

MICHIGAN TRADESMAN



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Tradesman Coupons

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GENERAL TRADE REVIEW.

The opening of fall trade is with almost phenomenal activity in nearly all departments. Many factories are working over time and in some cases shipping and packing departments are running day and night. Perhaps the most comprehensive comparison is found in the bank exchanges, which exceed those for the same month last year by over 44 per cent. While the benefits of this activity are felt in all lines, particularly noteworthy gains are found in building operations, where the limit seems to be the ability to get materials.

The course of the stock market has been upward until the interruption of the holidays, and what would seem singular in view of the strike agitation is that the steel issues are taking the lead. Financial conditions continue favorable, with abundant funds for all legitimate requirements.

High prices for promptly delivered products of iron and steel have operated to stimulate the independent companies, which are crowding their capacity to the limit. But when time is not the principal consideration, orders are taken by the trust without hesitation in all lines of their productions. Even the tin-plate mills, where the strikers claimed a plate could not be produced, are working with more than their usual activity.

As the season advances the prospect of wheat taking the lead among agricultural products is increasing, the return to growers being the most profitable. In spite of the unexpected abundance the price is well maintained. Export movement is very heavy, August probably making a new record. Corn shows an improved outlook, but prices are kept strong.

Late returns from the South are less favorable for cotton, and there is more uneasiness regarding the danger from cold before the tardy crop is picked, although at some points the movement has already begun, port receipts for the week largely exceeding last year's. A labor controversy has broken out among

Southern cotton mills that may tend to curtail operations, but New England spinners are fairly busy and the goods market is firmer. Gratifying reports are received from makers of woolen goods, mills frequently declining orders that call for prompt delivery. Revival in this industry is heartily welcomed after the long period of depression, but heavy stocks of raw material purchased far above current prices, greatly handicapped the mills. Recent inquiries indicate that the surplus has been depleted and there appears to be a good market for the large clip secured this year. Shoe shops are urged to hasten shipments and the healthy tone is reflected in the leather market. Exports are also a factor of importance. Belting makers take all the butts offered at full values.

The world is being treated to another scheme for the extraction of the "root of all evil" from sea water. That gold does really exist in the sea is well known to every chemist, but the precious metal is in such infinitesimal quantity in proportion to bulk of water as to render the expense of extraction greater than the actual returns. Many fake schemes for an attack on nature's laboratory have been foisted on the world and people with more money than wit have been tempted to go into them, with the result that they have gained experience for the outlay. The recent New York scheme was heralded to the world as one with money in it. So there was—for the projector; the investor got the experience. The new scheme hails from England, and may or may not be in the same category as that of New York. The modus operandi is so simple as to tempt every seaside holiday seeker to turn his hand to the game in order to break the monotony of existence "beside the sad sea waves." It consists of a tank for the storage of the sea water, and as the gold exists in the form of an iodide, alkalinity is imparted to the water by means of some form of caustic lime. This precipitates the gold, and there you are! The chemical technique is perfect on paper, but the outturn is highly problematical.

One noted European political philosopher says that America, Russia and China are to be the three great units of the future. However it may be as to the others it is pretty certain that America will be a great unit of power in the affairs of the world. Its influence may be restricted by artificial means now and then but it can not be permanently restrained. It is an influence that is natural in its development and its exercise should be expected to follow as a matter of course. Europe will become accustomed to the situation after a time. It has been slow in arriving at the point of recognition, but it can now see the whole prospect.

After reading all the scientific creeds on the mosquito question, the wonder is that so many of us who have fought with and been bitten by mosquitoes every summer of our lives remain to tell the tale.

THE LESSON OF THE STRIKE.

After days of sparring for points with the steel trust, the Amalgamated Association of Steel Workers appears to have been driven to the verge of despair.

Complaints are coming from its ranks and from those of its allies in the struggle in which it is engaged with Mr. Schwab and his associates that the strike in which it is now engaged is ill-advised. Loud murmurs against President Shaffer are being heard, amounting in some instances to a demand for his impeachment. Disapproval of his orders is plainly manifested by the Western branches of the Association, and everything points to early independent action on their part looking to a resumption of work on a non-union basis. Altogether the future looks anything but bright for the Amalgamated, face to face with complete defeat as it must eventually come, according to the latest information from the scene of its operations.

At this distance it appears, from what has been made public with regard to the controversy between the steel corporation and its employes, that it was precipitated in hot-headed haste by a venal and unscrupulous leader who very foolishly imagined that he was able to cope with men who possessed an ample supply of two things in which he is sadly deficient—brains and common sense.

The lesson to be learned from what can safely be foreseen, as the result of Mr. Shaffer's efforts in this case, is plain enough. Learned and profited by, it can teach but one thing and lead to but one conclusion, and that is that strikes are invariably unprofitable from an economic standpoint. Even when successful, their cost is greater than the parties concerned can afford, to say nothing of the losses entailed upon thousands of people neither concerned in nor responsible for the conditions by which they are brought about. The demoralization occasioned by strikes and the ever present danger of lawlessness accompanying their progress are other features making against them as proper remedies for the grievances of labor.

The butter trade of Russia with England is so great—amounting to about \$10,000,000 a year—that a special line of butter steamers has been started between Riga and London. These steamers are fitted with refrigerating apparatus and special butter trains will make connections with them. The butter will be carried in hermetically closed compartments, and adequate supplies of ice will be provided en route.

The latest census figures show that Rhode Island is the most densely populated state in the Union, with 407 people to the square mile. Massachusetts is second, with 349, and Connecticut fourth, with 187. Nevada is the least crowded, with ten square miles for every four people, and in Wyoming they have one square mile apiece.

An exchange tells how to serve cucumbers and doesn't say a word about Jamaica ginger.

GOT HIS GUM.

Summary Method of Expediting the Work of Clerks.
Written for the Tradesman.

It was one of those general stores over on the Lake Michigan shore where one firm does all the business and the customers are often obliged to take a back seat. The Czar of the establishment kept himself in a glass case in the rear end, safely out of the way, and occupied himself during business hours by writing numerous letters, interspersing this duty with an occasional pull at a long black cigar.

Next lower in the scale of office came the Superior High Potentate, who juggled the mail in the little coop set apart for the dispatch of Government business. In approaching this official, remove the hat, bow three times and observe respectfully that there is no haste about the matter anyway and that you can just as well get your mail to-morrow. It is well to do this in all seriousness, for it may expedite matters, and one does not usually get his mail until the next day anyway.

Below the Superior High Potentate, and in more or less direct communication with the vulgar herd, could be found His Little Serene Nibbles, who reigned over the dry goods, the groceries and the boots and shoes, and who, for a compensation, was supposed to part with the goods in his charge to any person who had the temerity and the hardihood to communicate with him upon so delicate and unwelcome a subject.

Under His Nibbles was an old man, gray, worn and servile. He evidently did most of the work, and went about it as one who lived in constant dread of being kicked and who would receive any such attention with becoming gratitude. He worked slowly and painfully, never seemed sure of the price of any given article, nor whether it should properly be sold by weight or by measure. He made frequent appeals to His Little Serene Nibbles, although he received but scant acknowledgment or information from that dignitary.

There had been a ball game at a neighboring village and two of the players, with their lady friends, had just returned. They, together with His Nibbles, occupied an alcove behind the grocery counter, and explanations as to how it happened that their side got the worst of it were being made.

"It was a steal," said a girl with frizzly hair.

"Rank, rank!" added her companion whose most salient characteristic seemed to be the wearing of a yellow silk shirt waist. "I got so mad I just squalled."

"Rotten decisions!" exclaimed a red headed youth. "That empire's a thief. I'm jest waiting for my chance. I'll catch him alone some day, and then—grrr!"

"Wish't I'd been there," said His Nibbles with a ferocious shoulder shrug. "Might just as well 'agone, too. Nothin' going on here. Never is. Don't think I'll stay much longer, either. After I'm gone, then mebbe they'll find out how they'll get along alone—yes, they'll find out pretty soon—then!"

"Oh-h-h!" gasped both girls at once, with intaking breath. "Don't go, please don't go. Goodness! We wouldn't have no one to trade with—if you wasn't here."

"I don't know," he replied doubtfully, "it depends. But I'm a thinkin', and thinkin' hard, too, and when I once

make up my mind to a thing, nothin' couldn't hold me back." Then, returning to the original subject, he enquired: "But how come it you got skinned when you had the game so nigh safe?"

"Well, you see it was this way," said a fat young man with cheeks like a baby's, "it was all in the last inning. We was twenty-four to their twenty-six, and us to bat. Hent made a hit and got first. Then Angus Campbell's Archie bunted, and they both moved up. That fetched me to bat and I waited till I had three balls and two strikes and then I got a dandy right over the platter and I lined her clear out into center. I knowed it was good for a three bagger, and I heeled it around the di'mond the best I could. When I got to second the other fellers was in, and the boys hollered for me to make home and cinch the game. I knowed their man never could throw in the ball to put me out and no chance of his making a ketch, so I sailed right along, throwin' grass and sand like a lawn mower, and just as I crossed the plate and hollered 'score,' dum 'f the empire didn't yell 'out.' That blamed center fielder had stubbed his toe in running, and fell head over heels and him and the ball come together so's't he made a scoop."

"Rankest empirin' ever I see," volunteered his comrade.

"Well, he throwed it to second and the side was out. We kicked and beefed and told the empire it was a scoop, but he stuck to it 'twas a fair catch, and we would of licked him only they was too many for us."

I was quite interested in the account of the game and had forgotten that we had come in for a few supplies for the camp and had stood there for several minutes without apparently attracting the slightest attention. But there was a small boy near us for whom the great game had as yet no perceptible attractions, and he was doing his level best to get some one to notice him. He was just a common, everyday boy—a very homely, harmless boy, with a round, sensitive face and honest blue eyes.

The old man was puttering around, trying to do up a package of spikes that had every appearance of being too much for him, and His Nibbles paid no attention to the boy other than an occasional frown when he made himself too conspicuous by rattling his money upon the show case.

At last, in response to a clatter of the coin more noisy than the rest, His Nibbles cast upon the boy a look of indignation, annoyance and scorn that is hard to describe, and said:

"Say, kid, if you don't stop that, I'll come out there and slap you!"

"O, don't," protested the girl with the yellow waist.

"I will, though, if he does that again. I hain't no wooden man."

"I want some gum," said the boy.

"Wait till you get it, won't you?"

"Te he," laughed the frizzly maiden.

"He must be in a hurry for his gum. Gum's likely to be scarce to his house."

"I've gotter get it now," whined the boy. "Dad'll lick me if I don't hustle."

"Well, if he don't, I will. You don't need any gum, anyway. Gum'll rot your teeth," said His Nibbles, facetiously. "I've got something to do better'n waiting on yaps like you be."

"O, get the little feller his gum," said Yellow Waist, coaxingly. "If his pa licks him he might weep tears into the mixed candy," and then she and Frizzles giggled gleefully, and the boys

grinned and snickered, and they all turned their heads and looked tantalizingly toward the small boy.

It was very funny—something so out of the usual humdrum of the country store. And they went on with quip and jest and banter, and the small boy wriggled and squirmed and turned scarlet under that volley of persiflage, and wished he was home. But he still wanted his gum.

Just then there strode in a typical specimen of the product of the Northern Michigan lumber woods. He was tall and large, without an ounce of spare flesh. He had hands like hams and strength and agility were depicted in his every motion. His eyes were blue, clear and alert, and when he bent an enquiring gaze upon the small boy and asked what had kept him so long, the youngster saw fit to make brief and rapid explanation.

"Couldn't git waited on," said he.

The man looked over toward Nibbles, who had returned to the discussion of the ball game.

"Did yo' tell the man what yo' wanted?"

"Yes, an' he told me to shet up or he'd slap me."

The big man's face twitched curiously as he stepped quickly to the counter, reached forth, seized His Highness by the collar and, with one hand and without apparent effort, lifted him over into the center aisle.

"Mercy on us!" squeaked the girls.

"W-wh-what you doin'?" stammered His Nibbles.

"Make him quit," commanded Frizzles, addressing the ball players. But they, viewing with evident dismay the vast hulk before them, shook their heads.

"'Tain't none of our business," said Red Head.

"You bet!" acquiesced his companion.

"Why didn't yo' wait on my kid?" demanded the giant.

"I'll have you arrested. I'll call the—" threatened His Highness.

The big man gave him a gentle shake, much as one might a handkerchief to straighten out the wrinkles, and then repeated:

"Why didn't yo' wait on my kid?"

"You quit that," screamed His Serenity, struggling ineffectually to get away.

"Yes, you quit," said both ladies in chorus.

"Why-didn't-you-wait-on-my-kid?" repeated the big man with an earnestness that would have impressed any person not entirely besotted with self-esteem. And he emphasized his question with a double back action shake that made the royal teeth rattle and the imperial eyes bulge from their sockets.

Then Royalty was held at arm's length by the giant who waited for a reply.

Unable to realize the situation and overcome by rage and mortification, His Serenity made a vain effort to kick the big man, shrieking as he did so:

"Lemme go!"

"Yes, let him go. He won't do it again," begged the ladies.

But the forest giant smiled quietly, caught the foot before it descended, doubled His Serenity into convenient shape and then, laying him across a neighboring box, spanked him methodically and thoroughly—spanked him carefully and painstakingly—spanked him with a hand that would cover the end of a pickle keg or fell an ox—spanked him, not as a novice in the art, but as one who had done the work before, who knew just how to do it and who would spare no pains to make his

undertaking a pronounced success. Then the big man stood His Imperial Nibbles upon his feet and asked quietly:

"Why didn't you wait on my kid?"

"I w-was b-busy," was the rather meek reply.

"Yes, he was busy," assented Frizzles.

"What doin'?"

"T-talking with these people."

"Yes, he was talking to us," admitted Shirt Waist.

"Sellin' goods?" pursued the big man relentlessly.

"He was talkin' about a game of ball," volunteered the boy.

"But we might have wanted to buy," interposed Frizzles.

"Ball game, eh?" said the giant sneeringly, giving His Excellence another shake.

"Talking up a game of ball and too busy to sell goods?" another shake.

"Lots o' money in that air." Two more shakes.

"I've been thinkin' fer quite a spell that I'd have to have a little conversation with you. Things hain't been goin' just to suit me and I don't like it. Last tradin' we done here we asked for golden syrup at 30 cents a gallon. Yo' put 25 cent black strap in the jug an' charged us 40 cents fer two quarts."

Another shake. "We wanted K. T. soda, an' yo' gave us your own kind that's so bang fired poor that it wouldn't raise a b'loun that was already fer startin'."

Yo' gin us dried apples that was all peelin's and cores an' dirt an' so full of worms they was only fit fer fish bait. Then I bought five yards of all wool shirtin' at half a dollar a yard, an' the piece you gin me was half cotton and the yard short and it had a hole in the middle that a calf could walk through. You made a mistake of 50 cents in footin' the bill, and topped off by givin' out 40 cents too much change. Now yo' fool around with a pack of kids when my boy is tryin' to get waited on and tell him you'll slap him if he don't keep still."

Another vigorous shake. "Do yo' s'pose I'm going to stand that very long an' say nothin'?"

"He didn't mean to do it—he was fooling," moaned Frizzles.

"You don't have to trade here if you don't want to," gasped His Serenity.

"Is that so?" said the giant, sarcastically, lifting His Nibbles clear from the floor and waving him back and forth meditatively, as one might a wet rag.

"How long did it take you to find that out? I don't suppose I have to trade no place if I don't want to."

And then the big man shook that sprig of royalty until his coat ripped, his collar button flew across the store, and it seemed to the spectators that his eyes must certainly leave their resting place for a trip through space. Then he set him in a convenient chair.

"Set there, young feller," said he, "and listen to what I've got to say. I'm goin' to trade some place, and for the present I've took a notion that I'll come here. I like your style so well that I can't bear to think of going nowhere else. It hain't every place that a feller can get good measure and his right change back every time like he can here. An' then I like the accommodatin' ways yo' have with your customers, and I'm stuck on the way yo' jump around and wait on folks the minute they come in. I'm going to send the boy here for stuff and if yo' take pains to do things right there won't be no trouble with me; but the minute yo' commence to mix your drinks or fergit to sell him stuff when he comes in or give him a lot of old trash when he pays for good goods or work the short change racket or talk about slapping of him, your Uncle Lij'll put on his war paint again and call on yo' personally, and he'll give yo' all the p'ints the' is out in the latest Pawnee cotillion. Johnny, did you do your tradin'?"

"No, dad."

"Get your stuff then and come on."

"I want some gum," said Johnny, again rattling his coin on the show case.

And Johnny was waited on so quickly that he hadn't a real good chance to explain what kind of gum he preferred.

Geo. L. Thurston.



Royal Baking Powder

ABSOLUTELY PURE

Royal is the baking powder of highest character and reputation, the favorite among housekeepers. The cheapest to consumers, the most profitable for dealers to handle.

Those grocers who are most successful in business—who have the greatest trade, highest reputation, the largest bank accounts—are those who sell the highest quality, purest, best known articles.

It is a discredit to a grocer to sell impure, adulterated and unwholesome goods; nor is the sale of such goods, even though the profits on a single lot may be larger, as profitable in the long run as the sale of pure, wholesome, high-class articles at a less percentage.

Trade is won and held by the sale of the best, the highest grade, the most reliable goods.

Around the State

Movements of Merchants.

Ida—Gilhousen & Co. have removed their general stock to Sherron.

Union City—John Clay has sold his grocery stock to Chas. Horton.

Caro—Cummins Bros. have opened a grocery store in the White building.

Detroit—Julius Schultz has sold his grocery stock to Prochnow & Schafer.

Channing—W. J. Boll succeeds W. J. Boll & Co. in the dry goods business.

Battle Creek—Stringham & Orns, meat dealers, have sold out to James Darling.

Ionia—U. H. Lazelle & Co. have purchased the bazaar stock of Geo. E. Nichols.

Battle Creek—Wm. H. VanSickle has purchased the grocery stock of E. M. Blakeslee.

Shepherd—Mrs. Ethel Lathrop has purchased the grocery stock of Jas. H. Cavanaugh.

Saginaw—The grocery store of C. M. Heck & Co. has been closed under chattel mortgage.

Detroit—R. Kroll & Co. have purchased the dry goods and notion stock of Carl Rinke.

Princeton—Hugh V. Sparks & Co. succeed Frank Farquer in the grocery and meat business.

Detroit—F. W. Schwartz is succeeded by E. J. (Mrs. Albert) Livingston in the grocery business.

New Lothrop—W. E. Gustine, of Cassopolis, has engaged in the mercantile business at this place.

Deckerville—Arthur H. Grice has engaged in the meat business, having purchased the market of Nathan Purcell.

Capac—Geo. A. Balden has purchased the interest of his partner in the general merchandise firm of Warren & Balden.

Butternut—G. R. Banton has purchased the N. W. Daggett general merchandise stock and will soon move into the brick store.

Central Lake—R. Schomberg has sold his stock of general merchandise to Wolf Kaplan, of Detroit, who will continue the business.

Chase—Curtis Bros., of Reed City, have purchased a warehouse and will establish a flour and feed and farm produce business here.

Lansing—C. B. Leonard has sold his grocery stock on Butler street to Shank & Reynolds. Both members of the new firm reside in Lansing.

Frankfort—W. V. Capron has sold his bazaar stock to E. Z. Guild, of Columbus, Ohio, who will continue the business at the same location.

Cassopolis—John B. Stemm will in the future conduct the dry goods and boot and shoe business of Stemm & Gustine in his own name.

Constantine—Sevison Bros. have made a deal for the J. R. Watson stock of hardware and groceries at White Pigeon, and the stock will be removed to this place.

Indian River—R. T. Bower has sold his drug stock to Edgar Rice, of Bloomington. The sale was effected through the Wants Column department of the Michigan Tradesman.

Escanaba—Geo. M. Mashek has purchased the interest of his partner, Edward Arnold, in the cedar business of Mashek & Arnold. The deal includes all lands, standing timber, tools and vehicles.

Petoskey—R. T. Bower has sold his drug stock to the Eckel Drug Co., the

transfer to take place Oct. 1, and will devote his entire attention to the manufacture and sale of his hair tonic and headache powders.

Albion—F. F. Hoaglin has sold his clothing stock to Barney Julius, of Vicksburg. Mr. Hoaglin has been actively engaged in the clothing business here for the last twenty-seven years. Mr. Julius has been likewise established in Vicksburg for nearly as long—twenty-five years. He will continue the business here at the old stand.

Gladstone—E. Buckman, one of the well-known merchants of this city, attempted to commit suicide Aug. 29 by hanging. He had already suspended himself from the ceiling when friends rushed into the room and saved his life. He recently failed in business and, becoming despondent, it is thought he sought relief in death. A close watch is now being kept over him.

Manufacturing Matters.

Detroit—The Detroit Forging Co. has been organized with a capital stock of \$100,000.

Kalamazoo—The Michigan Steel Boat Co. is considering the idea of removing its plant to Freeport.

Dearborn—The Ives Automatic Door Co. is the style of a new concern at this place. The capital stock is \$5,000.

Adrian—A. Breunig has purchased the interest of his brother in the cigar manufacturing business of Breunig Bros.

Mendon—The Morgan Glove Co. writes the Tradesman that the report that the business has been sold to John Wuerst is untrue.

Niles—Joseph Goodman has sold his garment factory to L. Schwabach, who will continue the business. The factory employs fifty people.

Saline—The Acetylene Lighting Co. has been organized here with \$5,000 capital stock. Charles Burkhardt is President and A. J. Warren Secretary.

Battle Creek—The American Column Co., Limited, succeeds Angell Bros. as proprietor of the American Column Co., and in the lumbering and interior finish manufacturing business.

Manchester—The subject of forming a stock company to operate a canning factory here is being discussed by the business men of the village and the farmers of the vicinity with considerable interest.

Detroit—The Ives Automatic Door Opener Co. has been incorporated with a capital of \$5,000 fully paid in. The stockholders are: Louis Ives, 333 shares; Fred E. Gregory, 166 shares; William T. Gregory, one share.

Detroit—A partnership with a capital of \$50,000, all paid in, has been formed for the purpose of manufacturing and selling the Dr. A. Reed cushion shoe. The copartners are Arthur G. Holland, William Goodyear and Frederick D. Rolison.

Cadillac—The Oviatt Manufacturing Co., whose plant was burned some time ago, will resume business, it having been practically settled that a new building will be put up on the old site. From twenty-five to forty men will be employed.

Hillsdale—The Adams Gasoline Engine Co. has purchased the entire business and plant of the Olds & Hough Gasoline Co., of Albion, and will move the plant to this city at once and consolidate the two. Mr. Olds will enter the employ of the Hillsdale Company.

Detroit—The Detroit Composite Co. has filed articles of incorporation and will manufacture advertising signs, toys

and novelties on a capital stock of \$5,000, with \$500 paid in. The incorporators are: Wm. M. Finck, 497; Wm. Schantz, Wm. H. Jansen and Wm. Collins, 1 share each.

St. Ignace—The sawmill of Salling, Hanson & Co. at this place has been purchased by Thomas & Woodfield and Wm. St. James, who will conduct the business under the style of Woodfield & St. James. Besides the mill, the new firm has also purchased the lumbering outfit, mill grounds and lands, and a considerable amount of timber. It will also add a shingle equipment to the plant.

Lansing—The Stone Lumber Co. plant has been purchased by a number of our business men and will be converted into a factory for the manufacture of automobile and carriage bodies. The company will begin operations at once with forty men, which is a small force compared to the number it is expected will ultimately be given employment. The officers of the new company are as follows: Lawrence Price, President; H. E. Bradner, Secretary and General Manager, and E. S. Porter, Treasurer.

Pontiac—It is still a question here as to whether or not the axle trust organized in the East some months ago will take up the options it has on the factory of the Pontiac Axle Co. It was announced that the options would expire September 1, but is now stated that they are good until December 1. The axle company here was organized by vehicle men who are large users of axles, which they formerly purchased of the trust. It is pointed out that if the factory passes into the new trust the factory men here will again be obliged to buy trust axles, and all they gain by selling the axle plant will be quickly eaten up in the advance the trust will place on axles once it has control of the market.

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

Grand Rapids Retail Grocers' Association.

At the regular meeting of the Grand Rapids Retail Grocers' Association, held Tuesday evening, Sept. 3, President Dyk presided.

The annual election of officers for the ensuing year resulted as follows:

President—Fred W. Fuller.
Treasurer—L. John Witters.

Secretary—Homer Klap.
Vice Presidents—F. L. Merrill, John Lindemulder, J. Frank Gaskill, Peter Braun, Ralph Moore.

Auditing Committee—B. S. Harris, J. Frank Gaskill, Gerrit Roesink.

Mr. Dyk presented his farewell address. He has served the Association faithfully and acceptably for the past three years. J. Geo. Lehman also declined to again accept the office of Treasurer, giving as his reason the fact that the person who occupies this office should reside on the East side. He has given the Association the benefit of his experience and ability for several years.

Three new members applied for membership and were accepted as follows: Bert Petter, corner Quimby and Plainfield avenue; N. K. Jepson, 692 Cherry street, and Peter C. Cooper, 131 Turner street.

A complaint was brought before the meeting to the effect that certain hucksters occupy too much of the sidewalk on the market, and the Secretary was instructed to communicate with the chairman of the Market Committee.

There being no further business, the meeting adjourned.

Homer Klap, Sec'y.

The Boys Behind the Counter.

Holland—Peter Van Anrooy, formerly clerk at the grocery store of Will Botsford, has taken a position at Will Botsford's city bakery.

Eaton Rapids—Fred L. Munson, clerk at the Witcox & Godding drug store, has had such flattering offers from his former employer at Ithaca that he has finally accepted.

Kalamazoo—Louis Hyman, who has been with the P. H. Loeffler Drug Co. for the past seven years, will leave September 9 to take up a course of pharmacy in Northwestern University.

Alpena—Hugh McGregor, of Ypsilanti, has taken a clerkship in Wittelschofer's book store.

Carloads of Peaches Wanted Every Day

References: First National Bank, Toledo, Ohio
J. J. Coon, Toledo, Ohio
Commercial Agencies

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

Cotton Rubber Lined Mill Hose

Write for prices.

Grand Rapids Supply Company

20 Pearl Street

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 entrance examinations. All Work Elective. Send for Catalogue.

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

Grand Rapids Gossip

L. J. Hoffer has purchased the drug stock of J. G. Damsky at 100 Fourth street.

The Grand Rapids Book Case Co. has increased its capital stock from \$20,000 to \$35,000.

Mrs. J. M. Strehl has removed her grocery stock from 23 Scribner street to 11 Broadway.

M. D. Emerson succeeds the grocery firm of M. D. Emerson & Son at 143 Livingston street.

Thos. Heffernan, druggist at Baldwin, has added a line of groceries. The stock was furnished by the Ball-Barnhart Putman Co.

S. W. Porter, who has clerked several years for Howard E. Gill, at Northport, has engaged in general trade at that place. Rindge, Kalmbach, Logie & Co. furnished the shoes and Roundy, Peckham & Co. supplied the groceries. Lines of dry goods and clothing will be added later in the season.

John P. Coeling, of the grocery firm of Grebel & Coeling, at 283 Jefferson avenue, has purchased the interest of his partner, John Grebel, and formed a co-partnership with Gerrit Smitter, formerly clerk in the crockery store of C. Blickley, at 68 Monroe street. The style of the new firm is Smitter & Coeling.

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. Buyers are said to be visiting every apple section in the country and wherever possible they are placing orders for full orchards or as much as growers will sell. The effect is to stimulate growers' ideas of prices and belated buyers are finding the price up so high that it is prohibitive. Whether the conditions actually justify this situation only the future can determine. Some say there is no reason for it, while others equally as well informed say that growers will be able to get whatever they ask as there are no apples anywhere.

Bananas—Prices range from \$1.25@1.75 per bunch, according to size. Jumbos, \$2; extra jumbos, \$2.25.

Beans—Reports received from the Michigan bean belt show that the chances for a normal crop are excellent. In Jackson county the yield will be 90 per cent., against 75 per cent. last year. The weevil has done some damage in Calhoun county, but buyers are optimistic. Heavy rains in Ingham county buried many of the early varieties in sand, and the damage from this source is likely to be heavy in the other sections of the bean belt. Kalamazoo farmers claim the hot weather ruined the crop. Buyers declare these reports are exaggerated. The bean harvest will be at its height in a few days.

Beets—40c per bu.
Butter—The market is flat and dealers are disgusted and discouraged over the outlook. Extra creamery is slow sale at 20c, and dairy grades range from 10c for packing stock to 15c for fancy tubs and crocks.

Cabbage—\$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—Siberian are scarce and high, commanding 60c per bu. and \$2 per bbl.

Cranberries—The New Jersey and Wisconsin cranberry harvest began Monday. It is said that the crop in New

Jersey will be smaller than last year and in Wisconsin about the same. Weather conditions have injured the berry seriously.

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

Eggs—Receipts last week were the poorest they have been this season, in consequence of the amount of shrunken and sloppy stock included in shipments. Canded stock commands 14@15c, which enable dealers to net their shippers 12@13c.

Egg Plant—\$1 per doz.
Frogs' Legs—Large bulls, 40@45c; medium bulls, 25c; large frogs, 15@20c; small frogs, 5@10c.

Grapes—Moore and Wordens are held at 15c for 8 lb., and 10c for snide pony 4 lb. baskets. The crop promises to turn out good.

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—Osage, Rocky Ford and Cantaloupes fetch 75c per doz.

Onions—70@75c per bu.

Oranges—Jamaica oranges continue very green, but they stand shipment well and the relatively high prices obtained for first arrivals seem to prove that they are wanted. A strongly acid fruit is liked by some because it is supposed to have curative properties. This has something to do with the consumption of early Jamaicas.

Oysters—Dealers claim that the supply of oysters for the season which opened Sept. 1 will be larger and finer than for many years.

Parsley—25c per doz.

Peppers—75c per bu.

Plums—Gueii's, \$1@1.15; Green Gages, 90c@\$1; Lombards, 90c@\$1.

Peaches—The market is in good condition, considering the unfavorable weather which prevailed prior to this week. White varieties move off on the basis of 50@60c. Yellow varieties are in good demand on the basis of 75@85c for Red Crawfords, 75@90c for Barnards 90c@\$1 for Ingalls, \$1@1.25 for Reaves and \$1@1.25 for Early Crawfords.

Pears—Flemish Beauties, \$1; sugar, 75c; Bartletts, \$1@1.25.

Potatoes—75@80c per bu. There is now no shortage of supplies and the market will probably work to a slightly lower basis. The uneven condition of the crop over the country continues to attract attention, but late rains have benefited those which were not too badly injured by drouth to recover and the later varieties promise a fair yield. The chief complaint in those sections of the country which have a good growth of vines is that the tubers are small and but few are found.

Poultry—The market is without particular change. Live hens command 7@8c; spring chickens, 8@10c; turkey hens, 8@9c; gobblers, 8c; spring ducks, 7@9c. 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.

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

Tomatoes—50c per bu.

Watermelons—14@15c for home grown.

Wax Beans—75c per bu.

A Connecticut man is seeking a divorce from his wife because she stole chickens. He should not be so impatient; turkeys are scarce this time of year.

Lee M. Hutchins, Secretary and Treasurer of the Hazeltine & Perkins Drug Co., is spending a couple of weeks on the Les Cheneaux Islands.

Wm. T. Hess has returned to Charlevoix from Thompson, where he spent a week as the guest of Thomas Friant.

The Grocery Market.

Sugar—The raw sugar market is in an unsettled and demoralized condition, despite an improved demand for refined. Holders are storing sugar in preference to forcing sales. Prices show a decline of 3-16c, making the present price of 96 deg. test centrifugals now 3 13-16c. Holders, however, are looking for a better demand shortly, owing to the firmness and increased business in refined sugar. There was considerable improvement in the demand for refined sugars, attributed chiefly to buyers being forced into the market, the supplies on hand being insufficient to meet the requirements of the consuming trade. The trade has more confidence in the future of the market and there is a strong belief that prices will go no lower this month.

Canned Goods—Still retain much of the strength and activity which brought them into such prominence a few weeks ago and all indications point to a continuance of the present conditions for some time. The interest is confined almost exclusively to the future of tomatoes and peaches. The farther the season advances the more it becomes evident that, while the crop of tomatoes is late, there will probably be during September and October sufficient to meet all wants. The peach crop, however, does not show up so well in point of quantity, but in quality cannot be excelled. Tomatoes continue firm at unchanged prices. Spot stocks are about closed out, and what few remain on hand are bringing good prices. Spot corn is scarce and firmly held, but futures are rather easy and packers show more disposition to sell than they did a week or so ago. Peas are meeting with very good demand, especially for the better grades. It is claimed that stocks of all grades of peaches are light and that there is a probability of a great scarcity in this line before next season. New peaches are selling a little slowly, buyers taking but little interest at present prices, which are considered rather high. Gallon apples are firmly held. It is understood that the total shipment of gallon apples from England to this country is several thousand cases. One feature in the market was a sharp advance in domestic sardines, due to the scarcity and high prices of tin plate. The Seacoast Packing Co. advanced quarter-oils 35c per case and mustards 50c per case. Stocks on spot are believed to be light. Imported sardines are very firm and fishing on the other side is still reported very poor. The tendency of salmon continues toward lower prices. It becomes more evident every day that the pack has been enormous. Supplies of red Alaska actually on the spot are light, however, and in most cases full prices are obtained.

Dried Fruits—Stocks in almost all lines are light and prices are well maintained. The consumptive demand for practically all kinds of dried fruits has become reduced to small proportions, due largely to the heavy increase in receipts of peaches and other fresh fruits. New prunes, however, are in excellent demand at continually advancing prices. The demand is for nearly all sizes. The statistical position of prunes is sized up by the California Fruit Grower as follows: "The Association now has on hand a little over 30,000,000 pounds, which should certainly be reduced to 25,000,000 before the new crop is ready to move in any quantity. The coming crop is variously estimated at from 50,000,000 to 60,000,000 pounds for the

State of California, a little less than half of which will be in the Santa Clara Valley. The Pacific Northwest will not turn out much over 25,000,000 pounds. Some place the figure higher and others point to the recent heavy dropping and say it will be lower. In Europe, while the crop is very much less than last year's, one must not overlook the fact that last season's crop was enormous. Prunes will run to large sizes this year and new fruit will be ready in reasonable quantity within two or three weeks. Raisins continue firm and are in fair demand, especially for seeded. New crop peaches are easier and apricots are very slow. Dealers say that the demand for apricots is less this year than for many years past at this season. It is believed that prices have seen their highest level for some time. Currants are firm and are selling in a small way, business being confined mostly to small lots for immediate requirements. Prominent holders say that stocks will be largely cleared by the end of September. Recent estimates from Greece put the crop lower, around 130,000 tons. The first new currants are now expected to arrive in this country the first week in October. The regular fall demand for dates is starting up and holders are firmer, present prices showing a loss. The new crop is progressing well and shipments will be earlier than usual. New Smyrna figs will arrive in this country at an unusually early date this year. The first lot is expected about September 15. It is said that, if favorable weather continues, the crop will be of good quality and, perhaps, the largest on record.

Rice—Enquiries are good, but, owing to small supplies, offerings for rice are limited. There is a fair business in both domestic and foreign goods at full prices. Consumption continues good and stocks are light throughout the country.

Tea—The demand for teas is slightly improved. Prices remain unchanged.

Molasses and Syrups—Dealers report few orders for molasses. The trade continues to carry light supplies to meet the usually slow demand incident to the warm weather. Stocks are light in the hands of dealers. There is no disposition to press sales and, in order to secure supplies, buyers are obliged to pay full prices for all grades. The spot stocks of domestic and foreign straight molasses show a further decrease, and it is generally believed that, with early cool weather, supplies will not be sufficient to cover requirements before the arrivals of new crop. Prospects continue favorable for a large crop. Reports from Barbados are that the recent heavy rains have been beneficial to the sugar cane.

Fish—The market for mackerel is very firm, prices having advanced \$2@3 per barrel the past few days. Vessels report finding very few mackerel, and the present prospect is that there will be a light catch. The way things look now we should think the present was a very good time to make purchases.

Nuts—Nuts are beginning to attract considerable attention. Filberts are reported stronger on the other side, stocks in Sicily having been considerably reduced recently by exportations to this country. New crop advices are favorable and the new crop will turn out, according to all reports, something in excess of last season's. Grenoble walnuts are in good demand. The new crop is reported to be a record breaker. Brazils are higher with the tendency still upward.

Rolled Oats—The market is weaker, there being a decline of 15c on barrels and 5c per case on competitive cases and Nickel Oats.

Pickles—The recent drouth in the West is reported to have had a serious effect on the cucumber crop. The cucumber fields are badly dried out. Nothing feels the touch of a period of drouth quicker than the cucumber, and, unless there is a heavy rainfall soon, there will be a great shortage in the crop.

Getting the People

Strong Contrasts and Startling Effects.

There was a time in the history of the art of publicity when the great object to be striven for was that which, by persistent appeal to the eye or the ear, should clamor loudest for attention. It mattered little what kind of an impression was made, whether the rousing from slumber by the uncouth tones of the night watch and his clanging bell or the more respectful appeal through the pages of the "news letter"—as the first periodicals were designated—the great thing was to gain attention. At that time there was less of consideration for the finer feelings and sensibilities, probably on account of the roughness of a more primitive mode of life or, what is more probable, less consideration was given to the need of making a better kind of impression, on account of the newer stage of the science. In its modern development the successful publicist is the one who gives most careful attention to the kind of impression he makes on the minds of his patrons.

There are some advertisement writers—and their number is not few—who still ape the primitive methods of the crying bellman. These are they who deface every available wall with the most glaring contrasts of uncouth color, who intrude on the pleasant landscape by any means within their power, regardless of the execration such vandalism must provoke. There has been a recent protest along this line so vigorous that it has greatly diminished the work of the paint vandal, but there is yet far too much of disregard for public rights in the intrusion of uncouth pill announcements.

I wish to speak more particularly of the blood and thunder element in modern newspaper advertising. The first thought of the advertiser is to make it strong. He demands of the printer the blackest, boldest and largest type that can be crowded into his space. If he uses a border it must be "good and heavy." The poor printer accedes to the demand until his pages present a startling patchwork of repellent contrasts. Such work is not good advertising. The eye instinctively avoids ugly contrasts. Glancing through the pages of any advertising periodical, the attention is arrested by well-balanced and artistic display. The eye dwells with pleasure on a symmetrical, complete and self-contained announcement, while the hideous, patchy, black contrasts are avoided as are repelling or forbidding localities in a landscape.

The judicious advertiser to-day strains to make every approach to his customer as pleasing as possible. His signs are made artistic and unpretentious, and in harmony with the surroundings. He doesn't strive to obtrude a disagreeable, or worse, bill board in every possible location. His space in the paper is valued to the full. The preparation of the matter receives the most careful attention he can give or command. Moderate terms in moderate dress do not stun the eye or shock the artistic sense, but there is a candid, sensible, artistic appeal which leaves a lasting impression in behalf of the business advertised.

* * *

There are several things about the hardware advertisement of R. I. Hendershott which are worthy of comment. In the first place the writer has used material enough for five good advertise-

A CORN HARVESTER

Corn harvesting has been made easy and rapid. No more corn cutters and binding bundles by hand are required. The NEW OSBORN CORN HARVESTER does the work. Corn has come to be the profitable crop in this county. Get one of these machines and you can harvest your own crop and your neighbors cheaper than they can do it themselves.

Buggies and Harness.

I have a fresh lot of buggies just in from the factory comprising all kinds and styles and will make you a price that's right. Also have a nice line of heavy Team Harness, Collars, fly nets, etc.

Cream Separators.

Come and see what I have in the line of CREAM SEPARATORS. No farm household should be without one.

Pumps and Well Pipe.

I have everything required in the pump line and will make you prices that are right.

Stoves and Ranges.

My assortment is complete, my prices are right and my stock is thoroughly up-to-date. If you are thinking of buying a new stove or range don't fail to come and see me.

R. I. HENDERSHOTT.

WEST END HARDWARE.

The Wring of Sense.

Folks who have clothes wash them, and folks who wash clothes wring them. All folks don't use wringers; some folks twist their wrists on clothes twisting. They get tired. They wear out themselves while wearing out the clothes. Clothes twisting squeezes out more wear than water. The way to get water out of clothes is to use something made to take it out, and that's a Wringer.

There are poor Wringers and good Wringers. A poor Wringer costs less and makes the clothes cost more. A good Wringer costs more and makes the clothes cost less. If you want a good Wringer with Warranted Rubber Rolls and made of selected material, buy of us. We won't handle a Wringer with composition rolls.

M. F. White & Son.

Why do people trade at Shepard's?

Because when Shepard tells a thing it is so EVERY TIME. Shepard don't palm off poor goods on customers. Every article coming from his store is the best, and always most emphatically the lowest in price.

J. O. Shepard.

To the People:

We propose to sell the best Shoes made, and at the lowest possible price. We have received in Ladies' Fine Shoes a new invoice of the well known Brook Bros. make. We have also secured the celebrated Keystone line of Misses' and Children's School Shoes. Every pair fully guaranteed. Come in and see the new Shoes.

We propose to be a public benefit in the Shoe Business.

R. R. EDWARDS.



CITIZENS TELEPHONE EXCHANGE

S. E. Hosmer, Manager.

We are not the Only Grocers

On the street, but we are selling the best goods money can buy as cheap as they can be sold, and make a living profit. Give us a call.

S. E. Hosmer & Co.

Phone Orders Promptly Attended to

THE GOOD OLD QUAKER

Once said to his boy: "Nathan, it is not what thee reads that makes thee smart; it is not what thee eats that makes thee fat; nor what thee earns that makes thee rich, but what thee SAVES." This saving habit may be acquired through the steady use of a pass book account in our bank.

THE ANTRIM COUNTY BANK, Central Lake, Mich.

A full line of

SCHOOL BOOKS AND SCHOOL SUPPLIES

At

WILDER'S.

Do You Need a New Plow?

Try the Oliver No. 99, Reversible Point and Shear

It is the best general purpose plow on the market

Another good one is the Banner Plow, No. 216.

F. E. Slater, Farm Machinery, Coopersville.

ments—one devoted to each line. Such advertisements could be written with either of the subjects as the main display, and the other lines enumerated in a panel separated from the rest and so changed to one of the other lines each week to excellent advantage. In this way the reader's attention is called to all the lines, but one is given prominence, and the change renews the interest. While the type is fashionable it is not distinct and is not attractive in such an advertisement. There are too much wording and too much repetition of similar phrases, as "prices that are right," which occurs three times. It is well to be careful in punctuation—lack of the possessive in the word "neighbor's" leaves it uncertain which are to be harvested, the neighbors or their corn.

A well-written and carefully-composed advertisement is that of M. F. White & Son. The wide white border is effective. The display would be improved by the use of plainer type.

J. O. Shepard says just enough and to the point, and his matter is well handled by the printer. Barring the prominence of the superlative, especially in the last sentence, the advertisement is a good one.

R. R. Edwards has the material for a good advertisement, but he has put in some things which do not add to the strength. I would strike out the first line and display something pertaining to the trade in its place and would also omit the philanthropic proposition in the last sentence.

S. E. Hosmer writes a modest advertisement which is judiciously handled by the printer. The result is exceptionally good.

The Antrim County Bank makes an effective use of the old Quaker saying which cannot fail to increase its business.

The seasonable advertisement of Wilder shows how few words are necessary to a striking and attractive result.

F. E. Slater writes a good implement advertisement which will tend to sell more than plows. It is a model of simplicity and the printer has done his work well considering the limited space.

Never Touched It.

One of the most remarkable feats in the history of golfing was performed near New York a few days ago. A member of a well-known club offered to bet that he would drive his golf ball from an egg without breaking the egg.

The bet was taken. He set the egg up with a little sand on the tee and made a slight indentation in the top of it on which the golf ball was to be placed.

When the ball had been nicely balanced on top of the egg the player carefully took aim, got an accurate swing on his driver, and finally hit the ball, making a long drive. The egg remained uninjured.

The use of paper for window and interior decorations has been the direct cause of a great many disastrous fires, and to those who make use of this material for the purpose of decorations the following formula, which it is claimed will render paper fireproof, will be of interest. Make a solution of ammonia sulphate, eight parts; boric acid, three parts; borax, two parts, in one hundred parts of water. The paper should be immersed in this solution and afterward pressed with a hot iron. I do not know from a personal test whether this process will do what is claimed for it, but it is at least worth a trial by anyone who is interested in the subject.

MORNING MARKET.

Quarters Already Too Cramped for Large Offerings.

As we pass the height of the season it is found that the market grounds which were planned to meet the needs of the future are already really inadequate for their purpose. In a number of instances the crowd of teams on the main market street has been so great that those standing in the alleys were hopelessly penned in and had to wait for the outward movement to begin before they could leave their places. Order and good nature are well preserved, considering the density of the crowd, but it will not be long before there will have to be an extension of the space. Some growers find it desirable to secure their places at a very early hour—in some cases as soon as midnight—although just why this is necessary is hard to conjecture. It may be a continuance of the habit acquired during the time of the street market, when it was necessary to spend much of the night to secure a favorable place.

While the peach easily takes the lead in products, it is not as dominating as has been the case in other years. There is great variety in the sizes of the loads, and in many cases a few baskets will appear in loads devoted mostly to other fruits or even vegetables. There is also great variety in the qualities offered. Some are small and knarled; others so overripe as to barely escape the notice of the inspectors; but all seem to sell at prices making it worth while to bring them. A noticeable feature of the market is the great variation in prices, especially as between the yellow and the white varieties. The change to drier weather is making a difference in the lasting qualities and is giving buyers much more confidence. A general complaint is the scarcity of labor in picking and preparing for market; indeed, this is a great trouble in all kinds of farm work. Plenty of employment at good prices in the cities is seriously affecting the rural labor market. Road improvement, railroad building and other industrial enterprises are being postponed for the same reason.

While apples take the place next to peaches in quantity, there is little interest in this staple. Prices are good and the offerings seem to sell, but loads are generally small and broken—often only a few baskets with other fruits or vegetables. Plums would seem to come next in quantity. These are noticeable for their pale color—the damp weather affecting the appearance. There is much complaint of rotting on the trees and picking is hurried in many cases to save the fruit. Pears are offered freely, but many of these are pretty hard. There is a tendency to spottiness in much of this fruit and a great deal of it is falling from the trees before ripening. Grapes are not as abundant as might be expected at this time, although offerings are considerable.

There are the usual variety and abundance of most vegetables, although potatoes are noticeably scarce, and prices, while lower than before the break a couple of weeks ago, are still high enough to prevent reasonable complaint from the grocer. The great trouble with this product is the tendency to streakiness, especially when grown in wet soils. Potatoes will be potatoes before the winter is over. Other vegetables are unlimited in quantity, but prices are exceptionally well maintained.

Mutations in Cigarette History for Twenty Years.

From Tobacco of Aug. 16.

We begin our review with the year that closed June 30, 1881, twenty years

ago. At that time the cigarette was not known outside of a few of the larger cities. The industry was in its infancy, for the product, made up by the tedious and expensive hand process, had at that date reached the insignificant total of 503,873,783, and while there were several manufacturers in the field, none of these had come into prominence or taken a commanding place in the trade. A factor which probably played an important part in keeping the manufacture of cigarettes within narrow boundaries was the tax of \$1.75 per thousand, although the price at which the goods were then sold was much higher than at a later date, and certainly high enough to afford a good profit to the manufacturer, jobber and retailer. Still, the growth of business was small, comparatively speaking, although it was steady from year to year.

Within two or three years a vast change came over the industry. The Internal Revenue tax on cigarettes was reduced May 1, 1883, to 50 cents per thousand, but at the close of that fiscal year on June 30, the production figures indicate only 602,237,810 made and withdrawn for consumption. But what then occurs? During the next twelve months the total tax-paid product was pushed up to 908,090,723, or in other words, a 50 per cent. increase was added to the production of the previous year, and from that time forward for fifteen years there was no check to the ever increasing consumption of paper-wrapped cigarettes, until the dull times of 1893 temporarily disturbed the advance movement.

From the year 1885 competition which had hitherto been more or less friendly began to grow more aggressive. From 1885 to 1890 over 235,000,000 cigarettes were annually added to the number made and consumed. With the tax still at 50 cents per thousand, a production of 2,233,254,680 is recorded for the fiscal year 1890. The fierce storm of competition soon to break loose was not then anticipated.

By 1893 one company was in the field, and shortly after that date several of the leading tobacco manufacturers were making preparations to preserve their business intact by introducing cigarettes in enormous quantities and at or below cost. This campaign was purely retaliatory in its nature and the statistics of production show how intensely bitter the fight was, for over 1,000,000,000 was added to the tax-paid product in less than four years. The low tax rate made the 25-cent packages possible.

The campaign of retaliation which went on between 1894 and 1897 produced marked results. It cut big holes in the profits of the manufacturers and sent the statistics of production up to the 4,153,252,470 mark in the year last mentioned. The public conscience was so aroused that the sessions of every state legislature found willing advocates of anti-cigarette laws. Some kind of a measure for the repression of the sale and use of cigarettes had been passed in every state of the Union, we believe, yet so long as the tax remained at 50 cents per thousand these laws were of little effect in curtailing production.

Within the next year competition was somewhat lessened, but the increase of the tax from 50 cents to \$1 per thousand has much more to do with checking further growth than all other factors combined. The increase took effect July 24, 1897, and with it a new classification separating the paper-covered cigarette from the all-tobacco variety, and calling the latter little cigars.

Within the last three years 1,476,629,098 cigarettes have been clipped from the record, and the repressive laws and ordinances are scarcely more stringent than they were in 1898. This means either that an equivalent of at least 200,000 smokers have ceased to use paper cigarettes or a larger number are more moderate in their use.

A Green Little Epitaph.

A green little boy, in a green little way, a green little apple devoured one day, and the green little grasses now tenderly wave o'er the green little apple boy's green little grave.

FREE RAW SUGAR.

Plea For Early Action by the Coming Congress.

From the American Grocer.

Will Congress grant it? If public sentiment is followed, free raw sugar will be among the results of the next Congress. When such journals as the New York Evening Post and New York Journal of Commerce look with favor upon the proposition for free raw sugar, we may take courage and work for its attainment. The Evening Post denominates the matter "a persistent force of self-interest which coincides in some degree, also, with the public interest, and which will work untiringly and without ceasing for the introduction of raw sugar from Cuba free of duty." Not alone from Cuba, but unlimited free raw sugar, with a protective duty of 1/2 cent per pound on refined.

If Congress gives the country free raw sugar, it places a premium on the extension and multiplication of American industries and can work no harm to the beet sugar industry of the United States. The foremost fact is that the grower is getting \$4 per ton for the beets he grows, and if the sugar companies were compelled to pay \$5 per ton, and thus add greatly to the gains of the farmer, it would still be possible for the beet sugar factories to produce granulated sugar at 3 cents per pound, and obtain a profit sufficient to pay 8 to 10 per cent. dividend on the capital invested.

Free sugar cannot hurt the farmer, nor his close ally, the sugar maker. Neither interest needs much, if any protection, and, with cheap land, modern machinery, and latest methods, they can defy competition with countries that grow sugar under favorable natural conditions. The American beet sugar industry can hold its own if Congress gives the people free sugar.

In 1890 Congress removed the duty on sugar, the only staple besides wheat universally used. And what was the result? The per capita consumption increased fifteen pounds; American preservers almost destroyed the trade in English jams; American canners found a rapidly extending market for preserved fruits; the confectionery industry took on new life; every family saved enough yearly to pay for a suit of clothes for one of the children; and every industry into which sugar entered gained in capital and trade.

When the United States Treasury found its credit in danger, Congress deemed it wise to restore the duty, and it is a significant fact that from that time the per capita consumption fell off below the average of the period of free sugar.

To-day the Treasury has an enormous surplus; a revenue greater than its expenditures; a credit second to no other government in the world. Could there be a more propitious time for Congress to give the people free raw sugar—"the greatest boon it could confer on the American people?" We believe the next Congress will.

It will not check the farmers' prosperity. The growers of beets have demonstrated they do not need a duty on raw sugar, and, therefore, it is in order that the people should be blessed with free raw sugar. It has been granted to Hawaii and Puerto Rico and enjoyed by Louisiana and the beet growing States.

Even in those particular States where

beet culture is established, the benefit, outside of the profit to the manufacturer of granulated at 3 cents a pound and the extremely large advantage to the farmer with beets at \$4 a ton, is denied to the community, because the price incidental to the reimposition of the 2 cents a pound revenue advances the price from 3 cents to 5 cents, which goes into the Treasury of these beet corporations. The Sugar Trust's demands for one-fourth of a cent a pound are multiplied by eight by the inordinate greed of these beet companies. We all look forward for Mr. McKinley, with the aid of his party, to further add to his renown by granting this inestimable gift to the people of the United States.

Mrs. O. H. P. Belmont was forced to abandon her proposed "patent medicine quadrille," which was to have been a feature of her dance at Newport recently. She was compelled to take this step owing to the avalanche of letters and telegrams which the announcement of the entertainment brought down upon herself and upon her invited guests from the proprietors of patent medicines and from their advertising agents. Eager to avail themselves of such a favorable opportunity to advertise their "cures" among the "four hundred," they offered not only to design the costumes worn to represent each particular remedy, but also to defray all the expenses in connection therewith, some even being impolite enough to offer monetary considerations if their proposals were accepted.

Some philanthropic individuals in Chelsea, England, are talking of establishing a woman's college of matrimony, where the duties of a wife will become the subject of a two-year course of study. The curriculum will embrace not only the usual branches of housewifery, such as cooking, serving and laundry work, but it is intended to deal with physiology and medicine as well, so that the students will receive mental discipline in connection with the manual training.

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E. A. STOWE, EDITOR.

WEDNESDAY, - - SEPTEMBER 4, 1901.

STATE OF MICHIGAN }
County of Kent } ss.

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

I am pressman in the office of the Tradesman Company and have charge of the presses and folding machine in that establishment. I printed and folded 7,000 copies of the issue of August 28, 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 thirty-first day of August, 1901.

Henry B. Fairchild,

Notary Public in and for Kent County,
Mich.

GERMANY'S NEW TARIFF.

A good deal has been said about the ill-feeling which exists in Germany towards the United States, and no little of it has been attributed to the discriminating duties levied by the United States upon the bounty-protected beet sugar of Germany.

Possibly that fact has something to do with the matter, but the real cause for the envy and jealousy, for that is just what is the matter, is the successful competition of American products with the German in the markets of the world; but, above all, there is the anger of the agricultural, known as the Agrarian, class at the great quantities of American grain and provisions imported into Germany.

The Agrarian class, composed of the agriculturists and landholders, is able to dominate the Imperial Parliament, and it is in response to the demand of this powerful class that a new tariff has been made, raising the tariff duties on all food stuffs imported into the country.

Under the new tariff, raw cotton, potatoes and fresh fruits remain free of duty. Petroleum and its products, lubricating oil, paraffin, etc., are unchanged from the present rate. The principal and more important advances are in food materials, notably cereals, meats and live animals. The increase in the present treaty rate of 83 cents to \$1.54 per 100 kilograms in the duty on wheat will affect most directly the United States, Argentina and Russia, which countries exported to Germany, in 1900, 465,933, 479,928 and 278,105 metric tons of wheat respectively. The advance on rye will affect principally Russia, which sold to Germany last year 834,327 tons of that cereal, against 21,906 tons from the United States. Oxen, hogs and poultry come mainly from Austria-Hungary and Russia.

Higher duties are levied on many

manufactured articles, by which, so far as American products are concerned, bicycles and shoes will be most affected; but while the increased duty on agricultural products is of large interest to the countries that have been hitherto shipping those articles to Germany, what is of vastly more concern to the German people will be the increased cost of the necessities of life.

It is calculated that the people will have to pay in an average year for imported food about \$18,000,000; but, in addition to that, they will have to pay the enhanced price on all the home-raised food products which will be protected by the tariff. United States Consul General Mason, at Berlin, in a report to the State Department at Washington, quotes the Berlin Tageblatt to the effect that the increased prices of food will "revolutionize the whole economic, industrial and commercial status of the German people, drive a large proportion of the laboring classes back to a diet of black bread and potatoes, diminish the productive strength of the nation and its subsequent power of competition and, by provoking reprisals from agricultural nations like Argentina, Austria and Russia—to say nothing of the United States—imperil the foreign markets for German manufactures, which have been to so large an extent the mainstay of the empire's export trade."

The new law will take effect on Jan. 1, 1904, so that between the dates of its enactment and enforcement there will be a period of probably a year or more, during which, Consul Mason thinks, its provisions may be to some extent modified by concessions granted reciprocally in commercial treaties with other nations, which, as is expected, may be negotiated during the intervening period.

There has been a serious decline in the earnings of the English railroads and there are no signs of improvement in the immediate future. Commenting upon the statistics a London correspondent remarks: "This decline of railway receipts is almost invariably the first symptom of a wave of trade depression such as now seems to be beginning to pass over Germany. British shipowners predict that next year will be bad, and the year after very bad. If these premonitions are verified, bad times are before the British railways, and already the directors are coming in for searching criticism." In some quarters there is a disposition to find other reasons besides trade depression. The Westminster Gazette says the English railroads are not up to the times and that their service is far behind that in America. The remedy for the present unsatisfactory conditions, it declares, is to give cheaper, better and quicker service. England's faith in nearly all its time honored institutions is being badly shaken nowadays, but England will probably wake up and hold a prominent place in the procession, even if she ceases to be the leader. Trade depression in England if long continued would be a loss to this country, for England is one of our best customers and if England stops selling it will also stop buying. The things that Englishmen buy from us are chiefly the things that enable them to live and they will of course buy only according to their ability.

Horses ought to wear rubber shoes in this era of electricity.

ANOTHER HEALTH FAD.

There is no end of fads about promoting health. It goes without saying that good health is about the most valuable possession any man or woman can have. Accordingly it is a theme which affords expansive field for speculation and experiment. The ills to which mankind is heir are numerous and how to cure them attracts the attention not only of the most learned scientists, but as well of the vast army of cranks and fakirs. The other day the Brooklyn Eagle gave nearly a column of space to a letter from a man who declares that going barefoot is a universal panacea. He says that the bottom of the human foot must be brought in touch with the soil and that if it is, there will be an end to many maladies. He points out that the savages who go barefooted do not suffer from very many ailments common to a higher degree of civilization.

The Eagle's correspondent says that people troubled with insomnia have only to walk a little while in the garden or on the lawn barefooted just before retiring to secure refreshing sleep. He says the people who go barefooted never suffer pulmonary troubles, heart disease, cancer, toothache or poor eyes. The fact remains, however, that the average of human life is longer among the civilized, than among the uncivilized people. The tribes whose members go barefooted the year round do so because of the climatic conditions, and are almost as scantily clothed in other respects. The rigors of the northern country demand protection for the feet as well as for all other parts of the body. Whoever should go barefooted out of doors for a few minutes about six months of the year in this region would in all probability have some pulmonary troubles in short order. Horses and dogs are cited in support of the enthusiast's argument, and yet horses and dogs in this climate have many ills and the veterinary surgeons do a rushing business the year round. Those periods are very short in which some unbalanced mind does not suggest a new theory for prolonging life, but those who are led astray thereby and induced to desert established methods for self-preservation, as a rule pay the penalty, which sometimes is heavy. Those who expect to insure good health by going barefooted every day will do well to take out an insurance policy with some good company for the benefit of their families at the earliest opportunity.

Postmaster General Charles Emory Smith is enthusiastic over the prospect for the extension of the free delivery system to all the rural communities in the United States. In an address delivered on Grange Day at the New Hampshire state fair the Postmaster General announced that before the present fiscal year ends the department will have carried this service over 8,000 routes, bringing the postoffice to the doors of more than 6,000,000 people residing in rural districts. There are in all 21,000,000 people to be eventually reached by the rural delivery system. The statement that nearly one-third of them now enjoy its advantages is emphatic evidence of the progress that has been made in the few years since this innovation was introduced. The territory already covered is larger than that of all England. The Postmaster General gives to the grange credit for the influence it has exerted and the assistance it has rendered in extending the service,

and he says, frankly, that the government owes as good service to the people in rural districts as to those in cities and towns. The benefits are now so generally appreciated that there is no likelihood that any power can prevent the extension of free delivery to every nook and corner of the land.

There are few lands where the American tourist is not welcome to-day. The American spends his money freely and if anybody renders him a service his reward is sure to be generous. There are countries in Europe that are jealous of the position the United States has gained and that would, if they could, check its further advance, but personally Americans are nowadays treated with a very satisfactory degree of respect. As "citizens of no mean country" they receive the consideration that is their due. The power of the Government that is behind them protects them from indignity. It is not often that the exercise of that power is required in that behalf, for Americans have a way of taking care of themselves wherever they go, and they go everywhere. There have been times when Americans excited intense animosity, but those times appear to be happily past. Even in Spain, which was violent in its hatred in consequence of the war with this country, it is reported that American visitors are treated with the utmost courtesy. It is actually said that they are the recipients of especial attentions. Americans abroad can do a great deal to produce a favorable opinion of their country and it is to be hoped that the good feeling now manifested toward them will not for any reason be disturbed.

The old feeling of quasi hostility on the part of the farmers toward the railroad is rapidly disappearing. The interests of both are identical. The latter realize when the farmers are prosperous it means increased profits for them, while the tiller of the soil has long since learned that the managers of the "soulless corporations" do not lie awake at night studying ways and means by which they can squeeze his last cent out of him. The latest object lesson along these lines is furnished by the statement of Paul Morton, Vice-President of the Atchison, Topeka and Santa Fe, who says if it becomes necessary the road will haul corn into Kansas at reduced rates, so that farmers may fatten their live stock. This is not the first instance of the kind, either. Years ago, when the grasshoppers had eaten up every vestige of growing grain in the Sunflower State, the same road brought thousands of bushels of wheat, oats and vegetable seeds into Kansas and distributed them without reservation, except that, if the farmers paid it back when they were able, "it would be all right;" or, if they were never able to pay back, "it would be all right anyhow."

Not so much money as usual will be required to move the crops in the West this year. Out of 580 banks in the great growing states, 422 report they have more funds on hand than at this time last year, 122 are in about the same condition, and 30 are not so well supplied as they were a year ago. The West is prosperous and is destined to become less and less dependent upon the East for financial assistance.

The British Islands are better provided with rivers than any other country of the same size on the globe.

HOUSEKEEPING BY CONTRACT.

The present is an age in which the economies of living and of business have come to be of great importance. In every new country, rich in the profusion of its natural products, and in which the scarcity of laborers makes high wages for those that can be secured, there is, naturally, a vast waste, because nobody sees any necessity for economizing in the material and methods of living and of business. But finally there comes a time when all the economies must be looked after, because the neglect of observance of them means failure or success in the strenuous competition that is sure to arise when business and social organization shall be fully developed.

Such a time has come in the life and industries of the United States. The conditions which permitted cotton, for instance, to be sent thousands of miles from the fields where it was grown, to the mills where it was manufactured, have now disappeared, and it has been realized that the mills which are put in operation in the immediate vicinity of the cotton fields, are able to drive from competition those far-away mills which once enjoyed a monopoly of the spinning and weaving. A like rule obtains in every other line of manufacturing and, as a consequence, the old-time waste and extravagance in business and living need to be eliminated and all the economies available practiced. In this connection may be mentioned some interesting experiments in applying the economy of wholesale methods to the labor of family life. Of course, merchandise can be bought in large quantities much cheaper than at retail, and the organized labor of a given number of skilled workers can accomplish by such co-operation vastly more than could be done by the same number, each individual working separately and of his own motion. Acting on this idea, in 1898 the Committee on Domestic Service of the Boston branch of the Association of Collegiate Alumnae, feeling that the solution of the domestic problem lay, not in work with the individual domestic employe, but in the evolution of housekeeping, decided to study the possibility of having more housework done outside the home. Laundry work is gradually being done more and more in public laundries, and the standards of work as to cleanliness, the treatment of the clothes, and the quality of the work, are rising. Cleaning is being done more often by outside agencies coming to the house by the day. The tendency to buy wholly or partially prepared food is in harmony with this development and with the principles governing the industrial world.

The need and value of the work being so clear, the Domestic Service Committee was transformed into a Committee on Domestic Science, and investigations were started in laundry work, cleaning and foods. When the difficulties of the work were seen, it seemed wise to do but part at a time, and the work on foods was chosen as most important. It was determined by the Committee that a scientific study should be made of present facts in regard to this debated question of the preparation of food, in or out of the house. Careful experimenters were enlisted and the work was begun under the direction of Miss Gertrude Bigelow, a graduate of Wellesley College. The operations thus carried on during the year 1899-1900 are summarized in the August bul-

letin of the Massachusetts State Bureau of Labor.

The carefully conducted experiments for a family, varying at different times, of from ten to fifteen persons, demonstrated that the home-cooked food could be prepared more cheaply, because outside establishments were conducted in order to make a profit, but the idea was that a co-operative establishment, in which the costs were borne by all the participants in proportion, with the object of making expenses and no considerable profit, would be much more economical than individual home cooking. But since families must eat several times a day, the necessity for keeping a kitchen was ever present, whereas, in laundry work, which only has to be done once a week, and requires the employment of extra help, the cost of home work was greater than that hired out.

Moreover, when food was procured from outside establishments there was no assurance that it would be received warm, and often it had to be heated. The experiments embraced every description of food, including soups, fish, roasts of meat, fowls, vegetables and desserts. Some figures of actual cost may be interesting in this connection.

In the first experiments the average cost per person per meal, including fuel and labor, was 0.25569 cents when all the food was cooked outside. The same food was prepared at home at an average cost of 0.16485 cents per person per meal. In other words, the cost per person per meal was 55.10 per cent. more when the food was purchased ready cooked than when the cooking was all done at home.

In the second series of experiments, in May, 1901, the average cost per person per meal outside, including fuel and labor, was 0.19533 cents, while inside it was 0.15 cents, that is, the ready-cooked food cost 30.22 per cent. more than that prepared in the house.

Without doubt, the day will come when, in cities, institutions whose business will be to furnish and deliver cooked meals to families will be found on every hand, and they will make it to the interest of consumers to patronize them. But whether the relieving of married women from the serious duties of housekeeping will be generally beneficial remains to be seen. When the men of the family go out to work, the women are supposed to be charged with the care of the home. They should be relieved of drudgery, but would it be wise to have the house run by contractors, with no home duties for the women?

It is stated that a movement is now on foot in the City of Mexico to establish a permanent display of the goods of American manufacturers, and at the same time to place in at least one of the great cities of the United States a similar permanent display of the products of Mexico. By this means it is believed that trade between the two countries, which is now rapidly increasing in volume, will be still further stimulated.

Statistics of farm labor prepared by the Agricultural Department show that farm laborers—those who work for hire—are a decreasing element as compared with the entire number of those who do the farm work of the United States. In 1870 they constituted 48.9 per cent., or nearly one-half of the agricultural workers; in 1880, 43.6 per cent., and in 1890, 35.8 per cent., or a little more than one-third.

ADMITTING CHINESE LABOR.

In the course of a year, the act of Congress which excludes the Chinese from immigration into this country will become void and, although it has been accepted as a matter of course that Congress will re-enact it, there is a very decided certainty that active efforts will be put forward to prevent the prolongation of the law.

There is a strong and growing demand for the admission of Chinese labor into the country and its colonies, and it is based on two considerations: One is a requirement for cheaper labor, caused by the strenuousness of competition in the various manufacturing industries, wherein each nation is contending with all the others. The other is the belief that Chinese labor can be used to combat the infamous tactics of the walking delegates in handling ignorant workmen who are the victims of trades union organizations.

The expiration of the Chinese Exclusion Act will occur next May, and it is stated that in the New England, Southern, and Middle Western States, where the Chinese are not known, and where there is a clamor for cheap labor, and where the pauper labor of Europe has proved undesirable, the feeling in favor of a repeal of the Exclusion Act is very strong. In the Hawaiian Islands there is the same demand for cheap labor. All the planters there and all the large owners of sugar stocks in the States and in the Colonies are almost sure to take a stand in favor of Chinese immigration to the islands. Not only this, but there is a feeling among certain employers of cheap labor that the conditions of the Exclusion Act should be modified.

In this connection, United States Senator Perkins, of California, has declared to the San Francisco Examiner that the public would be surprised to learn what prominent men have spoken to him on the subject of the Chinese Exclusion Act, and against its re-enactment.

Of course, white labor in California will resist all it possibly can the admission of Chinese labor to fill up all the fields of industry, not only in the Colonies, such as the Philippines, Hawaii and Puerto Rico, but also in the United States. The Chinese are not desired for employment as skilled laborers, for they have not the training necessary to make them useful in the higher branches of manufacturing, but in all the lower branches of work, where no special training and experience are necessary, the Chinese can be used, and it is safe to say that neither whites nor negroes can successfully compete with these Asiatics.

It is not only a matter of great moment to white labor, but is more than ever of vital interest to the negroes. If this country is to be flooded with Asiatic pauper labor, it is certain that it will sound the doom of the negroes, the great majority of whom are unskilled laborers and would suffer most from the competition of the yellow hordes.

BETTER SANITARY CONDITIONS.

Sometimes there is an inclination to regard scientific innovations as fancies and fads possessing no real value and conferring no real benefit. The scientists do not always agree among themselves as to the importance of discoveries in their fields of investigation. In methods of sanitation there has been such agreement, however, that general application has resulted with advan-

tages which all can perceive. The statistics recently issued by the Census Bureau, showing how the death rate in American cities has decreased during the past decade illustrate in a striking way the change that has been wrought. The health of the nation has improved and with it the period of longevity has lengthened. Boards of health have contributed to this desirable result by the adoption of measures to prevent, isolate and control cases of contagious and infectious disease, by showing the necessity for pure water and efficient sewerage. The ravages of many diseases have been materially checked, consumption among them. Scientific study has made the nature of communicable diseases better known and has developed means of prevention if not cure. Great strides have been made along this line in recent years. Opposition has been encountered but the new methods have been so successful that public sentiment strongly supports and demands their use. It is encouraging to have the evidence of improvement that is now presented in official statistics. Health authorities will gain new inspiration for their tasks. Much has been accomplished but undoubtedly much more may be done to improve the sanitary conditions in cities and villages. Cleanliness is a virtue that is growing in popular estimation. Clean streets are not only favored but insisted upon in every up-to-date town. In like manner the public will be sure in the future to require that every possible means be employed to preserve and promote the general health. There will be no looking backward except to observe advances that may be made.

THE GOLDEN AGE OF LABOR.

A writer in the Forum relates some interesting facts collected by him in a search for the "golden age" of labor. Many unthinking persons entertain the idea that the condition of those who toil is not so favorable now as in times past. There is frequent reference to the good old times carrying with it the impression that the present time lacks advantages that formerly existed. Investigation shows that the number of hours of labor required of the wage earner has steadily decreased while the rate of wages has in most instances increased. Conditions, it is true, are not altogether satisfactory to-day, but the causes for complaint are decidedly less grievous. Mr. Ghent, the writer of the Forum article, expresses the opinion that "the disparity of condition between a laborer and a Charles Carroll or a George Washington was probably greater than exists to-day between a laborer and a Carnegie."

In the last hundred years the working man has gained important benefits and especially in the United States have his interests been advanced. In all countries there has been some improvement but here the men who work with their hands have secured the most generous treatment. The "golden age" of labor is the present age. Much has been accomplished through organization and legislation, but the greatest gains have come through education and appreciation of the fact that the progress of the race can only go forward as the condition of the masses reaches higher planes. The millennium has not arrived. Capital and labor do not yet work entirely in harmony. They will clash in the future as they have in the past, but labor is destined to more and more nearly obtain its full reward without putting hindrances in the path of capital or hampering its operations.

Clothing

Beginning of Success With the Coatless Costume.

The coatless man is wholly and indisputably an American institution of very recent origin. Men have gone in their shirt sleeves during the heat of the mid-summer days from time immemorial, but this custom has nothing whatever to do with the birth of the coatless costume of a year ago and its pronounced development and increased popularity this year. We have just reached the beginning of success with the coatless costume.

American men are dressing closer to comfort than to ethics in dress, yet are not violating the rules of the latter with apparel that is not genteel, refined and dressy. In midsummer negligee dress America has set the style for the fashionable world. During the present season Frenchmen have sought for and to some extent have picked up the coatless costume. Englishmen have not. It is said that the only coatless costumes seen in London this year were those worn by American tourists. In England it is the custom on hot days to wear the cutaway or frock coat primly buttoned over a waistcoat, high collar and stiff tie, the climax being reached with a silk hat. Many institutions insist upon the silk hat on their employees, even down to the office boy. It is an absurd custom, but is one that dates back to an indefinite period.

In one respect Americans have set aside ethics of dress, but have palliated the offense by adopting a coatless dress, which has been both neat, fresh and dressy—a vast improvement over the old alpaca coats, the limp linen coats and trousers and the still more dilapidated-looking seersuckers of our fathers' early days.

The coatless costume really came into existence as a mode of dress late last season, when the shirt waist sprang into such prominence and furnished an unlimited source of fun-stock for the humorous writer. The lateness of the season prevented the real fashionmakers from giving the subject the thought and study it warranted.

The dress of this season is such a vast improvement over that of last as to immediately affirm that brains and experience have been at work on the various articles of apparel which go to make up a coatless costume.

The negligee shirt, which in cities has answered the purpose of the dressy man for a shirtwaist, has been designed and made with a view of its being worn with or without a coat. The patterns and colorings have had the same attention and selections have been along the same line.

The greatest and most marked improvement in the coatless costume is noted in the trousers designed for mid-summer. They are no longer the baggy affairs which masqueraded as outing trousers several years ago, and only held the name for the reason that they were made long enough to roll up at the bottoms, had belt loops, and buttons sewed on the inside of the waistbands. To-day these trousers are neat and trim around the hips, fitting snugly across the back and hips which almost entirely support the trousers. The tightness across the abdomen necessary to get a fit around the waist in the old trousers has been eliminated and now men who can not endure pressure on the stomach by belt or waistband can comfortably

wear them. The leg design is no longer straight, but is conforming to the man. Undoubtedly the trousers as they have been made by the better class of firms for midsummer this season have done more toward increasing the popularity of the coatless costume than any two other reasons.

Attention of the creative and inventive mind next turned to the suspenders, which the majority of men must wear. The old six-end style gave way to the simpler and better two-end style. Now only the one button over each hip is used—at the very point where the support is most needed to hold up the trousers. These are light summer suspenders and are worn under the negligee shirt or shirtwaist.

These are most notable improvements in the coatless costume over that of last year. They have added greatly to the popularity of the costume by getting nearer to the sensible and the practical. They are but starters on the road to success.

Men are now dressing cooler and more sensibly than at any time in the history of clothing, and their demand is for a costume that will more nearly give them the comforts in business that a woman enjoys on the streets. They want light clothing and little of it in sweltering hot days, and they are getting nearer to their wants every day.

The success of the coatless costume this season will undoubtedly spur shirt manufacturers, clothing manufacturers and makers of furnishing goods to great efforts for next year's wear. There will be many improvements, and marked ones, too. The shortcomings that have become apparent this season will be corrected next. It is not predicting impossible things to say that the number of coatless men next year will be fully double that of this season. The style is established and is now on a sensible, practical footing.—Apparel Gazette.

Women's Natures Apparently Changed by Shopping.

"Ever go shopping?" asked the observant man of his youthful companion. "No? Well, probably you will some day. If you do, just notice the women—a suggestion that is needless, by the way, because you can't help it. Now, ordinarily, I like to look at the women—they are a pleasing sight usually—but I don't like to see them when they are shopping. It seems to change their natures entirely.

"No, I am not referring to the threadbare bargain counter jokes, nor do I mean that bargain counters change their demeanor. I suppose they do, but I have always carefully refrained from observing the feminine gender at a bargain counter. But the atmosphere contiguous to the big stores has an effect on a woman that is wonderful—awful.

"My wife induced me to go down town to a department store with her the other day while she selected some dress goods that she wanted. I noticed the different manners of the women. They think nothing of shouldering a man out of the way. And as to other women! Why, each one seems bent on being as discourteous as possible. I am not a lightweight, as you know, but I was shouldered and pushed by big women and small women at times when I thought I was the least in the way.

"In the stores and in the street they walked on my heels, dug their elbows into my sides and knocked my hat off half a dozen times. Did they apologize? On the contrary, they glared at me as

though I were the one who had done the injury.

"I can stand a good deal when it is necessary, but in this case I thought after a few minutes in the store that I had stood enough. So I went outside to let my wife, whose conduct was no better than that of any other woman, get along by herself, which she seemed to be amply competent to do. And here I experienced the worst treatment of all. I know what I am about to tell you will seem like a joke or a falsehood, but I give you my solemn word of honor that it is the truth.

"As I passed out of the big door I held it open for a woman to enter. There is where I made a mistake. I noticed afterward that shopping etiquette requires that you let go of the door as soon as you can, no matter if it hits anybody or not. I bowed as she passed, expecting to receive her acknowledgments. Did I get them? Not even a stare to resent my impudence.

"Such a stream of women was passing in that I dared not let go of the door for fear of hitting one of them with it. I recovered from my astonishment in a moment, and thought I would see how far this thing would go. I counted the women who passed through the doorway I was keeping open. In the space of a very few minutes, believe me, 110 women passed through that portal, and not a single one of them acknowledged my courtesy by so much as a glance of

thanks. Finally, I closed the door gently and turned around to receive a glare of disgust from the woman who would have passed through next had I continued to hold the door open. I might have been standing there yet holding that door if I had waited for any acknowledgment from the women.

"I tell you, my boy, woman is a glorious creature ordinarily, but I'd rather be in a crowd waiting to enter the scene of a prize fight than among a lot of women shopping."

M. Wile & Co.

Famous Makers of Clothing
Buffalo, N. Y.

Samples on Request Prepaid

Ask to see Samples of

Pan-American
Guaranteed Clothing

Makers

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

"SAVE TIME AND STAMPS"

PELOUZE POSTAL SCALES

THE HANDSOMEST AND BEST MADE

THEY TELL AT A GLANCE THE COST OF POSTAGE IN CENTS AND ALSO GIVE THE EXACT WEIGHT IN OZS. NATIONAL 4-1/2 5-00 UNION 2-1/2 LBS. \$ 2.50. THEY SOON PAY FOR THEMSELVES IN STAMPS SAVED.

PELOUZE SCALE & MFG. CO., CHICAGO.

HARDWARE & STATIONERY DEALERS



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.

Our Specialty:

Mail Orders

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

OLD RELIABLE B.L. CIGAR

ALWAYS BEST.

Dry Goods

Weekly Market Review of the Principal Staples.

Staple Cottons—The condition in the staple end of the cotton goods market shows but little change this week from what we have previously reported. It is slow in changing, although there is some slight alteration for the better. Heavy brown sheetings and drills are limited for home consumption, and prices are slightly irregular. Bleached cottons are receiving a fair amount of attention in the way of small and medium sized orders at previous prices, but sellers of all leading tickets hold steady. There is small demand for denims, and the market is reported as being quite irregular in some sections.

Prints and Gingham—Printed fabrics show an improved request by way of the mails, and also from buyers in the market. The agents are only sorry that they cannot supply the demand for calicoes. Prices are higher and show a tendency to advance still more, and it is probable that the demand will increase as soon as the situation is fully understood by the buyers. Stocks are very small and constantly decreasing, the demand already being ahead of the production.

Cotton Blankets—Have been moved freely at first hands on account of the demand on the jobbers by the retailers. A portion of this business has necessarily been turned down on account of the inability of agents to comply with deliveries as demanded. Nearly all are wanted at once or within a very short time.

Shirtings—Are in good demand, not only for shirting, but other purposes, and anything that can be found for spot delivery is wanted at once. These goods are well sold ahead in the most desirable patterns, and stocks are not being replenished to any extent. A large number of the looms that would naturally make these goods are now busy on entirely different fabrics.

Dress Goods—The spring season is still in the prospective stage. Here and there goods are being shown, principally of foreign make, and a limited volume of orders have been taken. There are a considerable number of foreign lines ready to be shown when the proper time comes, and some of the domestic staple lines are nearly ready for the buyers' inspection. Agents, however, are not inclined to show undue haste in launching their new lines on the market. For one thing, the buyer does not show any great desire to start the ball rolling on light weights, and the agent is disinclined to force his attention. Comparatively little will be done on the new lines until after the 10th of the month, and it will be ten days or two weeks longer before the market will be generally open. The feeling of the trade is overwhelmingly in favor of plain goods, and the course of the demand is expected to be very much in the nature of a repetition of last season. A good business is anticipated on sheer fabrics.

Knit Goods—Prices on spring goods are very unsteady, caused partly by the extreme unsettled condition of the yarn market, and partly, although to a more limited extent, by overanxiety on the part of some manufacturers to undersell the others. This extreme cutting of prices in some cases causes watering of goods, and subsequently cancellations. The manufacturer in these cases sees that he cannot make up the goods or-

dered at the price accepted, without himself losing money, and so the goods delivered are quite a different thing from those submitted to the buyer. We have noticed balbriggan underwear in the window of the retailer, that was claimed to have been made from genuine combed Egyptian yarn, selling at 25c per garment, when, as a matter of fact, no underwear of that kind can be profitably retailed under 50c per garment.

Carpets—The market from the jobbers' standpoint has continued quiet. As this is usual at this season of the year, there are very few who are disappointed at the volume of business. Regarding an advance in prices, the jobbers and cut-order stores do not anticipate any higher values this season. In fact, they claim that at the present level the volume of business with some has been below expectations. Some New York selling agents have obtained of late some very fair orders for the best ingrain and art squares. In general, the season has been a serious disappointment to many manufacturers of ingrain. Occasional mills have been found this week which are quite busy on ingrain. While the majority are now winding up their orders, some are stopping their looms as soon as orders in hand are completed, and after September 15, a large number of ingrain looms will be idle. When the writer asked a large manufacturer the cause of the short season, he replied that there were various reasons, one of the most important being the fact that in the West, where such large business had been done for many years, the failure in the corn crop, besides other local causes, had induced the Western buyers to remain at home instead of coming East to place orders until they were sure of future conditions.

Straw Mattings—The sales are now falling off as compared with the distribution earlier in the season. Imports of China matting have, to some extent, been reduced during the past few months, while the Japanese matting is increasing in volume. Prices remain steady at former quotations.

Smyrna Rugs—The months of July and August have been noticeable this year, as there have been a number of job lots sold in fair quantities at lower than regular prices. Buyers will be able to obtain them at cut rates after September 10, and from that time on into the fall months the prices will be firmer and held for an advance.

A Correct Estimation of Values.

One of the first things to learn in life is to put the proper value on things. It is most unfortunate for an American youth to be brought up to think that no one is successful unless he has been able, by hook or crook, to lift himself above the common order of mankind. No man is supposed to be successful who has not lifted himself out of poverty. The American youth is seldom told that to perform the common duties of life is to succeed. Somehow or other the word "success," is nearly always linked with fame or with the attainment of great riches, when it applies, just as readily, to the man who rises in a moderate way in city and in country. The fact is that most of us can never hope to be rich. The greatest wealth of this country is not among the millionaires, but among the common honest people, who are content to do their duties, cheerfully, willingly, as well as they know how, and then save part of what they make.—Success.

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.

**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"

Dress Goods



We have some exceptionally good values in Plain and Mixtures in all wool Flannel and Fancy Dress Goods from 28 inch to 36 inch to retail from 10 to 50 cents.

Plain Cashmeres from 28 inch to 44 inch to retail from 10 cents to \$1.

P. Steketee & Sons,

Wholesale Dry Goods,

Grand Rapids, Mich.

WE GUARANTEE

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

ONE HUNDRED DOLLARS

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

Robinson Cider & Vinegar Co.

J. ROBINSON, Manager

Benton Harbor, Michigan.

Shoes and Rubbers

Trials and Tribulations of the Average Dealer.

The writer happened in a store the other day just as the proprietor and his clerks had finished the examination of a shipment of shoes for the fall trade, and were boxing them up to be returned. "I am sorry," said the dealer, "for more reasons than one, to be compelled to return these goods. In the first place I need them, or rather I need the shoes I bought, and I don't know where I can have them duplicated in time. I suppose I will be compelled to pick up something from the jobbers to take their place.

"To say that I am very much disappointed does not half express it. In the second place when I notify these people that I have returned the shoes for a cause, they are going to be mad about it, and will insist that they are as good as the samples, etc. If they happen to belong to this Manufacturers' Protective Association we read about they will, no doubt, send in my name to be placed on the unfair list. But what am I going to do? I can not allow myself to be coerced into accepting these rank imitations of the shoes I bought for fear that I will be branded as a "kicker."

"In my opinion, to make things equal the retailers should organize a protective association also and keep an unfair list of the manufacturers and jobbers who will continue to send out goods far inferior to the samples they show the trade. I am happy to say that I believe these people compose a very small percentage of the whole. Everything else being equal, their proportion is about the same as the unfair retailer, and if we are going to keep a record at all, why not be fair and give both sides to the controversy a chance?"

The writer looked over this lot of rejected shoes and, taking the price into consideration, the dealer was certainly justified in returning them. They were men's shoes, Vici Kid welts, kid lined, and the price was \$2.50, which now days pays for a pretty fair article. Scarcely any two pairs of this lot were anywhere near alike. In fact, several pairs did not mate at all, the right shoe would be made of a nice soft piece of stock and the left would contain a coarse grained piece of leather from a much heavier skin. The tips on some were very crooked, and in nearly all of them the linings were full of wrinkles. This man was certainly justified in refusing to accept such a lot at \$2.50.

We made the acquaintance some time ago of a man who manufactures a specialty line of shoes and he admitted that he made his samples from stock costing from 4 to 6 cents a foot more than the leather he put in the goods and paid nearly double for finishing. Of course, we all expect samples to look a little nicer than the general run of the goods, but such a difference as this is too much.

The writer was in a store recently while the dealer was looking at a line of ladies' shoes. The salesman showed him a very pretty sample at \$1.60. The dealer looked it over carefully and said, "Can you send me as good a shoe as this sample for \$1.75?" The salesman said he could. "Well, you can send me thirty-six pairs just like that \$1.60 sample at \$1.75," he said. He liked the shoe and thought it a good one for \$1.75, and he knew it could not be made for \$1.60.

Dealers are also complaining of the season just passed. They say shipments were very unsatisfactory. Many were from three weeks to four months behind time, others came along on the installment plan and at intervals so far apart that it caused loss of sales, to say nothing of the annoyance of being compelled to "stand off" waiting customers from day to day with promises that never materialized. If the dealer would insist upon being served promptly or not at all, some of these manufacturers who take orders for more goods than they can possibly deliver on time might turn over a leaf for the better.—Shoe and Leather Gazette.

Hard Competition for the Small Dealer.

Has the specialty shoe come to stay, or is it, to a certain extent, a fad that will have its run and then go by? This is a question that is puzzling the average retailer, and a question upon which there is a wide difference of opinion even among those whose judgment—owing to their large experience and close observation of the trend of affairs—is of value.

By some it is believed that this twentieth century is to be the great age of specialties; that it is the modern way of doing business, and that to achieve success one must conform to it and become a specialist. On the other hand, there are those equally competent to judge, who are firm in the belief that specialty shoes are but a passing fancy, and that they will soon lose their novelty, and, although perhaps slowly, yet surely, pass out.

But while opinions may differ as to its future, all are agreed that the advent of the specialty shoe marked a new era and inaugurated a radical change in the method of retailing shoes. It is also agreed that its effect has been detrimental to the great majority of retail shoe dealers, and especially so to those situated in or near large business centers. Retailers, especially in cities, with small or medium sized stocks have been gradually losing their trade on certain grades of men's and women's goods until to-day that part of their business is seriously affected. That such is the fact is not surprising when we consider the advantages the specialty store, in some respects, has over the average retailer.

In the first place, the specialty shoe is thoroughly advertised. Advertisements are prepared by experts in their line and are written in such a way as to arouse a curiosity and create a desire among the people to see the shoe they have heard and read so much about. The second, and, I believe, the greatest advantage enjoyed by the specialty store, is that it has the sizes and widths and can properly fit nearly every one that visits the store.

While a customer may find in a regular shoe store, at the same prices, goods of equal style and value as the advertised shoe, yet he can not find the complete run of sizes that is found in the specialty store. People were never so particular about the fit of a boot or shoe as they are to-day. For instance, the man who was once satisfied with the fit of an 8-4 boot now demands a 9-2, having found possibly by a visit to a specialty store that 9-2 was his size and width. Of course, such a customer is lost to the average store, and there are many such customers.

Yet, notwithstanding all the advantages enjoyed by the specialty stores, it is a well known fact that with very few

There is a distinct and recognized commercial value that goes straight to you with every pair of our Seamless No-Rip Shoes.



BRADLEY & METCALF CO., Shoemakers, Milwaukee, Wis.

Popular Prices for Particular People

IN

WELTS that WEAR
Built on Honor by

Rindge, Kalmbach, Logie & Co.

Makers of the

Grand Rapids 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



Geo. H. Reeder & Co.

Wholesale

Boots and Shoes

Grand Rapids, Mich.

exceptions they have not been paying investments. This failure to net a profit on the money invested is owing chiefly, although not wholly, to heavy expenses—high rent, costly fixtures and furnishings, expensive advertising and being obliged to depend upon a manager and clerks for the success of the venture.

Some may think that as these stores are operated by manufacturers they can sell goods at a smaller price, and yet make the same per cent. of profit that is made by other stores. That is not so, for rent, help, fixtures, advertising, insurance and other incidental expenses will cost the manufacturer the same that they would cost any one else, and the amount he would save by putting goods of his own manufacture in the store would be more than offset by the amount he would lose in being compelled to trust his whole investment to a manager and clerks. In other words, I believe that the man who personally conducts his own store can save more than the difference between what it would cost him and what it would cost the manufacturer to put the same goods into a retail store.

Such phrases as "From maker to wearer," "Save the retailer's profit," etc., have a very pleasing sound and may appeal to some, but any person of ordinary intelligence knows that if goods are sold at retail, a retailer's profit must be paid to some one, either a manufacturer, jobber or exclusive retail dealer.

During the past year very few specialty stores have been opened, and no shoe has appeared which has acquired more than a local reputation; their existence, like so many of their predecessors, has been very brief. The novelty has worn away; sharp competition is met, and under these conditions nothing but very expensive advertising will to-day cause an unusual demand for any particular make of shoe, whatever name may be given it.

That the specialty shoe some time ago reached its zenith and that the reaction has already set in is very apparent to close observers of affairs and conditions. How far the pendulum will swing in the opposite direction none can tell, but the regular retail shoe dealers may rest assured that in the future the specialty shoe and the specialty shoe store will not be the disturbing element in their business that it has been in the past.—F. W. Gilbert in Shoe Retailer.

Where the Responsibility For Shoddy Shoes Rests.

A retailer in a recent contribution makes the following observations on shoddy shoes:

"A sole leather counter and inner-sole are to the shoe what a solid foundation is to a building, without these essentials you have nothing. If the shoe-wearing public would stop and consider that from twenty-five to fifty cents more per pair will buy a sole leather counter and inner-sole, the only foundation a shoe has, they will find that extra amount spent will prove in the end true economy. The average dealer tries to sell the shoe that can be sold for the least possible money, regardless of quality, when the object should be to sell nothing but a solid leather shoe at live and let live prices. These are the kind of shoes that give all parties concerned a better article than could be bought twenty years ago, and are selling for less money than they did then, with leather higher to-day than it was at that time; then why buy the shoddy article? Come, let us reason together and drive the shoddy goods from the market and one and all demand all leather shoes, and let the shoddy article die with the

nineteenth century, never again to find a place with the shoe wearing public. One of the main things that has given them a place is the profit in the sale of them. The cheaper the shoe the larger the profit.

"Much can be learned of the character of people by the condition of their shoes, also much can be learned of the character of the retailer by the quality of the shoes he sells."

Are retailers responsible for the manufacture of shoddy shoes? Traveling men who pay more than casual attention to such things, say that with the manufacturer or wholesaler who is so anxious to place his line that he makes credit cheap, he is equally responsible. If there was no demand for a shoddy article, the people who make them would soon find the business unprofitable.

The truth of the matter is that the number of retailers who are continually clamoring for something cheap is large enough to keep shoddy stuff on the market. As long as there is a demand for a thing, just so long will it be produced.

The people who demand the cheap article are not always actuated by a desire to increase profits at the expense of their reputations—to get something for nothing.

One great trouble is, credit is so cheap now days that most any one can engage in the retail business. The result is that in every community we find people engaged in the mercantile business who by rights have no business there, they are totally unfitted, financially and morally. They frequently have no business capacity whatever, but the anxiety of some wholesale house to have their goods handled in the town is responsible for their entry into the ranks of the retailer. They are given credit, and nine times out of ten abuse the privilege.

Sometimes because they are dishonest and frequently from ignorance, they indulge in expensive advertising without any conception of the profits the goods must bring in order to pay all expenses. Standard makes of shoes are sold so close that the merchant who knows what he is doing can not compete. He knows there is bound to be an end to such things, but the other fellow does not know or perhaps he does not care, and the slaughter of profits continues on his part until the others in desperation begin to demand something that looks good for a little money in order to undersell him without loss to themselves.

The merchant who buys recklessly is another cause. Right in the middle of the season he awakes to the fact that he is overloaded, bills begin to come due and he must have money. His shelves are loaded with goods that are not moving. There is only one thing for him to do, he must make some kind of a special sale, so he cuts prices and slaughters profits. He will try to come out even if possible, but he must turn the surplus into money, even if he is compelled to do so at a loss. The careful, conservative dealer for these reasons is continually at a disadvantage. Fortunately these conditions do not exist in all parts of the country, but they do occur too frequently, for the good of the trade. Organization on the part of the retailer would be a long step in the direction of reform.

Drawing the Line on Jackson.

A good story is told in Missouri at the expense of her once famous Governor, Claiborne F. Jackson. Before he solved the enigma of love-lock he had married five sisters—in reasonable lapses of consecutiveness. After one wife had been lost and appropriately mourned he espoused another, and he kept his courting within a narrow circle of his own relatives, for he rather likee the family.

The antiquated father of these girls was almost deaf, and when the Governor went to this octogenarian to ask for his surviving daughter the following conversation ensued:

"I want Lizzie!"
"Eh?"

"I want you to let me have Elizabeth!"
"Oh, you want Lizzie, do you? What for?"

"For my wife!"
"For life?"
"I want—to—marry—her!"
"Oh, yes! Just so. I hear you, boy."

"I'm precious glad you do!" muttered the Governor.

"Well," slowly responded the veteran, "you needn't halloo so that the whole neighborhood knows it! Yes; you can have her. You've got 'em all now, my lad, but for goodness sake, if anything happens to that 'ere poor misguided gal, don't come and ask me for the old woman!"

Jackson solemnly promised that he never would.

A novel way of administering justice and bestowing impartial punishment on juvenile offenders was shown in a Chi-

cago court the other day. Two boys were on trial for fighting, accompanied by their respective mothers. The justice simply had the mothers swap sons and then administer spankings. The punishment the urchins received was vigorous.

In the future Boston's public school buildings are to contain well-appointed bathrooms. The impulse was given two years ago when the Paul Revere School was erected, and now bathrooms are to become a regular adjunct of the public school system. Five new schoolhouses are to be opened this fall and each is provided with bathrooms. The teachers in the Revere School report that under the beneficent rule of cleanliness the scholars are better in every way, they themselves are able to do more work by seeing clean children all day, and the school work has increased in results.

Patience is the mainspring of success.

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.

**We Carry
Shoes and Rubbers**

That are trade winners and will
make money for you.

THE WESTERN SHOE CO.

TOLEDO, OHIO

Village Improvement

Ups and Downs of Village Improvement Society Work.

Written for the Tradesman.

While in the lexicon of the Improvement Society there is no such word as fail, there are times when it does seem as if it would have to be written in the appendix. When the world is busy planting its garden and putting its yards in order enthusiasm is unbounded. The ideals are high and everybody settles down to business confident that the ball of progress fairly started, will be kept in motion, and the advancing seasons will be a record of unbounded success. The theory is all right, but the practice is often deplorable. This summer will answer for an illustration. The outlook until the beginning of June was fine. Things picked up, looked as if they were to stay picked up. Then began the unparalleled heat, then the implements of industry were abandoned, and nature asserting herself was not long in reducing affairs to their original condition.

"About this time," as the old "Farmer's Almanack" used to say, the reign of the weeds begins, and the garden that dallies with them is lost. Not a corner nor an inch of territory is free from invasion. From the modest, delicate chickweed—the biggest unmitigated hypocrite that ever sneaked into a garden—to the burly burdock and the incorrigible purslane, eternal vigilance is the only guaranty of victory. They may be eradicated root and branch at sunset, but sunrise finds them as fresh as the morning, and exulting over their early start and the progress already accomplished. If the sluggard ever gets tired of going to the ant, he will find the consideration of the garden weed quite as profitable.

The wholesale neglect of weeding is painfully apparent even before mid-summer. By that time both the Goth and the Vandal have scaled the barriers of civilization and taken forceful possession of the fertile fields and gardens and roadsides leading to them. Vacant lots are their rendezvous, and in the absence of the owner they pitch there their tents without leave or license. Acknowledged robbers of the soil, they settle down at once to their nefarious business, and, stealing the nourishment of the grasses from under their very feet, flaunt their plunder in the faces of the plants they have ignominiously robbed.

While the invasion of the dooryard by the weeds is discouraging to the Improvement Society, it is often a matter which will correct itself. The too jubilant pigweed, before its seeds are ripe, in the very hour of its rejoicing, is liable to give point to the well-known text: "In the morning it groweth up; in the evening it is cut (pulled up) down and withereth." There are times, too, when the ambitious "pussly" radiates too far from its center and the indignant gardener noting it, cuts its blood-sucking root and throws it into the alley. It is the vacant lot and the neglected roadside that are the thorn in the flesh and awaken despair in all but the most hopeful. "We are still fighting dirt and weeds," is a recent wail from Colorado. "Neglected lots and the roadside bordering upon them fill us with dismay," sighs a city society of the Middle West. "The ladies of the Society make a special request that citizens cut the weeds and make their places more tidy

before the opening of the state fair," pleads a Lincoln, Neb., daily paper.

"A motion was made and carried to donate \$5 to be used towards the clearing up of vacant lots in territory under the care of the organization," reports another newspaper, and so from one end of the country to the other the Improvement Societies are wrestling with an evil which should have no existence. A non-resident's lot, instead of being exempted from fine for negligence, should be taxed for the extra care which a well-ordered town in self-defence is forced to give it. It is often unfenced; it is sure to become the nursery of the rankest and most persistent weeds, and forlorn from curbstone to alley, is often the sorest eyesore of the neighborhood.

The only redeeming feature of such lots is the remarkable mass of color which the height of the season here offers. The discouraged soil of the New England pasture surrenders at discretion at the bars and the victorious golden rod taking the field for its camping ground, pitches tent after tent until the old pasture becomes another field of the Cloth of Gold. Within the shadow

of the Rockies the honey flower crowds the empty lots of Denver with its purple plumes, and the Middle West is gorgeous now with the shining shields of the sunflower. Two squares from my desk a city lot, forgotten by its owner, is a mass of waving yellow. The grass was killed in spring. The purslane and the knotgrass joining forces, fought their common foe in vain, and the weed of the prairie had its own way. The field is a grove of sunflowers varying in height from three feet to ten, the largest flower from ray-tip to ray-tip, measuring five inches. A month from now the seed cups will alone remain and the birds and the Nebraska winds will see to it that the seeds are widely scattered. How to stop the evil remains an unanswered question. One of the most feasible comes from Denver, where the Society has received encouragement in the form of substantial donations from citizens, a condition of things, it is feared, not generally found in other cities of the Union.

R. M. Streeter.

How the Irishman Rattled the Conductor.

A big, good-natured-looking Irishman boarded a street car and took a seat far in the front. He showed evidences of being a hard-working citizen in his clothing and the smudge on his face and hands. In his mouth he wore his treasure, a black, short pipe, which showed evidence in its color and in its pungent odor of months of tender nursing and petting.

The conductor saw the pipe. The rules said: "Three seats in the rear for smokers." The man with the pipe was three seats from the front. The ire of the transit company's retainer rose accordingly. He was a bit of an Irishman himself.

"D'y know th' rules of the company?"

"Oi do not."

"Can't ye read?"

"Oi kin not."

"No schmokin'."

"Who's a schmokin'?"

"Ye've yer poipe in yer mouth."

"Oh, have Oi! Oi! Oi've me shoes on me fate, too, an' Oi ain't walkin'."

The conductor retired temporarily defeated in the battle of wits. Presently he came back to the assault.

"Did Oi get yer fare?"

"How do Oi know if you got it or dhe company? Shure, Oi didn't hear ye ring it up."

The conductor was so "rattled" this time that he rang up four transfers instead of the four nickels that he had collected.

Will Bring Trade in Swarms

It's a business boomer for September

This booklet will give you a retailing plan for September that will make your competitors feel blue.

If we have no regular customer in your town you may have this plan for the asking.



Just write us for "Helpful Hints No. 3E" if you want to get all the details.

It will pay you to keep in touch with us if you wish to "do things different" from your competitors and incidentally corner a big share of the trade in your town.

Invest in ideas. They pay big dividends

In this case you invest a postal card.

CLERICAL CAREER.

Its Advantages Over That of the Lumber Shower.

Jack sat on a dry goods box at the end of the counter waiting for the store to close, when he intended to have a regular heart to heart talk with the senior clerk. As the store was in the country it was usually kept open until 8 or half past, as the trade demanded or the loafer dictated.

At last Mr. Freemont drew the blinds and bolts, figured up the counter books the other clerks had forgotten or neglected, counted his cash, and finally announced that the rest of the evening was at Jack's disposal.

"Well, Dick"—Mr. Freemont, although 40 years old, never received from child or adult a more dignified title—"I've got a soft snap at last, and thought I might as well stay and receive your congratulations." This in a rather patronizing tone. "For five years now I've rasted slabs in a mill, shoved lumber, stayed in dirty camps in the winter, and worked at every old thing that was hard. Up at 6 o'clock every morning in summer and earlier yet in winter, and not know a minute's rest until 8 at night, and I've got tired of it. So last night I went and saw your boss and he said he would take me into the back room to handle feed and do the heaviest work for awhile, and meanwhile work me into the groceries and dry goods. Then if I suit, I'm to have the first vacancy as a full fledged clerk."

Jack spoke in a somewhat excited voice and with a smile on his round face the length of your arm. The face of the older man was something of a study, the smile indicating a little cynical amusement.

"Have you your breath yet, Jack? May I get a glass of water—a fan—anything? When do you expect to commence this soft snap of yours, anyway?"

"Oh, you can do a lot of sneering if you like. You clerks all do a good deal of talking about how hard you have to work and all that, but I notice you don't leave the store unless you get kicked out."

"Come, Jack, don't look cross. It spoils your dimples and takes away that expression of perfect faith in the unexplored that it so clearly shows. Sit down again and let me turn the kaleidoscope of your future as a clerk before you. My experiences of the past ten years may open your eyes a little and be of some use to you in the time to come."

"Well, fire away, but remember that I don't take everything that your cynical views of things suggest as gospel."

"You're going to begin your duties next Monday, believing that this little rosebud idea of a 'soft snap' of yours is going to blossom into a blush rose. Well, it won't. It will simply blast. In the first place you will have to get down here at 6 in the morning to sweep out and dust before the store opens, while at the mill you had to get there until 7. Still, while you're serving your apprenticeship shoveling feed, it won't be quite as bad as when you commence to work into groceries and dry goods. Your 'soft snap' will then become manifest to you, having people watching you weigh butter and lard and thinking, and also hoping, you're trying to cheat them out of an ounce or two in order that they may find fault somewhere. When you have so far advanced that you can grin at a kid that has just tipped over a jug of molasses on the counter, and can assure its moth-

er that it was all right to set the baby on the counter to play with the pretty jug; can take the penny all sticky with molasses that the little one holds out to you, and wait, with a broader and more admiring grin, if possible, while it selects the kind of candy it wants—by the time you can do all this, I say, you will be fit to give a little assistance on the dry goods side. Now is where the 'snap' actually begins; in fact, it would be a pretty good name to describe some of your customers. At a dry goods counter is where you meet with the very meanest or best qualities in a person. It is where an extravagant person spends money he can't afford to spend in that way; where a stingy person tries to jew you down so that he may feel he has made a bargain; where an idle person makes you fill up the counter with goods she has no intention of buying. Here is also where you will sometimes meet the man or woman who will insist on your measuring all the calico they may buy with a yard measure instead of by the folds, and they are especially anxious for you to do it if there are other customers waiting."

"Can't you think up a few other things against clerking?"

"Just a few to-night. You have been accustomed to leave your work when you wished to see a ball game, go fishing, visit another village, or do any of a dozen other things, and could easily supply another an to take your place. Pleasures outside town are no go if you hold your job in a store. You must be there all the time, and even your evening doesn't commence until half-past 8 or 9."

"And may I ask why you have kept on clerking the past ten years? I should have thought you would have shoved lumber in a sawmill for a year or two just for relaxation."

Dick laughed and answered:

"In a store you get all goods you require at cost and 10 per cent. You get the experience that will help you in any business you may be employed in later better than any other training you could go through; you get an opportunity to advance, and acquire the polish, if desired, that an European education couldn't give; lastly, my boy, anyone who enjoys studying either Darwin or human nature—they are a good deal alike, you know—really enjoys clerking. That's why I've always kept at it."

"Yes, it would be strange if you doubted Darwin's theory," answered Jack, as the clock struck 11 and he rose to go. "On the whole, I rather think you're the missing link yourself."
Louise Cameron.

The planting of trees in the public streets seems to have its drawbacks as well as its advantages. At least this seems to be the experience in Portland, Oregon, where, as elsewhere in the United States, there has been considerable planting of shade trees. The poplar, from its quick-growing habit and the ease with which it could be procured as compared with many of the other varieties commonly planted for the purpose, seems to have been extensively used. Its deep-rooting habits, and the numerous fine shoots which it sends through the ground in search of water, have, however, proved its ruin, and the fiat has gone forth for its destruction. Many of the breaks in the sewers have been directly traced to this habit, and the increasing expense to the city from this cause has prompted the cutting down of the trees.

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GOLD MEDAL, PARIS, 1900

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TRADE-MARK.

Their preparations are put up in conformity to the Pure-Food Laws of all the States.

Under the decisions of the U. S. Courts no other chocolate or cocoa is entitled to be labelled or sold as "Baker's Chocolate" or "Baker's Cocoa."

Grocers will find them in the long run the most profitable to handle, as they are absolutely pure and of uniform quality.

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WALTER BAKER & CO. Limited,
DORCHESTER, MASS.

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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.

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

The Meat Market

World Shy Fifty Million on Sheep.

The estimated total number of sheep in the world is 469,526,000, a decrease of 53,178,000 from the estimate made by Mulhall in 1887, and of 70,518,000 from estimates made a few years later. This would appear, at first glance, to be of serious import to the wool manufacturing industry everywhere, more especially in connection with the production of fine grades of woven goods. It is a fact, however, that the stock of wool in the world appears to be as large as ever, and prices for wool are so low that the producers declare that they are unremunerative. There has been a decline in the aggregate number of sheep in the European countries of 40,000,000, or 19 per cent., in a comparatively short period. The number of these animals in Germany decreased from 25,000,000 in 1873 to 11,000,000 in 1897. The number in Spain has decreased one-half since 1880, and Hungary has only two-thirds as many as were in that country thirty years ago. The flocks of Great Britain, France and other European countries are not increasing, as all the available grazing lands have been utilized for years. Russia is the only exception to the general European decline, but the increase there has been slow in the past few years. However, it is the only Old World nation that is likely to increase its holdings of sheep. Australia, which was formerly noted for its immense flocks, is falling behind with alarming rapidity. The Argentine flocks were seriously depleted last year by floods, which destroyed millions of sheep, the losses more than equaling the natural increase. The same was true, on a smaller scale, with reference to Uruguay. In the United States there are fewer sheep than there were ten years ago, but the flocks are again slowly increasing. Not only has there been a decrease in the number of sheep in the world, but there has been a gradual changing from the merino, or the fine-wool breeds, to the mutton-producing breeds. There are economic reasons for this, the most important being, as before mentioned, the relatively low price for wool and the increasing demand for mutton. The latter has been stimulated by the improved facilities for preservation and transportation of meats.

The frozen meat trade has apparently revolutionized the sheep husbandry of the world. Sheep can be slaughtered and transported any number of miles by land in refrigerator cars and across the most expansive part of the ocean in

ships provided with systems of refrigeration, with the quality of the meat often improved upon reaching its destination. In the year 1900 the number of frozen wethers exported from the Argentine Republic to England was 2,372,939, and the number exported from Australia to the same country was over 4,000,000. For the first quarter of 1901 the number of frozen wethers exported from the Argentine Republic was 683,972. This shows in part how great the demand for mutton is and how the flocks are being depleted thereby. Probably this will result in higher prices for wool and the consequent increase in certain countries of the flocks of merino sheep. As the situation is now, the only increases are in flocks of large-bodied animals reared only for the purpose of disposing of them as mutton.—Butchers' Advocate.

Good Meat at Two Cents a Pound.

One of the most promising branches of business in Paraguay is that of cattle breeding, because of the splendid quality of the pastures and because the country is one of the best watered in the world. The northern part of the republic is specially promising for starting cattle farms, as land there is of good quality and cheap. The cost of one square Spanish mile of land measuring 4,300 meters on each side is \$1,000.

Meat is cheap, perhaps cheaper than anywhere else on earth, since a bullock four years old is worth only \$10 gold. The hide, tallow and grease being valued at one-half that sum, there remains say \$5 as the value of from 300 to 350 pounds of meat, being less than two cents per pound for meat of the best quality without bones. Under these circumstances it is evident that it would be a most profitable business to establish a meat preserving factory for the manufacture of extract of beef and of salted beef for the Brazilian and Cuban trade, where many thousands of tons of the last-named article are consumed annually by the native people.

Because of such an abundance of cheap meat, and desirous of encouraging the meat preserving industry, the government of Paraguay has lately passed a law providing for the introduction free of duty of all things necessary for equipping such a factory, provided for the small export duty of 15 cents gold on the finished product of each bullock or cow. Wages are exceedingly low. The present pay for a good laborer is but \$5 gold per month, or 15 cents per day, including board.

College Diplomas for Killing and Curing.

The scheme of teaching persons by mail how to become lawyers, actors, detectives, etc., has not yet been extended to include the butcher business. Any man so apt as to be able to learn how to buy, cut, and sell meat and make money at it, simply from reading printed instructions, would do better

if he instead went into the law business. In Germany they have a butcher's school of instruction, where the students are taught the business from A to Z. Good butchers are turned out from that school, but there really is not a demand for so many as are to be found looking for work. What will become of the butchers in this country when a school similar to the one in Germany is opened at Minneapolis, Minn., is a problem that fills one with dismay. It is to be conducted in connection with the Minnesota Agricultural School, and \$7,000 has been appropriated for erecting the building. Students who take a butcher course will be taught how to kill, dress and cure. We understand that hogs are to be given more attention than cattle or sheep, but that "all branches will be covered." In a few years, we presume, it will be common to see in meat markets diplomas stating the owner is a graduate of a college and has taken a full course in butchering and curing. Without a business training, however,

his diploma will be of no use to him aside from obtaining a position at the usual salary in the market of some practical butcher who does not know a diploma from a diplomat.

Want Cheaper Tallow.

According to a report current in Kansas City, Mo., Western soap manufacturers are planning to form an association to buy their tallow, rosin, etc., at cheaper prices. This was the decision of a secret gathering in Kansas City of representatives of several large firms in and west of Chicago. No attempt, it is said, will be made to control the prices of these commodities. The names of the firms are not known at present.

Man With the Heavy Thumb Again.

The Widow—The butcher offered me his hand this morning.

The Maid—And did you accept it?

The Widow—No, indeed. You see, he tried to work it off on me with the steak, but I made him take it off the scales.

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.

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DETROIT, MICHIGAN

OUR LEADING BRANDS. KEEP THEM IN MIND.

FINE CUT

UNCLE DANIEL.
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FOREST GIANT.
SWEET SPRAY.

SMOKING

HAND PRESSED. Flake Cut.
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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.

TRADE WINNERS.

Courteous Treatment of Customers and Unimpeachable Honesty.

In this boasted and boastful age when by-products of every sort are being converted into cold cash, a man ought to investigate himself occasionally to see if anything is going to waste which might be utilized. Courtesy has a commercial value as much recognized and sought after as capital, and yet some men are not cultivating it but let the opportunity go to waste, while they are growing at fortune's scanty favors. In fact, courtesy has a value above cash, for you can not go into the market and buy it with money or its equivalent. If the commercial agencies rated men correctly they would invoice their moral and mental qualities just as much as their stock, fixtures and accounts.

The entries might appear something like this in the scale of 100:

- Honesty, 75 per cent.
- Executive ability, 90 per cent.
- Courtesy, 95 per cent.

And so on through the list of attributes which make up a man's character.

It is a fact that a man's reputation for honesty and ability enters largely into his rating, and justly so, and yet I know men with a fair amount of both and a stack of dollars on top of them, who failed because they were cranky or crabbed or unpleasant to deal with.

Courtesy in business ought to be regarded as much of an asset as honesty, and among employes it ought and does in many places command a premium in the shape of higher salary or advancement in position.

I know of a popular restaurant, made so not because they serve better or more appetizing dishes than others, but the proprietor is a brisk, genial man, welcoming his guests with an appreciative word, and his waiters are polite and pleasant and really seem to belong to the same race of people as yourself, while the cashier is so affable that all through the meal you anticipate the pleasure of paying her.

It is evidently no accident that these people are associated in business together, but the proprietor knows that people come again to a place made pleasant and attractive by courteous treatment. The general public will even go to considerable personal inconvenience and overlook many objectionable features for the sake of dealing with one who succeeds in pleasing them. I knew a man whose business did not seem to suffer in the least because of his sharp practices because he had such a frank, friendly manner that people would rather be swindled by him than treated fairly by his less courteous competitors. Now this is not an argument for winning manners and dishonest practices, but an illustration of what can be done notwithstanding a known reputation for trickery. Add to the courteous treatment the most unimpeachable honesty and the combination is doubly strong.

As an illustration of how much the ladies are influenced by the bearing of those who serve them, two women sitting near me in a railroad car were telling their troubles. The older lady was complaining, apparently with some cause, of the treatment she had received from the ticket agent and the inconvenience it had caused her. On account of that the entire system from section hands to general manager was condemned, a boycott declared, and when she reached the home of her friend, who was an official of the road, it was prom-

ised that the offending ticket agent should be punished in a manner befitting his offense! And the younger woman opined that such employes ought to lose their positions. It is a "dead" certainty that the railroad or the store which allows its employes to be obliging to its patrons is going to lose its patronage and the lady patrons will be the first to go.

It may be that a railway company can exist without its lady patrons, I don't know about that, but I do know that a merchant who loses his lady customers may as well close his doors. The women are the principal buyers of merchandise, whether they hold the purse or not.

I have often seen that demonstrated. A man may look at goods and partially select what he thinks necessary, but if he does, he will usually say, "I will have my wife call and look at them before you send them up," and when he comes with her to show her what he has selected, she will say with the utmost unconcern, "O, that isn't what I want at all," and calmly proceed to make her own selections. It is because ladies are the largest patrons of the store and because they are easily attracted or repelled by the manner of the salesman, that no merchant can afford to ignore the business value of courtesy.—Uncle Reuben in Furniture Journal.

"The Man Who Can."

Carlyle wrote a considerable amount of readable matter in his day; but in all his works we have never run across a line that contains as much suggestion as he has infused into the seven one-syllable words here quoted: "The King is the Man who Can."

All the elements of success are there. The whole secret of greatness sticks out conspicuously from the simple sentence. If this mighty thinker had never produced another phrase he would not have lived in vain. "The King is the Man who Can." That is, the individual who attains to the highest degree of success, in any walk of life, is the one who overcomes whatever may stand in his way, and reaches the goal for which he is striving despite all obstacles. Now, by a little simple reasoning we may finally arrive at the root of the matter.

The Man who Can must be a strong man. To be strong one must have a sound body and a sound mind. A sound body is the result of proper living. A sound mind is the result of a sound body together with unceasing study. Study is productive of thought. Therefore, the Man who Can is the man who thinks, and to become king, that is, to achieve final success, means to live properly, to study, and to think. Seems very simple, does it not? But it is not so simple when we attempt to follow out this program in our every-day life. The present condition of the world—the tendency to attempt to win out by a single plunge—the feverishness of the wonderful era through which we are passing—all militate against such a method, and the result is that Men who Can are not as numerous as they might be.

In Carlyle's brief sentence every one may find a motto worthy their adoption, although we fear that not many will adopt it. Still, if only one person is attracted by it and moved to ask, "Have I fitted myself to become a Man who Can?" we shall feel amply repaid for bringing the line to the attention of our readers.—Profitable Advertising.

The mind should not be a garret where old rubbish is kept.

Short Talk on Peas

Long experience combined with the thought and care Larson gives to the packing of Peas has placed his brands pre-eminently above all others. No stock can be complete without a line of his celebrated

North Shore

brand of Peas. Connoisseurs prefer Larson's NORTH SHORE PEAS to the fresh. They are hand-picked and packed in the shortest possible time after gathering, thus preserving perfect natural flavor. NORTH SHORE PEAS are very tender, evenly graded, and packed in liquor clear as crystal.

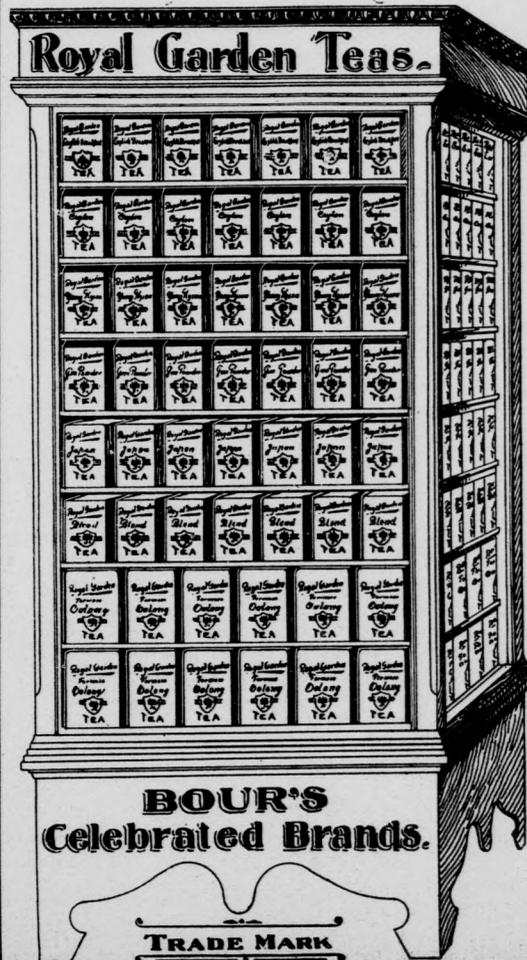
We are distributing agents for this brand and you will save money by ordering NOW.

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In pounds, halves and quarters.

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- B. F. JAPAN
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- ENG. BREAKFAST
- CEYLON
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Retailed at 50c, 75c, and \$1 per lb.

The best business proposition ever offered the grocer. Absolutely the choicest teas grown.

Write for particulars.

The J. M. BOUR CO.,
Toledo, Ohio.

Hardware

Changes Which Have Taken Place in the Blacksmith Business.

One often hears the remark that blacksmithing in the small country shops does not pay any more, and that things used to be different in the good old times. True they were, yet it cannot be denied that business with the average country blacksmith and wagonmaker has not kept pace with the times and that on the average there is not as much work, or as much money in the business as formerly, and not enough to compensate for the time and labor expended at it. All of us will remember that and recall many of the good old blacksmiths who retired from the business with a snug competence, able to take life easy, before having reached a good ripe old age. Also many old men at the trade now and struggling young men, who are working hard to get along at all, and who never seem to hope for the time coming when they can quit and retire, but are destined to believe that they have to keep on working until old age compels them to quit.

This is particularly true of the old smiths in the trade now, who have come down from the past generation and who still cling to the old way of doing things and continue business in the same old way of their fathers and grandfathers, but it was always that way. The rich and poor have always been with us and always will be. It is noticed more so now. The trade itself has lost none of its money-making power, and if anything the chances are better now than before. There are just as many if not more acquiring a competence at it and laying something by for a rainy day as formerly.

We know of many young blacksmiths who but what seems a short time ago started in business with almost nothing and have become pretty well fixed and are independent of to-morrow. But one hears on the other hand that times have changed since then. Surely they have and will continue to keep changing, but we have to change with them and adapt ourselves to the ever-changing condition of things. Time was when the country blacksmith was a power in the land and his shop was the place where every one came for counsel and advice, and his opinion was eagerly sought after on all questions, politically, socially and otherwise. History brings us down the records of many illustrious blacksmiths and they have played not an unimportant part in the history of the world. He was the only mechanic outside of the village carpenter and wheelwright, and almost everything in the way of tools, household utensils, farm implements, wagons and carriages, weapons, etc., used to be made by him, and it was no wonder that people looked up to him with awe. He became quite a manufacturer in a small way, and employed many hands and many large factories had their origin from such a small beginning. In fact the blacksmith was the nucleus of all such enterprises. Inventive genius then stepped in and took up the work of the blacksmith, improved upon his methods, and with the aid of machinery soon made everything which he used to make by hand or with such limited power as was at his command. It was not long before the blacksmith was distanced unless he associated himself with the new ideas. Many did, and as a result many a nice old fortune dates back to the blacksmith

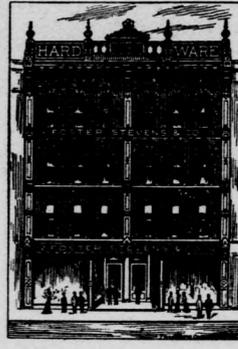
who was the founder of it. But the work of the average smith became more and more confined and narrowed, until it finally came down to the general run of repair work as it exists in the country shop to-day. Then the enterprising hardware merchant stepped in and the machine dealer came along and took about all of the remaining prerogatives of the blacksmith away. The mail order houses also stepped in with their catalogues and complicated the business still more, threatening even the very foundations, not only of the blacksmith business, but that of the hardware merchant and the implement dealer also. Thus the blacksmith lost heart and bowed to the inevitable and contented himself with doing all he could, and it is no wonder that the business declined and is not now what it used to be.

The blacksmith and wagonmaker is as much entitled to do business, to buy and sell to the merchant as his neighbor. It is not necessary or well for him to put in all his time at the anvil or the bench. His sphere of influence can extend beyond it. However it is too true that the blacksmiths have given up the struggle too easily and until now the other fellows think that the blacksmiths have no right to do business or keep anything for sale at all. Yes, and even question his right to buy his own goods. They think that the supplies should come through their hands. This is pure selfishness and is happily dying out, and the modern jobber of heavy hardware has knocked holes in the once invulnerable armor of the country storekeeper.

When the smith is asked why don't you keep such and such an article, the answer is, "Oh, they keep it at the store, and it would not pay me to keep it, and I do not want to bother with it." They do not reflect that the store keeper would not bother with it either if there was nothing in it. Or the smith would say we have no room for it, and from the looks of his shop he has not, but with a little thought he could make room and have more room than he had before. It does not cost much to put up a shelf and takes but very little time to display such goods to advantage so that everyone can see them. As a matter of fact almost all the blacksmiths and wagonmakers who have made any money at all at the business have made it that way. Not by hard work alone, but by doing business.

We recall some who started in business with their neighbors at the same time and commenced in a small, modest way to keep everything called for in the business. They soon got the name and the reputation, until finally it was said, "Go there first, and if you can not find it there you can not find it anywhere." Work followed as well, and they have been able to retire from business while their neighbor still keeps plodding along. We do not wish to enumerate all of the goods which the smith can sell. Every season has its seasonable goods, and the judgment of the smith will dictate what he can handle to advantage and sort up a good stock.—Crow Bar.

Simple truth is an essential life foundation. No worthy life can be built on falsehood, fraud, pretense or deception. Truth in thought and word and deed must be at the bottom of every noble life. Deep down in the soul there must be a loyalty to truth which no question of expediency or success can for an instant shake. The life founded on truth in principle and practice can never be overthrown.



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

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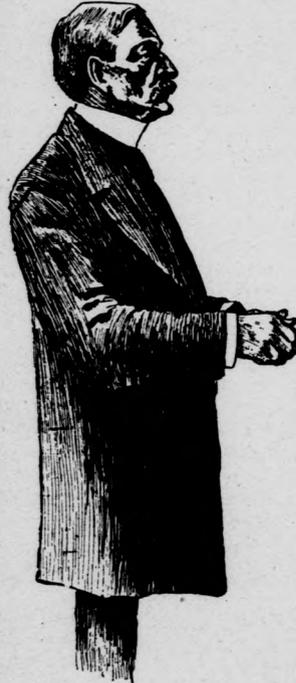
Manufacturers of

Reliable
Economical
Durable

GYP SUM WALL PLASTER

It has
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The Happiest Moment in That Young Man's Life.
Written for the Tradesman.

When the office bell tinkled and John Boyd, dentist, left his patient in the chair to say "Good afternoon" to the newcomer, he halted an instant on the threshold almost paralyzed with amazement. There in the middle of the room stood the last man he ever expected to set eyes on in that place and the man felt the awkwardness of the situation more than the young dentist.

"Didn't quite expect t' see me, did ye?" was the long, lean, lank, old man's greeting as the doctor appeared. "Waal, it's jest this way: I hain't got but tew teeth that meet 'n' I've be'n a tryin' every darn dentist in town to fill 'em and have the stuff stay 'n' they can't dew it, 'n' fin'ly, Jed Wadekins told me about a tewth ye fixed f'r him a year ago 'n' showed it tew me 'n' here I be. Naow, 'f you think you c'n fix them teeth you go ahead and dew it, 'n' I'll pay ye for it."

"Well, Mr. Rankin, just be seated until I finish a little job I have on hand and then I'll look at your teeth. Just make yourself at home. I will soon be ready for you."

If Dr. Boyd had not been the owner of a pair of ears equal to any emergency, the smile he put on would have gone clear around his head. The dream of his boyhood and youth was about to be realized. From the earliest of his orchard-robbing days up through his struggling youth this man had been his relentless foe. He did not care now for the pants-dusting that he had suffered—the fun was worth its price—but after he had put aside boyish things this mean old man's spite had followed him and tried its best to bar his progress. As a farm hand he had hired him and although the boy was then a man in strength and stature and did a man's work in the hayfield when pay day came he was offered a boy's wages and went home leaving the money in the old cheat's hands.

When urged by his old teacher, who knew his ability and his worth, to apply for the winter school in a neighboring district, this same old man had done his best to thwart the ambitious boy. He got the school, however, taught it to a successful finish and was put down as the best teacher the district had had for years. As long as it was possible the young man had kept to himself the purpose of his life, fearing the opposition he knew he would receive at home and especially by "old Rankin," and when it was known that John Boyd was "designin'" to be a dentist the neighborhood was in an uproar and Rankin laid himself out to do his worst. He laughed at him and jeered him to his face and behind his back. He called him an upstart and a fool and when the young fellow left for the four years' course at the university old Jim Rankin was at the station an hour before the train left and used every minute of the time in making all sorts of fun of "our promisin' boy" who was so dumbed stupid that he's got to have "fower years to larn how to pull teeth."

John Boyd, student, kept his temper, but when the train left Birlinburg he made a vow deeper than the silence he had kept that if the time should ever come he'd get even with old Jim Rankin, so help him—Moses!

All these things rushed through his mind while he was finishing the work on hand and then with the coast clear he stepped to the door.

"Now, Mr. Rankin, if you'll please come this way," he said and an instant later the vile-mouthed, vile-minded and vile-souled old man stretched himself out in the chair with the comfortable assurance of a man about to indulge in the luxury of a shave.

"Now, Mr. Rankin, I must tell you beforehand that I don't know whether I can do anything for you or not. Without doubt it's a hard case or the other dentists would have been equal to it. In the first place you have an unusual jaw. One can see at a glance that its development has had its due lack of exercise. Open your mouth, please. That will do, I intend to stand on the outside."

A glance told him that only the slightly uncommon was called for, but it took five good minutes before the examination was over, during which the operator balanced his old-time spanking account with compound interest at 25 per cent. Then with a jab into the nerve that lifted the old devil from the chair, the dentist stepped back and looked at his victim.

"Well, Mr. Rankin, it's just what I was afraid of. I don't believe I care to tackle that case. In the first place it will hurt you more than you can stand"—it was Jim Rankin's boast that he could saw off his own leg without wincing—"in the second place I shall have to charge you more than you can afford to pay, and I wouldn't undertake it anyway without having the money before I lift an instrument. My price will be twenty-five dollars. There comes my two-o'clock patient"—the office bell tinkled—"and that's all I can do for you to-day. If you say yes I can make an appointment for you day after tomorrow at nine. If that suits you come in at that time loaded and I'll give you the worth of your money. Sorry to hurry you, Mr. Rankin, but the young lady is waiting for the chair. Good morning."

Purple with rage and not daring to swear before the young beauty who had come in at the doctor's nod, the old man strode out of the operating room and out of the office without attempting to speak. He went straight to his team and started for home and not until he had passed the city limits did he dare to trust himself. There his thoughts found expression and the skies responded with a denser blue. That day and the next, he cursed and swore, but "the day after to-morrow" found him in the dentist chair, the conditions all met—"twas the only thing I could dew and the job had ter be done"—and the doctor began to balance the account of years.

Hurt? It was condensed agony; and for three mortal hours the torture went on until there was not a misdeed on the memory record which did not have its pain item on the other side of the account. Then the dentist stopped.

"There, Mr. Rankin, that's all I can do for you to-day. About day after tomorrow you come in and I'll see how the thing's going to work. I don't believe the filling will get loose much before that time!"

"I d' know of anything more 't ye c'n dew th' aout it's t' put in a bolt 'n' a nut on the outside. By g—um! Thet's the d—est piece of blacksmithin' I ever had done f'r me!"

It is a pleasure to state that that job of dentistry was a success. It took some time for the patient to get over the shock, but after that it was the old man's pride and boast that he'd "got

the neatest piece of dentistry aboard 't there is 'n the State. All the doctors in the city had ter give 't up 'n' fin'ly one o' our home boys took hold on 't 'n' there 'tis. Jes' look at it. Twenty-five dollar job, but arter I got threw I knew 'Id got the worth o' my money! 'Fe want yer teeth looked arter go 't' Doctor Boyd."

When Jim Rankin's praise was poured into Dr. John Boyd's ears that gentleman smiled "and that was all he said!" Richard Malcolm Strong.

Price Tickets.

Signs and price tickets and signs and yet more price tickets—in the windows—on the goods—everywhere. What with new goods arriving and new ways of displaying stock the store is a wilderness, even to regular customers. Price tags and explanatory legends enable them to gather information other than by the crude method of asking questions. When a customer has asked ten questions without buying he feels that his allowance in this kind has been reached, although there are many more things he wants to know. Plain marking permits him to help himself to information. Again, clerks who do not answer several hundred trivial questions each day are sure to be in sweeter temper and the saving of time all around is conducive to quicker sales.—Printers' Ink.

Reflections of a Bachelor.

Ten to one it was a woman's club that caused the first murder. Probably Cain killed Abel with Eve's churn-dasher.

A woman's graceful walk depends half on the way the Lord made her and half on which petticoat she puts on that morning.



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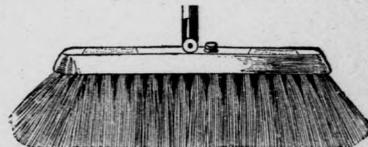
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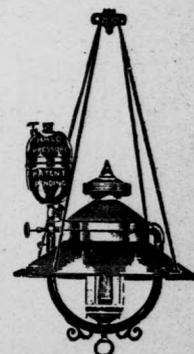
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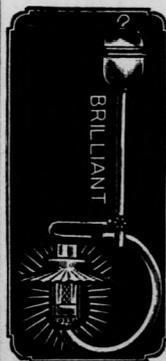
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Woman's World

Having the Courage of Our Convictions.

A woman who is a bit of a philosopher told me the other day that she had discovered the true secret of earthly bliss.

"What is it?" I asked. "A way to make money on Wall Street or a sure system for playing the races?"

"Neither," she answered, "although both of your suggestions might be a valuable annex, but my discovery is merely that the way to be happy, although alive, is simply to have the courage to live your own life in your own way. When you can do that you have conquered fate. Criticism can not disturb your calm. Gossip slips off of your impervious armor as harmlessly and easily as the proverbial water off of a duck's back. Reproof, even, is a boomerang that recoils on the one who dares assail you, and leaves you unhurt.

"You simply ignore the fact that anybody has a right to object to anything you do and say and think, so long as you do not interfere in any way with them. You put a few 'no trespass' signs around your liberties and pleasures, and, presto! the thing is done and you find yourself living in a kind of Utopia, where you are more than queen and your will is law.

"The only trouble and the only reason individual Utopias will never become popular is because at heart we are all cowards before other people's opinions. There's a streak of yellow in us all that struggles to the surface when we think about doing what we want to do, instead of what we think Mrs. Jones or Mrs. Smith or Mrs. Brown would approve of our doing, and nine times out of ten it is the Browns and Smiths and Joneses that settle the big questions of life for us, instead of our own consciences and judgments. We could not be any more afraid of our neighbors' windows if there was a Gatling gun behind every lace curtain, instead of a pair of eyes.

"But think of the vistas of happiness my scheme opens up when you have emancipated yourself from the fear of other people's eyes and tongues. Who, for instance, suffer the most by being poor? Not the honestly poor people, where the wife does the cooking and sends a cheerful and contented man out with his lunch pail every morning—there's no pity coming to them. The people to be sorry for are the shabby genteel—those who break their necks trying to keep up with the rich and who starve through a winter to give a pink tea in the spring.

"Do you suppose any of us would do that if we had the courage to live our own lives? Not much. We should simply not waste our breath and strength and nerves trying to keep up appearances which, after all, do not even fool a baby and we should settle down into good, comfortable, unpretentious poor ways and be happy.

"Then we should not work ourselves to death over idiotic causes that do not amount to a row of pins. Now, I have not a word to say against the women who go in for the daughters of this and the grandmothers of that. 'Live and let live' is my motto. They enjoy that kind of thing and I am willing they should have their share, and mine, too. There are women who are born to be chairmen of committees and run missionary meetings and rob people at church fairs. Let them, I say, but let's let those of us who don't get anything

but the backache and headache and remorse of conscience out of such things brace up and say 'No' when we are importuned to head committees and lead movements that do not move.

"Nowadays a tacit acknowledgment of inferiority seems to be implied by the very fact of a woman not belonging to clubs or being interested in reforms, and it has driven into the ranks thousands of women who do not care one button for the cause they have spoused, for, alas! our sex are not Columbuses who discover new worlds of thought. They are sheep who will follow any leader over the fence, and it's my private belief that you could stampede even a missionary meeting if somebody would move to buy chocolate creams with the collection, instead of sending pajamas to the heathen.

"Think, too, of the way we bore ourselves reading books we loathe and hearing music we don't understand, for the benefit of our neighbors. Not long ago I was at a literary gathering of women—or one supposed to be literary—and a new book, very deep, very abstruse, very profound, was being dis-

cussed. I understood from the remarks of the others that they had found it so fascinating they couldn't put it down and that they simply doted on it. At last some one asked me what I thought of it, and I said, 'Well, I tackled a few chapters in the front, and I couldn't make head nor tail of them. Then I grappled with a middle chapter with no better results, and then threw it away. Life is too short and there are too many good books to amuse and entertain to worry over a conundrum like that;' and, would you believe it, every woman in the room came down off her high horse and told the truth and admitted she didn't know what the book was about and had only read it because she thought it was 'cultured' to have rubbed up against it, even if she took nothing away. For my part I am thrilled with pity at the very spectacle of a woman wrestling with Ibsen and Maeterlinck when I know if she had the courage to lead her own life in her own way she would be reveling in Marie Corelli and Laura Jean Libbey.

"Same way with music—just look at the difference between a grand opera

audience and a vaudeville performance. There's an expression on the Wagner audience that says as plainly as print: 'I know this is the proper thing to do, and I am going to sit it out if it takes my eye teeth.' But the other audience that is getting ragtime music is just one broad grin. You can tell across a whole restaurant whether a man is eating the thing that is good for his stomach or the thing he likes.

"The worst feature of it all is, we haven't the courage to live our own domestic lives as we want to. Many a girl and man marry to please their little world instead of themselves. I have known a girl stifle an honest love for a poor young fellow just because her friends expected her to marry rich. I have seen a young man forsake a pretty shop girl, who would have been a real helpmeet to him in life, just because his addle-pated acquaintances turned up their noses at a working girl.

"Nor does it stop here. To any sensible person one of the sad sights is that of a young couple going, as soon as they are married, to live in a hotel or boarding-house. That way extrava-

The President of the United States of America,

To

HENRY KOCH, your clerks, attorneys, agents, salesmen and workmen, and all claiming or holding through or under you,

GREETING:

Whereas,

it has been represented to us in our Circuit Court of the United States for the District of New Jersey, in the Third Circuit, on the part of the ENOCH MORGAN'S SONS COMPANY, Complainant, that it has lately exhibited its said Bill of Complaint in our said Circuit Court of the United States for the District of New Jersey, against you, the said HENRY KOCH, Defendant, to be relieved touching the matters therein complained of, and that the said

ENOCH MORGAN'S SONS COMPANY,

Complainant, is entitled to the exclusive use of the designation "SAPOLIO" as a trade-mark for scouring soap.

Now, Therefore,

we do strictly command and perpetually enjoin you, the said HENRY KOCH, your clerks, attorneys, agents, salesmen and workmen, and all claiming or holding through or under you, under the pains and penalties which may fall upon you and each of you in case of disobedience, that you do absolutely desist and refrain from in any manner unlawfully using the word "SAPOLIO," or any word or words substantially similar thereto in sound or appearance, in connection with the manufacture or sale of any scouring soap not made or produced by or for the Complainant, and from directly, or indirectly,

By word of mouth or otherwise, selling or delivering as "SAPOLIO," or when "SAPOLIO" is asked for,

that which is not Complainant's said manufacture, and from in any way using the word "SAPOLIO" in any false or misleading manner.

Witness,

The honorable MELVILLE W. FULLER, Chief Justice of the Supreme Court of the United States of America, at the City of Trenton, in said District of New Jersey, this 16th day of December, in the year of our Lord, one thousand, eight hundred and ninety-two,

[SEAL]

ROWLAND COX,
Complainant's Solicitor.

[SIGNED]

S. D. OLIPHANT,
Clerk

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gance, flirtations, gossip, estrangement, divorce lie. I can not but believe that, if they had the courage to live their own lives, these young people would start some sort of a home, be it ever so humble. But, because they can't afford a fine establishment and costly furniture and servants, they deliberately jeopardize their happiness in life. If I were a girl and a man proposed boarding to me, I should say, 'Not while there is a three-room cottage to be had, and a gas cooking stove to light as the altar of a real home.' And if I were a man and a girl was not willing to begin life this way with me, if necessary, I wouldn't have her if she was the last rag on the feminine bush.

'Perhaps there is no place where our fear of our neighbors works more harm than in the way we raise our children. Our idea, if only we had the courage to carry it out, is to have them grow up very simply, to be good, honest, intelligent men and women. We would like to keep them children for a long time, to enjoy their sweetness. Who, then, is responsible for the present high pressure system of education that turns out precocious little wrecks with nerve prostration? Strictly our neighbors; and we are unconsciously avenged by the fact that we are no more afraid of them than they are of us.

'We may know our little Mary is as highly strung as a violin, with every nerve tuned always to the snapping point. We may know our little James has more brain than brawn or that our little Tommy is of the slow, plodding, methodical kind, but who nevertheless are generally around when the prizes are distributed, but who need time. When we think of it, we know that Mary should be restrained at school instead of pushed; that James should develop muscle instead of mind; that infinite patience should be shown Tommy, but we don't have the courage of our convictions and, because we are afraid other children will get a grade ahead or know more than ours, we let the helpless little creatures be ground through the mill, to come out often and often mental or physical wrecks.

'Last and most glorious of all,' exclaimed the philosopher in petticoats, rising and going over to the mirror and settling her hat, 'when we acquire the courage to live our lives our own way we won't be bored by bores. We shall simply refuse to pay duty calls or to go to places we don't want to or to know people who tire us. Now we play whist when we hate it and smirk and smile at receptions and say 'How lovely,' when people are treading on our corns and bawling inanities into our ears. We make martyrs of ourselves in a hundred social ways because we are afraid, if we don't show up at the card club or Mrs. Borem's, small and hungry people will say we are not in society. When we emancipate ourselves we simply won't care for their opinions. You remember that delicious old story of the doughty old merchant who returned to his native town with a fortune gotten in devious ways. Everyone was most curious to know how he became so rich, but he never gave his secret away. Instead, he built a great house, and over the doorway he had carved, 'They say—they will say—let them be saying.' In that is the whole philosophy of happiness—indifference to the barnyard cackle.'

'Oh, I don't know,' I answered, 'I think there's much virtue in our neigh-

bors' opinions. They are the moral police that keep us straight.'

'Pooh!' she replied, scornfully, 'who enjoys being policed!'

Dorothy Dix.

The New Point of View.

'Don't you tell what you are going to do or what you are not going to do,' I heard a wise matron say once; 'you don't know what's in the future or how circumstances may alter everything.' She herself had started out at 15 to make many plans and confided them to the world at large, only to learn later that it meant unkind ridicule if they were not carried out. A young woman feels almost indignant and very flat when an older person warns her that she may do directly the opposite of what she says she is going to do. 'I don't care,' she declares, 'I guess I know my own disposition and I guess I can tell a little something about my future.' The older woman smiles in an amused way and says nothing more.

As a matter of fact, the young woman can not imagine all the conditions and circumstances which are to come, so she can not imagine herself changing her point of view. Reasons which have been given for acting in a certain way have not appealed to her in the slightest, and it is not until she arrives at the same event herself that she realizes that the true reasons are the ones which are not given out to the public. She may be thoroughly convinced that a certain life is the only one which she is fitted to lead, and twenty years hence may find her leading just the opposite sort, because circumstances have changed so that her point of view has changed. She may be cocksure that she will never do certain things that her friends do, only to find herself, several years later, doing those same things.

It does not always take years to make a woman change her point of view on small matters. I have seen a girl who has ranted about the foolish custom of wearing a train skirt wearing one in a year's time, with all the pride and haughtiness of her companions. She will shamefacedly excuse herself by saying: 'You know the tailor insisted on my having a long skirt, said the others made a woman look gawky, and so what could I do?' I have seen a woman who declared she would live way out in the suburbs rather than live in a flat dwelling in the tiniest of flats in the heart of a city all because 'John could not possibly be so far away from his business and it costs so much for car fare.'

When she had made her first statement about the flat there was no 'John' in sight and the young woman had never been obliged to consider the cost of anything. I heard a young woman say about four years ago that she thought evening bicycle riding with a young man was wholly improper and bad form. Two years later she was enjoying such rides greatly, and in extenuation she said: 'Well, you see, the men are all working and they really have no other time to ride.'

A young woman with a keen sense of humor looked quizzically at her husband of a year and said: 'Do you know, you are everything I said I would not marry? I declared I would not marry a man who would make me obey, that I would not marry a man who would expect a thousand little attentions, and who did not care a rap about society. But, then, I didn't know you when I made that statement, and you have so

many qualities that I like immensely.'

Women who like to go, and long for excitement, find themselves tamed down into very domestic creatures, caring a great deal about their homes. Women who only ask for housewifely duties find themselves trotting around to all sorts of amusements, and enjoying the life. Women who frown on Bohemian ways are transformed into the least formal and most delightful of hostesses. Women who are Bohemian are surprised some day at the way they are observing the conventionalities. A woman is astonished when she finds herself not only doing these things which she said she would not do, but doing them willingly and gladly.

It is not inconsistency which causes a change in the point of view, it is simply a new adjustment to meet new conditions. It is a happy thing that one

naturally brings one's self into line to be contented with what is. Only it will be easier to adjust one's self to the new if the world has not been made a confidant of one's early plans and views.
Cora Stowell.

Magnitude of Department Stores.

A way of bringing the bigness of the department stores within the realization of the reader is by reference to the size of its purchases. One store in Chicago bought in one bill a stock of granite kitchen ware which filled seventeen cars that were made up into a special train. Another of these great institutions bought a trainload of shirt waists on a single order. Books are handled in quantities which are almost beyond comprehension. One department store bought in one invoice 100,000 volumes of standard works of fiction—and sold them, too! It is not unusual for any of these great concerns to place a single order for \$50,000 worth of goods, and often that is far exceeded.

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Poultry

Peculiarities Pertaining to the Handling of Poultry.

"You might say a word about mixing young spring ducks and geese with old in live poultry shipments," suggested a live poultry receiver. "These small spring ducks and geese are so small and poor that buyers do not want them except at very low prices, and where a few are mixed with fine old stock they ruin the sale of the whole coop as far as full prices are concerned. We receivers do not have time to sort over stock, as you know, and sell it as received. Buyers never see any but the poorest when buying and one thin spring duck or goose in a coop is liable to cause a good buyer to turn away."

* * *

"Much of the poultry has been coming in late and a great deal of money has been lost to shippers owing to the poor condition of the stock on arrival," said a receiver. "We had one shipment which was nine days on the road and you can imagine the condition it was in when it finally reached here. We could not find out where to place the blame as the railroad bringing it into this city claimed there was no delay on their road and it must have been on the roads handling it before it reached the point where their road took it up. This shipper tried for two or three weeks and this week and last week we have not had any stock from him. I presume he is shipping to a nearer market. It is unfortunate, however, as it keeps the stock away from the market and these new sections which are opening up should be encouraged as we need the poultry."

* * *

"We are receiving very little poultry just now," said a Washington street receiver. "Most of our poultry comes from Ohio, and eggs have been doing so well from this section that poultry has been held for the eggs, shippers making more money in that way. We are receiving some very nice eggs and getting high prices for them."

* * *

A great deal of poultry came in late last week, both live and dressed. The market for live held about steady and the only difference the delay made to shippers was perhaps a little heavier shrinkage by being on the road a day or two longer than usual. With the dressed poultry, however, it was different and the delay favored shippers in most cases as the market strengthened Tuesday and again Wednesday and Monday's shipments which did not get in until Tuesday received the benefit of Tuesday's advance. The same thing occurred Wednesday with the stock that came in which should have been in the previous day. Later in the week the market showed less strength.

* * *

"It was only a comparatively short time ago that we receivers would not consider splitting $\frac{1}{2}$ c on a poultry sale," complained a commission man the other day. "And now it is just a fight all the time to keep from selling on the $\frac{1}{4}$ c basis. Last week, for example, when the fowl market was weak

there were hundreds of barrels sold $\frac{1}{4}$ c under quotations. I presume a good many returned the full quotation and lost their commission on the goods in order to keep shippers satisfied and I tell you it is dead wrong. We should get together and stop this $\frac{1}{4}$ c business or the first thing we know you market reporters will be quoting by quarters." I assured him he was about right and that while we had quoted the market on a $\frac{1}{4}$ c basis only in rare instances it was shaping that way and as the market reporters simply had to follow the sales they were powerless to prevent a quarter cent quotation if the commission man made sufficient sales to warrant its recognition.—N. Y. Produce Review.

Frog to Succeed Belgium Hare.

A new industry is about to be launched in Southern California, which is destined to enter the field as a rival of the hare industry as a meat supplying business. A student of animal life and characteristics has discovered, in Belgium, a frog of large size and symmetry, long vertebrae, slim-pointed forelegs, with feet of a bright rufous color, and large, fleshy hindquarters, which when prepared for the table form a meat food that surpasses in flavor and nutriment all other kinds of game and fowl, the Dakota snipe even included. They, like the American frog, are prolific, but their peculiar characteristic is that their hindquarters can readily be removed as often as every two weeks and new ones grow in their place with remarkable rapidity and apparently causing very little inconvenience to the frog. A nest of thirteen has been ordered; one buck and a dozen breeders, at an expense of several thousand dollars, as all are pedigreed prize winners.

These gamey little animals supplied the various committees at a recent exposition held in that country, with legs for breakfast every day during the continuance of a long-protracted show. Lord Roberts and General Kitchener tried to bring to bear all the diplomacy of England to secure this nest with which to supply the army in South Africa with regular rations. They explained that the transportation of a nest could be made with comparative little difficulty, and when once at the south banks of the Tugela, which they have seized, they could stock the river with them and be prepared to stay there indefinitely. The Belgian authorities, however, would not permit the purchase as it would be a breach of neutrality law. Thus at a much less expense they were secured for this country by Prof. Pat Murphy, whose name will in time to come be revered by the posterity of the American people as a great benefactor to his race. C. W. Roach.

Tourists in Europe this year have been admonished to remember that matches are a government monopoly in France and are liable to be taxed at the rate of a franc per match if an attempt to smuggle them in is discovered, writes a Paris correspondent. These government monopolies lead sometimes to the exercise of an almost childish tyranny. In Italy, for instance, where salt is a monopoly, and is consequently at an exorbitant price, it is a punishable offense for the private individual to extract it from the sea water.

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

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.

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. 31—September buyers are here now and are making liberal purchases in all lines. Groceries, boots and shoes, hardware and dry goods are all booming, and no such thing as a strike seems to enter into the situation. Only one thing attracts New York from its business and that is Lipton and his yacht. When it comes to sport, all other things drop.

Coffee is mighty quiet. Supplies at primary points are large every day, amounting to some 83,000 bags at Rio and Santos on Friday. In store and afloat the amount aggregates 1,681,287 bags against 763,330 bags at the same time last year. These figures are larger than the mind can grasp—supply now more than twice as great as last year. From July 1 to August 28 the receipts at Rio and Santos aggregate 3,074,000 bags, against 2,011,000 bags at the same time last year. Package coffee has been in fair request during the week. Both the leading grades are quotable at 9c.

Tea dealers are encouraged to think that the bottom of the dull trade has been reached, and that now we are on the up grade. Let us hope they will not be disappointed! There has been quite a good demand during the week and especially for Formosa grades, while Japans and Chinas have received due enquiry. Prices are, perhaps, not perceptibly higher, but there is an upward tendency and that is something.

Now that we are in the height of the canning season the long hoped-for enquiry for sugar has set in and there is really quite a rush, in fact, some refiners are said to be oversold several days. Orders have come by mail and wire from all parts.

Speaking of sugar, aside from the market a moment, it is evident as time passes that the trust is getting into shape to make a great fight in Congress this winter for free sugar. It is not likely it will succeed, but the wires are being laid with great skill. Free sugar will mean dead beets, and the beet men will never say die. Of course, the cry of 3 cent sugar is an attractive whoop; but 3 cent sugar will not be here right away.

The demand for rice has been of fair proportions and altogether the situation is fairly satisfactory. The crop of Louisiana and Texas will, it is thought, be about 2,250,000 bags. Stocks in dealers' hands are not large, and the sales have been sufficiently numerous to clean the market up well at prevailing rates. Choice to head, 5 3/4 @ 6 3/4 c.

With the advance there is a better enquiry for spices and sales have been made at well-sustained quotations. Buyers are hardly high enough in their bids to interest sellers, but there is a very small margin between them. Zanzibar cloves, 7 3/4 c; Singapore pepper, 12 3/4 c.

Little is doing in the way of actual business in molasses, and both sides are simply waiting for some cooler weather. Good to prime, 17 @ 30c, or same as for several weeks. Syrups are rather limited in supply, and, with a pretty brisk demand, quotations are firm.

The question of obtaining a sufficient number of cans is a most important one with some canners just now. They will sell no futures until they know where they are at, and this is hard to ascertain, so long as the strike at the mills is on. There is a good demand all around. The pack of corn in New York State promises to be large and the quality is all that can be desired.

Dried fruits seem to gain strength every day. Offerings of prunes and raisins are light, and quotations are well

sustained. Valencia off stalk raisins, 5 3/4 @ 7c; California 3-crown, 6 3/4 c; seedless muscatel, 6 1/2 @ 6 3/4 c. Domestic dried of almost all sorts fetch full figures. Fancy evaporated apples in bulk are worth 9 1/2 c, and in cartons some brands will fetch 12 1/2 c. The supply is very light.

Lemons and oranges have both sold fairly well, and prices are about unchanged. Sicily lemons range from \$3.50 @ 3.75. California oranges, \$3.75 @ 5.50. Bananas are worth \$1 @ 1.12 1/2 per bunch for firsts.

The butter market remains practically as last week. Best Western creamery is still held at 20c, and seconds to firsts, 17 @ 19c; Western imitation creamery, 15 17c; Western factory, 14 1/2 @ 15 1/2 c.

In cheese little is doing, either in the way of export or with home trade. While best full cream stock will bring 9 3/4 c, this is certainly top and some very good stock has been sold for 9 1/2 c.

The egg market is firm. The demand seems to be quite equal to the supply, especially of the better sorts, and fresh-gathered Western will bring 18 1/2 c, average sorts of same, 17 1/2 c, and refrigerator stock, 16 @ 17c.

Some 2,000 bags of foreign beans were received Friday. The demand is generally rather light. Choice marrows, \$3; choice medium, \$2.75.

Use Your Money in Your Own Business.

In the present rapid age the desire to "get rich quick" has blinded many merchants who several decades ago would use all their brain energy in developing their business, and has made them alert for outside schemes and propositions which promise riches in a remarkably short space of time. Their business is secondary to this inclination to invest in outside schemes.

A New England merchant advises merchants to use their money in their own business and gives as the key to success the discounting of bills. He is undoubtedly right and mentions a thing that too few merchants look seriously upon.

The average country merchant will usually take the last minute of the eleventh hour to pay his bills, looking upon discounting in the light that his money is worth as much to him as the earned discount, or he doesn't think of it in any light except that a bill must be paid on such a date and waits until the last minute of that date before mailing a check, although his money may be idle days before that date.

Merchants in general should give this matter more serious consideration. It is a matter of profit in many ways to the small dealer as well as the large one.

Manufacturers and jobbers favor cash buyers to the limit of their terms, besides favoring them with "good things" in the way of bargains which are never suggested or shown to slow-pay dealers. Clearings and jobs are always offered first to the cash buyer. He invariably gets the best there is of all deals and it is his discounting his bills that works in his favor.

Bills taken up in advance, even if it be at the cost of unusual exertions, save money and worry to the merchant and buy favors at the hands of the men he deals with. He will not only feel the beneficent effects in this way, but will feel them in the freer swing given to his business. A forestalled obligation gives a merchant an independence that is worth much and makes him a keener, shrewder business man.

The danger that besets a merchant who has money on hand is that of the temptation to use it in some outside speculation—in schemes foreign to his business and his knowledge, and for which he relies upon the arguments and persuasion of the projectors. A man with a keen, shrewd mercantile spirit

and training is not usually keen in matters foreign to merchandising and the majority of those who enter into speculative schemes in their anxiety to get rich rapidly prove to be the most fallible of lambs in the hands of unscrupulous operators.

No business thrives so well as the one which receives the undivided attention of the owner.

Merchants who have spare time and money should turn them to the advantage of their own legitimate vocation; make money by anticipating bills, thus securing a margin for enlarged operations.

Are Willow Trees Lightning-Proof?

From the Cleveland Leader.

"In all my forty years' experience with trees and plants," said a well-known gardener during one of the thunderstorms this week, "I have yet to hear of a willow tree being struck by lightning. Spruce trees, whitewood, and pine trees sometimes almost seem to attract the electricity, and oak and other large trees and even many small trees are often maimed and killed. But willow trees seem for some reason to be immune to death or injury in this shape, and I have never seen or even heard of a tree of this family which lightning has ever struck."

Twelve Good Business Rules.

1. Have a definite aim.
2. Go straight for it.
3. Master all details.
4. Always know more than you are expected to know.
5. Remember that difficulties are only made to overcome.
6. Treat failures as stepping-stones to further effort.
7. Never put your hand out farther than you can draw it back.
8. At times be bold; always prudent.
9. The minority often beats the majority in the end.
10. Make good use of other men's brains.
11. Listen well; answer cautiously; decide promptly.
12. Preserve, by all means within your power, "a sound mind in a sound body."

The people who look for trouble are always the ones who find fault.

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.

Order direct from the grower

Red, White and Blue Grapes

by thousand baskets, ton or carload.
No fruit shipped on commission.

WM. K. MUNSON, Grand Rapids, Mich.

Proprietor of Vinecroft

Rural Route No. 4

Citizens Phone 2599

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.

SEASONABLE SEEDS

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

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

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

L. O. SNEDECOR Egg Receiver

36 Harrison Street, New York

REFERENCE: NEW YORK NATIONAL EXCHANGE BANK, NEW YORK

Start in with us now.

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

All sales case count.

Clerks' Corner.

Why So Few Shoe Clerks Achieve Success.

Almost every day you will find clerks complaining about their lot in life, saying that there are more fortunate people than they who have been able to succeed, while they themselves have continued along in the same old rut, never being able to advance themselves, never being able to make a better showing under any circumstances. I will not say that in all cases this is a fact, as you are bound to find an exception to the rule, but on the grand average the fault lies solely with the clerk.

Let us start at the beginning and take the boy as he enters the shoe store. What are his first duties other than doing a few errands and assisting the help by getting shoes out of the stock? They have little to do but to learn their business. The first week they are very enthusiastic. Everything seems to be of interest to them. They pick up little odds and ends of the business and note every point which will be of value to them in the future; but right here is where they begin to fall away. They associate with the older boys in the store, learn their ways, fall into that old rut of simply doing what they have to, and letting the future take care of itself.

All these things have been noticed by the employer, and he is not slow to realize that this boy will have to be driven in order even to earn the small salary he is receiving at the present time. In this condition he drifts along in the store until eventually, simply through age and length of time, he is permitted to go on the floor to sell shoes. His incompetency is here noted, and very often after being talked to several times by his superiors they find that he is unwilling to grasp the situation and he is quietly discharged. Thus he starts off in life without a solid foundation, which is necessary for success. The old saying, "As a twig is bent so the tree is inclined," follows, and rarely, if ever, will you find this young man able to sufficiently recover himself to ever command a position which pays more than \$12 a week.

How many shoe clerks will you find who are willing to enter shoe stores five or ten minutes ahead of time in the morning or wait five or ten minutes after the regular closing hour of the night? They figure it out that the day's work is done; that they have returned measure for measure to their employer. While in one sense this may be true, they are nevertheless losing the most important moments of their lives, and through their desire to get away, they never reach that degree of intimacy with their superiors which would permit them to take an interest in their welfare. Have you ever met a buyer or manufacturer who is not willing to assist a young man who is willing to help himself?

The clerk knows that the buyer's time is taken up during the business of the day, and if there are any moments which can be spared for his instruction they will surely come after the business hours. With all this knowledge he would rather pass it by than to deprive himself of the fifteen or twenty minutes which would be necessary in order to attain it.

Have you asked yourself the question why, in the last ten years, women have obtained such a foothold in shoe departments? I have, and I have endeavored to figure out the reason. It is simply

this: Women shoe clerks are much more attentive; they take greater care in endeavoring to please their employers' customers, and do everything in their power in order to make themselves of value to the house that employs them. It is not the woman clerk that you will find lingering around the counter; that is late every morning; that wants an extra fifteen minutes for her lunch; that is continually grumbling that the trade is extra heavy; that believes she is worth more money than she is getting, and a thousand and one other complaints which are possible alone to the man clerk.

She is always anxious to obtain knowledge, ever willing and ready to assist a customer, rarely, if ever, thinking she knows it all, and the result is that today in the greatest number of shoe departments in the country the women outrank the men by at least four to one.

I do not wish to have any one infer that I believe all shoemen are to be classed as those I have just spoken of, but I do say that the grand average will be found among this number.

Now, as to how to get away from this, how to regain their lost prestige, and how to make themselves more valuable to their employers is undoubtedly what any shoeman will ask after reading this article. It can be summed up in a few words: Prove by your attention that you are anxious to succeed; be willing and courteous; do as much as possibly lies in your power for the store in which you are working, and always remember that your employer's success is your success. If you have a bright, practical, up-to-date shoeman in your department, follow his example, learn his ways, and remember that it was his trade-winning ideas which have placed him in the position that he is in at the present day.

If you do this you are certainly on the high road where no shoe woman can follow; but even although this is a fact, there is one thing more which is absolutely necessary for you to remember; make it your eleventh commandment and keep it always in your mind. It is this: "No shoeman knows it all, and you are never too old to learn." Just another word. I wish to quote to you an old, typified saying, which it would also be well for you to remember: "A thing is never worth doing unless it is worth doing well."—J. R. Leacock in Shoe Retailer.

A Government Soap Contract.

From the Washington Star.

"We invited bids some time ago," said an official of the Navy Department, "for a number of minor supplies, and among the articles required was a small amount of scouring soap. We awarded the contract for the latter to a merchant in New York, and on informing him of the acceptance of his bid advised him of the formalities which he must observe in supplying the Government, how he was to have his contract drawn up in triplicate, and a lot of other necessary red tape, and also acknowledged the receipt of his certified check for \$100 to guarantee the faithful execution of the contract. Now, the value of the soap we wanted just then totaled \$3, and when the merchant received the department's communication he evidently adjudged the game not worth the candle, for we received a very nice little communication from him in which he stated that on reconsideration he would withdraw his bid, and would send on immediately as a gift to the Government enough soap to cover our needs. I don't think his letter was meant to be sarcastic. He was just accommodating."

A Trade Maker

Fanny Davenport

5c Cigar

Trade Supplied By:

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

WORLD'S BEST

S. C. W.

5c. CIGAR. ALL JOBBERS and

G. J. JOHNSON CIGAR CO.

GRAND RAPIDS, MICHIGAN.

Freeman Mercantile Co. Coffee Roasters

Increase your coffee sales by having your Coffee roasted and delivered hot from the cylinders. We can boom your Coffee Business. With your permission we will increase your profits for the coming year.

F. M. C. COFFEES are the Best on the Market

New Penny Goods

And old ones that are always new

Cocoanut Blocks.....	3 for one cent
Jack Knives.....	4 for one cent
Hobby Horses.....	4 for one cent
Brown Jugs.....	6 for one cent
Little Browns.....	12 for one cent
Big Four Caramels.....	4 for one cent
Fruit Suckers.....	1 for one cent
Honey Cream.....	1 for one cent

PUTNAM CANDY CO., Grand Rapids

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.

Third Picnic of Grand Rapids Council.

Grand Rapids, Sept. 3—The third and last picnic for this season given by Grand Rapids Council No. 131, United Commercial Travelers, was carried off successfully under the very able management of the Committee—S. H. Simmons, J. C. Emery and B. J. Lawrence—at Jenison, Saturday afternoon. The different cars until 3 o'clock kept bringing down members and their friends until a gathering of nearly a hundred had assembled at the grounds. A wagonette—I think that is the proper name—had been secured to convey the ladies from the car to the picnic grounds, and, after successfully climbing the "ladder of fame," leading from the ground to the summit of the vehicle and all were comfortably seated in the luxuriously cushioned seats, the driver, with a crack of his whip that would have put the ringmaster of Barnum & Bailey's circus to shame, guided the fiery charger with its human cargo of dear creatures—our wives and sweethearts—to the ball ground, where at 3:30 the ball game was called under Captains Bodwell and Reynolds. The game was to be five innings, but as it stood a tie of 8 to 8, another inning had to be played to decide the winning side. Bodwell's side went to bat and got nit, and then it was left for Reynolds' men to make but one move to win the game. The first two men going to bat went out so quick it made their hair change color. Then Charlie Reynolds, with blood in his eye, took the club. It was just one man they wanted, and already two men were out. Charlie made a good fly, but it was stopped so quickly that he only got to first. Lawrence then batted and, by a good hit, sent Reynolds to third, and it was then left for Phillips to do the same thing to get Reynolds in. He did it very nicely, knocking a good fly out in the field, which brought Reynolds in and gave his side the game. It was a very exciting game all through, with many funny incidents. The first run Byron Davenport made he got mixed, thinking probably he was running a fat men's race. When he came to be found himself many yards from first base and the first baseman holding the ball in his hand and Umpire Will Holden calling him out. It was all right, By. You must remember bases are laid out diamond, not in a square. Carlyle in catcher's box was ruled out of order once for having his mask on upside down. Probably he thought the other side was going to be such an easy mark that he could stand on his head part of the time and catch them out. It is suggested that at the next game clubs be furnished with straps on, so that brother Lawton can strap the club down so it will not get away from him. Two of the prettiest catches made during the game were on third by Brooks, when he jumped over three feet in the air after the ball and caught the man out. The other was by Reynolds catching a fly and putting the man out. The Land Kickers were noticeable by their presence and none were louder than Burns and Bodwell. It was also noticeable that Roy Baker was on the losing side. The only time the ambulance was called into service was when Phillips, making third base, was hit with the ball on the cheek. Luckily, it did not land a little higher up, as it might have proved a more serious affair; but Phillips in a short time was himself again and on went the game. One of the star play-

ers of the afternoon was Japenga, manager of the Jenison Mercantile Co. store, who played on the winning side.

In the ladies' running race, Mrs. John C. Emery proved herself the fleetest on foot and was awarded first prize—a five pound box of bonbons. In the ladies' egg race there were seven contestants. Mrs. L. F. Baker covered the distance first, but in going to the judges' stand dropped the egg, and Mrs. John D. Martin, being next under the wire and having successfully carried the egg, was awarded the prize of five pounds of Parker House coffee—is a new brand, I imagine. In the contest of throwing the ball, nearly all the ladies present took a chance. There were under curves, outer curves, drops and, in fact, all kinds of fancy throwing, but Miss Minnie Reynolds proved herself a ball thrower of considerable experience and easily won over all the others by several feet. She was awarded as a prize a beautiful pen knife. In the standing broad jump, Sam Simmons proved the winner and received a necktie. Also in the running broad jump Sam got first prize—a box of cigars. In the running jump it was very close between Simmons and Phillips, but Sam probably had on cushioned shoes and so won out. After the games were ended, the wagonette was again loaded and carried its occupants to the hotel for supper, accompanied by the band. A bountiful repast was served and many thanks are hereby extended to mine host, Frank Porter, and his estimable wife for their supper. After supper, the party went to the dance hall and made merry until the 10 o'clock car took the picnickers back to Grand Rapids.

One thing we must not forget to mention, and that is the cake walk. Mrs. Will Holden was awarded the prize—a bottle of perfume. If Will Holden put as much real genuine ginger in his work of selling goods on the road as Mrs. Holden did in that cake walk, all Will be well.

The day came to a happy ending, all voting it the very best time had this season. A vote of thanks is extended to all who through their efforts made the picnic a success, to the Committee for its arrangement and carrying out, to L. D. Moody for the wagonette (with a step ladder) furnished for the ladies, to those who furnished the excellent music for the dance in the evening, to Mr. and Mrs. Porter for their very fine supper, and to every person who came and enjoyed themselves, and, by so doing, helped to make the day a success. To those who did not attend, we can truthfully say that they missed one of the best times this year. JaDec.

A Heritage of Hearts.

They whose hearts are whole and strong,
Loving holiness,
Living clean from soil of wrong,
Wearing truth's white dress—
They unto no faroff height
Wearily need climb;
Heaven to them is close in sight
From these shores of time.

Only the anointed eye
Sees in common things—
Gleam of wave and tint of sky—
Heavenly blossomings.
To the hearts where light has birth
Nothing can be drear;
Budding through the bloom of earth,
Heaven is always near.

Lucy Larcom.

Advertising Catch Phrases.

An ordinary price on extraordinary goods.
Shelves overcrowded—prices must be cut.
Leave a dollar and make your selection.
Let those begin to save who never saved before.
If you see them elsewhere, the price is higher.
Yours not to question why—yours but to come and buy.

Business Repartee.

Strange Lady—What's the price of this iron bedstead?
Dealer—Twelve dollars, madame.
Strange Lady—How much if I pay cash?
Dealer—Madame, if you don't pay cash the bed is not for sale.

EASY MARKS.

Merchants Who Can Be Influenced by Small Bribes.

"O, old Jones is an easy mark," said one drummer to another, as they sat talking in the hotel office. By this he meant that it is an easy thing to sell goods to Jones. Happening to overhear the remark, and being acquainted with the speaker, I asked him to tell me why he considered Jones an easy customer to sell to. He replied that Jones bought a good many things that he did not really need and that he seemed to have a mania for buying. "Why," said he, "I have sold Jones goods enough of one kind to do him two years, when he had no possible use for more than enough to do him for three months." Not long after this conversation occurred, Jones failed in business and his creditors said the reason for the failure was "overstocked on unseasonable goods." The fact was that Jones invested his money in goods he could not sell, and, when he needed the money to buy other goods with or to pay other bills, he could not realize it from his foolish purchases. There are lots of Joneses in business yet, and in time they will fail unless they quit buying goods they do not need. It will be as bad with them if they buy more than a reasonable quantity of anything, no matter how salable it is.

"That cigar will be worth \$100 to me," said another drummer, as he bought a 15 cent cigar of the newsboy at the hotel. The next time I met the man I asked him to explain how a single cigar would be worth a hundred dollars. "That is easy enough," he replied. "It's this way. Smith is partial to that particular make of cigar, and when I give him one of them, he invariably orders more goods of me than he would without the cigar. When I get him into a buying humor, it is no trick at all to sell him an extra \$100 worth of goods." "But, do you consider it honest to impose on him in that way," I asked. "Of course, it is honest, if Smith is fool enough to bite at such a bait," the man replied.

"If Smith is fool enough"—that tells the whole story. The man is on the road to sell goods, and he does not scruple about selling a dealer an overstock, or about selling him goods that he will find hard to dispose of. If the dealer refuses to buy more than he needs the salesman tells his neighbors that he is a hard buyer. If he buys too much, he is known as an easy mark. If he has prejudices that the salesman can impose upon, or if he has weaknesses that can be taken advantage of, the salesman is very likely to offer him innocent bribes.

A dealer in our town has a weakness for good dinners. A certain salesman knows it and makes a habit of inviting the merchant to take dinner with him whenever he is in town. The dinner costs the salesman 50 cents. It sells \$50 worth of goods for him. For the salesman it is a good investment; for the merchant it is an expensive dinner, when he calculates how many dollars' worth of goods he has bought that he would not have bought without the dinner. Usually he does not need the extra goods, and they are hard to dispose of.

Occasionally a salesman is unfair to his customer, but as a general rule he will not impose on a customer who knows what he needs, who buys nothing he does not need, and who will not accept or be influenced by cigars, treats, dinners, theater tickets, free rides or

other bribes. All these things are bribes—offered to the man for his own trade. They are usually expensive for the man who accepts them. If you want a hotel dinner, it is cheaper to go and buy it for 50 cents than it is to pay the salesman the profit on \$100 worth of goods you do not want nor need.

Have you ever taken time to think of these matters? If you have not done so, now is a good time to sit down alone and carefully calculate how very costly a drummer's cigar may be for you.—Yours Yruly in Merchants' Journal.

Gripsack Brigade.

H. G. Bedford, head clerk at the Peninsular Club, has engaged to cover the city trade of Chicago for the Newwaygo Portland Cement Co. Mr. Bedford is a man of excellent character and is to be congratulated on securing so promising a position.

Jackson Citizen: F. E. Hollon, who for the past three years has represented in Michigan the tea and coffee house of J. H. Conrad & Co., Chicago, has entered the service of the Central City Soap Co., as its Indiana representative, with headquarters at Indianapolis.

Commercial travelers who have banded under the name of "Gideons of the State of Illinois," held a two days' rally at Chicago Saturday and Sunday. The Society is composed entirely of traveling men who have pledged themselves not to use profanity, drink intoxicants or play poker. A membership of 2,000 is claimed. The Gideon button which members wear is known to commercial travelers the country over.

George W. Hill, for many years traveling representative for D. M. Ferry & Co., died suddenly at his residence in Detroit Sept. 3 as the result of a stroke of apoplexy. Deceased was Secretary of the now defunct Michigan Commercial Travelers' Association for several years, and conducted a seed business in Detroit for a long time. Mr. Hill was born in Ypsilanti, April 21, 1839. He enlisted in Detroit August 16, 1862, with the Fifth Michigan Cavalry, but was later transferred to the Seventh Regiment, where he served throughout the war, taking part in many engagements and becoming a prisoner at the battle of Yellow Tavern, Va., May 11, 1864. After the war he served a short time in the cavalry in the West, but was mustered out March 10, 1866, at Salt Lake City. Besides a wife, Mr. Hill leaves one son, John N., who is in the seed business in Toledo, in addition to the daughter, Miss Jessie N. Hill, a teacher in the Palmer school, who lives at home.

Casuistry.

"I see that some of the college professors have been discussing the subject of lying. Now, honestly, do you think there is ever a time in any man's life when he is justified in telling a lie?"

"I do. The man who lives next door to me has his second wife, and when she gets him in a corner and wants to know whether he doesn't care more for her child than for all three of the little ones who have only a stepmother, I tell you it's all right for him to lie, and to lie hard."

It isn't always the girl with the most bathing suits who gets into the swim.

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 REIM, Saginaw	Dec. 31, 1902
WILEY P. DOTY, Detroit	Dec. 31, 1903
A. C. SCHUMACHER, Ann Arbor	Dec. 31, 1904
JOHN D. MUIR, Grand Rapids	Dec. 31, 1905

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

Examination Sessions.

Lansing, Nov. 5 and 6.

Mich. State Pharmaceutical Association.

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

Importance of Always Having Mixtures Alike.

There is one feature of prescription refilling that is often the cause of much annoyance to the pharmacist. It is the fact that at times a renewal will differ in some minor detail—in the appearance of the mixture or package—from the original prescription; and this is a physical condition which certain of the public are wont to look upon with suspicion of error. This divergence from the original may be in the color of a liquid preparation, in the color or kind of a pill coating, in the dusting powder used to protect pills from adhering to one another, and in other matters of little moment from a medical standpoint, but of gross weight in the eyes of a layman.

It is not to be expected that a non-pharmaceutical mind should reason the cause or insignificance of these little variances in the general appearance of a remedial agent or combination of remedies. To the uninitiated, unimportant moves often mean much. When a prescription is once filled the patient expects that, to the smallest detail, it should present the same appearance each time it is compounded. The slightest disparity will often arouse a tumult of doubt. Let us imagine, for example, that a patron presents a prescription for sugar-coated pills of some composition; and that when they are taken it is noted that the color of the coating is pink. The prescription is refilled—the color of the pill coating has changed—it is now white. Very likely the pharmacist from whose store they came is mistrusted until he has reassured the patient. But a second occurrence of such a nature may not so easily be set aside as unimportant.

While it is sometimes quite difficult to avoid these disparities in refilled prescriptions, such annoyances will usually be obviated by system and discipline in the prescription department, preventing a "refill" from causing anxiety in the mind of the patient by differing in appearance from the original prescription. In well regulated pharmacies where the potency and manifold advantages of system is thoroughly appreciated, it is an edict of the prescription department that whatever recipe there may be doubt about when the time comes for it to be refilled, must be supplemented by a "working formula" in the handwriting of the operator. For instance, the color of a pill coating should be made note of in lead-pencil on the face or back of the prescription blank. The kind of dusting powder used for pills should be recorded in order that the prescriptionist may not be led into fault by the patient who returns a perfectly empty box. If no specification appears on the prescription as to whether the pills, if ready-made, are to be gelatin or sugar-coated, the one filling the prescription should make a note of the kind of coating given.

Often a physician will prescribe a preparation peculiar or common to the proprietary manufacturer without specifying any particular brand, which makes necessary a marginal annotation by the prescriptionist telling what make of the product was employed, in order that a difference in color or consistency may not be noticeable in a renewal through the use of a dissimilar brand.

If the prescription for syrup of hydriodic acid is filled with a clear, colorless syrup, it is important that it should not be refilled with a product of straw or amber color, and vice versa. To explain that a slight alteration in the color of this preparation is an immaterial effect of time will not always reassure a distrustful mind. A physician's call for compound syrup of hypophosphites should not be refilled with a cloudy syrup nor one with a distinct precipitate if a clear preparation has been originally given. Syrup of calcium lactophosphate acquires a straw color, deepening to brown through age. Syrup of the phosphates of iron, quinine, and strychnine is discolored by time with the formation of a precipitate, either of which change may cause a renewal to differ in appearance from the original if care is not observed. Many products of the stock shelf—syrups, tinctures, etc.—may prove the cause of creating distrust in the manner we suggest if careful, constant attention is not given by every attaché of the prescription department to the smallest details of prescription compounding and refilling.

That a physician's recipe when refilled should be an exact counterpart of the original is a matter of moment—a subject of no little import to a pharmacist, because from both a business and professional standpoint absolute confidence of the public must be maintained. A thought or accusation of error or incompetency in prescription compounding is something which the pharmacist should avoid at all cost, and the druggist who is careful and provident will, if necessary, make copious notes upon the manner of filling a prescription, in order that a renewal may be an exact duplicate in physical as well as chemical or medicinal nature.—Joseph Hostetley in Bulletin of Pharmacy.

Twelve Out of Fifteen.

The Michigan State Board of Pharmacy held a meeting at Marquette August 28 and 29. There were fifteen applicants present for examination, twelve for registered pharmacist certificates and three for assistant papers. Nine applicants received registered pharmacist papers and three assistant papers. Following is a list of those receiving certificates:

Registered pharmacists, T. A. Cameron, Pickford; C. D. Church, Ypsilanti; Wm. H. Fouch, Allegan; J. J. Gorilla, Ironwood; W. C. Gates, Rockland; Gustaf Johnson, Marquette; J. J. U. Renaud, Chicago; H. H. Ruonavaara, Calumet; O. E. Thibault, Hancock.

Assistant pharmacists—Alex. Brunner, Howard City; L. H. Smith, Deckerville; E. D. Wilson, Newberry.

All members of the board were present.

The next meeting of the board will be held at Lansing Nov. 5 and 6.

Misunderstood.

"I would like a straw with this lemonade," said the lady at the table to the server of the beverage.

"Hey?" ejaculated the waiter, who was hard of hearing.

"No; straw, I said."

The Elevation of Pharmacy.

The elevation of pharmacy depends primarily on a higher standard of education for those entering on the study of pharmacy. While our colleges are becoming more efficient each year, the requirements for entrance have not been raised in keeping. In consequence the mind is not always sufficiently developed to assimilate the teachings of the colleges and much is lost. Pharmacy is to-day a combined profession and business. As a profession it is second only in importance to that of medicine, and as such the preliminary education required should be as high as that necessary to enter a college of medicine, not only as a foundation for a thorough and intelligent understanding of pharmacy, but to deter those from engaging in it who are mentally and morally incapable of appreciating the responsibility resting on them.

In some respects the responsibility resting on the druggist is greater than that on the physician. The physician writes a prescription, and whether or not he gets the results expected depends largely on the druggist's knowledge of the purity and medicinal efficiency of the drugs dispensed. He may use none but the products of pharmaceutical and chemical laboratories of known reputation, but drugs deteriorate with age, and unless he is thoroughly acquainted with their appearance and knows the changes likely to be caused by age or other agency, he may use an article that has lost its properties.

Many useful vegetable drugs of high medicinal value have come into disrepute from these causes. (In my own experience a veterinary physician had almost given up the use of Cannabis India because of unsatisfactory results. I called his attention to a product of a well-known laboratory, and since he has used gallons of it with invariably good results.)

With a first-class education the would-be pharmacist enters a drug store with a mind so trained that he observes, and understands what he is taught. On entering college he is able to follow his instructors and assimilate their teachings, think for himself and see when and how to apply the knowledge imparted.

When he leaves college he is not only a graduated but an educated pharmacist—educated as far as the college can take him. He will realize that his education has really just commenced and will not rest there, but experiment, study, read the drug journals, keep abreast of the times, and strive to add continually to his knowledge, so that year after year he may become a more useful member of his profession.

He will not be satisfied to attend only to the business of pharmacy, but will take pride in the more important professional side as well. He will impress the public with a sense of his knowledge and ability, and will raise himself to a position in the community where he will be looked up to and respected as much as a member of any of the other learned professions.

Wm. Mallard.

The Drug Market.

Opium—Is weak at unchanged prices. Morphine—Is unchanged.

Quinine—On account of lower prices for bark at the Amsterdam sale on the 29th, all brands have declined 2c per oz.

Bismuth Preparations—Are steady at the decline noted last week.

Menthol—On account of scarcity, has reached extreme prices. Stocks to arrive are quoted lower.

Ichthyol—Has declined.

Salol—Is lower.

Sugar of Milk—Was advanced by the combination Sept. 1.

Linseed Oil—Has been reduced 5c per gallon by the American Linseed Co.

Cow's Milk Made Like Human Milk.

Prof. Rotch's plan is very simple, and is substantially as follows: Let a quart of good cow's milk stand in ice water six hours, then siphon off from the bottom twenty-four ounces, leaving eight ounces of the top or cream, which, on the average, contains ten per cent. of fat. Now to make the nearest approach to human milk, that is four per cent. of fat, seven per cent. of sugar and two per cent. of proteids (4-7-2), take the above eight ounces of cream and add two and one-half ounces of milk, one ounce of lime-water, eight and one-half ounces water and seven and one-half ounces milk sugar.

H. W. Sparker.

It takes the oar of honesty to row the boat of prosperity.

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.

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 Asthmas. 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.

WHOLESALE DRUG PRICE CURRENT

Advanced—Sugar Milk. Declined—Quinine, Linseed Oil.

Table listing various drugs and chemicals under categories like Acidum, Ammonia, Aniline, Baccæ, Balsamum, Cortex, Extractum, Ferru, Flora, Folia, Gummi, Semen, Spiritus, Syrops, and Tinectures. Includes prices per unit.

Table listing additional drugs and chemicals including Menthol, Morphia, S. N. Y. Q., Moschus Canton, Myristica, Nux Vomica, Pepsin Saac, H. & P., Plets Liq., Tinectures, and Oils. Includes prices per unit.

HOLIDAY GOODS

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

Hazeltine & Perkins Drug Co., Grand Rapids, Michigan

GROCERY PRICE CURRENT

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

ADVANCED

Dried Apples, Leader Milk, Lake Trout

DECLINED

Holland Herring, Rolled Oats, Caraway Seed

Index to Markets

By Columns

Table listing various grocery items and their prices, organized by columns A through Y. Includes items like Flour, Sugar, and various oils.

Table 1: AXLE GREASE. Lists items like Aurora, Castor Oil, Diamond, Frazer's, and IXL Golden with prices.



Table 2: BAKING POWDER. Lists items like Mica and Paragon with prices.

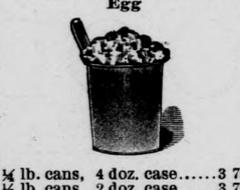


Table 3: BATH BRICK. Lists items like Arctic and English with prices.



Table 4: BLUING. Lists items like Arctic and English with prices.



Table 5: BROOMS and BRUSHES. Lists items like No. 1 Carpet, No. 2 Carpet, and various brush types with prices.

Table 2: Stove. Lists items like No. 3, No. 2, and No. 1 with prices.

Table 3: BUTTER COLOR. Lists items like W. R. & Co.'s, 15c size and 25c size with prices.

Table 4: CANDLES. Lists items like Electric Light, Paraffin, and Wickling with prices.

Table 5: CANNED GOODS. Lists items like Apples, Blackberries, and Beans with prices.

Table 6: Blueberries. Lists items like Standard and Brook Trout with prices.

Table 7: Clams. Lists items like Little Neck and Clam Bouillon with prices.

Table 8: Cherries. Lists items like Red Standards and White with prices.

Table 9: Corn. Lists items like Fair, Good, and Fancy with prices.

Table 10: French Peas. Lists items like Sur Extra Fine and Extra Fine with prices.

Table 11: Gooseberries. Lists items like Standard and Lobster with prices.

Table 12: Hominy. Lists items like Star and Picnic Tails with prices.

Table 13: Mackerel. Lists items like Mustard, Soused, and Tomato with prices.

Table 14: Mushrooms. Lists items like Hotels and Buttons with prices.

Table 15: Oysters. Lists items like Cove, 1 lb. and Cove, 1 lb Oval with prices.

Table 16: Peaches. Lists items like Pie and Yellow with prices.

Table 17: Pears. Lists items like Standard and Fancy with prices.

Table 18: Peas. Lists items like Marrowfat, Early June, and Early June Sifted with prices.

Table 19: Pineapple. Lists items like Grated and Sliced with prices.

Table 20: Pumpkin. Lists items like Fair, Good, and Fancy with prices.

Table 21: Raspberries. Lists items like Standard and Russian Caviar with prices.

Table 22: Salmon. Lists items like Columbia River, Red Alaska, and Pink Alaska with prices.

Table 23: Sardines. Lists items like Standard, Domestic, and Domestic Mustard with prices.

Table 24: Shrimps. Lists items like Standard, Domestic, and Domestic Mustard with prices.

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Table 1: Strawberries. Lists items like Standard, Fancy, Fair, Good, and Fancy with prices.

Table 2: Tomatoes. Lists items like Fair, Good, Fancy, and Gallons with prices.

Table 3: CATSUP. Lists items like Columbia and Columbia with prices.

Table 4: CARBON OILS. Lists items like Eocene, Perfection, Diamond White, D. S. Gasoline, Deodorized Naphtha, Cylinder, Engine, and Black, winter with prices.

Table 5: CHEESE. Lists items like Acme, Amboy, Carson City, Elsie, Emblem, Gen, Gold Medal, Jersey, Riverside, Brick, Edam, Leiden, Limburger, Pineapple, and Sap Sago with prices.

Table 6: CHEWING GUM. Lists items like American Flag Spruce, Peeman's Pepsin, Black Jack, Largest Gum Made, Sen Sen, Sen Sen Breath Perfume, Sugar Loaf, and Yucatan with prices.

Table 7: CHICORY. Lists items like Bulk, Red, Eagle, Franck's, and Schener's with prices.

Table 8: CHOCOLATE. Lists items like German Sweet, Breakfast Cocoa, Runkel Bros, Vienna Sweet, Vanilla, and Premium with prices.

Table 9: CLOTHES LINES. Lists items like Cotton, 40 ft. per doz., Cotton, 50 ft. per doz., Cotton, 60 ft. per doz., Cotton, 70 ft. per doz., Cotton, 80 ft. per doz., Jute, 72 ft. per doz. with prices.

Table 10: COCOA. Lists items like Cleveland, Colonial, Colonial, Epps, Huyler, Van Houten, Van Houten, Van Houten, Webb, Wilbur, and Wilbur with prices.

Table 11: COCOA SHELLS. Lists items like 20 lb. bags, Less quantity, and Pound packages with prices.

Table 12: COFFEE. Lists items like Special Combination, French Breakfast, Lenox, Mocha & Java, Old Gov't Java and Mocha, Private Estate, Java & Mocha, Supreme, Java and Mocha, Dwinell-Wright Co.'s Brands, White House, 60-ls., White House, 30-2s., Excelsior M. & J., 60-ls., Excelsior M. & J., 30-2s., Royal Java, Royal Java & Mocha, Arabian Mocha, Aden Moch, Freeman Merc. Co. Brands, Marexo, Porto Rican, Honolulu, Parker House J & M, Monogram J & M, Mandehling, Rio, Common, Fair, Choice, Fancy, Santos, Fair, Choice, Fancy, Peaberry, Maracaibo, Fair, and Choice with prices.

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Table 1: Mexican. Lists items like Choice and Fancy with prices.

Table 2: Guatemala. Lists items like Choice with price.

Table 3: Java. Lists items like African, Fancy African, O. G., and P. G. with prices.

Table 4: Mocha. Lists items like Arabian and Package with prices.

Table 5: CONDENSED MILK. Lists items like Gall Borden Eagle, Crown, Daisy, Champion, Magnolia, Challenge, Dime, and Leader with prices.

Table 6: COUPON BOOKS. Lists items like 50 books, any denom., 100 books, any denom., 500 books, any denom., 1,000 books, any denom., and Above quotations are for either Tradesman, Superior, Economic or Universal grades. Where 1,000 books are ordered at a time customer receives a specially printed cover without extra charge.

Table 7: COUPON PASS BOOKS. Lists items like 500, any one denom., 1,000, any one denom., 2,000, any one denom., and Steel punch with prices.

Table 8: CRACKERS. Lists items like National Biscuit Co.'s brands and Butter with prices.

Table 9: Soda. Lists items like Soda XXX, Soda, City, Long Island Wafers, and Zephyrette with prices.

Table 10: Oyster. Lists items like Faust, Farina, Extra Farina, and Saltine Oyster with prices.

Table 11: Sweet Goods-Boxes. Lists items like Animals, Assorted Cake, Belle Rose, Ben's Water, Cinnamon Bar, Coffee Cake, Iced, Coffee Cake, Java, Coconut Macaroons, Coconut Taffy, Cracknels, Creams, Iced, Cream Crisp, Cubans, Currant Fruit, Frosted Honey, Frosted Cream, Ginger Gems, 'Finger of Sm'l' Ginger Snaps, N. B. C., Gladiolator, Grandma Cakes, Graham Crackers, Graham Wafers, Grand Rapids Tea, Honey Fingers, Iced Honey Crumpets, Impials, Jumbles, Honey, Lady Fingers, Lemon Snaps, Lemon Wafers, Marshmallow, Marshmallow Creams, Marshmallow Walnuts, Mary Ann, Mixed Picnic, M'K Biscuit, Molasses Cake, Molasses Bar, Moss Jelly Bar, Newton, Oatmeal Crackers, Oatmeal Wafers, Orange Crisp, Penny Cake, Pilot Bread, XXX, Pretzettes, hand made, Pretzels, hand made, Scotch Cookies, Sears' Lunch, Sugar Cake, and Sugar Cream, XXX with prices.

5

Table 1: Sugar Squares, Sultanas, Tutti Frutti, Vanilla Wafers, Vienna Crimp with prices.

Table 2: E. J. Krueze & Co.'s baked goods. Lists items like Standard Crackers, Blue Ribbon Squares, and Write for complete price list with interesting discounts.

Table 3: CREAM TARTAR. Lists items like 5 and 10 lb. wooden boxes and Bulk in sacks with prices.

Table 4: DRIED FRUITS. Lists items like Apples, Sundried, Evaporated, 50 lb. boxes, California Fruits, Apricots, Currants, Blackberries, Nectarines, Peaches, Pears, Pitted Cherries, Prunelles, and Raspberries with prices.

Table 5: California Prunes. Lists items like 100-120 25 lb. boxes, 90-100 25 lb. boxes, 80-90 25 lb. boxes, 70-80 25 lb. boxes, 60-70 25 lb. boxes, 50-60 25 lb. boxes, 40-50 25 lb. boxes, 30-40 25 lb. boxes, and 1/2 cent less in 50 lb. cases with prices.

Table 6: Citron. Lists items like Leghorn and Corsican with prices.

Table 7: Currants. Lists items like California, 1 lb. package, Imported, 1 lb package, and Imported, bulk with prices.

Table 8: Peel. Lists items like Citron American 19 lb. bx., Lemon American 10 lb. bx., and Orange American 10 lb. bx. with prices.

Table 9: Raisins. Lists items like London Layers 2 Crown, London Layers 3 Crown, Cluster 4 Crown, Loose Muscatels 2 Crown, Loose Muscatels 3 Crown, Loose Muscatels 4 Crown, L. M., Seeded, 1 lb., L. M., Seeded, 1/2 lb., Sultanas, bulk, and Sultanas, package with prices.

Table 10: FARINACEOUS GOODS. Lists items like Beans, Dried Lima, Picked, Medium Holland, Brown Holland, Cream of Cereal, Grain-O, small, Grain-O, large, Grape Nuts, Postum Cereal, small, Postum Cereal, large, 24 1 lb. packages, Bulk, per 100 lbs., Hominy, Flake, 50 lb. sack, Pearl, 200 lb. bbl., Pearl, 100 lb. sack, Macaroni and Vermicelli, Domestic, 10 lb. box, Imported, 25 lb. box, Pearl Barley, Common, Chester, and Empire with prices.

Table 11: Grits. Lists items like Walsh-DeRoo Co.'s Brand with price.



Table 12: 24 2 lb. packages, 100 lb. kegs, 200 lb. barrels, 100 lb. bags with prices.

Table 13: Peas. Lists items like Green, Wisconsin, bu., Green, Scotch, bu., Split, lb., Rolled Oats, Rolled Avena, bbl., Steel Cut, 100 lb. sacks, Monarch, bbl., Monarch, 90 bbl., Monarch, 90 lb. sacks, Quaker, cases with prices.

Table 14: East India, German, sacks, German, broken package, Tapioca, Flake, 110 lb. sacks, Pearl, 130 lb. sacks, Pearl, 24 1 lb. packages with prices.

Table 15: Cracked, bulk, 24 2 lb. packages with prices.

JAXON Highest Grade Extracts. Lists items like Vanilla, Lemon, 1 oz full m. 1.20, 1 oz full m. 2.10, 2 oz full m. 1.25, No. 3 fan'y. 3.15, No. 3 fan'y. 1.75 with prices.

COLEMAN'S HIGH FOOT & JENKS CLASS EXTRACTS

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

JENNINGS'S FLAVORING EXTRACTS

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

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

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

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

FRESH MEATS Beef Carcass. 6 @ 8 Forequarters. 5 @ 6 Hindquarters. 8 @ 9

Pork Dressed. 4 @ 7 1/2 Loin. @ 11 Boston Butts. @ 9 Shoulders. @ 8 1/4 Leaf Lard. @ 8

Mutton Carcass. 7 1/4 @ 9 1/2 Lambs. 9 1/4 @ 10

Veal Carcass. 8 @ 9

GRAINS AND FLOUR Wheat 70

Winter Wheat Flour Local Brands Patents. 4 35 Second Patent. 3 85

Straight. 3 65 Clear. 3 20 Graham. 3 30 Buckwheat. 3 00 Rye. 3 00

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

Ball-Barnhart-Putman's Brand Diamond 1/2s. 3 85 Diamond 3/4s. 3 81

Worden Grocer Co.'s Brand Quaker 3/8s. 3 80 Quaker 1/2s. 3 80 Quaker 3/4s. 3 80

Spring Wheat Flour Clark-Jewell-Wells Co.'s Brand Pillsbury's Best 1/2s. 4 40

Pillsbury's Best 3/4s. 4 20 Pillsbury's Best 1/2s. 4 20 Pillsbury's Best 3/8s paper. 4 20

Pillsbury's Best 1/4s paper. 4 20 Ball-Barnhart-Putman's Brand Duluth Imperial 1/2s. 4 40

Duluth Imperial 3/4s. 4 30 Duluth Imperial 1/2s. 4 20 Lemon & Wheeler Co.'s Brand Wingold 1/2s. 4 40

Wingold 3/4s. 4 30 Oney & Judson's Brand Ceresota 1/2s. 4 40

Ceresota 3/4s. 4 30 Ceresota 1/2s. 4 20 Worden Grocer Co.'s Brand Laurel 1/2s. 4 40

Laurel 3/4s. 4 30 Laurel 1/2s and 3/4s paper. 4 20

Meal Bolted. 2 75 Granulated. 2 85

Oats Car lots. 38 1/4 Car lots, clipped. 41 Less than car lots.

Feed and Millstuffs St. Car Feed, screened. 23 00 No. 1 Corn and Oats. 22 50

Unbolted Corn Meal. 22 00 Winter Wheat Bran. 17 00 Winter Wheat Middlings. 18 00

Screenings. 16 00 Corn, car lots. 54 1/4

Hay No. 1 Timothy car lots. 11 00 No. 1 Timothy ton lots. 12 00

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

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

JELLY 5 lb. palls. per doz. 1 90 15 lb. palls. 38 30 lb. palls. 72

LICORICE Pure. 30 Calabaria. 23 Sticty. 20 Roof. 10

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

MATCHES Diamond Match Co.'s brands. No. 9 sulphur. 1 65

Anchor Parlor. 1 30 No. 2 Home. 1 30 Export Parlor. 4 00

Wolverine. 1 50 MEAT EXTRACTS Armour & Co.'s, 2 oz. 4 45

Liebig's, 2 oz. 2 75 MOLASSES New Orleans Fancy Open Kettle. 40

Choice. 35 Falr. 26 Good. 22 Half-barrels 2c extra

MUSTARD Horse Radish, 1 doz. 1 75 Horse Radish, 2 doz. 3 50

Bayle's Celery, 1 doz. 1 75 OLIVES Bulk, 1 gal. kegs. 1 25

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

Manzanilla, 7 oz. 80 Queen, pints. 2 35

Queen, 19 oz. 4 50 Queen, 28 oz. 7 00

Stuffed, 5 oz. 1 25 Stuffed, 8 oz. 1 45

Stuffed, 10 oz. 2 30 PAPER BAGS Continental Paper Bag Co.

Ask your Jobber for them. Glory Mayflower Satchel & Pacific Bottom Square

1/4. 25 3/4. 34 1/2. 44 2. 54 3. 66

4. 76 5. 90 6. 1 06 8. 1 28

10. 1 38 12. 1 60 14. 2 24 16. 2 34

20. 2 52 25. 5 00 Sugar Red. 4 1/2 Gray. 4 3/4

PARIS GREEN Bulk. 14 Packages, 1/4 lb., each. 18

Packages, 1/2 lb., each. 17 Packages, 1 lb., each. 16

PICKLES Medium Barrels, 1,200 count. 6 50

Half bbls, 600 count. 3 75 Small Barrels, 2,400 count. 8 00

Half bbls, 1,200 count. 4 50 PIPES Clay, No. 216. 1 70

Clay, T. D., full count. 65 Cob, No. 3. 85

POTASH 48 cans in case. Babbitt's. 4 00

Penna Salt Co.'s. 3 00 PROVISIONS Barreled Pork

Mess. @ 15 75 Back @ 16 50

Clear back. @ 16 75 Short cut. @ 16 75

Pig. @ 18 00 Bean. @ 13 50

Family Mess. @ 16 25 Dry Salt Meats Bellies. 10

Briskets. 9 1/2 Extra shorts. 9

Smoked Meats Hams, 12 lb. average. @ 11 1/2

Hams, 14 lb. average. @ 11 1/2 Hams, 16 lb. average. @ 11 1/2

Hams, 20 lb. average. @ 11 1/2 Ham dried beef. @ 13 1/2

Shoulders (N. Y. cut) @ 9 1/2 Bacon, clear. 10 1/2 @ 11

8 Sausages Bologna 5 1/4

Liver. 4 1/4 Frankfort. 7 1/4

Pork. 7 1/4 Blood. 6 1/4

Tongue. 8 Headcheese. 9

Beef Extra Mess. 10 75 Boneless. 11 50

Rump. 11 50 Pigs' Feet 1/4 bbls., 40 lbs. 1 55

1/4 bbls., 80 lbs. 3 50 Tripe Kits, 15 lbs. 70

1/4 bbls., 40 lbs. 1 25 1/4 bbls., 80 lbs. 2 25

Casings Pork 21 Beef rounds. 10

Beef middles. 10 Sheep. 60 Butterine

Solid, dairy. 12 1/4 @ 13 @ 16 1/2

Solid, creamery. 16 1/2 Solid, creamery. 16

Canned Meats Corned beef, 2 lb. 2 50

Corned beef, 14 lb. 17 50 Roast beef, 2 lb. 2 50

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

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

Potted tongue, 1/2s. 90 Potted tongue, 1/4s. 90

RICE Domestic Carolina head. 6 1/2

Carolina No. 1. 5 1/2 Carolina No. 2. 5 1/2

Broken Japan, No. 1. 5 1/2 @ 5 1/2 @

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

Java, No. 1. @ Table. @ SALERATUS Packed 60 lbs. in box.

Church's Arm and Hammer. 3 15 Deland's. 3 00

Dwight's Cow. 3 15 Emblem. 2 10

P. 3 00 Wyandotte, 100 1/2s. 3 00

SAL SODA Granulated, bbls. 1 00

Granulated, 100 lb. cases. 1 90 Lump, bbls. 80

Lump, 145 lb. kegs. 85 SALT Buckeye

100 3 lb. bags. 3 00 50 6 lb. bags. 3 00

22 14 lb. bags. 2 75 In 5 bbl. lots 5 per cent. discount.

Diamond Crystal Table, cases, 24 3 lb. boxes. 1 40

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

Butter, barrels, 280 lb. bulk. 2 65 Butter, barrels, 20 14 lb. bags. 2 85

Butter, sacks, 28 lbs. 27 Butter, sacks, 56 lbs. 67

Common Grades 100 3 lb. sacks. 2 25

60 5 lb. sacks. 2 15 28 10 lb. sacks. 2 05

56 lb. sacks. 40 28 lb. sacks. 22

Warsaw 56 lb. dairy in drill bags. 40 28 lb. dairy in drill bags. 20

9 Whitefish No. 1 No. 2 Fam

100 lbs. 7 50 40 lbs. 3 30

10 lbs. 80 8 lbs. 90 42

SEEDS Anise. 9 Canary, Smyrna. 3 1/2

Caraway. 7 1/4 Cardamon, Malabar. 1 00

Celery. 10 Hemp, Russian. 4

Mixed Bird. 4 Mustard, white. 7

Poppy. 6 Rape. 4

Cuttle Bone. 14 SHOE BLACKING Handy Box, large. 2 50

Handy Box, small. 1 25 Bixby's Royal Polish. 85

Miller's Crown Polish. 85 SNUFF Scotch, in bladders. 37

Maccaboy, in jars. 35 French Rappee, in jars. 43

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

GRAND PA'S WONDER SOAP 50 cakes, large size. 3 25

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

100 cakes, small size. 3 85 Bell & Bogart brands—

Coal Oil Johnny. 3 90 Peckin. 4 00

Detroit Soap Co. brands—Queen Anne. 3 15

Big Bargain. 1 75 Umpire. 2 15

German Family. 2 45 Dingman Soap Co. brand—

Dingman. 3 85 N. K. Fairbanks brands—

Brown. 3 25 Fairy. 4 00

Fels brand—Naptha. 4 00

Gowans & Sons brands—Oak Leaf. 3 25

Oak Leaf, big 5. 4 00 JAXON Single box. 3 00

5 box lots, delivered. 2 95 10 box lots, delivered. 2 90

Johnson Soap Co. brands—Silver King. 3 60

Calumet Family. 2 70 Scotch Family. 2 50

Cuba. 2 40 50 cakes. 1 95

Ricker's Magnetic. 3 90 Lantz Bros. brands—

Big Acme. 4 00 Acme No. 2. 3 25

Marselles. 4 00 Master. 3 70

Proctor & Gamble brands—Lenox. 3 00

Ivory, 6 oz. 4 00 Ivory, 10 oz. 6 75

Schultz & Co. brand—Star. 3 00

A. B. Wesley brands—Good Cheer. 3 80

Old Country. 3 20 Scouring Sapollo, kitchen, 3 doz. 2 40

Sapollo, hand, 3 doz. 2 40 SODA Boxes. 5 1/2

10 Pure Cane Fair. 16

Good. 20 Choice. 25 STARCH

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

20 1-lb. packages. 7 6-lb. packages. 7 1/2

Kingsford's Silver Gloss 40 1-lb. packages. 7 1/2

Common Gloss 1-lb. packages. 5 1/2

3-lb. packages. 5 6-lb. packages. 6

40 and 50-lb. boxes. 4 Barrels. 3 1/2

No. 8. 4 45 No. 9. 4 40

No. 10. 4 35 No. 11. 4 30

No. 12. 4 30 No. 13. 4 20

No. 14. 4 20 No. 15. 4 20

No. 16. 4 20 TEA Japan

Sundried, medium. 28 Sundried, choice. 30

Sundried, fancy. 40 Regular, medium. 28

Regular, choice. 30 Regular, fancy. 40

Basket-fired, medium. 28 Basket-fired, choice. 35

Basket-fired, fancy. 40 Nibs. 27

Siftings. 19 @ 21 Fannings. 20 @ 22

Gunpowder Moyune, medium. 26

Moyune, choice. 35 Moyune, fancy. 50

Pingsuey, medium. 25 Pingsuey, choice. 30

Pingsuey, fancy. 40 BEST GLOSS STARCH

Best Gloss Starch, 50 lb. Best Corn Starch. 19 @ 21

Neutral Pearl Starch in bbl. Neutral Powdered Starch in bbl.

Best Gloss Starch, 6 lb. Best Gloss Starch, 3 lb.

Best Gloss Starch, 1 lb. Works: Venice, Ill. Geneva, Ill.

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

40 1-lb. packages. 4 1/2 STOVE POLISH

Enameline No. 4, 3 doz in case, gross. 4 50

No. 6, 3 doz in case, gross. 7 20 Below are given New York

prices on sugars, to which the wholesale dealer adds the local

w freight from New York to your shipping point, giving you credit

on the invoice for the amount of freight buyer pays from the

market in which he purchases to his shipping point, including

20 pounds for the weight of the barrel. Domino. 5 75

Cut Leaf. 5 75 Crushed. 5 75

Cubes. 5 50 Powdered. 5 35

11 No. 8. 4 45 No. 9. 4 40

No. 10. 4 35 No. 11. 4 30

No. 12. 4 30 No. 13. 4 20

No. 14. 4 20 No. 15. 4 20

No. 16. 4 20 TEA Japan

Sundried, medium. 28 Sundried, choice. 30

Sundried, fancy. 40 Regular, medium. 28

Regular, choice. 30 Regular, fancy. 40

Basket-fired, medium. 28 Basket-fired, choice. 35

Basket-fired, fancy. 40 Nibs. 27

Siftings. 19 @ 21 Fannings. 20 @ 22

Gunpowder Moyune, medium. 26

Moyune, choice. 35 Moyune, fancy. 50

Pingsuey, medium. 25 Pingsuey, choice. 30

Pingsuey, fancy. 40 BEST GLOSS STARCH

Best Gloss Starch, 50 lb. Best Corn Starch. 19 @ 21

Neutral Pearl Starch in bbl. Neutral Powdered Starch in bbl.

Best Gloss Starch, 6 lb. Best Gloss Starch, 3 lb.

Best Gloss Starch, 1 lb. Works: Venice, Ill. Geneva, Ill.

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

40 1-lb. packages. 4 1/2 STOVE POLISH

Enameline No. 4, 3 doz in case, gross. 4 50

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w freight from New York to your shipping point, giving you credit

on the invoice for the amount of freight buyer pays from the

market in which he purchases to his shipping point, including

20 pounds for the weight of the barrel. Domino. 5 75

Cut Leaf. 5 75 Crushed. 5 75

Cubes. 5 50 Powdered. 5 35

Coarse Powdered. 5 35 XXXX Powdered. 5 40

Standard Granulated. 5 25 Fine Granulated. 5 25

Coarse Granulated. 5 35 Extra Fine Granulated. 5 35

Conf. Granulated. 5 50 2 lb. bags Fine Gran. 5 40

5 lb. bags Fine Gran. 5 40 Mould A. 5 60

Diamond A. 5 25 Confectioner's A. 5 05

No. 1, Columbia A. 4 90 No. 2, Windsor A. 4 85

Table 12: Protection, Sweet Burley, Sweet Loma, Tiger, Plug, Flat Iron, Creme de Menthe, Stronghold, Elmo, Sweet Chunk, Forge, Red Cross, Palo, Kyo, Hiawatha, Battle Axe, American Eagle, Standard Navy, Spear Head, Nobby Twist, Jolly Tar, Old Honesty, Toddy, J. T., Piper Heidsieck, Beef Jack, Jelly Cake, Plumb Bob, Smoking, Hand Pressed, Ibox, Sweet Core, Flat Car, Great Navy, Warpath, Bamboo, I X L, Honey Dew, Gold Block, Flagman, Chips, Kln Dried, Duke's Mixture, Honey Dip Twist, Myrtle Navy, Yum Yum, Cream, Corn Cake, Flow Boy, Peerless, Indicator, Col. Choice, Col. Choice.

Table 13: Mop Sticks, Trojan spring, Eclipse patent spring, No 1 common, No. 2 patent brush holder, 19 lb. cotton mop heads, Ideal No. 7, Palls, 2-hoop Standard, 3-hoop Standard, 2-wire, Cable, 3-wire, Cable, Cedar, all red, brass bound, Paper, Eureka, Fibre, Toothpicks, Hardwood, Softwood, Banquet, Ideal, Tubs, 20-inch, Standard, No. 1, 18-inch, Standard, No. 2, 16-inch, Standard, No. 3, 20-inch, Cable, No. 1, 18-inch, Cable, No. 2, 16-inch, Cable, No. 3, No. 1 Fibre, No. 2 Fibre, No. 3 Fibre, Wash Boards, Bronze Globe, Dewey, Double Acme, Single Acme, Double Peerless, Single Peerless, Northern Queen, Honey Dew, Good Luck, Universal, Wood Bowls, 11 in. Butter, 13 in. Butter, 15 in. Butter, 17 in. Butter, 19 in. Butter, Assorted 15-17-19, WRAPPING PAPER, Common Straw, Fiber Manila, white, Fiber Manila, colored, No. 1 Manila, Cream Manila, Butcher's Manila, Wax Butter, short count, Wax Butter, full count, Wax Butter, rolls, YEAST CAKE, Magic, 3 doz., Sunlight, 3 doz., Sunlight, 1 1/2 doz., Yeast Cream, 3 doz., Yeast Foam, 3 doz., Yeast Foam, 1 1/2 doz., FRESH FISH, White fish, Trout, Black Bass, Halibut, Cliscoes or Herring, Bluefish, Live Lobster, Botted Lobster, Cod, Haddock, No. 1 Pickered, Pike, Perch, Smoked White, Red Snapper, Col River Salmon, Mackerel, Oysters, Can Oysters, F. H. Counts, F. S. D. Selects, Selects, Bulk Oysters, Counts, Extra Selects, HIDES AND PELTS, The Cappon & Bertsch Leather Co., 100 Canal Street, quotes as follows: Hides, Green No. 1, Green No. 2, Cured No. 1, Cured No. 2, Calfskins, green No. 1, Calfskins, green No. 2, Calfskins, cured No. 1, Calfskins, cured No. 2, Pelts, each, Lamb, Tallow, No. 1, No. 2, Wool, Washed, fine, Washed, medium, Unwashed, fine, Unwashed, medium, CANDIES, Stick Candy, Standard, Standard H. H., Standard Twist, Cut Leaf, Jumbo, 32 lb., Extra H. H., Boston Cream, Beet Root.

Table 14: Mixed Candy, Grocers, Competition, Special, Conserve, Royal, Ribbon, Broken, Cut Leaf, English Rock, Kindergarten, Bon Ton Cream, French Cream, Dandy Pan, Hand Made Cream, mixed, Crystal Cream mix, Fancy-In Palls, Champ. Crys. Gums, Peony Hearts, Fairy Cream Squares, Fudge Squares, Peanut Squares, Fruit Tab., as, wrap, Sugared Peanuts, Salt-d Peanuts, Starlight Kisses, San Blas Goodies, Lozenges, plain, Lozenges, printed, Choc. Drops, Eclipse Chocolates, Cho. Bonbons, Victoria Chocolats, Gum Drops, Moss Drops, Lemon Sours, Imperials, Ital. Cream Opera, Ital. Cream Bonbons, Cho. Bonbons, Molasses Chews, Golden Waffles, Fancy-In 5 lb. Boxes, Lemon Sours, Peppermint Drops, Chocolate Drops, H. M. Choc. Drops, H. M. Choc. Lt. and Dk. No. 12, Gum Drops, Licorice Drops, Lozenges, plain, Lozenges, printed, Imperials, Mottoes, Cream Bar, Molasses Bar, Hand Made Creams, Cream Buttons, Pep. and Wint., String Rock, Wintergreen Berries, Caramels, Clipper, 20 lb. palls, Standard, 20 lb. palls, Perfection, 20 lb. pls, Amazon, Cho. Cov'd, Korke 2 for 1c pr bx, Big 3, 3 for 1c pr bx, Dukes, 2 for 1c pr bx, Favorite, 4 for 1c, bx, AA Cream Carls 3lb, FRUITS, Oranges, Florida Russett, Florida Bright, Fancy Navels, Extra Choice, Late Valencia, Seedlings, Medt. Sweets, Jamaicas, Rodi, Lemons, Verdelli, ex fcy 300, Verdelli, fcy 300, Verdelli, ex chco 300, Verdelli, fcy 360, Maiori Lemons, 300, Messinas 300s, Messinas 300s, Bananas, Medium bunches, Large bunches, Foreign Dried Fruits, Figs, Californias, Fancy, Cal. pkg, 10 lb. boxes, Extra Choice, 10 lb. boxes, Puled, 8 lb. boxes, Naturals, in bags, Dates, Fards in 10 lb. boxes, Fards in 60 lb. cases, Hollow, lb. cases, new, Sairs, 60 lb. cases, NUTS, Almonds, Tarragona, Almonds, Tarragona, Almonds, California, soft shelled, Brazils, Fiberts, Walnuts, Grenobles, Walnuts, soft shelled, California No. 1, Table Nuts, fancy, Table Nuts, choice, Pecans, Med., Pecans, Ex. Large, Pecans, Jumbos, Hickory Nuts per bu., Ohio, new, Cocoanuts, full sacks, Chestnuts, per bu., Peanuts, Fancy, H. P., Sun, Roasted, Choice, H. P., Extras, Choice, H. P., Extras, Roasted, Span. Shild No. 1 n'w

Table 15: AKRON STONWARE, Butters, 1/2 gal., per doz., 2 to 6 gal., per gal., 8 gal. each, 10 gal. each, 12 gal. each, 15 gal. meat-tubs, each, 20 gal. meat-tubs, each, 25 gal. meat-tubs, each, 30 gal. meat-tubs, each, Churns, 2 to 6 gal., per gal., Turn Dashers, per doz., Milkpans, 1/2 ga. fat or rd. bot., per doz., 1 gal. nat or rd. bot., each, Fine Glazed Milkpans, 1/2 gal. flat or rd. bot., per doz., 1 gal. flat or rd. bot., each, Stewpans, 1/2 gal. fireproof, ball, per doz., 1 gal. fireproof, ball, per doz., Jugs, 1/2 gal. per doz., 1/4 gal. per doz., 1 to 5 gal., per gal., Sealing Wax, 5 lbs. in package, per lb., LAMP BURNERS, No. 0 Sun, No. 1 Sun, No. 2 Sun, No. 3 Sun, Tubular, Nutmeg, LAMP CHIMNEYS-Seconds, No. 0 Sun, No. 1 Sun, No. 2 Sun, First Quality, No. 0 Sun, crimp top, wrapped & lab., No. 1 Sun, crimp top, wrapped & lab., No. 2 Sun, crimp top, wrapped & lab., XXX Flint, No. 1 Sun, crimp top, wrapped & lab., No. 2 Sun, crimp top, wrapped & lab., No. 2 Sun, hinge, wrapped & lab., Pearl Top, No. 1 Sun, wrapped and labeled, No. 2 Sun, wrapped and labeled, No. 2 hinge, wrapped and labeled, No. 2 Sun, "Small Bulb," for Globe Lamps, La Bastie, No. 1 Sun, plain bulb, per doz., No. 2 Sun, plain bulb, per doz., No. 1 Crimp, per doz., No. 2 Crimp, per doz., Rochester, No. 1 Lime (65c doz.), No. 2 Lime (70c doz.), No. 2 Flint (80c doz.), Electric, No. 2 Lime (70c doz.), No. 2 Flint (80c doz.), OIL CANS, 1 gal. tin cans with spout, per doz., 1 gal. galv. iron with spout, per doz., 2 gal. galv. iron with spout, per doz., 3 gal. galv. iron with spout, per doz., 5 gal. galv. iron with spout, per doz., 5 gal. galv. iron with faucet, per doz., 5 gal. Tilting cans., 5 gal. galv. iron Nacafas., LANTERNS, No. 0 Tubular, side lift, No. 1 B Tubular, No. 15 Tubular, dash, No. 1 Tubular, glass fountain, No. 12 Tubular, side lamp, No. 3 Street lamp, each, LANTERN GLOBES, No. 0 Tub., cases 1 doz. each, box, 10c, No. 0 Tub., cases 2 doz. each, box, 15c, No. 0 Tub., bbls 5 doz. each, per bbl., No. 0 Tub., Bull's eye, cases 1 doz. each, Pints, Quarts, Half gallons, Caps and Rubbers, Rubbers, MASON FRUIT JARS, No. 0 Tub., cases 1 doz. each, box, 10c, No. 0 Tub., cases 2 doz. each, box, 15c, No. 0 Tub., bbls 5 doz. each, per bbl., No. 0 Tub., Bull's eye, cases 1 doz. each, Pints, Quarts, Half gallons, Caps and Rubbers, Rubbers

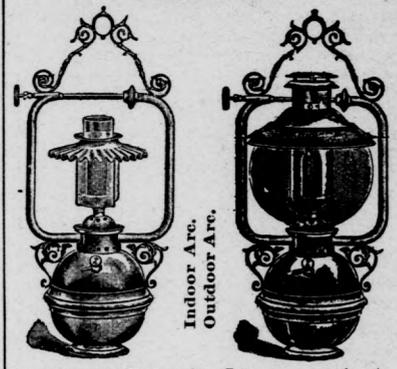
Table 16: Protection, Sweet Burley, Sweet Loma, Tiger, Plug, Flat Iron, Creme de Menthe, Stronghold, Elmo, Sweet Chunk, Forge, Red Cross, Palo, Kyo, Hiawatha, Battle Axe, American Eagle, Standard Navy, Spear Head, Nobby Twist, Jolly Tar, Old Honesty, Toddy, J. T., Piper Heidsieck, Beef Jack, Jelly Cake, Plumb Bob, Smoking, Hand Pressed, Ibox, Sweet Core, Flat Car, Great Navy, Warpath, Bamboo, I X L, Honey Dew, Gold Block, Flagman, Chips, Kln Dried, Duke's Mixture, Honey Dip Twist, Myrtle Navy, Yum Yum, Cream, Corn Cake, Flow Boy, Peerless, Indicator, Col. Choice, Col. Choice.

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Table 18: AKRON STONWARE, Butters, 1/2 gal., per doz., 2 to 6 gal., per gal., 8 gal. each, 10 gal. each, 12 gal. each, 15 gal. meat-tubs, each, 20 gal. meat-tubs, each, 25 gal. meat-tubs, each, 30 gal. meat-tubs, each, Churns, 2 to 6 gal., per gal., Turn Dashers, per doz., Milkpans, 1/2 ga. fat or rd. bot., per doz., 1 gal. nat or rd. bot., each, Fine Glazed Milkpans, 1/2 gal. flat or rd. bot., per doz., 1 gal. flat or rd. bot., each, Stewpans, 1/2 gal. fireproof, ball, per doz., 1 gal. fireproof, ball, per doz., Jugs, 1/2 gal. per doz., 1/4 gal. per doz., 1 to 5 gal., per gal., Sealing Wax, 5 lbs. in package, per lb., LAMP BURNERS, No. 0 Sun, No. 1 Sun, No. 2 Sun, No. 3 Sun, Tubular, Nutmeg, LAMP CHIMNEYS-Seconds, No. 0 Sun, No. 1 Sun, No. 2 Sun, First Quality, No. 0 Sun, crimp top, wrapped & lab., No. 1 Sun, crimp top, wrapped & lab., No. 2 Sun, crimp top, wrapped & lab., XXX Flint, No. 1 Sun, crimp top, wrapped & lab., No. 2 Sun, crimp top, wrapped & lab., No. 2 Sun, hinge, wrapped & lab., Pearl Top, No. 1 Sun, wrapped and labeled, No. 2 Sun, wrapped and labeled, No. 2 hinge, wrapped and labeled, No. 2 Sun, "Small Bulb," for Globe Lamps, La Bastie, No. 1 Sun, plain bulb, per doz., No. 2 Sun, plain bulb, per doz., No. 1 Crimp, per doz., No. 2 Crimp, per doz., Rochester, No. 1 Lime (65c doz.), No. 2 Lime (70c doz.), No. 2 Flint (80c doz.), Electric, No. 2 Lime (70c doz.), No. 2 Flint (80c doz.), OIL CANS, 1 gal. tin cans with spout, per doz., 1 gal. galv. iron with spout, per doz., 2 gal. galv. iron with spout, per doz., 3 gal. galv. iron with spout, per doz., 5 gal. galv. iron with spout, per doz., 5 gal. galv. iron with faucet, per doz., 5 gal. Tilting cans., 5 gal. galv. iron Nacafas., LANTERNS, No. 0 Tubular, side lift, No. 1 B Tubular, No. 15 Tubular, dash, No. 1 Tubular, glass fountain, No. 12 Tubular, side lamp, No. 3 Street lamp, each, LANTERN GLOBES, No. 0 Tub., cases 1 doz. each, box, 10c, No. 0 Tub., cases 2 doz. each, box, 15c, No. 0 Tub., bbls 5 doz. each, per bbl., No. 0 Tub., Bull's eye, cases 1 doz. each, Pints, Quarts, Half gallons, Caps and Rubbers, Rubbers, MASON FRUIT JARS, No. 0 Tub., cases 1 doz. each, box, 10c, No. 0 Tub., cases 2 doz. each, box, 15c, No. 0 Tub., bbls 5 doz. each, per bbl., No. 0 Tub., Bull's eye, cases 1 doz. each, Pints, Quarts, Half gallons, Caps and Rubbers, Rubbers

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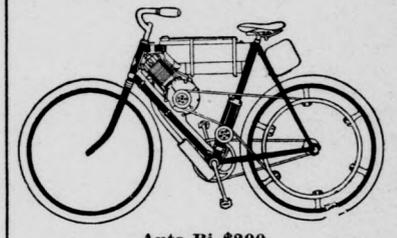


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Auto-Bi, \$200

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

Simple Account File. Simplest and Most Economical Method of Keeping Petit Accounts. File and 1,000 printed blank bill heads. \$2 75. File and 1,000 specially printed bill heads. 3 00. Printed blank bill heads, per thousand. 1 25. Specially printed bill heads, per thousand. 1 50. Tradesman Company, Grand Rapids.

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, 8 ply. 12. Flax, medium. 20. Wool, 1 lb. balls. 7 1/2. VINEGAR, Malt White Wine, 40 grain. 8. Malt White Wine, 30 grain. 11. Pure Cider, B. & B. brand. 11. Pure Cider, Red Star. 12. Pure Cider, Robinson. 10. Pure Cider, Silver. 11. WASHING POWDER, Gold Dust, regular. 4 50. Gold Dust, 5c. 4 00. Rub-No-More, Rub-No-More. 3 50. Fearline. 2 90. Scourine. 3 50. WICKING, No. 0, per gross. 25. No. 1, per gross. 25. No. 2, per gross. 35. No. 3, per gross. 55. WOODENWARE, Baskets, Bushels, wide band. 95. 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. Butter Plates, No. 1 Oval, 250 in crate. 45. No. 2 Oval, 250 in crate. 50. No. 3 Oval, 250 in crate. 55. No. 5 Oval, 250 in crate. 65. Egg Crates, Humpty Dumpty. 2 25. No. 1, complete. 30. No. 2, complete. 25. Clothes Pins, Round head, 5 gross box. 45. Round head, cartons. 62.

Rub-No-More. Office Stationery. LETTER, NOTE AND BILL HEADS. STATEMENTS, ENVELOPES, COUNTER BILLS. TRADESMAN COMPANY, GRAND RAPIDS.

Why the Average Workingman Cannot Pay His Debts.

Syracuse, N. Y., Sept. 2.—I enclose a clipping that is interesting to me because written by one who makes a study of poverty and who is in close touch with that unfortunate class. Mr. Hazeltine is the superintendent of the municipal lodging house here and, while his sympathy is with the poor, he is not one of the kind who damn the rich man. When you come to add whisky to his figures, you see some one must suffer cruelly and, of course, that strikes the innocent mother and helpless children.

Fred H. Ball.

For a period extending over many years the writer has heard severe denunciations hurled at the workingmen for their extravagances. Nothing is more common than to hear those who are well off in worldly goods upbraid wage earners for alleged aaping the manners of their "betters," and dreadful warnings are at times given that, unless some check is put on the luxurious living of the dependent employe, the country will go to ruin and the country authorities will be swamped under their incumbrances.

It will be the purpose of this article to examine into these charges of alleged extravagances. Let us see what those charges are. Let us take a family consisting of husband and wife and four children. Surely that is not a very large community. Let us suppose that the bread winner is engaged at arduous manual labor.

Now, would 3 cents a meal be reckoned an extravagant sum to enable such a person to sustain his work? That would mean for him an outlay for food of 9 cents a day. His wife must live, for although women talk they also work, and they must eat; that means 9 cents more. Children, as you all know, must eat, too, and they consume as much food as adults, if they can get it, and thus, for the family at 3 cents a meal, we have a daily outlay of 54 cents.

In such a climate as ours, coal is an absolute necessity in winter, and in summer coal or wood generally must be used for cooking purposes. Suppose we allowed 6 cents a day, or \$21.90 a year, for fuel, no one would say, with the current prices of coal, that this is exorbitant. Families, too, must live in houses, and unless they own them they must pay rent for them. Suppose we allow 30 cents a day, or \$9.12 a month for rent; surely such can not be called high.

Then, people can not go naked; the climate as well as the law would prohibit this. For a family of six, such as I am considering, 15 cents a day, or \$54.75 a year, for necessary apparel for the body and necessary goods for the home cannot be considered too much. Now, people are in the habit of occasionally getting sick. No one is exempt from that possibility, and so if we reckon 2 cents a day, or \$7.30 a year, to meet doctors' bills no one will grumble except, perhaps, the doctor himself.

He is a wise man who has himself and his family insured, for should death overtake any member, more especially the bread winner, the burden thereby imposed would be well nigh unbearable. Suppose, then, we allow 5 cents a day to pay premiums on six lives.

Let us see what all this amounts to for this family of six persons. It is precisely \$1.12 a day; will anyone claim that the sums above given are excessive? Surely 3 cents a meal does not imply luxury nor will 30 cents a day enable a family to live in the fashion-

able quarters. It may take them out of the slums in some cities, but that is all.

I have not allowed one cent for luxuries, for tobacco for the husband, for a street car ride for the tired mother and children, for books for the latter should they attend school, for a dentist's forceps to pull out an aching tooth, for a church contribution, for one article of new furniture, for a broken lamp chimney, for a hundred little things that are necessary to the happiness and comfort of a home, and yet excluding these things (and are they not almost as essential as food or raiment?) we have a daily outlay of \$1.12.

The writer claims that the average workingman doesn't work on an average more than 200 days in a year, deducting Sundays, holidays and days when no work can be done or is procurable. He doesn't average \$1.12, for the writer has seen it stated that the daily income of the workers of the United States, excluding professional men and business men, is not over \$1 a day.

How does the workingman live? You may figure it out to suit yourself; you may alter my figures to suit yourself, but if you can show me where and how he lives, paying all his debts, I'll make my will in your favor when I die. And yet we hear so much of the poor laboring man, and the extravagances of the workman and pauper. Where, in the name of all that is reasonable, can you find this family extravagant? Indeed, there is less extravagance in the homes of the poor than in the language of the well to do.

John Hazeltine.

Shortage of the Evaporated Apple Crop.
From the New York Commercial.

The average annual consumption of evaporated apples is about 800 carloads—that is, the world consumption, as "world" is understood in a commercial sense. The distribution is about equally divided between the domestic and the foreign market. Usually at this time in the season 250 carloads of cured apples have been sold for early fall shipment to Europe, but this year only fifteen carloads have been contracted for, the heavy falling-off in the trade being due to the rapid and sharp advance in prices following the confirmation of a very short crop of apples.

Of the 800 carloads of evaporated fruit consumed annually, fully 250 carloads are supplied usually by Wayne county, New York, where are located 2,000 evaporators. This year, however, Wayne county will do well if it furnishes fifty carloads.

It is estimated, by those familiar with the market for thirty years or more, that the world's consumption of evaporated apples for this, the first year of the twentieth century, will be reduced to 400 carloads, and that amount of fruit has been carried over in cold storage from the surplus stock of 1900.

Should the present high prices hold, no doubt many dryers, even where the crop is light, will be stimulated to active work. The market for green fruit, however, is equally high, and this may check such action. The attitude of foreign buyers, too, is an important factor.

The course of the market during the next few months will be unusually interesting. Future sales of cured fruit often extend into January and even beyond, but this year buyers, thus far, are not loaded with temerity.

The Man Who Works His Jaws.
From the Carson City Gazette.

Monday was Labor Day and the fellow who has not done a day's work since his father was a boy improved the opportunity to put up a great wail about the oppression of labor by capital.

Between the years 1760 and 1776 100,000 pounds of silk were exported from Georgia to England.

Hardware Price Current

Ammunition			
Caps			
G. D., full count, per m.			40
Hicks' Waterproof, per m.			50
Musket, per m.			75
Ely's Waterproof, per m.			60
Cartridges			
No. 22 short, per m.			2 50
No. 22 long, per m.			3 00
No. 32 short, per m.			5 00
No. 32 long, per m.			5 75
Primers			
No. 2 U. M. C., boxes 250, per m.			1 20
No. 2 Winchester, boxes 250, per m.			1 20
Gun Wads			
Black edge, Nos. 11 and 12 U. M. C.			60
Black edge, Nos. 9 and 10, per m.			70
Black edge, No. 7, per m.			80
Loaded Shells			
New Rival—For Shotguns			
No.	Drs. of Powder	oz. of Shot	Size Gauge Per 100
120	4	1 1/2	10 10 \$2 90
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
135	4 1/4	1 1/2	5 10 2 95
154	4 1/2	1 1/2	4 10 3 00
200	3	1 1/2	10 12 2 50
208	3	1 1/2	8 12 2 50
236	3 1/4	1 1/2	5 12 2 70
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			9 00
First Quality, S. B. S. Steel			6 50
First Quality, D. B. Steel			10 50
Barrows			
Railroad			12 00
Garden			29 00
Bolts			
Stove			60
Carriage, new list			60
Flow			50
Buckets			
Well, plain			\$4 00
Butts, Cast			
Cast Loose Pin, figured			65
Wrought Narrow			60
Chain			
	1/4 in.	5-16 in.	3/4 in.
Com.	7 c.	6 c.	5 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 Sicks			65
Elbows			
Com. 4 piece, 6 in., per doz.			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 26; 27, List 12 13 14 15 16			28 17
Discount, 60			
Gauges			
Stanley Rule and Level Co.'s			60&10
Glass			
Single Strength, by box			80&20
Double Strength, by box			80&20
By the Light			80&20
Hammers			
Maydole & Co.'s, new list			33 1/2
Yerkes & Plumb's			40&10
Mason's Solid Cast Steel			30c list
Hinges			
Gate, Clark's 1, 2, 3			60&10
Hollow Ware			
Pots			50&10
Kettles			50&10
Spiders			50&10
Horse Nails			
Au Sable			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 Found.			6 00

Levels	
Stanley Rule and Level Co.'s	70
Mattocks	
Adze Eye	\$17 00. dis 65
Metals—Zinc	
600 pound casks	7 1/2
Per pound	8
Miscellaneous	
Bird Cages	40
Pumps, Clatern	75
Screws, New List	85
Casters, Bed and Plate	50&10&10
Dampers, American	50
Molasses Gates	
Stebbins' Pattern	60&10
Enterprise, self-measuring	30
Pans	
Fry, Acme	60&10&10
Common, polished	70&5
Patent Planished Iron	
"A" Wood's patent planished, Nos. 24 to 27	12 10
"B" Wood's patent planished, Nos. 25 to 27	11 50
Broken packages 1/4c per pound extra.	
Planes	
Ohio Tool Co.'s, fancy	50
Scota Bench	60
Sandusky Tool Co.'s, fancy	50
Bench, first quality	50
Nails	
Advance over base, on both Steel and Wire.	
Steel nails, base	2 65
Wire nails, base	2 65
20 to 60 advance	Base
10 to 16 advance	5
8 advance	10
6 advance	20
4 advance	30
3 advance	45
2 advance	70
Fine 3 advance	50
Casing 10 advance	15
Casing 8 advance	25
Casing 6 advance	35
Finish 10 advance	25
Finish 8 advance	35
Finish 6 advance	45
Barrel 1/2 advance	85
Rivets	
Iron and Tinned	50
Copper Rivets and Burs	45
Roofing Plates	
14x20 IC, Charcoal, Dean	7 50
14x20 IX, Charcoal, Dean	9 00
20x28 IC, Charcoal, Dean	15 00
14x20 IC, Charcoal, Allaway Grade	7 50
14x20 IX, Charcoal, Allaway Grade	9 00
20x28 IC, Charcoal, Allaway Grade	15 00
20x28 IX, Charcoal, Allaway Grade	15 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	
	com. smooth. com.
Nos. 10 to 14	\$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—Allaway 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	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, Nicked	30
Coe's Genuine	30
Coe's Patent Agricultural, Wrought	70

THE GOLDEN RULE.

Instance Where Its Application Was Not Appreciated.

My wife—God bless her!—is a good deal more religious than I am and, when I spend a Sunday at home, she usually likes to drag me out to church at least once during the day. It is sometimes a tough job, for I am an unregenerate sort of a hairpin, but I often go to please her.

I went last Sunday evening, and the text was the Golden Rule—"Do unto others as you would have them do unto you."

I spell it out, so that you fellows will know what the Golden Rule is.

The sermon was all right. The preacher was one of these plain fellows who are doing the best they know how in a dogged, honest sort of way to make the world better. He'll never set the world on fire with his oratory, but what he said was straight and good. The gist of it was that a man has no right to go through the world refusing or neglecting to help his fellow-creatures. Everybody, he said, would occasionally see a way in which he could help his brother or his sister, and it was wrong not to do it, even though it seemed like meddling.

I'm not a fellow who believes in mixing in my neighbors' business much, but what this preacher said rather stirred me up. He believed it himself, and that's always convincing.

My wife and I discussed the sermon as we rode home on the car. It was a soft, moonlight evening, the spell of the service was on me—I felt like doing noble deeds.

The next morning I kissed my wife good-bye and went off on the road again.

During that day I was in the store of a grocer a few miles beyond Harrisburg, Pa. In the interval of waiting for the proprietor to get at liberty I noticed the store boy. He was about 15 years old and stood at the front of the store doing some cleaning.

It was a good-sized store and there seemed to be considerable business doing. People would come in and ask the boy questions and he would answer them like a surly dog. I didn't hear him give one polite answer while I stood there.

The sermon of the day before recurred to me and I resolved to help this grocer by calling down his insolent cub of a boy. So after a particularly impudent reply which he gave to an old lady who had asked him whether the proprietor was in, I said:

"See here, you wretched little whelp, why can't you find a civil word for these people? If you answered my customers like you answered Mr.—'s, I'd break your head!"

I admit it was pretty strong language, but he was such an unpleasant little beggar!

The boy looked at me insolently, and then he said:

"Wot t'ell is it your business?"

"It isn't any of my business," I said, "and I'm sorry it isn't, for if it was I'd pull the ear off you."

"Go to —!" observed this prize Sunday-school scholar briefly. Then, to escape what I had ready for him, he ran.

It seemed to me that the grocer's interests demanded that he be told about this boy, so when I got at him I said:

"I'm going to do something for you that I'd thank you to do for me under the same circumstances, and that is to

tell you about that boy you've got. I was standing by him when several customers asked him questions, and he had an impudent answer for every one. When I called him down, as I knew you would do if you were there, he told me to go to a warmer climate. Of course," I went on, growing more noble in my own estimation every minute, "a merchant can't be around everywhere at the same time, and little things like this boy's actions escape him unless some friend tells him the situation."

I paused and waited to be thanked.

The grocer said nothing for a minute, then he said:

"I never did have any use for a tattletale, especially a man that runs around telling tales on boys! I don't believe there's anything you want to see me for to-day, so I'll say good-day."

When I came to, I got up and feebly walked out. What had hit me? What had become of the Golden Rule? Had I gone to church the night before or hadn't I?

A clerk was standing by the door as I went out. I stopped and asked:

"Say, who is that boy you've got here, anyway?"

"Him?" he replied, "he's the boss's son; ain't he a bird?"

Thus did your uncle fulfill the Golden Rule. This is what going to church and getting impressed with a sermon did for me!

After this I mind my own business, and don't you forget it!—Stroller in Grocery World.

The Grain Market.

Wheat has run an even course with not much change. Exports have not been quite as heavy, still they have been over six millions bushels during the last week. Of course, we all know that we can not keep up such large exports, even with our large crop, as it will soon show in the amount on hand.

We might mention that wheat has been taken at one shilling a ton to England, while they charge seven shillings and six pence per ton for flour, giving the millers there an advantage over home millers. How long the American miller will stand such discrimination remains to be seen. It looks to us that this difference in freight is all out of proportion. The harvest in the Northwest is about over. Threshing does not show up as much as was anticipated, especially in North Dakota, where the wheat is light and not up to standard.

Corn has sold off, on account of rains coming, which have helped the late corn; still best informed crop reporters claim only half a crop. Pasturage also has improved, which has a tendency to make corn weak. Receipts of corn have also been of a more liberal nature. All this helps to depress the prices.

Oats felt the decline of corn and sold off a couple of cents. We consider oats very cheap at the present prices.

Rye also had a downward tendency. The demand is not as urgent as it was ten days ago.

Beans have dropped about 15c per bushel for October and November deliveries.

Flour remains very strong and the demand is good, millers selling all they make.

Mill feed also remains steady. It looks as though prices were not going to drop for some time owing to the large demand.

Receipts for the week have been as follows: Winter wheat, 69 cars; corn,

4; oats, 8; rye, 1; flour, 4; beans, 1; hay, 6; potatoes, 3.

Millers are paying 70c for wheat.

During the month of August the receipts were as follows: Wheat, 218 cars; corn, 48; oats, 34; rye, 4; flour, 31; beans, 3; malt, 1; hay, 2; potatoes, 4. C. G. A. Voigt.

Not in Business For His Health.

From the Cassopolis Vigilant.

A gentleman has been in town the past two or three days trying to inaugurate the trading stamp scheme of securing patronage in a number of Cassopolis business houses and, so far as we can learn, has met with no success. This is as we think it should be, for the merchant who conducts a legitimate business needs no continuous prize giving to secure trade, and neither he nor his customer can afford it, while it is certain that the outsider who inaugurates the scheme is not in the business for his health and that he expects to reap a profit from either the merchants or their customers.

A delegation of British mechanics who are making a tour of observation in this country express astonishment at the methods they have seen employed in our big manufacturing establishments. While they had expected many surprises, they had never dreamed of such tremendous rush under high pressure, especially such as was seen at the Baldwin locomotive works, Cramp's ship yards, the great textile mills and iron and steel works, and in the building industries. The American workman, they said, worked faster and under higher pressure and received more aid from machinery than the British.

Why ought a thirsty man always to carry a watch? Because it has a spring inside.

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 STOCK OF DRY GOODS, wall paper, carpets, queensware and groceries of about \$7,500 in a town of 1,000, surrounded by a large farming trade. We do a cash business of about \$20,000 (in seven months of this year, \$12,000) and carry no book account. Have a good room (electric lights) which can be rented. Want to sell before fall business, Oct. 1. Can show any interested party a profitable business. Reasons for selling will be made known by personal letter or visit. If necessary, can reduce stock to suit buyer. This is no job lot of goods, but is a strictly clean stock. Address Box 115, Sycamore, Ohio. 38

FOR SALE—STOCK OF FURNITURE AND undertaking in good lively Michigan town of fifteen hundred; great opening; reason for selling, poor health. Address No. 29, care Michigan Tradesman. 29

FOR SALE—STOCK OF GENERAL MER-chandise about \$6,000; selling \$10,000 cash per annum (easily increased to \$15,000); in a live town of 500 in Jackson county. Best of reasons for selling. Address M. L., care Michigan Tradesman. 37

CLEARANCE SALES CONDUCTED QUICK-ly and without loss by our new method. It beats any auction sale, fire sale or mill end sale ever held. Start one now and do a large business in the dull season. Terms and particulars by writing to New Methods Sales Co., 7701 Normal Ave., Chicago, Ill. 36

FOR SALE—\$6,500 STOCK OF DRY GOODS, groceries, shoes and store fixtures; long lease and low rent of the best business concern in city of 2,500. If preferred, I will sell part of stock and rent half the store to desirable tenant. No agents or traders need apply. A. L. Bradford, Eaton Rapids, Mich. 35

WHO WANTS THIS GOOD OPPORTU-nity of getting a business located in a growing town of 4,000 population, on good street; brick store that can be rented; a clean stock general merchandise, invoicing about \$4,500; will discount it for cash \$1,000. Those meaning business address No. 34, care Michigan Tradesman. 34

WANT TO PURCHASE FURNITURE AND undertaking business in city of not less than 5,000 population. Will pay cash. Address No. 33, care Michigan Tradesman. 33

FOR RENT—BRICK STORE, 22x70, SUIT-able for dry goods or general store; always been a money winner. For particulars address W. L. Arnold, Marcellus, Mich. 31

FOR SALE—BEST PAYING GENERAL merchandise store in Michigan. Good reasons for selling. It will pay to investigate. Address No. 27, care Michigan Tradesman. 27

HARDWARE BUSINESS, WELL ESTAB-lished, doing retail-wholesale business; daily sales, \$110 to \$150. Will arrange special terms right party; for purchase next thirty days. Address Hardware, care Michigan Tradesman. 30

FOR SALE—A CLEAN GENERAL STOCK, invoicing 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—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

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 & Gettel, 124-128 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

110 ACRE FARM CHASE FOR CASH; OR I might exchange for business site. Chas. Cranson, Hubbardston, Mich. 10

A 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

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

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

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

A SPLENDID GENERAL STORE, HOTEL andivery, a great stand for business; good transient trade; number of steady boarders. Sell or exchange for A1 farm. Address R. A. Butwell, Wixom, Mich. 976

FOR SALE—A FIRST-CLASS SHINGLE and tie mill in very best repair; center crank engine, 12x16; plenty boiler room; Perkins shingle mill; boiler cut off, drag and knot saws; elevator; endless log chains; gummer; belting all in first-class shape; mill now turning out 40 to 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. E. Adams, Frost, Mich. 966

FOR SALE, CHEAP—\$1,500 STOCK GEN-eral merchandise. Address No. 945, care Michigan Tradesman. 945

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

PHYSICIAN WANTED, REGISTERED pharmacist preferred. Drug business can be bought. Address Drug Doctor, care Michigan Tradesman. 40

WANTED—AN EXPERIENCED REGIS-tered pharmacist. Address T, care Michigan Tradesman. 39

WANTED—TRAVELING GROCERY Salesman of experience to reside at Cadillac, Mich., and travel in the territory contingent thereto. Address No. 32, care Michigan Tradesman. 32

WANTED—ASSISTANT OR REGISTERED pharmacist. Correspondence solicited. J. I. Main, Tekonsha, Mich. 28

WANTED—SITUATION BY YOUNG MAN in general store; has had several years' experience. Can furnish good references. Address No. 997, care Michigan Tradesman. 997