. Tamarack City kept on growing and more and more people kept coming; and what with saw logging it in the winter and tan barking it in the summer and telegraph poling it between times, business was pretty tolerable good. Well, to top it all off, old Van Alstine got so nigh blind that he couldn't run his store proper, so he wrote out to some wholesale house in Chicago and told 'em they'd got to send him a clerk that was some good or elst he'd have to quit.

He only gin them three days to make the rifle, so they wrote him they sent the only man they could find on short notice that would live in a town twenty miles from a railroad and that if he didn't fill the bill they'd look funder as soon as they got the word.

That was what the letter said that Pete brought along, and old Van told him he'd give him a trial and set him to work.

Pete was quite a pleasant feller for a city chap. He didn't seem at all backwards about jollyng with the boys and he never let on that he thought he was a bit better'n the rest of us. He wasn't a lady's man, neither, and I ruther took to him from the start.

The first few days he was there he just kind of monkeyed around the store, seeing how things was run, what sort of a trade they was having and how they done business; and I suppose he sized it up pretty clost. He got acquainted with a good many of the customers and made some sales, but he didn't try to force hisself on no one. He just kept looking around and prying into all the old corners and seeing what there was hid away, and what kind of goods was in stock. And some of the things he dug up was surprising.

I had drove tote team and done chores for the outfit for quite a spell and used to help around the store rainy days and times when they was busy and I thought I knew what there was on hand, but Pete found stuff upstairs and down cellar and in the storehouse that I'd took oath couldn't have been located this side of the Revolutionary War. Old spinnidg wheels and wool cards, tin candle moulds and candle sticks, hoop-skirts the size of a cock of hay, and bustles that had been out of date more years than an old maid likes to talk about. There was box after box of linen and paper collars and cuffs that had turned yaller with age, and when you took the covers off, they smelled like an animal show on a wet day. There was half a bushel of old galluses with the rubber all played out so that when you stretched them out they wouldn't spring back. And I'll bet there was two hundred pairs of shoes, and some of 'em might have come offen the ark for all of me—I'd never see nothing nowhere that would match 'em. Rusty old fellers with box toes and patent leather chaps with the edge of the soles painted red, you know, and some spike toed lads with steel buckles. Must of been tony enough sometime, but they made me feel like weeping just to think of the age of 'em.

Old Van hadn't kept no palace grocery when he was able and, after his eyes got so bad, the boys had let things run wild west and crooked. Pete didn't show his hand much for a spell, but when he did make the start it was this way:

Blue Sky Williams came in after some tobacco, and Kidlets—that was the little clerk—wapsed off a wad of fine cut the size of a small mush melon and handed it out. So Blue Sky threw down his coin and walked away.

"How much do you charge for that fine cut?" asked Pete.

"Dollar a pound," says the kid.

"How much did that man buy?"

"Nickel's worth."

"How much did you give him?"

Kidlets turned red, for he knowed well enough he'd gi'n out too much, but he brazened it out and says, "Nickel's worth, of course."

"O, all right," says Pete, cheerful and chipper, "I didn't know as you knew. Say, just do me up a nickel's worth, too," and he laid down the change and then turned around and went to figuring on some bills of goods he had in his hand, and didn't pay no more attention to Kidlets. After a while he looks up all at once. "Where's my fine cut?" says he.

Kidlets handed him the package.

"That ain't quite as big as the one you did up for the other feller," says Pete. "How's that come?"

"Guess it's about the same," says Kidlets.

"O, you guess here, do you?" says Pete. "Hain't you got nothin' to weigh with?"

That made Kidlets warm, for he was a sensitive little jigger, but Pete seemed to expect an answer, so Kid said in an off-hand way, "Yes, but then we don't always bother to weigh. I can guess pretty clost."

"Don't you know how to use the scales?" asked Pete, innocent-like.

"Yes, of course, but it takes so long, you know. It don't pay."

"O, I see," says Pete. "Of course, if it don't pay, that settles it. Just weigh this."

Kid had his nerve with him that morning, so as soon as he'd weighed the package he said it came to four ounces.

"That's pretty good," says Pete.

"That's the best deal I've struck yet.

Twenty-five cents' worth for a nickel. I'll take all you've got at them rates. How much salary are you getting?"

"Six dollars a week."

"A dollar a day. Ten cents an hour if you work ten," said Pete.

"You lost twenty cents' worth of fine cut on me and more than that on what you did up for the other man and all inside of ten minutes. That's at the rate of about \$25 a day if you hold your gait and work full time. How much shall we have to reduce your wages to make the store pull even?"

"I don't have to work," said the Kid. "I'll quit any minute you give me what's coming. You bet I won't stay around here to be abused."

"I haven't the faintest idea of abusing you," said Pete. "Just let me talk a minute. Now you're getting \$6 a week and you work hard enough to earn more, but you're too much like some of the boys at the sawmill—you work with your hands alone. I'm going to show you how to use your head, too, and you can just as well get \$10 after awhile, and be worth it, as to work for \$6 and be a loss to the business. There's a lot of old coffee cans in the warehouse that are in the way. I wish you'd crate them up for shipment and we'll send them off next time the team goes to Barry."

Kidlets wasn't a bad sort, just thoughtless, so after he'd had time to

National Fire Insurance Company

of Hartford, Conn.

Successors to the

Grand Rapids Fire Insurance Company

Michigan's Popular Company

Grand Rapids, Mich., Aug. 19, 1901.

To our Customers and the Public.

We beg to announce that the National Fire Insurance Company, of Hartford, Conn., has succeeded to the business of the Grand Rapids Fire Insurance Company, and will be represented in this City by the writer, who has represented the Grand Rapids and the Local Agency here for the past fifteen years.

The "Grand Rapids" policy holders are to be congratulated on the fact that their policies are now guaranteed by a strong American Company like the National Fire, with a capital stock of \$1,000,000 and cash assets of \$4,851,789 and net surplus of \$1,533,879; a Company also which has such an enviable reputation for prompt and careful attention to losses.

The National Fire Insurance Company, while not a Grand Rapids institution, will endeavor to take the "Grand Rapids" place; it will retain the old "Grand Rapids" office, giving employment to several local people. Its losses will be personally looked after by the writer so that you are assured of prompt and careful attention. No strangers to deal with. There will be no change whatever in the conduct of the business; it is simply a change of name, with a change of capital and assets from small to large amount. Our Local Department will still continue to represent eleven well known Companies and we ask the continuance of your patronage to the leading and largest Agency.

Yours very truly,

W. Fred Mc Bain

Companies Represented:

National Fire Insurance Co., of Hartford, Conn.
 Connecticut Insurance Co., of Hartford, Conn.
 Providence Washington Insurance Co., of Providence, R. I.
 North British & Mercantile Insurance Co., of London and Edinburg.
 Niagara Insurance Co., of New York.
 Firemans Fund Insurance Co., of California.
 Citizens Insurance Co., of St. Louis, Mo.
 Union Assurance Society, of London, England.
 Law Union & Crown Insurance Co., of England.
 Citizens Insurance Co., of New York.
 Metropolitan Plate Glass Co., of New York.

think over what had happened he decided Pete had the best of it and, being a manly feller, he told Pete he was with him and ready for instructions. The way he took hold and picked up after that was quite gratifying.

* * *

One of the toughest fellers I ever see was Squinty Hawkins. He was cross eyed than common, dirty as they make 'em, he could out cuss anything ever struck Northern Michigan, drank raw alcohol for a regular beverage and would fight at the drop of the hat. He was a kind of instructor at the athletic rooms, and when he was in liquor—which was frequent—he insisted in being called "Prof."

Pete had told the boys that he preferred to have them set on the chairs in the store, instead of on the counters, and also that he didn't expect, now that he had good iron spittoons around handy, that any gentleman was going to expectorate on the floor. Things was getting cleaned up gradual and we all took quite a bit of pride in seeing how much better it was around the place, so we turned in and humored Pete in his new improvements.

But when Squint heard about it he seemed to think that somebody was taking liberties with something of his and he commenced to mope. After he'd sulked around a spell and imbibed a good allowance of his favorite, he took a ramble over to the store. Pete was waiting on some women folks when Squint made his appearance, but that didn't make no difference to Squint.

"Gimme a pair of socks, dum quick," says Squint, only he said it meaner than that, and worse, too.

"Please modify your language in here," says Pete, looking him straight between the eyes. "There are ladies present."

Squint hadn't been spoke to like that before nowheres, by nobody, and it took his wind. Pete finished waiting on the ladies and then he asked, nice as you please, "What kind, wool or cotton?"

"Kin a feller talk now?" asked Squint, sort of ironical, Kidlets thought. Kidlets was so scared he was took with shivers.

"Certainly," said Pete. "We try to treat customers right here, and we expect the same in return. This pair is 10 cents. These are a quarter, and these half a dollar."

"I'll take 'em all," says Squint, and with that he guthered them off the counter, stuffed them into the pocket of his Mackinaw jacket and started to go out. Then Kid knew what the game was. He tried to signal to Pete to let him go, but Pete said:

"Sha'n't I do those up, Mr. Squint?" Pete had heard the boys speak of him as "Squint," and that's how he came to make the break.

"My name is Hawkins—Professor Hawkins!" bellowed Squint. "Do ye want me to destroy ye, ye cowardly whelp?"

"Beg your pardon, Professor," said Pete, calm and polite as you please. "Very sorry to have made a mistake. You see, I'm a new man here, and I misunderstood your name. By the way, my name is Martin, Pete Martin. You can call me which you like, but I haven't been used to being called a 'whelp.' Shall I do up the socks?"

"Great balls of fire! No, I don't want 'em done up. I'm coming back in a minute an' I'll fix you so yer mammy

won't know ye from a plate of raw liver."

"I guess you forgot to pay for the socks," said Pete, mild as ever.

"Pay fer the socks! Yes, I'll pay fer 'em. I'll pay next Auguary, when saw logs is ripe."

"I believe you have no account here, Mr. Hawkins," insisted Pete. "You'll have to pay before going out or leave the goods."

"Mebbe yo' think ye can take 'em away from me," says Squint. "Yer chanst is good if you do."

"No, I don't care for the job. All I want is the pay. I'm not looking for trouble, I'm working for Mr. Van Alstine, and while I hold my job I shall protect his interests the best I can."

"Yo' an' Van be swithered," says Squint, with a mouthful of oaths, and started out.

Pete had been following him up pretty close, and when Squint made for the door Pete ketched him by the collar and jerked him back so hard that he lit into a pile of pails of mixed paint on the floor.

To say that Squint was surprised would be putting it mild, but it was right in his line of business, and the feller that had come victorious out of a hundred rough and tumble bar room fights raised to his feet like a streak of light, shedding his dry goods like a ripe dandelion drops its fuzz. The time was short, but a blind man could see in the swell of that great chest, in the curve of his supple back and in the ripple of his rosy muscles why nothing had ever stood up before Squint Hawkins in a square fight and not got licked. There wan't no slouch about Hawkins then. He was all bone and muscle and ginger and war; but he didn't wait to be admired. He was spoiling for some one to lick and his chance had come. He launched himself at Pete like a bat out of the dark and aimed a blow that would have jarred a brick block.

Nobody knew just how it happened. Kidlets says he couldn't see right for the sun, but the chances are that he fainted away. Anyhow Squint missed his aim and Pete took him behind the ear as he went by. Pete didn't go to hit him hard, he said, but I don't think no one could have mistook it for a love pat.

Squint lay on the floor and quivered. Pete felt him all over and then got one of the boys to help carry him out. They laid him and his duds in a shady place where he could come to, and then went back to work.

The fight was over. After a while Pete went out to take a look at the Professor, but he had gone. Pete looked down the road, and away off in the distance, hoofing it through the sand towards Hooligan's Four Corners, was Squint Hawkins, the tail of his dirty Mackinaw flopping in the rays of the setting sun.

"Guess Mr. Hawkins has left town," observed Pete. "He probably won't bother us any more."

"Mebbe he has," said Kidlets with a shake of the head, "but you don't know him like I do. He'll be back."

And Kidlets was right.
Geo. L. Thurston.

More Space Required.

Mr. Gooph—When I die I don't want anything but the truth about me carved on my tombstone.

Mrs. Gooph—I am afraid we will have to put up a stone wall, then, instead of a monument.

Occupations Years Ago.

An odd book was that published thirty or forty years ago, entitled "Five Hundred Employments Adapted to Women." The compiler stretched her materials somewhat in order to make up the five hundred, separating "painters," for instance, into fifteen different classes, and assigning women to occupations—like that of "colonization agent"—which, to say the least, have never been overcrowded. But the book showed so much enthusiasm and good will that it is certain the compiler, whether on earth or in heaven, rejoices at the many new opportunities opened to her sex since her day.

One of these most modern employments is that of "sunshiner," a woman who visits and amuses invalids and depressed persons. Another is that of "co-operative housekeeper," one who stands ready to supply any household with the necessaries and luxuries of the table, on any scale of weekly allowance. A third is that of "house hunter," and this brave woman engages to examine and report upon every house offered to unfortunate people who find it necessary to move.

These services are rendered for money, of course. Doubtless the money is earned and the women play a very useful part in society. They must, indeed, since they are prepared to do for the public what every good wife and mother does for her own family. Such a one is housekeeper and house hunter and sunshiner, all three, and in her case no one questions that these occupations are "adapted to women." But it seems a little curious that when the wife's unmarried sister, say, undertakes to serve the public and earn her own bread by these means there should always be some one ready to define her action as "unwomanly."

If you have a horse-shoe above the door and it doesn't fall on your head, you are lucky.

Are you not in need of
New Shelf Boxes
We make them.
KALAMAZOO PAPER BOX CO.
Kalamazoo, Michigan

A Lamp with a Future



A
Summer
Lamp
—
A
Cottage
Lamp

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

Pentone Gas Lamp Co.,
141 Canal St.
Grand Rapids, Mich.

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.

Hardware

Personal Responsibility for the Success of Associated Effort.*

This organization is six years old and the Secretary's report shows we have been losing and gaining members—the faint hearted are falling by the wayside, while the "never-say-die" and pugnacious members are still in the ring—but no "yellow streaks." It must be a success and will be when every hardware merchant is properly scared by conditions created by labor and manufacturing combinations and consolidations which surround them. The only safe way out of the woods for us is to take hold of hands and not let go. When I say "us" I intended to be comprehensive and include every hardware merchant in the United States. If we could go no further than to effect this State organization, I will confess to you now that I would be at the end of my hopes and ambitions in this direction, and assist you in a closing act in our history by singing the doxology and pronouncing a benediction. We are one of the stones of a greater structure—the National Retail Hardware Association.

The members of that organization are yourselves—you are honest, earnest, unselfish. We are facing new conditions, but not difficult to successfully meet and manage if we become a unit. The manufacturers and jobbers are not unfriendly to us; on the contrary, they are friendly. They realize our value and want our business, but the catalogue houses and department stores are livelier fellows than we have been, and already put themselves in shape to do business broadly and for cash. We have been following old lines, while they have marked out new ones. The manufacturer and jobber want the customers who will make them the most money in the shortest time, so I suggest we consider improved methods at this meeting which will tend to make us more valuable to our manufacturing and jobbing friends, and naturally bring them over to our side, rather than adopt an aggressive course now or ever, unless compelled. We are the legitimate distributors of factory products. We do our business legitimately and on close margins, do as little baiting of the game into commercial traps as possible and the people know it. All of them are not patronizing these great city department stores—some who did that have been cured. While we feel the stings of their competition, don't you believe those houses are not feeling our awakening and the better we unite at this home gathering and put our cash and sympathy into the National, the nearer we will get to the jobber and manufacturer and the better we will be hated by the piratical catalogue house and department and racket stores.

We must come out of our trance and organize as securely and work as intelligently as our competitors and convince our jobbing and manufacturing friends we are worth more to them than are the other fellows. They naturally rather have the legitimate trade and we are recognized as that. Summed up, we represent both the numbers and capital, but through lack of organization are in business just as the farmer is in politics, votes galore, but no good head. Help to find a Moses and, when found, loyally stand by him in sunshine and storm, with cash and counsel. If we gain ground, become a power, it will be when all the states unite on a simple, honest platform and adopt the motto, "Justice."

The retail hardware merchant who believes he can paddle his own canoe just as he has always been doing or as his father did will wake up to find the bottom ripped out of his boat by contact with a new variety of rock growing in the bed of the old stream. The retail merchant can convince himself that his environments are freshly picked and of a new variety, by strolling through his stock in search of items not under control of trusts or combinations. I only

*Annual address of President Geo. W. Hubbard, of Flint, to Michigan Retail Hardware Dealers Association.

refer to this because I am naturally mirthful and enjoy funny things presented in humorous ways, and the way our hands and feet are tied and then cross tied, and we are told to laugh and enjoy the situation, fills a man full of laughter who is hustling for bread and butter for his babies.

I would continue a first-class State organization, hustle to hold the old members and get new ones, get more cash into the treasury and demand more work from the Secretary. There is no danger of getting too good a one. We need nearly all his time, his brain and his body. This State organization is especially fortunate in controlling a Secretary who owns a press and a head for organization, but he, like ourselves, has other things to do.

What I shall now say about the National, possibly I should leave unsaid, but I am anxious to put the knife in until I touch the disease and scraping the surface is a slow way of reaching the bone.

Elect for the organization the strongest organizer to be found and capitalize him and his plant so he can employ assistants for detail work and he be free to go from state meeting to state meeting, you advising with him about dates of the same and do not have them conflict. Have him entuse you by telling you what he has accomplished. Then, and not until then, can we answer our wavering brothers' enquiry, "What has been accomplished by organization?" Had all this been said ten years ago it would have fallen on deaf ears. New stings by new competition have brought about this condition.

What I have said to you would make an outsider say, "That man has lost his business—no man would take such a position in the midst of prosperity." The exact opposite is the true condition, not only with me but with you. More money has been made in our places of business during the last two years than any two years in the past fifteen or twenty—but we had the stock or contracts. Crops have been good, manufacturing and building increasing and all have been booming satisfactorily, and I only ask you to pause as you do at the railroad crossing and read the danger sign and look both ways for trains. We have had a jolly ride to the crossing, now don't let ourselves be killed by carelessness.

In time of peace prepare for war. Our danger lies in the fact that we feel secure behind our temporary prosperity. The suggestions I have made contemplate breadth of action and quite an outlay of thought and money. True, not much for each individual, but to be successful we must create a sentiment that will reach the intelligence of every hardware dealer in this State, and I believe most of them are thinking the proposition over now, but don't know how to take hold of it and because we have not accomplished great things during our brief existence have lost a measure of faith in us—not in our honesty of purpose, but in our ability to ever accomplish the ends sought.

We must continue to work along improved lines and tack with the wind when it changes. Since we began our Association existence we have shifted sails several times and new pilots and new captains will have to do the same time and again in the future. The birth of the National has awakened a new interest and, when we convince the members of this State Association that our existence means the National existence and convince them what a power that organization can wield when wisely directed, we shall not lack in numbers or interest. Organization and concentration are the twin words written on every form of commercial battle flag. Place in office level headed leaders who know the value of "still hunt" methods, who have that nice sense of justice and they will not expect or demand from manufacturer or jobber a thing that is not broadly fair.

I do not feel like disturbing the usual literary inclinations of the hardware fraternity and ask them to totally cease reading religious works and the family

Bible, but do call their attention to two bits of literature, one dated March 1, 1901, and one dated June 1, 1901, and issued at Argos, Indiana, by a distributor of truths. Gems of succulent nature can be found therein which will nourish your discouragement and force you to believe the doctrines taught are good for the body as well as the soul. Our theologians revised the Bible when intelligence dictated the necessity, and Elder Corey and his cohorts are simply rearranging your business creed.

The National Association of Jobbers are men accustomed to large ideas, large expenses, large disbursements and large results. They capitalized their Association at \$15,000 before they considered themselves ready for business. We have just as heavy machinery to move and it must move with as much speed. I believe it has more wheels, consequently more friction. Arm and equip our fighters with plenty of patience and powder.

I will conclude by reference to our relations to the Jobbers' Association. Your committee has met theirs, the Jobbers have studied trade conditions better than we have and they are closer to the manufacturer than we can hope to get. They realize our business is more or less demoralized and they know why it is so, for they are frequently in contact with the same competition and know the difficulties of the situation, but they are willing to be our allies in fighting the common enemy. And I hope, in your deliberations, you will consider we have no better friends nor those who will be found more loyal than they. They were unexpectedly frank and freely and satisfactorily answered all enquiries we were intelligent enough to ask, and seemed entirely willing to do so.

We are now fairly open for business and I want a free exchange of ideas and want every member to take an interest in this session and help reap profits by making business more pleasant and profitable.

G. R. & I. Annual Excursion TO Northern Michigan September 10, 1901

FROM STATIONS PLAINWELL
TO REED CITY INCLUSIVE

Round Trip

TO

Petoskey

OR

Traverse
City

\$4.00

TO

Mackinac
Island

\$5.00

Tickets good
returning
until
Sept. 20

SPECIAL TRAINS WILL BE
RUN AS FOLLOWS:

(a) On time of No. 7—
"The Northern Arrow."

Lv. Grand Rapids..... 2:00pm
Ar. Traverse City..... 6:50pm
Ar. Petoskey..... 7:35pm

(b) On time of train No. 3—

Lv. Grand Rapids..... 10:45pm
Ar. Traverse City..... 4:15am
Ar. Petoskey..... 5:35am
Ar. Mackinac Island 8:15am
Lv. Grand Rapids..... 7:45am

Passengers for Mackinac Island can stop off at Petoskey either going or returning without extra charge. Train will stop at stations north of Cadillac to leave passengers. Baggage will be checked accordingly. Sleeping cars north of Grand Rapids. Baggage Checked.

G. R. & I. ticket agents will give you full information, or you can write to

C. L. Lockwood, General Passenger Agt.
Grand Rapids, Mich.

Either will send you FREE a folder with all details—schedules of trains, hotels and boarding houses in Northern Michigan.
Grand Rapids & Indiana Railway
"The Fishing Line"

GRAND RAPIDS PLASTER CO., Grand Rapids, Mich.

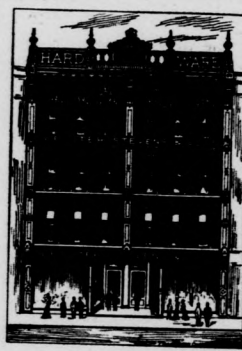
Manufacturers of

Reliable
Economical
Durable

GYPSUM WALL PLASTER

It has
no
equal

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



Sporting Goods, Ammunition, Stoves,
Window Glass, Bar Iron, Shelf Hard-
ware, etc., etc.

Foster, Stevens & Co.,

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

10 & 12 Monroe St.

Grand Rapids, Mich.

Village Improvement

Sentiment and Beauty in the Improvement of Door Yards.

Written for the Tradesman.

While the prizes offered by the various improvement societies in different parts of the country will be a leading incentive to forward the good work begun, it is not unpleasant to see here and there indications of something better than even a laudable ambition in the adornment of the home. It is not uncommon to hear the admirer of the modern horticultor's masterpiece, however lovely and dainty it may be, turn from floral marvel with "After all I love the simple old blossoms of the long ago best." The American Beauty has charms which we willingly concede, and the time will never come when the deep rich crimson of the Jacqueminot will fail to exact its greeting of delight, but when we talk of roses the old fashioned—if anything so sweet and beautiful fresh from the hand of its Maker can be that—cinnamon rose, filling the fence corner with its flowery sprays and the air with its unequalled perfume, will not be forgotten nor the common red rose found always in the old gardens years ago. There is something of the old life clinging to them which we do not see in the up-to-date parvenues and memory, often in spite of us, reaches out for the favorites of the olden time.

This clinging to the flowers of childhood has a pleasing illustration in the Middle West. I have been passing the summer in the house of a friend who in realizing his ideal of beautiful home surroundings has made his grounds attractive by the wild plants that he has brought from his New England home. Here is a vigorous oak and one or two determined chestnuts whose lives began in that nursery of the United States. His verandas are curtained by a Virginia creeper that has succeeded in shutting out the hot rays of this summer's fearful sun. The Maine woods have sent him some columbines and on both sides of his front door the spring winds rang their golden-throated bells, the delight of the neighborhood, and above them in boxes geraniums from the far-off home have gladdened the passersby with their rich red blossoms. In a nook which the sun can not reach there are ferns planted; rue that never dreamed of its possibilities in the thin soil of the East stands here "stately and tall," and jack-in-the-pulpit has reared here some sounding-boards that would make his kindred green with envy. I have found some prosperous violets enjoying life among the rue and the fern and only yesterday a wand of Solomon's seal gave me distinctly to understand that it never knew what real living is until its rootlets began to draw their nourishment from the deep rich soil of the West. These are not the only reminders of the childhood life that is now no more, but they all serve to intensify the idea that, besides making the dooryards attractive, the attraction is made doubly dear to the inmates by the memories kept alive in every wind-kissed leaf and childhood-haunted blossom.

Considerable stress has been laid by the management of this department of the Tradesman upon the costlessness of floral improvement in backyards and other out of the way places by appropriating whatever is pleasing and wherever found of the wild flowers of woods and fields and roadsides. Mention has already been made of the successful

hiding of the riot of the heedless plowshare by the successful transplanting of wild flowers growing near by, and I know of no better illustration of the idea of freedom from cost than this same city lot—a bit of territory repeating what has already been done so successfully by Mr. Garfield in Grand Rapids, Michigan.

I do not think that August was especially thought of in planning this Western garden, but August is certainly so asserting herself here that her fall sisters will be surprised at what can be done with limited moisture when the summer sun is hottest. If the result was less astonishing I should be reluctant to mention the flowers that have produced it. They are certainly common enough. Many a head of yarrow have I struck down with my hickory switch to and from the pasture when driving the cows without ever dreaming there could be beauty in them even when their petals are painted red. What is moth-mullen good for, the almost selfish plant that bursts into bloom yellow or white with a suddenness that startles? No wonder the cockroaches run where it makes its appearance. What New England boyhood embittered by motherwort tea, ever found pleasure in plant or blossom after drinking this New England cure for every New England ailment? No old-fashioned garden was complete without its tany bed. It "bath a sunny air" and there comes to me across the years from the garden first and then from the dusty roadside a picture of its clustered yellow flowers and its strong and aromatic smell. Once, over-urged, I bit its dense, crisp leaf and learned then what "bitter" means! Two other flowers that brighten the waste places of the East and cheapen themselves by their abundance are the meadow lily and the butterfly-weed. The first, a bright orange with purple spots and the other steeped in orange. The golden-rod is August's torchbearer. Without its yellow flame it is doubtful if the month could find its way along the neglected lanes and dusty by-paths of summer. At all events it is everywhere and no collection of wild floral beauty is complete without it. It is here in this prairie garden and with its well-remembered companions has made the lot seem like a bit of transplanted New England.

Taste and skill and memory have been at work. No forbidding fence bars out the public gaze. Green grass carpets the center. Trees stand where they enhance the prevailing beauty, and from flower-hidden fence in the background to the sidewalk in front these Eastern wild flowers, the August color relieved by here and there the dainty purple of the gerardias, clustered and unclustered, are doing their best to forward the best interests of the Improvement Society in this part of the busy world.

German Thrift.

Germans are gradually edging in everywhere in the French capital. They are in finance, banking, exploitation, commercial houses, professional houses, and are gradually ousting Frenchmen from some of the best investments and employments right in the center of France.

To the Best of Her Knowledge.

A lady was looking for her husband and enquired anxiously of a housemaid: "Do you happen to know anything of your master's whereabouts?" "I'm not sure, mum," replied the careful domestic, "but I think they're in the wash."

Temperance Insurance.

One of the large insurance companies has established a separate class for total abstainers from alcoholic drinks. Every person who declares that he is a total abstainer and promises to remain so during the life of his policy will be insured at a lower rate than others who will make no such declaration. This is a practical advantage for temperance reform.

When you have a hair-raising tale to tell, always spring it on a baldheaded man.

Grand Rapids Business University

The reliable up-to-date Commercial School. Large attendance. Large SURPLUS of calls for its students. INVESTIGATE. Plain catalogue free. A. S. PARISH, Pres., 75-83 Lyon St.

Wood Wanted

In exchange for Lime, Hair, Fire Brick, Sewer Pipe, Stucco, Brick, Lath, Cement, Wood, Coal, Drain Tile, Flour, Feed, Grain, Hay, Straw. Distributors of Sleepy Eye Flour. Write for prices.

Thos. E. Wykes, Grand Rapids, Mich.

What School?

The School where young people are trained to achieve Success.

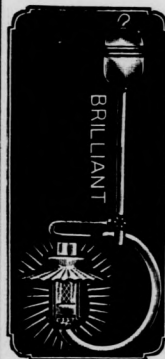
The FERRIS INSTITUTE, Big Rapids, Michigan, is the greatest Secondary School of the Northwest.

In seventeen years this school has trained 15,000 students. No Endowment, just Brains and Pluck.

Fall Term Opens Sept. 2

Sixteen Departments. No extra examinations. All Work Elective. Send for Catalogue.

W. N. FERRIS, President, Big Rapids, Michigan.



100 candle power.

Over 100,000 Brilliant Gasoline Gas Lamps

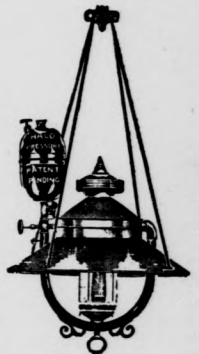
Sold in the last four years and Over 50,000 Halo Pressure

will be sold this year or we'll miss our guess. No trouble to do it—there are no competitors. Our lamps are known world wide and are wanted everywhere for Homes, Stores, Streets, Churches, Schools, Tents, Gardens, Resorts, Mining, Fishing, etc. We make all kinds that are good and permitted by the insurance companies.

Best Gas Light 20 cents a month.

Brilliant Gas Lamp Company,

George Bohner. 42 State Street, Chicago. 2 to 400 candle power.



Storm Lamp,

FREIGHT TRACERS

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

BARLOW BROS., GRAND RAPIDS, MICH.

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

Scales

Four Kinds of Goupon Books

are manufactured by us and all sold on the same basis, irrespective of size, shape or denomination. Free samples on application.

TRADESMAN COMPANY, Grand Rapids, Mich.

When we are young, lay up friendship and love for old age. When we lose the charm and gayety of youth, when we grow garrulous, perhaps, and behind the times, and tell the same old stories over and over again, we are beyond the time when we attract new people to us, but we can have, if we will, a boundless store of affection to draw upon that is not critical, that loves the same old stories just because they are ours, and that will make beautiful our last rainy days.

Another thing we do not think about enough is laying up some provision for a rainy day when we are temporarily cut off from our usual occupations. Talleyrand advised everybody to learn to play whist in their youth in order to avoid a miserable old age. A modernized version of that might suggest the necessity of cultivating, while we are happy, some fad that will console us while we are miserable. A person with a hobby can never be altogether desolate. I have personally known an absorbing interest in art or ceramics or golf or the Daughters of the Revolution to carry a man or woman safely through the inevitable bad quarter of an hour of their life.

Every child should have a love of reading cultivated in him, simply as a resource against being bored, if for no other reason. No people in the world are so afflicting to themselves and other people as those who do not like to read. With a book, with all the wonder and excitement of fiction, of adventure or sport, opened before one, a man may say, like Monte Cristo, "The world is mine." It is a preventive against ennui, a balm for sorrow, an antidote for worry. A taste for reading should surely be laid up against the rainy days of sickness, of disappointment and of care.

Mr. Depew said once that plenty of rich Americans had enough to retire on, but they had nothing to retire to. The time will surely come when we will realize that it is as practicable to lay up something spiritually for a rainy day as it is financially, and just as much worth while.

Dorothy Dix.

Women have been displacing men in industrial pursuits of every style and character, with a constantly growing field of operations for years. Not long ago a street car company in Indianapolis became dissatisfied with the work of its male conductors and dismissed them all. Young ladies were employed to take their places. At first the experiment promised to be very satisfactory. There were more passengers and so the receipts were correspondingly greater, but after giving it a fair trial the company has been compelled to go back to male conductors. The management says that the women show partiality to certain men and improve the opportunity to talk with them during business hours, and thus their attention is detracted. The patronage fell off and the receipts with it. Perhaps some other company would fare better as the result of like experiment.

The Canadians are chagrined by the showing of their census. The population of their country has increased only half a million in the past ten years, in spite of prosperous conditions. There are more people in New York State than in all Canada. Many immigrants are attracted to Canada, but they do not remain there. They quickly learn that the United States is a better place.

Why Should Not Woman Be Taught Better Manners?

Let me lay down the proposition that woman's manners in public are bad, temper-racking and soul-wrecking. If you doubt it you have merely to take the testimony of any woman just back from a department store on bargain day. But if one woman crowds another out of place at a counter or grabs a bargain from under the nose of a covetous rival that is only an affair between women, and doesn't concern men.

To be specific. I go into an office building to visit a man on the sixth floor. At the foot of the elevator is a woman who has planted herself directly in front of the door and within a foot of it, ready to reach out and seize the elevator if an ungallant operator should try to fly by and run the car into the ground beneath the basement. The car is packed with book-keepers and typewriters, all eager to make a dash for the nearest hand-me-out lunchroom, but the waiting woman is sublimely oblivious of the rest of the world. The instant the elevator door is opened she steps into the car, or tries to.

When the hasty, hungry crowd surges out of the elevator does she steps aside to let it get out with the least possible friction and loss of time? If she does she is not true to the habits of her sex. You may wager ten to one that she merely steps back twelve to eighteen inches, if she has not delayed the whole operation by crowding into the full car, and the hurried passengers are forced to squeeze past her as best they can. She is bumped right and left, her hat and her temper are ruffled and she darts daggers at the passing crowd. Here and there a man, more bashful or more gallant than his fellows, pauses a moment, expecting the fair one to take the hint and move aside, and many a gentle nature is bruised by the necessity of being rude and jostling a woman. Incidentally this delays the exit of others in the back of the car and adds fire to my impatience and indignation.

After the car is emptied the woman steps inside, but does she move to one side or to the rear of the car? Never! She plants herself just twelve inches inside and in the middle of the entrance. Eight other men have joined me in waiting for the car and every man of us must crowd by that woman as best we can, swearing in our hearts if she is homely and pitying her if she is pretty, stepping on her toes with apologies, tearing the lace on her sack with affected blindness and picking up her bundles with forced smiles.

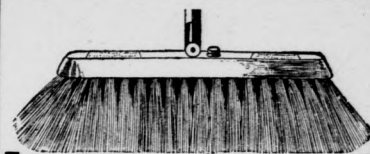
One would suppose she would learn the simple lesson of stepping aside after two such experiences, but the bump of elevator manners seems to be lacking in the female cranium. The woman is going to the fifteenth floor. The car stops at more than one-half the intervening stages to discharge or receive passengers. The fair creature never budges. She seems to be animated by the sole thought that the fifteenth floor may get away from her if she is not within arm's length of it, ready to jump or grab. Each one of the incoming and outgoing passengers must squeeze by her as best he can, causing delay and annoyance. At the fifteenth floor she stops the elevator for apparently fifteen minutes (in reality it may be only one) by putting one foot outside the car and starting a conversation with the operator. She wants him to assure her she is on the right floor, to tell her the number of the office she is seeking, to explain the

business of the person she is to visit, to guess whether she will be successful in her affair and to answer a variety of other questions, unimportant and inconsequential.

This is not an imaginary case. It is an every day experience, which to many a busy man is like multiplied pin pricks. One is tempted to declare that woman has no manners for the public. As a hostess she is as charming as one of the graces. As a mother she is more self-denying than an angel. On parade before people whose favor she would win she is enchanting. When her love or pride is touched she is adorable. In contact with plain Tom, Dick and Harry in public places she is—shall one say heartless or merely inconsiderate? At the theater box office she refuses to get in line, but majestically sweeps up to the window and insists on having her wants attended to without reference to fifty who were ahead of her. In waiting for the street car she and her companions spread themselves out on the line of the crosswalk instead of stepping to one side. In the business office she calmly ignores the rights of three or four others who are waiting to see a man of affairs and serenely rushes up to him on sight. And so on, and so on.

This is a practical age. Why should not the schools drop one of their fads and have a course in the ethics of public conduct? It may be sugar-coated by being taught to both sexes, but should specially aim to set women on the way they should go. For the sake of suffering man and for the glory of woman—God bless her—let the press meanwhile start a campaign of education to reform woman's manners in public.

F. B. Stapleton.



THE
"World's Only"

Sanitary Dustless Floor Brush

DUSTLESS
SANITARY
DURABLE
ECONOMICAL

Used in Schools, Churches, Libraries and Public Buildings, Stores, Warehouses and Homes.

Write for the agency in your locality and particulars.

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

OUR
SOUVENIR ART CATALOG
IS NOW OUT AND READY
FOR DISTRIBUTION

ALL WHO CONTEMPLATE TAKING
A COMMERCIAL COURSE WILL
FIND THIS OF GREAT VALUE. COPIES
MAILED FREE UPON APPLICATION.

SOUTH BEND
COMMERCIAL COLLEGE
SOUTH BEND, INDIANA

A Page from a New Catalogue

"Store Lighting"

- Is an important matter. The light must be good, must be safe, must be available at any hour, day or night.
- Must be reasonable in cost; should be easy to take care of; easy to manage; simple, yet the best.
- One that does not increase your Insurance premium; all these and more, too, you get if you have a Michigan Gasolene Gas Machine and use Welsbach lights of 100 candle power each, or Gas Incandescent Lamps of 2,000 Candle Power each.
- You can have a light in any spot or place in your building or the building next to you, or in the next block, or across the street, or in the street, or anywhere you can run a gas pipe to
- Any style of fixture can be used, chandeliers, pendants, side brackets, anything that you want for the store, the show windows, the office.
- The light is the whitest, strongest, steadiest, safest. Nothing excels it, unless it is daylight, and on a dark day, or in a dark store, daylight does not equal it.
- Do not be satisfied with the trade you have, but increase it by having the best lighted store in town. It will not cost you any more than it does the other fellow with his poor yellow light.
- If you are interested (and you should be) in the best, cheapest, and safest light, write to the manufacturers for their new catalogue and testimonials. It is yours for the asking.

**Michigan Brick & Tile
Machine Company**

Morenci, Michigan

Butter and Eggs

Observations by a Gotham Egg Man.

The prices recently quoted for refrigerator eggs on this market have attracted considerable attention from those who have spring eggs stored at interior points and have induced the offering of such goods through local commission men. But while the prices quoted have been obtained here for considerable stock in local refrigerators they are not to be depended upon for consignments of refrigerator eggs sent in from a distance. The reason for this will be obvious upon some consideration. The only way that dealers can use refrigerator eggs to advantage during warm and often muggy weather is to take out of storage just the quantity that can be very promptly worked into consumption. Their practice is to buy a straight car or more in storage and draw them out only as fast as needed. The price paid generally covers the storage charge until the end of the season so that there is no further expense for holding. With refrigerator goods arriving on dock here the case is altogether different. Buyers are generally kept supplied with local holdings and it is difficult to find an immediate market for goods on dock. And when stock arrives here from distant refrigerators without definite order it is of course necessary to force an immediate sale of it or else re-store in this market. Consequently such goods are at a serious disadvantage. While 17c and even 17½c is paid for choice to fancy brands of April packings in local storage, season's charges paid, it is probable that equal quality arriving on dock from interior points would not draw bids above 16@16½c.

* * *

The movement of refrigerator eggs from local cold storage has continued quite free and has reached proportions which make the general outlook more favorable. It is noted that Boston holdings, which reached the highest point (214,434 cases) about the middle of July, have been reduced 24,740 cases or over 11 per cent., while last year the reduction during the same period was less than 4 per cent. The total holdings there are, however, still considerably in excess of last year. Enquiry among the storage men here indicates that we have reduced stock since July 15 about 60,000 cases, which, estimating our highest holdings (including the new Jersey City house) at 350,000 cases, would be no less than 17 per cent. This would leave our present excess over last year so much diminished as to make the outlook quite promising if stock had been reduced at interior points on anything like the same proportion. It is probable, however, that the rate of decrease in refrigerator eggs has been larger here and at other Eastern cities than in the West.

* * *

George Reifsnider, of George H. Reifsnider & Co., has a curiosity in the shape of a perfectly spherical egg. It came from a shipment of Iowa stock and is almost a perfect sphere. George says he is going to make a collection and use them for billiard balls.

From time immemorial eggs have been used as missiles with which to storm offending denizens of the stage. If the forcible presentation of cabbages, turnips, etc., was not sufficient to measure the disapprobation of the audience the rotten egg has always served to cover with obloquy and confusion the persons of those who failed to perform their promises to the good public. But it is something new to find eggs chosen as weapons with which to settle differences a la code of honor. It now appears, according to newspaper report, that Lord Raoul Arthur Phillips de Gentilly la Vallee, late of Paris, but now sojourning in New Jersey, being annoyed by stories told about him around the town of Morristown by one George Kauous, has challenged the offender to fight in honorable combat according to the ancient code; the choice of weapons being, naturally, left to the challenged party. Whereupon Mr. Kauous has presented his most distinguished compliments to the challenger and chosen as weapons "ancient eggs—field, any old place, distance 40 paces." It seems that Kauous is an ex-base ball pitcher and thinks that after the duel Lord Raoul Arthur, etc., la Vallee will look like an Irish omelette in distress. Fortunately the supply of suitable material for this battle is, by the exigencies of the season, unlimited.—N. Y. Produce Review.

Probability of a Large Production of Michigan Beans.

C. E. Burns, the Detroit bean handler, favors the Tradesman with the following facts relative to the growing bean crop in this State:

The bean growing section of Michigan has been favored with good crops of everything except early potatoes, but the late potatoes, with the recent rains, will be much better than anticipated. Corn, oats and hay are good. The writer has made a personal inspection of the bean fields, covering all of the larger bean growing sections of Michigan and Canada, and has been in close touch with the dealers of Western New York. We believe we know beans, and notwithstanding all the complaints about heat, drought, hot winds, insects, beans drowned out, cattle being turned into the fields, crops plowed up, etc., etc., we predict that Michigan will raise the largest crop of beans in her history by 25 to 50 per cent. We drove miles and walked over acres of ground looking for the field that "did not have a pod on and no beans in the pods," and failed to find one. We do not say that there may not be some small sections in the State that have a few failures, but they are certainly local and we failed to find them. On the contrary, we found a very large growth exceptionally well podded and filled. There are some small sections on the southern edge of the territory that will not produce as much per acre as last year, but the increase in acreage there on account of high prices the past two years and failure of wheat will more than make up the difference. The increase in acreage over last year is variously estimated in different sections from 25 to 100 per cent. We believe 40 to 50 per cent. increase is a conservative estimate. The yield per acre for the State will be considerably larger than last year, probably 10 to 20 per cent. Definite information as to the yield can not be given until thrashing begins, but we believe it will over-run this estimate. There have been some

very startling statements sent out from Canada, but our own observation is that the crop is a large one there, with a large acreage. New York dealers report an increased acreage of 25 to 33 per cent., and conditions favoring a yield per acre equal to or greater than last season. California expects to hold her Western trade this season and is looking for some of the trade we filled last season. A good many beans were shipped to the Far West and to the coast from Michigan last season, but we will not be likely to do so this year. Foreign beans are being offered for October shipment at prices much below present prices for new crop in Michigan. The harvest will commence this week and with good weather will be quite general before September 1. With good weather, new beans will be offered in limited supply about September 1. We will undoubtedly have a good demand for some time, as stocks everywhere are closely up.

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.

SEASONABLE SEEDS

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

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

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.

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

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.

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.

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. 24—General business in the grocery district is good. There is no mistake about it. Profits are, perhaps, not as large as might be desired, but they are more satisfactory than they have been for some time on canned goods and this line is steadily gaining.

Coffee, too, is stronger—at least on paper. What earthly reason there can be even for an occasional advance is more than the layman can see. On Thursday the receipts at Rio and Santos aggregated 85,000 bags. At the close No. 7 was quotable at 5½@5¾c. The crop of Rio and Santos is now estimated by good authorities to be 12,000,000 bags. In store and afloat the amount aggregates 1,665,238 bags, against 770,538 bags at the same time last year. Mild grades are quiet and good Cucuta is selling at 7½c. Some business is being done in East India sorts, but nothing in the way of a boom. The situation of coffee in Puerto Rico is of interest to the trade everywhere and promises to grow more and more so.

Part of the week saw such decided improvement in sugar that dealers thought a turn had come, but for the last three days matters have sunk into the old rut and orders are few and far between. While list prices are held on about all grades it is thought that some little concession might be obtained on some of the soft grades. Raws are dull and easy.

Teas show a trifle more activity and some fair sales have been made; but there is much to be desired. The question of "creating a demand" has continued to be talked of. One paper says that the greatest reason for the decrease in consumption of tea is the increase in the use of cereals, owing to the extensive advertising of the same. But why does the consumption of coffee remain as large as ever? The tea educational campaign must begin in the kitchen. It is so delicate an article that it is easily spoiled, while the cereals may boil while the cook is talking with the policeman and be all the better.

Supplies of rice are not large and, with a fairly good demand, the outlook is in favor of the seller. Crop prospects are said to favor a yield about the same as last season. Choice Southern, 5¼@6c; head, 6¼@6¾c; Patna, 4¾@5¾c; Japan, 4½@5c.

Spices are quiet, with little doing. Prices are unchanged. In an invoice way Singapore pepper is worth 12½@12¾c; Amboyna cloves, 11½@12c.

Sales of molasses are of small lots and altogether the outlook is not very encouraging. With better weather a turn may come. Good to prime centrifugal, 17@30c. Syrups are in limited supply and the demand is light.

In canned goods, light offerings have restricted trade in vegetables and the transactions of the week have been comparatively light. The demand has been so active that goods have been readily absorbed and quotations show steady advance. Spot New Jersey tomatoes are worth 95c. California fruits are selling splendidly and prices are no object. There are lots of orders for New York corn which can not be filled and the same is true of some other vegetables. Maine packers are making no offerings, either of spot or futures, and are evidently hoping for something better further on.

In dried fruits, the demand continues good and prices are well sustained. Raisins are attracting more attention than for some time and holders are not

especially anxious to part with holdings.

Lemons are less active and yet there is a good demand and sales are reported that are fairly satisfactory. Prices are about as last named. Oranges are hardly as active as last week and Californians are going at \$3.75@5.50.

The demand for butter has been rather light and 20½c seems to be top for best Western and from this the descent is rapid to 16c for lower grades. Imitation creamery, 14@17c; Western factory, 14½@15½c.

The cheese market is dull and 9½c is top rate for fancy full cream. Little is being done in an export way.

Arrivals of eggs are not large and the demand for desirable stock is sufficiently active to keep the rate up to 18½c for Western fresh gathered. Refrigerator goods, 15@17½c.

How Things Grow in Hawaii.
From the Fruit Trade Journal.

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

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

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

A Consoling Judge.

A certain judge who once presided over a criminal court was famous as one of the most compassionate men who ever sat on the bench. His softness of heart, however, did not prevent him from doing his duty as a judge. A man who had been convicted of stealing a small amount was brought into court for sentence. He looked very sad and hopeless and the court was much moved by his contrite appearance. "Have you ever been sentenced to imprisonment?" the judge asked. "Never! Never!" exclaimed the prisoner, bursting into tears. "Don't cry, don't cry," said the judge, consolingly, "you're going to be now!"

Half and Half.

"Have you suffered much from toothache?" asked the dentist.

"A little," answered the young woman in the chair, "but not much. My teeth, I suspect, are like mamma's. She has never had anything done to hers, and she hasn't an unsound tooth in her head."

"How are your father's teeth?"

"Poor papa! His are all gone. They never were anything but mere shells."

"Well," said the dentist, breaking it to her as gently as he could, "it's very evident that you inherit your upper jaw from your mother and your lower jaw from your father."

No Established Credit.

Credit Man—Sorry, sir, but we can not open an account with you because of your financial standing.

Rubbton—What's the matter with it?

Credit Man—Why, you've always paid cash.

MOSELEY BROS.

—Jobbers of—

ALL KINDS OF FIELD SEEDS

Potatoes, Onions, Lemons, Peaches. Carlots or less.
Correspondence solicited.

28-30-32 OTTAWA ST.

GRAND RAPIDS, MICH.

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.

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.

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

R. HIRT, JR.

34 and 36 Market Street, Detroit, Mich.

FRUITS AND PRODUCE

Write for Quotations

References—City Savings Bank, Commercial Agencies



Highest Market Prices Paid. Regular Shipments Solicited.

98 South Division Street

Grand Rapids, Michigan

L. O. SNEDECOR Egg Receiver

36 Harrison Street, New York

REFERENCE—NEW YORK NATIONAL EXCHANGE BANK, NEW YORK

Start in with us now.

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

All sales case count.

Window Dressing

Utilizing the Card Writer—Avoid Use of Wax Figures.

With the coming of September and the fall season, and with the return from their vacations of the bronzed and invigorated city folk, the responsibilities of the card-writer grow more important. In a short time now numerous articles of wear incident to the season, together with the novelties, freaks and improvements, long planned and promised, must be displayed and introduced. For the unqualified success of these things much depends on the card-writer's ability to draw favorable attention to the goods which his cards are intended to help the sale of. What matter if the windows be finely trimmed with tasteful and choice goods culled from freshly stocked shelves and counters, if the window card, the speech-maker of the window, be pointless or slovenly? Therefore, Mr. Card-Writer, get ready your stock of fall cards and spare no pains or thought to make them worthy of the beautiful, bright, new goods. In the opinion of a master of the art, to write a good card one must select a single subject and keep one's thoughts on it until an acceptable card is worked up. It is useless to allow your mind to wander rapidly in and out of a vortex of ideas on clothing, neckwear, gloves, hosiery and every possible and impossible article, grasping here and there a workable thought, merely to relinquish it and fly off to something else. Only confusion and failure can result from this course. And, by the way, if you do happen to think of a good idea, wherever you may be, either work it out, or jot it down at once. The written record "never forgets." Remember, too, that in this line of work, as in all others, success nearly always depends on observing the three words of that short but sure motto: "Do it now."

* * *

Just a word about wax figures. A short time ago the writer noticed a display of good clothing that was made positively ghastly and repulsive by the character of the wax figures used in the display. We are almost tempted to say: "Never, under any circumstances, use wax figures in your window displays." Do you suppose that any man is likely to be tempted to buy a suit of clothing that he sees displayed upon a wax man with a peach blow complexion, flaxen moustache and bleached blonde hair? One of those impossible young men who are never met in actual life and who, if they were met, would be kept indoors to preserve their complexion? If you can not afford to buy a well-made wax figure of natural appearance, do anything rather than show one of those impossible, sissyfied young men in your clothing. A virile man will be disgusted with the garments, as well as with the figure that wears them. Do not kill good garments by showing them on cheap imitations of a fourth-rate young man. And if you do use good wax figures, see that they are properly cared for. A wax gentleman, whose countenance has been split under the action of cold or melted into an expression of grief, is not a fit object for the public to gaze upon. Such a figure should be sold to a traveling medical show or to a museum of pathology. It should not appear in a clothing window. Don't prop up wax figures in the window in attitudes and postures that a sane man

would never dream of assuming. The agonizing postures of ordinary wax clothing figures, supposed to be posed with uncommon grace, is as amusing a spectacle as can be seen anywhere outside of a wax works show. Study the art of posing and you will find that to make a figure natural in its pose is one of the most difficult of arts. If you can not master that art don't attempt any settings that will involve the use of wax figures in other than the simplest poses. All this leads up to the advice to avoid, in your trims, the use of wax figures and other dummies. If you have any knack with your hands you can display a garment with some grace. It is better to have a simple display of good garments in graceful units than to set up a wax works show that is as funny as an amateur tragedian in the role of Hamlet.

* * *

Apropos of the great popularity of genuine and imitation Panama hats this summer, a rather clever window display which attracted considerable attention was noticed in a new hat store on Broadway, just below Thirteenth street. In the center of this window, the floor of which was strewn with plantain shag (dried plantain leaves and fibre), was placed a rawhide case, of the size and shape of a barrel. This case was half filled with the same shag, and in it lay a single Panama hat, of the unshaped style, worn of late by many smart dressers. The case was smeared with pitch over the seam where it had been sewed up, so as to exclude air and dust. It was said by the firm that each of these cases contained upwards of one thousand genuine Panamas, imported from Ecuador, South America, and retailed here at the extraordinarily low price of \$2 each. As showing the large sales of these hats this season, it may be mentioned that four hundred dozen were sold at this place alone. The above paragraph describes a display that is an illustration of the fact that passers-by and possible customers are easily attracted by any display revealing the generally unknown and interesting details of manufacture of an article of current wear and interest. A simple display of Panama hats, even at the very low figure quoted above, would have provoked little or no attention in these waning summer days of bargain sales. But this display of the curious rawhide case, showing the unfamiliar methods of making and packing these popular hats, deflected a considerable number of Broadway pedestrians from their onward rush, to have a peep at the novelty, with the result, as it proved, of many sales. In the same way it would seem that this idea is capable of more detailed cultivation and elaboration than it received. In many processes of the manufacture of the numberless articles daily displayed in the shop windows there should be much of a nature to halt and interest people. Once get them interested and a suitable price may bring them in.—Apparel Gazette.

Reflections of a Bachelor.

The bitterest kiss can be gilded so that most any woman will take it without making a face.

It seems as if some old maids who never have any men make love to them go around making love to themselves.

Up to 30 a woman wants to flirt with men; from that on to 40, with boys; after that, with anything, if it's only kittens.

Whenever a girl gets engaged, what she considers the most necessary thing to do is to make all the other girls think she walks just like he was mud.

WORLD'S BEST

S.C.W.

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

A Trade Maker

Fanny Davenport

5c Cigar

Trade Supplied By:

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

BOUR'S

COFFEES

MAKE BUSINESS

Not in
the trust.

Best on
the market.

Standard Crackers

Are Packed in

"Green Hoop" Barrels

See quotations
in price current.

Manufactured by
E. J. Kruce & Co., Detroit, Mich.

Commercial Travelers

Michigan Knights of the Grip

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

United Commercial Travelers of Michigan

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

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

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

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

Last U. C. T. Picnic of the Season.

Grand Rapids, Aug. 27—Saturday afternoon at Jenisonville will occur the third and last picnic for the season to be given by Grand Rapids Council, No. 131, United Commercial Travelers. Cars leave the corner of Canal and Lyon streets at 12 m., 1:20, 2:40 and 3:00 p. m. On the beautiful grounds selected by the Committee the following games and sports will take place:

For ladies—Egg race, throwing base ball, cake walk.

For gentlemen—Base ball game, five innings; captains, Bert Bodwell and Henry Snitzler; running high jump, standing broad jump, swimming race, tub race. Prices have been donated by the following firms: Lyon, Kymer, Palmer & Co., Jarvis & Daniels, Voigt, Herpolsheimer & Co., Geo. H. Seymour & Co., A. E. Brooks & Co., Freeman Mercantile Co. and Olney & Judson Grocer Co.

Arrangements have been made with the hotel to serve lunch, thus relieving the ladies of any work in preparing all the good things they usually do and for this, the last picnic of the season, they are especially requested to wear their happiest smiles and take along their sweetest dispositions.

After lunch is served, dancing will be in order for all who wish to indulge. The trolley ride will take about forty minutes each way and will be somewhat of an innovation for many. U. C. T. members and your friends, don't forget the date, Saturday, Aug. 31. JaDee.

The Boys Behind the Counter.

Kalamazoo—Arthur S. Rice, who has been employed in the Imperial Tea store the past eight years, has resigned his position there to engage in the floral business with his brother, C. F. Rice, formerly of this city, at Minneapolis.

Marshall—Charles R. Joy, who has been head clerk for the past sixteen years in Greene's drug store, has resigned his position, to take effect in September. Mr. Joy will take a much needed rest for some time and will visit the Pan-American Exposition.

Jackson—Ralph W. White has resigned his position with the Weeks Drug and Chemical Co., and will go into the laboratory of Schmid Chemical Co. after a few days' rest with his parents at Kalamazoo.

Sturgis—Henry Neuman is now a salesman in the clothing department of F. L. Burdick & Co.'s store.

Homer—A. B. Lacey, for the past four years in the employ of F. E. Strong & Bro., has severed his connection with that firm to accept a more lucrative one with the Albion Windmill and Implement Co.

Marshall—Fred Zanger has taken a position with Olin, White & Olin, Kalamazoo, and will commence work September 1. He will have charge of the cloak and ready-made suit department.

Calumet—The clerks of Calumet were up against the weather proposition proper Aug. 22, the occasion of their annual outing. They made every arrangement for a pleasant day and had planned on having the most successful

affair in the history of their organization, while Calumet generally was looking forward to an exceptionally enjoyable holiday. The clerks didn't fix things with the weather man, however, and, after giving the town respectable weather for three weeks, he turned the clerks down without a ray of sunshine and gave them as bad a day as the city has had for some time past. The Committee of Arrangements was out at the park at 5 in the morning to decorate the park for the occasion. It was raining then and, although the weather man allowed the downpour to let up once in awhile for a few moments, he gave them no encouragement and about 9 o'clock the Committee gave up in despair and decided to give up the idea of having any "doins" at the picnic ground. While the weather man spoiled the picnic features he could not do up the celebration. About 10:30 the clerks in Red Jacket formed with the Calumet & Hecla band at the head, Joe Adamski carried the stars and stripes and Joseph Forster acted as marshal of the parade. Most of the clerks wore white duck caps and carried umbrellas to keep off the rain. They marched through the streets of the city to Laurium, where they were joined by a delegation from that city. The parade was then resumed, finally winding up at the city hall in Red Jacket. While there was a large turnout of clerks there were a great many members of the organization who failed to put in an appearance. At the town hall a small delegation listened to the address of Mayor Will L. Hagen, of Laurium. The speech, which was given extemporaneously, was worthy of a much larger audience, but those who listened to it showed their appreciation of the efforts of the speaker by frequent applause. Mr. Hagen started out by taking the Arrangement Committee severely to task for not getting next to the weather man and fixing the climatic conditions for the occasion. He thought they had committed an unpardonable sin in not attending to this little detail. "I feel proud to be able to address the clerks of this city," said the speaker, "and I am doubly pleased because it is the second time I have had this privilege. I thought that after you had heard me once that would have been sufficient, but it seems that you must have made up your minds to stand it again or the Committee made some mistake and asked the wrong man, nevertheless, I am glad to have the chance to talk to you. I had hoped to see more of the business men of the city here to-day; I had planned on talking as much to the business men as to the clerks. I wanted to say a few words about the benefits which you ought to derive from such an organization as yours. The business men are organized for business purposes and it is a good thing that the clerks have an organization of their own, which has social as well as other objects." During the afternoon the Calumet and Hecla band played a choice concert at the town hall, which was listened to by a large audience. In the evening the town hall was turned into a dancing room and the clerks, their wives, and sweethearts spent several hours in a social way.

Uncongenial Surroundings.

Mr. Ferguson—Did you have a good time at Mrs. Highmore's tea, Laura?

Mrs. Ferguson—No; I was miserably lonesome.

Mr. Ferguson—Lonesome?

Mrs. Ferguson—Yes; I was the only woman there who hadn't been having trouble with her help.

Thistledown Imported for Use Instead of Silk Fibre.

From the Philadelphia Public Ledger.

A crowd of youngsters were passing over a broad, open field in Fairmount Park the other day, evidently making their way toward one of the swimming resorts not far from Belmont Mansion. One of the lads, with the exclamation, "I wonder if my mother wants me," stooped and plucked a thistle—one of the common kind, with a small, white, silky ball on a rubber-like stem. His action was imitated by the other members of the crowd, and soon all were blowing the cottonlike fibre from the stem.

Some succeeded in ridding the stem completely, but others, including the aforementioned youngster, being deficient in lung power, or owing to the tenacity of the fibre on their particular stems, were not so successful. The ringleader, for so he seemed to be, with the semblance of a frown upon his brow, exclaimed, as he continued upon his way, "She does, but I'm not going." The youngsters whose mothers did not want them, according to the prophecy of the thistle, were evidently much relieved by the knowledge that had come to them, while the others for a moment knew not whether to turn back or keep on their way. The temptation of a plunge into the cool flowing waters was evidently too much for them, as they all ran down the hill in the direction of the pool. All seemed thoroughly to believe what the prophecy of the thistle told them.

Nearly everybody at one time or another in passing through meadows or fields has had his or her attention drawn to this thistle, but very few persons know what it is and the purposes to which it is put. It is a weed, but like many other small and seemingly insignificant things, it emphasizes the saying that "there is some valuable use for everything that grows." The real name of this weed is said to be "kapok." Its original home is in the Eastern countries, particularly Asia. There fences are built in the open fields where the thistle grows wild, so that the wind can blow the cottony or silky-like fibre against them, from which it is gathered and sent to market. In this country, it is curious to note, there is a law in some states against the cultivation of this thistle. Authorities on the subject say that if this were not the case, and if any one started to cultivate it to any extent, the time would soon arrive when farmers would be compelled to take active measures to get rid of it. The wind carries the seeds for miles, depositing them on the way, and within a comparatively short time they take root and spring up, spreading over whole fields. The spread of the weed, unless watched, is said to be so rapid as to baffle all attempts to rid the ground of it. It is of a hardy family of weeds, and smotherers to death weaker and perhaps more valuable plants growing near it.

Some of the uses of the silky material secured from this source, and which is now coming into this country from the Eastern countries, through European ports, are hid, or, rather, kept a secret by manufacturers. It is known, however, that much of it is used in mixing in silk goods. It makes a very strong yarn when rolled. It is also used as a stuffing, for pillows, cushions, etc. A considerable quantity is imported into the United States annually in tight, iron-bound bales of from 250 to 300 pounds. Its competition with cotton is now being felt by the Southern growers. Most of it comes in duty free or under a very small tax.

Another thistle of the hemp and flax family which is coming into close competition with cotton is known as "ramie," called also reha, reha grass, China grass and grass cloth plant. Hundreds of tons are now imported annually, most of it under light duties. Its competition with flax is said to be becoming almost as serious as with cotton. Its home is in China and the East Indies. It is a perennial shrubby of the nettle family, having numerous rod-like stems from four to six feet high. It has large heart-shaped leaves of silvery

white beneath. It is now being cultivated quite extensively in the West Indies, and even in some parts of the southern section of the United States. The fibre yielded by the stem of the plant is coming into use for almost every purpose heretofore served by cotton.

Abandons Soap to Take Up Cigars.

Jackson, Aug. 27—I have handed in my resignation to the Central City Soap Co., which has been accepted, and Mr. Bellamey, of Bay City, who has sold paper for years, will take my route October 1.

I have sold Jaxon soap for thirteen years and have been connected with the best house on earth. I have traveled in Michigan almost twenty years, but I have come to a place in life where I would like to spend more time in my home with my family. W. B. Burris, formerly with the Bradley Cigar Co., of Greenville, has manufactured cigars in Jackson for the past eighteen months and, wishing to enlarge his business, sold me a one-half interest in his business. W. B. Burris is President of the corporation and your humble servant is Secretary and Treasurer. Mr. Burris will cover his old territory, beginning about Oct. 1. I will be in charge of the office, the city trade and nearby towns. A. W. Stitt.

First Annual Picnic of Bay City Council.

Bay City, Aug. 27—Bay Council, No. 51, U. C. T., held its first annual picnic Saturday, Aug. 24, at Wenona Beach. A large and happy crowd was in attendance and enjoyed the boating, bathing and hospitality of the boys. The wholesale houses of both Bay City and West Bay City closed their doors and both principals and employes attended the picnic. Games of various kinds were pulled off and a very fine supper was served by the Ladies' Auxiliary to about 400 people, whose appetites were sharpened by the invigorating breezes of Old Saginaw Bay.

The members of Bay Council have reason to feel proud of the result of their efforts. May we long remember the pleasant time spent and all meet to enjoy many like occasions! Just So.

Inside or Out.

Mrs. Jumper was in bad humor. Things had gone wrong with her, and she was about to give Mr. Jumper a piece of her mind, when she saw the sky darkening, and looking out of the window said:

"There's a storm coming."
Mr. Jumper scratched his head, then pertinently enquired:
"Inside or out?"

His One Success.

Miss Kulcher—Did you ever go in for literature, Mr. Gay?

Mr. Gay—Well—er—not exactly, but once when I was at college I wrote a short story and got \$100 for it.

Miss Kulcher—Really? What was it?
Mr. Gay—"Dear Father: I'm broke. Please send me a hundred."

Riley Sweers has engaged to cover Northern Michigan for Chas. H. Werner & Sons Co., jobbers of crockery and toys at Detroit. He has opened his sample line at Traverse City in the building adjoining the Boughay warehouse on Cass street.

H. A. Hudson, formerly with the Continental Tobacco Co., is covering city trade for the Bradley Cigar Co.

Andrew Olson has gone on the road for J. Cornwell & Sons, of Cadillac.

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 HELM, 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 HELM, 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—JOHN D. MUIR, Grand Rapids.
Secretary—J. W. SKEELY, Detroit.
Treasurer—D. A. HAGENS, Monroe.

Twenty "Don'ts" Applicable to the Soda Fountain.

1. Don't use extracts and low-priced syrups, for they won't suit your trade. Get the best pure fruit juices. If you buy your syrup, be sure it is good; the best plan, however, is to make it yourself. It means more work, but you know then that it is all right.
2. Don't get the idea in your head you can make a success of the soda business without work, for you can't do it. There's hard work and plenty of it, and you can't get around it.
3. Don't hire cheap help—a cheap boy will drive away much more trade than his salary amounts to. People are as particular about what they drink as about what they eat, and no matter how good it may be, if the dispenser is of slovenly appearance and habits the customer will get a bad impression.
4. Don't be "short" with your ice. Don't think you can get a drink too cold, for that's what a soda customer wants. You won't economize by cutting the ice short, for, while you "save at the spigot, you lose at the bung."
5. Don't be slovenly—keep everything appertaining to the fountain spotlessly clean and neat. Don't slop over your soda water—draw the glasses full, but don't run them over. Watch your crushed fruit bowls and keep them clean; if you don't they will soon look like pig troughs. And keep the syrups wiped up and the counter clean, and you won't be bothered with flies. Wash your glasses as soon as the customers are through with them. Keep plenty of clean water, clean towels, etc. A handful of sal soda in your wash water helps to clean the glasses.
6. Don't be "groutchy"—a pleasant smile and a kind word will win at the fountain as well as everywhere else. Be as pleasant to the little urchin with the grimy fist and five coppers as to the aristocrat with the \$10 bill. The former's money is as good as the latter's, and if you make a friend of the boy he'll take a good report of you home with him.
7. Don't sell ice cream soda for 5 cents. Sell it for 10 cents. You can do it just as well as not. Sell all ice cream drinks and egg drinks for 10 cents. Push your higher priced drinks. Make them so good that they are worth what you ask for them, and they will sell.
8. Don't fail to advertise. Window signs are good—so are sidewalk signs and circulars, as well as "locals" in the daily papers. Keep at it. The soda trade has to be cultivated. Keep the fact constantly before the people that your drinks are good—none better.
9. Don't fail to serve straws with every drink, and napkins to the ladies and children. Serve ice water with all ice cream drinks, and put a piece of ice in it so that it won't be warm when the

customer gets through with the ice cream.

10. Don't allow loafing on soda stools and chairs. If the loafers can't take a hint, tell them plainly to go. You can't afford to have people pass your door because they don't see any place to sit down.
11. Don't run an ice cream parlor. You are in the drug business, and your fountain is a side line. Get all you can out of it, but don't let it overshadow your drug business.
12. Don't let a customer wait any longer than absolutely necessary to get to him, but if you are by yourself at the store and have a prescription to fill let your soda trade go. You may lose more than the value of the prescription, but you can't afford to get the reputation of neglecting the drug business.
13. Don't fail to have plenty of syrups—keep some in reserve constantly. Don't have to say, "We are just out—will something else do?"
14. Don't neglect to keep crushed fruits in neat bowls on your counter. Most people like them on their "Sundays," ice cream sodas, glaces, etc.
15. Don't fail to have a good ice shaver, lemon squeezer, ice cream spoon, etc. They will more than pay for themselves and will last for years; therefore get good ones.
16. Don't be "short" with ice water. Give any one a drink that asks for it. A customer won't forget where he got it when he has a nickel or a dime to spend for another drink.
17. Don't serve alcoholic drinks of any kind. If you are going to run a saloon get out of the drug business. You may think you are "working it smooth," but the public will disown you and you will lose your best trade.
18. Don't appear behind the soda bar in shirt sleeves or street coat. Wear white jackets or vests and keep them clean.
19. Don't have things too bare about the fountain. Have plenty of flowers—cut flowers if you can get them—and potted plants, such as ferns, etc., nice glasses, neatly displayed, neat cards, etc.
20. Don't think the soda business is a small thing. It will be if you neglect it, but if you attend to it right it's a bonanza.—M. K. Barber in Bulletin of Pharmacy.

Danger From Potassium Chlorate.

From the Western Druggist.

In view of the explosion which wrecked the Tarrant Building the conclusions of Berthelot, the eminent French chemist, will be of interest. He states that while the salt does not detonate under the influence of progressive heating, it does detonate if placed quickly in an enclosure raised previously to and kept at a temperature essentially higher than that of the commencing decomposition. It is also necessary that the mass of matter composing the enclosure shall be so large that the introduction of the quantity of decomposable matter at the ordinary temperature may not suffice to lower materially the general temperature within. These are precisely the conditions prevailing in fires. It also detonates more readily when heated in a hydrocarbonated flame, a fact observed by Colonel Ford, chief inspector of explosives in England, in the explosion of 156 tons of potassium chlorate in St. Helens, England. The presence of combustible material facilitates the explosion, the burning casks in that explosion having served to ignite the combustible gas.

Some men who fool with a bent pin can't see the point—but they feel it just the same.

The Drug Market.

Opium—There is very little interest manifested in this article. Prices are fairly steady.

Morphine—Is unchanged. Competition has lowered the price in this country to about 30c less than any other.

Quinine—Is fairly steady at the reduction noted last week. There will be a sale at Amsterdam on the 29th and prices may change at that time.

Bismuth Preparations—On account of lower price for metal, manufacturers for the different preparations have reduced their prices.

Cocaine—Owing to competition among manufacturers, price has been reduced 50c per oz. This decline is not warranted by position of cocoa leaves.

Menthol—On account of very small stocks, it has been again advanced 50c per lb.

Buchu Leaves, Short—Are in better supply and slightly lower.

Oil Peppermint—There are contradictory reports in regard to new crop. The prices are very firm.

Oil Cedar Leaf—Very small supplies and high prices rule. So-called oil of cedar, different volume of turpentine, can be had at most any price.

Linseed Oil—Has declined, owing to lower price of seed and competition.

Compulsory Early-Closing in England.

The subject of early-closing for retail merchants has assumed such an importance in England that Parliament has taken it up. Some time ago the House of Lords appointed a committee to look over the matter with a view to passing an act making early-closing obligatory. This committee has just made its report. The committee held twelve sittings, and examined eighty-six witnesses. Of these sixty-two represented important tradesmen's associations in all parts of the country. Evidence has convinced the committee that earlier closing would be an immense boon to the shop-keeping community, and that the present hours are grievously injurious to health, especially in the case of women. Under these circumstances they recommend that town councils should be authorized to pass provisional orders, making such regulations in respect to the closing of shops as may seem to them to be necessary for the areas under their jurisdiction, and these provisional orders should be submitted to Parliament in the usual manner before acquiring the force of the law.

An Antidote to Poison Ivy.

In addition to the aids of the druggists' lotions, nature is said to have provided a most efficient remedy for poison ivy poisoning, in the shape of the widely spread flower known as "spotted touch-me not," or "Impatiens fulva." It is also called the "jewel weed," and is abundant in the water courses during June and July, when the Rhus toxicodendron and the Rhus venenata are most poisonous. The color of the flower of "spotted touch-me-not" is a deep orange, and the spots are of reddish brown. The lip forms a sac, and it ends in a curved spur. The seed pods burst if slightly touched and scatter the seeds all around. To this peculiar property the plant owes its common name. It is also called "noli-metangere" and "N'y touchez pas." The remedy is applied by expressing the juices of the plant and applying it to the skin which has been poisoned.

Banana Syrup.

Peel any number of bananas, cut them in thin slices, and put in a wide-mouthed bottle of sufficient capacity; first a layer of banana slices, then a layer of sugar, until the bottle is filled, having as much sugar as banana. Place the bottle in a vessel of cold water, set

it on the fire, and when the water boils remove the bottle containing the bananas. Stir the contents thoroughly for several minutes, and when cool press through a fine sieve or coarse linen cloth. Use as much of this as may be necessary to give a good strong flavor.

Fruit Syrups and Crushed Fruits.

Remove one end of a suitable keg and perforate the other with small holes. Fill with alternate layers of fresh ripe fruit and sugar. As the juice of the fruit dissolves the sugar, a fine fruit syrup will percolate through the keg. When dripping ceases, the remaining "marc" makes a fine crushed fruit syrup.

New York has three banks now each of which has a capitalization of ten million dollars. No other city in the country has a bank with so large an amount of capital, Chicago being second, one of the Chicago banks having a capital of five million dollars. The three New York banks and the Chicago bank mentioned are each the result of consolidation.

The Coming Treatment

Have you a Chronic trouble that medicines will not reach? If you have, investigate the merits of

ELECTRICITY

Hundreds of cases are being cured by this potent agent. It reaches diseases that have baffled all the ordinary methods. It is especially valuable in all varieties of Gout, Rheumatism and Asthitis. In all diseases peculiar to women. In Diabetes and Bright's Disease it works miracles. No other remedy has earned as much praise in the relief of Neuralgic pains, Sciatic and Lumbago. Its control over the Nervous and Muscular systems is supreme. Patients say, "Life is worth living again." Call at Dr. Rankin's office and investigate for yourself.

Go or write to

DR. C. E. RANKIN,

Powers' Opera House Block

Grand Rapids, Michigan

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

Mail Treatment

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

Window Shade

Headquarters

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

Heystek & Canfield Co.

Grand Rapids, Mich.

Fred Brundage Wholesale Druggist

32 and 34 Western Avenue
Muskegon, Mich.

School Supplies and Stationery

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

WHOLESALE DRUG PRICE CURRENT

Advanced—Menthol. Declined—Buchu Leaves, Bismuth, Cocaine, Linseed Oil.

Table listing various medicinal products under categories like Acidum, Ammonia, Aniline, Baccae, Balsamum, Cortex, Extractum, Ferru, Flora, Gummi, Herba, Magnesia, and Oleum. Each entry includes a name, quantity, and price.

Table listing various medicinal products including Menthol, Morphia, Seldlitz Mixture, Linseed, Neatsfoot, Spirits Turpentine, Paints, and Varnishes. Includes prices in BBL and LB.

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.

ADVANCED Galvanized Tubs Sisal Rope Butterine

DECLINED Canned Corned Beef Canned Roast Beef California Hams

Index to Markets By Columns

Table with columns A through Y listing various grocery items and their prices, such as 'Akron Stoneware', 'Baking Powder', 'Candles', etc.

Table with columns 1 through 5 listing various grocery items and their prices, including 'AXLE GREASE', 'BAKING POWDER', 'JAXON', 'BLUING', and 'BRUSHES'.



Table with columns 3 through 5 listing various grocery items and their prices, including 'Strawberries', 'Mexican', 'Guatemala', 'Java', 'Mocha', 'CONDENSED MILK', 'CHEESE', 'CHOCOLATE', 'CLOTHES LINES', 'COCOA', 'COFFEE', 'Soda', 'Oyster', 'Sweet Goods-Boxes', 'Animals', 'Assorted Cake', 'Belle Rose', 'Bent's Water', 'Cinnamon Bar', 'Coffee Cake, Iced', 'Coffee Cake, Java', 'Cocoanut Macaroons', 'Cocoanut Taffy', 'Cracknells', 'Creams, Iced', 'Cream Crisp', 'Cubans', 'Currant Fruit', 'Frosted Honey', 'Frosted Cream', 'Ginger Gems, 1 1/2 oz or sm', 'Ginger Snaps, N. B. C.', 'Gladiator', 'Grandma Cakes', 'Graham Crackers', 'Graham Wafers', 'Iced Honey Crumpets', 'Imperial', 'Jumbles, Honey', 'Lady Fingers', 'Lemon Snaps', 'Lemon Wafers', 'Marshmallow', 'Marshmallow Creams', 'Marshmallow Walnuts', 'Mary Ann', 'Mixed Picnic', 'Mk 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'.



FOOTE & JENKS' JAXON Highest Grade Extracts

12

Lubetsky Bros.' Brands.

B. L. \$35 00
Gold Star 35 00
H. Van Tongeren's Brand
Star Green 35 00

Fine Cut

Uncle Daniel 54
Ojibwa 34
Forest Giant 34
Sweet Spray 38
Cadillac 57
Sweet Loma 38
Golden Top 26
Hiawatha 58
Telegram 28
Pay Car 32
Prairie Rose 48
Protection 38
Sweet Burley 40
Sweet Loma 38
Tiger 38

Plug

Flat Iron 33
Creme de Menthe 39
Stroungold 39
Elmo 33
Sweet Chunk 37
Forge 33
Red Cross 32
Palo 35
Kylo 35
Hiawatha 41
Battle Axe 36
American Eagle 33
Standard Navy 36
Spear Head, 16 oz. 44
Spear Head, 8 oz. 43
Nobby Twist 47
Jolly Tar 37
Old Honesty 43
Toddy 34
J. T. 37
Piper Heidsieck 63
Boot Jack 80
Jelly Cake 36
Plumb Bob 32

Smoking

Hand Pressed 40
Ibex 28
Sweet Core 36
Flat Car 35
Great Navy 37
Warpath 26
Bamboo, 8 oz. 28
Bamboo, 16 oz. 26
T X L, 6 lb. 28
T X L, 30 lb. 32
Honey Dew 37
Gold Block 37
Flagman 41
Chips 34
Kiln Dried 24
Duke's Mixture 38
Duke's Cameo 40
Honey Dip Twist 39
Myrtle Navy 40
Yum Yum, 1 lb. 40
Yum Yum, 1 lb. pails. 38
Cream 37
Corn Cake, 2 1/2 oz. 25
Corn Cake, 1 lb. 23
Plow Boy, 1 1/2 oz. 39
Plow Boy, 3 1/2 oz. 37
Peerless, 3 1/2 oz. 34
Peerless, 1 1/2 oz. 36
Indicator, 2 1/2 oz. 28
Indicator, 1 lb. pails. 31
Col. Choice, 2 1/2 oz. 21
Col. Choice, 8 oz. 21

TABLE SAUCES

LEA & PERRIN'S SAUCE

The Original and Genuine Worcestershire.

Lea & Perrin's, large 3 75
Lea & Perrin's, small 2 50
Halford, large 3 75
Halford, small 2 25
Salad Dressing, large 4 55
Salad Dressing, small 2 75

TWINE

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

VINEGAR

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

WASHING POWDER

Gold Dust, regular. 4 50
Gold Dust, se. 4 00

Rub-No-More

Rub-No-More 3 50
Pearline 2 90
Scourine 3 50

WICKING

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

WOODENWARE

Baskets

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

13

Butter Plates

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

Egg Crates

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

Clothes Pins

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

Mop Sticks

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

Pails

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

Toothpicks

Hardwood 2 50
Softwood 2 75
Banquet 1 80
Ideal 1 50

Tubs

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

Wash Boards

Bronze Globe 2 50
Dewey 1 75
Double Acme 2 75
Single Acme 2 25
Double Peerless 3 25
Single Peerless 2 60
Northern Queen 2 50
Double Duplex 3 00
Good Luck 2 75
Universal 2 25

Wood Bowls

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

WRAPPING PAPER

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

YEAST CAKE

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

FRESH FISH

White fish 9
Trout 9
Black Bass 10 11
Halibut 14
Clasquet or Herring 12
Live Lobster 20
Bolted Lobster 20
Cod 10
Haddock 7
No. 1 Pickerel 9
Pike 8
Perch 5
Smoked White 11
Red Snapper 11
Col River Salmon 12
Mackerel 15

HIDES AND PELTS

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

Hides

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

Pelts

Pelts, each 50@1 00
Lamb 10

Tallow

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

Wool

Washed, fine 15@17
Washed, medium 18@21
Unwashed, fine 11@14
Unwashed, medium 14@16

CANDIES

Stick Candy

Standard 7 1/2%
Standard H. H. 7 1/2%
Standard Twist 8
Out Leaf 9
Jumbo, 32 lb. cases 7 1/2%
Extra H. H. 10 1/2%
Boston Cream 10
Beet Root 8

bbls. pails

Standard 7 1/2%
Standard H. H. 7 1/2%
Standard Twist 8
Out Leaf 9
Jumbo, 32 lb. cases 7 1/2%
Extra H. H. 10 1/2%
Boston Cream 10
Beet Root 8

14

Mixed Candy

Grocers 6 1/2%
Competition 7
Special 7 1/2%
Conserve 8 1/2%
Royal 8 1/2%
Bibbion 9
Broken 8 1/2%
Cut Leaf 9
English Rock 9
Kindergarten 9
Bon Ton Cream 9
French Cream 10
Dandy Pan 10
Hand Made Cream mixed 15 1/2%
Crystal Cream mix. 13

Fancy-In Pails

Champ. Crys. Gums. 8
Pony Hearts 15
Fair Cream Squares 12
Fudge Squares 12
Peanut Squares 9
Fruit Tab., as, wrap 12
Sugar'd Peanuts 10 1/2%
Salted Peanuts 12
Starlight Kisses 10
San Blas Goodies 12
Lozenges, plain 9 1/2%
Lozenges, printed. 10
Choc. Drops 11 1/2%
Eclipse Chocolates. 13 1/4%
Choc. Monumentals. 14
Victoria Chocolate. 15
Gum Drops 5
Floss Drops 9 1/2%
Lemon Sours 10
Imperial 10
Ital. Cream Opera 12
Ital. Cream Bonbons 12
20 lb. pails. 12
Molasses Chews, 15 lb. pails. 14
Golden Waffles 12

Fancy-In 5 lb. Boxes

Lemon Sours 55
Peppermint Drops. 60
Chocolate Drops. 65
H. M. Choc. Drops. 65
H. M. Choc. Lt. and Dk. No. 12. 1 00
Gum Drops 30
Licorice Drops. 75
Lozenges, plain 55
Lozenges, printed. 60
Molasses 60
Cream Bar 60
Molasses Bar 55
Hand Made Creams. 80 @ 90
Cream Buttons, Pep. and Wint. 65
String Rock 65
Wintergreen Berries 60

Caramels

Clipper, 20 lb. pails. 9
Standard, 20 lb. pails. 10
Perfection, 20 lb. pls 12 1/2%
Amazon, Choc. Cov'd 15
Korker 2 for 1c pr bx 25
Big 3, 3 for 1c pr bx 25
Dukes, 2 for 1c pr bx 60
Favorite, 4 for 1c, bx 60
AA Cream Car's 3lb 50

FRUITS

Oranges

Florida Russett. 6
Florida Bright. 6
Fancy Navels 6
Extra Choice 6
Late Valencias. 6 00
Seedlings 6

**Medt. Sweets. 6
Jamalca 6
Roid 6**

Lemons

Verdelli, ex fcy 300. 5 00@5 25
Verdelli, fcy 300. 4 75@5 00
Verdelli, ex chce 300 4 50@4 75
Verdelli, fcy 300. 5 25@5 50
Malori Lemons, 300. 5 75@6 00

Bananas

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

Foreign Dried Fruits

Figs

California, Fancy 6
Cal. pkg. 10 lb. boxes 6
Extra Choice, 10 lb. 6 1/2%
Fancy, 12 lb. boxes. 12
Pulled, 6 lb. boxes. 12
Naturals, in bags 6

Dates

Fards in 10 lb. boxes 6
Fards in 60 lb. cases. 6
Hallowi 5 5 1/2%
lb. cases, new. 6
Sairs, 60 lb. cases. 4 1/2 @ 5

NUTS

Almonds, Tarragona 17
Almonds, Ivica 16
Almonds, California, soft shelled. 16
Brazil 11
Piberts 12 1/2%
Walnuts, Grenoble. 13 1/2%
Walnut, softshelled California No. 1. 13 1/4%
Table Nuts, fancy. 14
Table Nuts, choice. 13
Pecans, Med. 10
Pecans, Ex. Large. 11
Pecans, Jumbo. 12
Hickory Nuts per bu. Ohio, new. 8
Cocoanuts, full sacks 8 50
Chestnuts, per bu. 8
Peanuts 8
Fancy, H. P., Suns. 5 1/2 @
Fancy, H. P., Suns Roasted 6 1/2 @ 7
Choice, H. P., Extras Roasted 6
Choice, H. P., Extras 6
Span. Shld No. 1 n'w 7 @ 8

15

AKRON STONEWARE

Butters

1/2 gal., per doz. 48
2 to 6 gal., per gal. 6
8 gal. each 48
10 gal. each 60
12 gal. each 72
15 gal. meat-tubs, each 1 05
20 gal. meat-tubs, each 1 40
25 gal. meat-tubs, each 2 00
30 gal. meat-tubs, each 2 40

Churns

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

Milkpans

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

Fine Glazed Milkpans

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

Stewpans

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

Jugs

1/2 gal. per doz. 60
1/4 gal. per doz. 45
1 to 5 gal., per gal. 7 1/2

Sealing Wax

5 lbs. in package, per lb 2

LAMP BURNERS

No. 0 Sun. 35
No. 1 Sun. 36
No. 2 Sun. 48
No. 3 Sun. 85
Tubular 50
Nutmeg 50

LAMP CHIMNEYS—Seconds

Per box of 6 doz.

No. 0 Sun. 1 38
No. 1 Sun. 1 54
No. 2 Sun. 2 24

First Quality

No. 0 Sun, crimp top, wrapped & lab. 1 85
No. 1 Sun, crimp top, wrapped & lab. 2 00
No. 2 Sun, crimp top, wrapped & lab. 2 90

XXX Flint

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

Pearl Top

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

La Bastie

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

Rochester

No. 1 Lime (65c doz) 3 50
No. 2 Lime (70c doz) 4 00
No. 2 Flint (80c doz) 4 60

Electric

No. 2 Lime (70c doz) 4 00
No. 2 Flint (80c doz) 4 60

OIL CANS

1 gal. tin cans with spout, per doz. 1 35
1 gal. galv. iron with spout, per doz. 1 65
2 gal. galv. iron with spout, per doz. 3 00
3 gal. galv. iron with spout, per doz. 4 30
5 gal. galv. iron with spout, per doz. 5 75
3 gal. galv. iron with faucet, per doz. 4 50
5 gal. galv. iron with faucet, per doz. 6 00
5 gal. galv. iron with faucet, per doz. 7 00
5 gal. galv. iron Nacefas 9 00

LANTERNS

No. 0 Tubular, side lift. 4 75
No. 1 B Tubular 7 25
No. 15 Tubular, dash 7 25
No. 1 Tubular, glass fountain. 7 50
No. 12 Tubular, side lamp. 13 50
No. 3 Street lamp, each. 3 60

LANTERN GLOBES

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

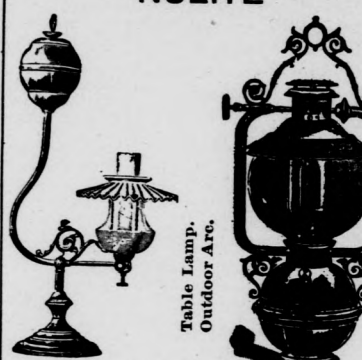
MASON FRUIT JARS.

Pints 6 25
Quarts 6 50
Half Gallons 9 25
Caps and Rubbers 2 40
Rubbers 25 & 35

"Summer Light"

Light your Hotels, Cottages and Camps with the

"NULITE"

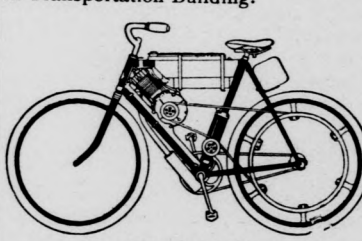


Incandescent Vapor Gas Lamps. Superior to electricity or carbon gas. Cheaper than coal oil lamps. No smoke, no odor, no wicks, no trouble. Absolutely safe. A 20th century revolution in the art of lighting. Arc Lamps, 750 candle power, for indoor or outdoor use. Table Lamps, 100 candle power. Chandeliers,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

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

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

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.

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

Thanks Dorothy Dix For Her Defense of Women.

Dorothy Dix, in defense of women in "Are Women Stingy?" says: "Stingy? No! It is an unfounded charge. Women are careful of money, they are just with it, and when there is need, they are liberal." Thank you, heartily, Dorothy Dix, in woman's name—in the name of the noble women all over the land, who have been from the beginning of the world, and are now, making great sacrifices for the furthering of every good word and work. What a shame to call them stingy!

The Woman at Home Magazine, edited by Annie S. Swan, published in London, asks, in its June number, the startling question: "Are Women Mean in Money Matters?" together with the answers given by the following well-known authors: Jerome K. Jerome, W. Pett Ridge, Annie S. Swan, Adeline Sargent and Gertrude Atherton.

Says Jerome K. Jerome in his article, speaking of woman's meanness, of course in money matters: "Absence of vice is their virtue." Which is so very guarded that one would know at once that he was the lazy J. in "Three Men in a Boat," who always liked to take an easy position and watch others work. No doubt it is owing to his liver complaint, and doubtless he means well; at any rate, we will be liberal and give him the benefit of the doubt. Had the topic under discussion been "Are Men Mean in Money Matters?" and had I been invited, I could have related an interesting incident just to the point, as it displays the vanity as well as meanness of men in money matters. Come to think, I will not wait for an invitation, as the topic I suggest may never be brought up for discussion, but will proceed at once with my incident:

A dear friend, newly married, but married long enough to have broken hopes, mortified pride and bitter doubts take the place of trust and confidence, and to have such a change come over her well-trained, liberal nature that her servants, her friends and all with whom she came in contact called her stingy. And I, even I, her best friend, wondered greatly at this new peculiarity, for we had been schoolmates and chums in our girlhood, and I knew that at that time she was most generous.

One never-to-be-forgotten day she and I were shopping together, when her husband overtook us, and after a moment's polite talk, turned to her and said tenderly: "Lucy, you have been so economical with your dresses, come in and select a handsome silk now." I thought him splendid, and was astonished to hear her answer: "No, dear, not now, I am very well off for dresses; you are too kind."

He looked hurt, although he turned to me and said laughingly: "You see what a careful little wife I have. Well, good-day," and with a graceful bow he was gone.

I was stunned, and said quickly: "Lucy, what a dunce you are; why didn't you go in and take the finest silk M. has? You need it." The tears welled up to her eyes, her lips trembled, and an indignant expression passed over her face, as after a moment's hesitation she whispered:

"Dear, I didn't dare to! He did not mean a word of it—he puts on all this before the world—it is a trick of his; he wants to be called generous, and he wins the glory of it. He smiles on the street beggar, gives to every charity, belongs to the B— Club, while he

keeps me absolutely penniless, and has from the first. You don't know, you can't understand. You will never tell, Mollie? Hope is dead; I must bear my burden, but I hate the hypocrite. His meanness is my disgrace, and I must bear the names of 'mean' and 'stingy' because he acts in a way before people to falsify anything I might say. They would believe his honeyed words and acting in preference to the truth from my lips, because, perhaps, the truth would be indignantly uttered. I hate him! There, you must keep my secret, dear friend."

I kept her secret many years, but she is gone now, and I will tell it and vindicate my poor, broken-hearted Lucy. It was years ago that I bade her farewell. I recall the hour with filling eyes. She talked of our girlhood for a time and at last, as her look became fixed, she said: "I am weary of life—oh, so weary; all my dreams have been shadows; our—young—days—and the voice grew silent. The life blighted by 'a man's meanness in money matters' went out forever."

We laid her away on a bank of flowers, but what were flowers to her?

This experience opened my eyes, and poor Lucy is not the only woman who has passed before the world as "mean in money matters," as "stingy," as "devoid of taste in dress," and other things, from no fault of theirs and because of the meanness of others.

Misunderstood; a living sacrifice. I sincerely hope a time will come when, in the eyes of the assembled world, "these wrongs will all be righted," and "murder will out," and tardy honor will be given "where honor is due."

Gertrude Atherton calls our United States women, "American Civilization." Good! This man—Lucy's husband—was not a product of our soil. Gertrude Atherton is sincere; she has respect and a quiet reverence for the energy, industry and genius of American womanhood. W. Pett Ridge gives us a mild thrust. Nevertheless, as I read I note a special painstaking, good feeling growing out of a blundering mistake. Annie S. Swan does not overlook "that particular cause for their apparent stinginess from too little money." Very good.

Adeline Sargent tells us that: "Most acts of meanness spring, of course, from selfishness." This I can't believe. It is not a fair conclusion. There are certain great women who have wrought their greatness by learning to deny themselves for that superior being—man—as the ambition of "these poor dears" must not be molested by the disappointments of life. Men are only good—some men I mean—before the world, and most of us women find it out before we get on very far in life. "Man's inhumanity to man" and woman, too, "makes countless thousands mourn."

A Woman.

The Dough That Father Made.

Why talk about the cakes and pies
That mother made of yore,
That gladdened both your hungry eyes
And filled you o'er and o'er?
You sing of doughnuts great and small
That in the jar were laid;
Why is it that you ne'er recall
The dough that father made?

The cakes and pies were well enough,
The doughnuts, too, were right;
The biscuits all deserved a puff,
They were so very light.
But still when plaudits round you sling
Let credit fair be paid,
And now and then in praises stung
The dough that father made.

Simplicity Itself.

"There are only two points in success."
"What are they?"
"Work, and keep other people from working you."

Hardware Price Current

Ammunition		Levels		
Caps		Stanley Rule and Level Co.'s.....dis	70	
G. D., full count, per m.....	40	Mattocks		
Hicks' Waterproof, per m.....	50	Adze Eye.....	\$17 00..dis 65	
Musket, per m.....	75	Metals—Zinc		
Ely's Waterproof, per m.....	60	600 pound casks.....	7 1/4	
Cartridges		Per pound.....	8	
No. 22 short, per m.....	2 50	Miscellaneous		
No. 22 long, per m.....	3 00	Bird Cages.....	40	
No. 32 short, per m.....	5 00	Pumps, Cistern.....	75	
No. 32 long, per m.....	5 75	Screws, New List.....	85	
Primers		Casters, Bed and Plate.....	50&10&10	
No. 2 U. M. C., boxes 250, per m.....	1 20	Dampers, American.....	50	
No. 2 Winchester, boxes 250, per m.....	1 20	Molasses Gates		
Gun Wads		Stebbins' Pattern.....	60&10	
Black edge, Nos. 11 and 12 U. M. C.....	60	Enterprise, self-measuring.....	30	
Black edge, Nos. 9 and 10, per m.....	70	Pans		
Black edge, No. 7, per m.....	80	Fry, Acme.....	60&10&10	
Loaded Shells		Common, polished.....	70&5	
New Rival—For Shotguns		Patent Plinished Iron		
No. Drs. of Powder	oz. of Shot	Size Shot	Gauge	Per 100
120 4 1 1/2 10 10	\$2 90			
129 4 1 1/2 9 10	2 90			
128 4 1 1/2 8 10	2 90			
126 4 1 1/2 6 10	2 90			
125 4 1 1/2 5 10	2 85			
154 4 1/2 1 1/2 4 10	3 00			
200 3 1 1/2 4 10	2 50			
208 3 1 1/2 4 10	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 75			
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.....	3 00			
First Quality, S. B. S. Steel.....	6 00			
First Quality, D. B. Steel.....	10 50			
Barrows				
Railroad.....	12 00			
Garden.....	29 00			
Bolts				
Stove.....	60			
Carriage, new list.....	65			
Plow.....	50			
Buckets				
Well, plain.....	\$4 00			
Butts, Cast				
Cast Loose Pin, figured.....	65			
Wrought Narrow.....	60			
Chain				
Com.....	7 c. 5-16 in. 5 c. 1/2 in. 4 1/2 c.			
BB.....	8 1/2 7 1/2 6 1/2			
BBB.....	8 3/4 7 3/4 6 3/4			
Crowbars				
Cast Steel, per lb.....	6			
Chisels				
Socket Firmer.....	65			
Socket Framing.....	65			
Socket Corner.....	65			
Socket Sileks.....	65			
Elbows				
Com. 4 piece, 6 in., per doz.....net	75			
Corrugated, per doz.....	1 25			
Adjustable.....	40&10			
Expansive Bits				
Clark's small, \$18; large, \$26.....	40			
Ives' 1, \$18; 2, \$24; 3, \$30.....	25			
Files—New List				
New American.....	70&10			
Nicholson's.....	70			
Heller's Horse Rasps.....	70			
Galvanized Iron				
Nos. 16 to 20; 22 and 24; 25 and 28; 27, List 12 13 14 15 16.....	28			
Discount, 60.....	17			
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 1/2			
Yerkes & Plumb's.....dis	40&10			
Mason's Solid Cast Steel.....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 rates			
Light Band.....	3 c rates			
Knobs—New List				
Door, mineral, jap. trimmings.....	75			
Door, porcelain, jap. trimmings.....	85			
Lanterns				
Regular 0 Tubular, Doz.....	5 00			
Warren, Galvanized Fount.....	6 00			
Planes				
Ohio Tool Co.'s, fancy.....	60			
Scotia Bench.....	60			
Sandusky Tool Co.'s, fancy.....	60			
Bench, first quality.....	40			
Nails				
Advance over base, on both Steel and Wire.				
Steel nails, base.....	2 65			
Wire nails, base.....	2 65			
10 to 60 advance.....	Base			
8 advance.....	5			
6 advance.....	10			
4 advance.....	20			
3 advance.....	30			
2 advance.....	45			
Fine 3 advance.....	70			
Casing 10 advance.....	25			
Casing 8 advance.....	25			
Casing 6 advance.....	25			
Finish 10 advance.....	35			
Finish 8 advance.....	35			
Finish 6 advance.....	45			
Barrel 1/2 advance.....	85			
Rivets				
Iron and Tinned.....	50			
Copper Rivets and Burs.....	45			
Roofing Plates				
14x20 IC, Charcoal, Dean.....	6 50			
14x20 IX, Charcoal, Dean.....	7 50			
20x28 IC, Charcoal, Dean.....	13 00			
14x20 IC, Charcoal, Alloway Grade.....	5 50			
14x20 IX, Charcoal, Alloway Grade.....	6 50			
20x28 IC, Charcoal, Alloway Grade.....	11 00			
20x28 IX, Charcoal, Alloway Grade.....	13 00			
Ropes				
Sisal, 1/2 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 60			
Nos. 15 to 17.....	3 60			
Nos. 18 to 21.....	3 70			
Nos. 22 to 24.....	4 00			
Nos. 25 to 26.....	4 10			
No. 27.....	4 20			
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			
Solder				
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.....	60-10-5			
Tin—Melyn Grade				
10x14 IC, Charcoal.....	\$10 50			
14x20 IC, Charcoal.....	10 50			
20x14 IX, Charcoal.....	12 00			
Each additional X on this grade, \$1.25.				
Tin—Alloway Grade				
10x14 IC, Charcoal.....	9 00			
14x20 IC, Charcoal.....	9 00			
10x14 IX, Charcoal.....	10 50			
14x20 IX, Charcoal.....	10 50			
Each additional X on this grade, \$1.50.				
Boiler Size Tin Plate				
14x56 IX, for No. 8 Boilers, } per pound..	13			
14x56 IX, for No. 9 Boilers, }				
Traps				
Steel, Game.....	3 75			
Onelda Community, Newhouse's.....	40&10			
Onelda Community, Hawley & Norton's.....	65			
Mouse, choker per doz.....	15			
Mouse, delusion, per doz.....	1 25			
Wire				
Bright Market.....	60			
Annealed Market.....	60			
Coppered Market.....	50&10			
Tinned Market.....	50&10			
Coppered Spring Steel.....	40			
Barbed Fence, Galvanized.....	3 25			
Barbed Fence, Painted.....	2 95			
Wire Goods				
Bright.....	80			
Screw Eyes.....	80			
Hooks.....	80			
Gate Hooks and Eyes.....	80			
Wrenches				
Baxter's Adjustable, Nickled.....	30			
Coe's Genuine.....	30			
Coe's Patent Agricultural, Wrought.....	70			

COMMERCIAL DOMINATION.

Prof. Eduard Suess, of Vienna, an eminent authority on business, finance and political economy, has recently expressed great apprehension and anxiety over the enormous commercial power of the United States.

He observes the wonderful results of the application of machinery to the various industries in the United States and the immense output by the Americans of all the most necessary agricultural products; that while the Americans are pushing their products into every country, they are able to live without buying anything abroad. It is this enormous display of resource and of productive power that is threatening to destroy the manufacturing industries of Europe. The alarmed Professor believes that it is necessary that the European nations should join in a coalition against the commercial power of the United States, but nobody can say just how it is to be done.

If the European nations should agree not to buy any more breadstuffs, meats, dairy products or other food articles from the United States, they would make a big hole in our trade; but they would also increase to their own people the cost of every article of subsistence. The countries of Germany, Austria, Italy and France do not raise at home enough of provisions to feed their people. Sometimes their crops are larger or smaller, as the case may be, but they are never large enough to make them independent of foreign sources of supply, and they must purchase abroad. Usually they depend chiefly on the United States, because our markets are the cheapest.

Then work people of most European countries can not afford to have the cost of their daily bread increased to any considerable extent. Such an eventuality, particularly when general business might be bad, would cause immense and widespread distress and suffering.

This matter of a commercial coalition against the United States has been repeatedly discussed in Austria, but no practical method for its accomplishment has been devised. It has been suggested that, if no better remedy be available, war might be tried. It is not likely that either Great Britain or Russia would go into such a war. If they should keep out of it, British ships would continue to carry American products, as the Americans have none worth mentioning in the foreign trade, and thus attempts to cripple American commerce would be abortive. As for Russia, she is so fully occupied with her own affairs that she would be the last country in the world to join a coalition against the United States.

Russia, like the American Union, possesses such a vast extent of territory capable of unlimited development, and has the ability to produce at home almost every article of necessity, she would have no interest in seeking an assault on the Great Republic. Great Britain finds in the American people her very best customers, and she has no interest in quarreling with them. The question, then, comes up: What could Germany, France, Austria and Italy accomplish by any sort of coalition, commercial or military, against the United States?

About the only result that could be hoped for would be the utilization of such an opportunity to seize on Central American and South American countries in defiance of the Monroe doctrine. Such a consummation might be worth some-

thing; but, if accomplished at all, it would be at a heavy cost. The war would be fought on the sea, and very far from the bases of supply of the European nations, while the Americans would be fighting close at home.

Some such desperate movement might not be out of the reach of possibility. If the manufacturing industries of the Continental European nations should be paralyzed by the successful competition of those of the United States, those European nations would be forced to do something very decisive for the relief of their people, and it might take the form of war. There would be great activity in shipbuilding, and in supplying war material, and that would furnish employment to the people until the United States should be crushed or come out victorious. Then the surplus populations of those countries would have to emigrate in order to find opportunities to work and means of support.

Of course, the possibility that matters will ever come to such an extreme issue is highly remote, but it is a possibility. Statesmanship demands that, if possible, the people of a country should be kept prosperous by being employed at fair wages in some useful line of production, and if no other means of accomplishing this than by war can be devised, then war might result. People engaged in the production of articles of use must have markets in which to dispose of them. To create such markets is an urgent demand upon statesmanship, and, if this can not be accomplished in one way, it must be done in some other.

Deterioration in Our Daily Food.
From the Lancet.

There can be no doubt that during the past decade food has undergone a steady degradation, and this can not be without a demoralizing influence upon the human race. It will be noticed that by far the majority of cases of tampering with food relate to the substitution of a cheaper article rather than to the addition of an injurious substance. The common defense is that modern conditions of life make substitution a necessity. It is difficult to see the logic of such a defense—at least, in a number of instances.

It is urged, for instance, that jam or marmalade can not be made without the addition of glucose, which prevents the preserve from crystallizing. Now long before glucose was a household word jams and marmalade were made—and very good they were, too—consisting entirely of sugar and fruit. In the same way we are told that beer must be brewed from sugar and that brewing exclusively from malt presents untold difficulties. Again, golden syrup, which used formerly to be the refined syrup of molasses, consists largely now of artificial sugar, which is doubtless a more marketable product, but is not the same thing as cane sugar. Yet, again, we are told that the public demand a perfectly white loaf of bread, the truth in reality being that machinery has produced a roller flour which is an inferior thing to the now, we suppose, extinct stone-milled flour. Instances of this sort could be multiplied.

We could wish that all those keeping house would make up their minds seriously to return to the excellent custom of preparing many articles of food for themselves at home. Who does not admit the charm of home-made bread, home-brewed beer, or home-made jam, and simply because they are known to be made from an honest formula which has stood the test of time and from good materials which yield a palatable product? Even in the country good old-fashioned wheaten bread, with that fascinating brown color of rich wheaten flour, containing the entire nutritious portions of the berry and possessing that delightful wheaten flavor, now seldom if ever, characteristic of bread, is difficult to obtain. The baker's loaf is, as a

rule, a tasteless, insipid article which requires a considerable appetite before the idea of eating it can be entertained. No wonder that the taste for bread is steadily diminishing, and undoubtedly less bread is consumed than used to be the case. As is well known, bread contains almost every element of food necessary for existence, but we should be sorry for the person who tried to subsist entirely upon the modern uninteresting loaf made from blanched roller mill flour.

It has recently been stated that the degradation of the teeth so noticeable among us now is due to roller milling having largely supplanted stone milling. We should not be surprised. The degradation of food is a very serious matter and is bound to lead sooner or later to the degradation of the eater. No movement could confer greater blessing upon the people than that which aimed at bringing about a return to the older and more rational methods of preparing food. Let us see more of the home-made article than we now see; let us return to more palatable food and to food that will do more good than the machine-made stuffs and the endless series of substitutes. In all the schools throughout the land we would have the children taught the advantages of home-made food, and how good bread, fruit, jam or even beer and cider can be made at home. It would encourage a spirit of industry, it would give us palatable and nourishing articles to eat or drink, and might have a very wholesome effect upon those who seem deliberately to attenuate food as much as possible or who pay no regard to its naturally endowed palatability.

Business Wants

Advertisements will be inserted under this head for two cents a word the first insertion and one cent a word for each subsequent insertion. No advertisements taken for less than 25 cents. Advance payments.

BUSINESS CHANCES.

FOR SALE—A CLEAN GENERAL STOCK, involving about \$1,800; good farming community. Reason for selling, other business. Address Bert F. Wood, Newark, Mich. 26

\$2.00 SHOE STOCK FOR SALE AT 60 cents on the dollar. Address No. 23, care Michigan Tradesman. 23

FOR SALE—GROCERY AND CROCKERY stock involving about \$1,200; located in town of about 1,200. Reason for selling, going out of business. Address No. 22, care Michigan Tradesman. 22

FOR SALE—IN A BOOMING TOWN IN Southern Michigan new stock clothing, shoes, hats, caps and groceries, involving about \$3,500; good room, good stand, cheap rent. Address No. 21, care Michigan Tradesman. 21

WANTED—STOCK OF MERCHANDISE or farm in exchange for my equity in five-story gray stone front brick block; stores on first floor, residence above; rents for \$200 per month; valued at \$35,000, with an incumbrance of \$12,000 on easy terms. Write particulars of what you have. B. E. Begel, Jackson, Mich. 20

FOR SALE—THE BEST HARDWARE stock in town of 5,000; splendid chance for hustler; good cash trade. Address No. 19, care Michigan Tradesman. 19

FOR SALE—THE L. H. HUNT & CO. DRUG stock, furniture and fixtures, soda fountain and fixtures, appraised at \$2,200. Will be sold at public auction Sept. 7, 10 o'clock. For particulars address Daniel R. Whitney, Assignee, Lowell, Mich. 18

GREAT OPPORTUNITY FOR A RETAIL lumber yard. Address No. 17, care Michigan Tradesman. 17

RARE OPPORTUNITY TO BUY NEW stock, general line dry goods and shoes; in excellent location, booming city of Saginaw; will lease store at low rate for number of years. Reason for selling, to retire from business. Address at once, F. Appenzeller, 110 N. Hamilton, Saginaw, Mich. 16

FOR SALE—ONLY FURNITURE AND UN-dertaking business in growing town of 600; stock and building less than \$3,000; good horses; best of reasons for selling. Address No. 14, care Michigan Tradesman. 14

WANTED—HARDWARE STOCK, INVOIC-ing \$1,500 to \$2,000; doing good business; town, 1,000 to 2,000 population. Address No. 5, care Michigan Tradesman. 5

MERCHANTS DESIROUS OF CLOSING out entire or part stock of shoes or wishing to dispose of whatever undesirable for cash or on commission correspond with Ries & Guettel, 128-128 Market St., Chicago, Ill. 6

FOR SALE—\$3,000 GENERAL STOCK IN thriving Northern Michigan farming town on Pere Marquette Railway. Good reasons for selling. Address No. 8, care Michigan Tradesman. 8

FOR SALE—A GENERAL STORE IN A NEW lumbering town; an exceptionally good opportunity for a man to step right into an established business showing a good profit. With the deal goes our good will and cashing of our labor and timber orders. For information address W. C. Sterling & Son, Monroe, Mich. 7

10 ACRE FARM CHEAP FOR CASH; OR might exchange for business site. Chas. Cranson, Hubbardston, Mich. 10

NO. 1 BUSINESS OPENING IN THE BEST city in Central Michigan. Wishing to confine myself to carpets and readymade wear exclusively, I offer for sale my fine stock of dry goods, which is one of the best in the city of Flint. This is a fine chance for legitimate business and too good a thing to remain on the market long. Speculators and trades not wanted. Come and see or address E. Trump, Flint, Mich. 11

TO EXCHANGE OR FOR SALE—ONE OF the best and richest 80 acre farms in Southern Michigan for a good flour and feed mill. Address Box 149, Sherwood, Mich. 13

WANTED—A SMALL DRUG STOCK IN good town for cash. Address D. M. Byers, Fruitport, Mich. 999

FOR SALE—STOCK OF JEWELRY, TOOLS and material in Michigan county seat of 6,500 inhabitants. Invoiced \$2,500 Jan. 1. Will sell right for cash. Address Western, care Michigan Tradesman. 2

FOR SALE—A GOOD CLEAN STOCK OF clothing, dry goods and shoes in one of the best towns of 1,500 population in Northern Michigan. In the midst of the best lumbering and farming country. Reason for selling, sickness. Stock involves between \$15,000 and \$16,000, all new fresh goods. Have been in the business only a year and a half. If it was not for sickness, wouldn't sell for \$3,000 profit. Must be sold in short time. Address No. 3, care Michigan Tradesman. 3

FOR SALE—SET OF MEAT MARKET tools, in good condition. Address No. 1, care Michigan Tradesman. 1

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 involves \$6,000; doing a business of \$12,000 a year; will sell for 85c. Address No. 993, care Michigan Tradesman. 993

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 involves from \$1,000 to \$1,500. Address Edgar E. Tice, Bloomington, Mich. 980

A SPLENDID GENERAL STORE, HOTEL and livery, a great stand for business; good transient trade; number of steady boarders. Sell or exchange for A farm. Address R. A. Butwell, Wixom, Mich. 976

FOR SALE—A FIRST-CLASS SHINGLE and tie 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; gummer; belting all in first class shape; mill now turning out 40 to 60 M. shingles per day. Any one wanting such a mill will do well to investigate. Will trade for stock of groceries. Address A. R. Morehouse, Big Rapids, Mich. 970

FOR SALE—COUNTRY STORE DOING good business. For particulars address J. B. Adams, Frost, Mich. 966

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 Tashmo, and are building two vessels to cost over half a million each; have two large soda and many other plants; this is the second largest shipping point in the State; our postoffice rates second; reason for selling, wish to take an interest in a wholesale grocery in Detroit. Carl Dice, Wyandotte, Mich. 939

FOR SALE OR RENT—TWO BRICK STORES connected with arch, 2x28 each; suitable for department or general store, of which we have need here; will rent one or both. Write P. O. Box 556, Mendon, Mich. 936

ROMEYN-PARSONS PAYS CASH FOR stocks of merchandise (not a trader or broker). Grand Ledge, Mich. 920

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—A REGISTERED PHARMA-cist. Address H., care Michigan Tradesman. 24

WANTED—AN ASSISTANT PHARMA-cist. Address R., care Michigan Tradesman. 25

WANTED—COBBLER, ONE WHO CAN do hand turn and service work. Must be young man capable of helping in shoe store on busy days and Saturday nights. State salary expected and experience. Address No. 15, care Michigan Tradesman. 15

WANTED—SITUATION BY YOUNG MAN in general store; has had several years' experience. Can furnish good references. Address No. 997, care Michigan Tradesman. 997

PAN-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.

The M. I. Wilcox Company

Supply Depot for

Oils, Cordage, Belting, Roofing Stock, Twines, Waste, Packing, etc.

Use our Celebrated Diamond Brand Lath Yarn

Stave and Jointer Knives, Leather Belting. Double Dynamo Belts a specialty. Agents for Boston Belting Co's Rubber Belts. White Leads and Linseed Oil, Harrison Bros.' Paints and Varnishes.

Toledo, Ohio

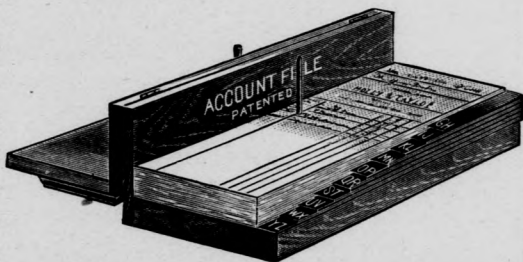
**Simple
 Account File**



A quick and easy method of keeping your accounts. Especially handy for keeping account of goods let out on approval, and for petty accounts with which one does not like to encumber the regular ledger. By using this file or ledger for charging accounts, it will save

one-half the time and cost of keeping a set of books

Charge goods, when purchased, directly on file, then your customer's bill is always ready for him, and can be found quickly, on account of the special index. This saves you looking over several leaves of a day book if not posted, when a customer comes in to pay an account and you are busy waiting on a prospective buyer.



TRADESMAN COMPANY, Grand Rapids

MERCANTILE ASSOCIATIONS

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

Grand Rapids Retail Grocers' Association
 President, FRANK J. DYK; Secretary, HOMER KLAP; Treasurer, J. GEORGE LEHMAN

Detroit Retail Grocers' Protective Association
 President, E. MARKS; Secretaries, N. L. KOENIG and F. H. COZZENS; Treasurer, C. H. FRINK.

Kalamazoo Grocers' and Meat Dealers' Association
 President, E. P. CROSS; Secretary, HENRY J. SCHABERG; Treasurer, H. R. VAN BOCHOVE.

Bay Cities Retail Grocers' Association
 President, C. E. WALKER; Secretary, E. C. LITTLE.

Muskegon Retail Grocers' Association
 President, H. B. SMITH; Secretary, D. A. BOELKINS; Treasurer, J. W. CASKADON.

Jackson Retail Grocers' Association
 President, J. FRANK HELMER; Secretary, W. H. PORTER; Treasurer, L. PELTON.

Adrian Retail Grocers' Association
 President, A. C. CLARK; Secretary, E. F. CLEVELAND; Treasurer, WM. C. KOEHN

Saginaw Retail Merchants' Association
 President, M. W. TANNER; Secretary, E. H. McPHERSON; Treasurer, R. A. HERR.

Traverse City Business Men's Association
 President, THOS T. BATES; Secretary, M. B. HOLLY; Treasurer, C. A. HAMMOND.

Owosso Business Men's Association
 President, A. D. WHIPPLE; Secretary, G. T. CAMPBELL; Treasurer, W. E. COLLINS.

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

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

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

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

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

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

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

Grand Rapids Retail Meat Dealers' Association
 President, JOHN G. ERLE; Secretary, L. J. KATZ; Treasurer, S. J. HUFFORD.

Muskegon Retail Butchers' Association
 President, MARTIN BIRCH; Secretary, C. D. RICHARDS; Treasurer, WM. SMITH.

Travelers' Time Tables.

PERE MARQUETTE

Railroad and Steamship Lines.

Fast trains are operated from Grand Rapids to Chicago, Detroit, Toledo, Saginaw, Bay City, Petoskey, Ludington, Manistee, Muskegon, Traverse City, Alma, Lansing, Belding, Benton Harbor, St Joseph, and intermediate points, making close connections at Chicago with trains for the south and west, at Detroit and Toledo with trains east and southbound. Try the "Mid-Day Flyers," leaving Grand Rapids 12:05 and 12:10 noon, each week day, arriving at Detroit 4:05 p. m. and Chicago 5:00 p. m.

H. F. MOELLER, G. P. A.,
 W. E. WOLFENDEN, D. P. A.

**GRAND Rapids & Indiana Railway
 July 1, 1901.**

Going North.		Daily		ex Su		ex Su		ex Su	
Lv	Ar	ex Su	ex Su	Daily	Daily	ex Su	ex Su	Daily	Daily
Lv G'd Rapids	4 05p	7 45a	2 00p	10 45p	10 45p	7 45a	11 25a	4 40p	2 10a
Ar. Cadillac	6 45a	8 30a	1 30p	6 50p	6 50p	9 30a	2 50p	7 35p	5 35a
Ar. Traverse City	8 30a	11 20a	4 15p	6 55a	6 55a	11 20a	4 15p	6 55a	6 55a

Train leaves for Cadillac 5:20pm, ar'g at 9:00pm.
 Trains arrive from the north at 6:00 a m, 11:30 a m, 12:20 p m, 5:15 p m and 9:20 p m.

Going South.		Daily		ex Su		ex Su		Daily	
Lv	Ar	ex Su	ex Su	Daily	Daily	ex Su	ex Su	Daily	Daily
Lv. G'd Rapids	7 10a	1 50p	6 00p	12 30p	9 35p	7 10a	1 50p	6 00p	12 30p
Ar. Kalamazoo	8 50a	3 22p	7 45p	1 45p	10 55p	8 50a	3 22p	7 45p	1 45p
Ar. Ft. Wayne	12 10p	6 50p	To Chicago	1 45a	1 45a	12 10p	6 50p	To Chicago	1 45a
Ar. Cincinnati	6 25p	6 25p	6 55a	6 55a	6 55a	6 25p	6 25p	6 55a	6 55a

Trains arrive from the south at 3:55 a m and 7:30am daily, 1:50pm, 9:35pm and 10:05pm except Sunday.
 Pullman sleeping or parlor cars on all through trains. 4:05am "Northland Express" has dining car Grand Rapids to Mackinaw City. 2:00pm train going north has buffet car to Harbor Springs. 9:35pm train going south has through sleeping cars to Cincinnati, St. Louis, Indianapolis and Louisville daily.

MUSKEGO. Except Sunday 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.
TO CHICAGO Except Daily
 Sunday 9 35pm
 Lv. G'd Rapids (Union depot) 12 30pm 9 35pm
 Ar. Chicago (12th St. Station) 5 25pm 6 55am
 12:30pm train runs solid to Chicago with Pullman buffet parlor car attached.
 9:30pm train has through coach and Pullman sleeping car.

FROM CHICAGO Except Daily
 Sunday 5 15pm 11 30pm
 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

Strength

Is one of the features of our harnesses. We make them ourselves in the very best equipped factory in the west and are sure of them.

We know about other harnesses and know their shortcomings. As far as we know, ours have none. They are the best value for the money in the country.

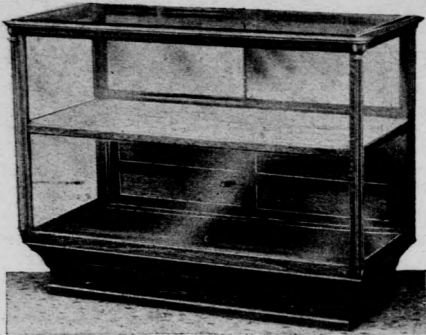
Brown & Sehler
 Front and W. Bridge Sts.
 Grand Rapids, Mich.

Cold Facts Served Hot
 with *Dignified Design* or *Catchy Conceit* make *Advertising Profitable*

Tradesman Company ENGRAVERS
 GRAND RAPIDS, MICH.

Grand Rapids Fixtures Co.

A
new
elegant
design
in
a
combination
Cigar
Case



Shipped
knocked
down.
Takes
first
class
freight
rate.

No. 36 Cigar Case.

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

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



TANGLEFOOT SEALED STICKY FLY PAPER

CATCHES THE GERM AS WELL AS THE FLY.
Sanitary. Used the world over. Good profit to sellers.
Order from Jobbers.

USE THE CELEBRATED

Sweet Loma

FINE CUT TOBACCO.

NEW SCOTTEN TOBACCO CO. (Against the Trust.)

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.

More Cash Trade



Will make your business pay

We can get this additional trade for you. A cash business enables you to discount your bills. If you want to get it or want to increase what you have, write us. The cost is trifling.

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

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

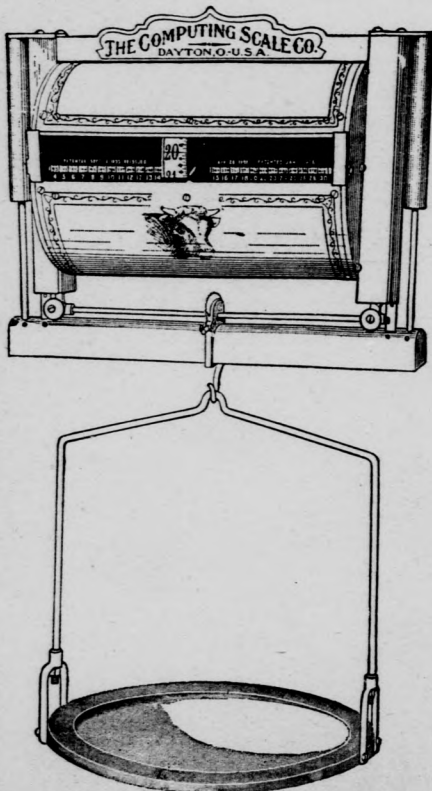
Wood Butter Dishes
Wire Ends, 250 in Crate.
1 lb. size, per crate. 42
2 lb. size, per crate. 47
3 lb. size, per crate. 57
5 lb. size, per crate. 66

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

A BIG BLIZZARD COMING



Get ready for it. Chuck up the chinks in your doors and windows and put an overcoat on that old-fashioned Spring Balance Scale if you haven't got rid of it; for a cold wave will certainly give it the cramp colic. We mean this: cold as well as hot weather plays havoc on spring balance scales that are not equipped with our Thermostat as shown in the cut. Cold weather shortens the spring coils and makes them unreliable. In some cities these old spring scales are thrown out altogether just on this account. Our Boston Spring Balance Scales are reliable scales in all kinds of weather. If you haven't one why don't you take advantage of our easy payments and own a safe, reliable money saver---a **Money Weight Boston Scale with a Thermostat.**

The Computing Scale Company
Dayton, Ohio