

# MICHIGAN TRADESMAN

PUBLISHED WEEKLY TRADESMAN COMPANY, PUBLISHERS. \$1 PER YEAR

Eighteenth Year

GRAND RAPIDS, WEDNESDAY, AUGUST 21, 1901.

Number 935

## A GOOD INDICATION OF SUCCESS

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

\*No. 177-181 Congress St., Boston

\*No. 106 Duane St., New York

No. 207-209 Monroe St., Chicago

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

### BEACON FALLS RUBBER SHOE CO.

BEACON FALLS, CONN.



# A STORE DO YOU RUN ONE?

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

## TRADESMAN COMPANY

GRAND RAPIDS, MICH.

Tell the truth.  
Sell

## Egg Baking Powder

You will rise  
too.

Fort Wayne  
Cincinnati Columbus

Home Office  
80 West St., New York

Western Office  
523 Williamson B'd'g  
Cleveland

Indianapolis  
Grand Rapids  
Detroit

## WHEAT GRITS

Contain the Heart of the Wheat

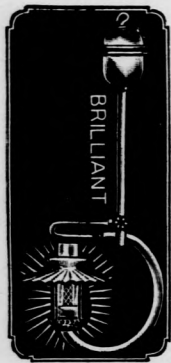
With the addition of sugar and milk (or cream), or sugar and butter, they are an ideal and complete food. No better Cereal Food can be produced and the price is less than that asked for other and less desirable cereals. Easily cooked, delicious to eat, easy to digest, easy to buy (\$2.00 per case of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

Walsh-DeRoo Milling Co., Holland, Mich.

## Bay Shore Standard Lime

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

BAY SHORE LIME CO., Bay Shore, Mich.



100  
candle power.

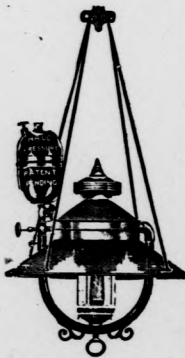
### Over 100,000 Brilliant Gasoline Gas Lamps

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

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

Best Gas Light 20 cents a month.

Brilliant Gas Lamp Company,  
George Bohner. 42 State Street, Chicago. 2 to 400 candle power.



Storm Lamp,

## Fans for Warm Weather



Nothing is more appreciated on a hot day than a substantial fan. Especially is this true of country customers who come to town without providing themselves with this necessary adjunct to comfort. We have a large line of these goods in fancy shapes and unique designs, which we furnish printed and handled as follows:

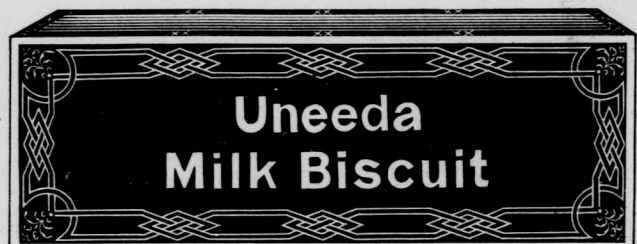
100.....	\$ 3 00
200.....	4 50
300.....	5 75
400.....	7 00
500.....	8 00
1000.....	15 00

We can fill orders on five hours' notice if necessary, but don't ask us to fill an order on such short notice if you can avoid it.

### Tradesman Company

Grand Rapids, Michigan

## Uneda Business is Growing all the Time



helps the growth  
along

NATIONAL BISCUIT CO.

# Cadillac

Fine Cut and Plug  
THE BEST.  
Ask for it.

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



# MICHIGAN TRADESMAN

Volume XVIII.

GRAND RAPIDS, WEDNESDAY, AUGUST 21, 1901.

Number 935

## ELLIOT O. GROSVENOR

Late State Food Commissioner

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

1232 Majestic Building, Detroit, Mich.

## WILLIAM CONNOR

WHOLESALE  
READYMADE CLOTHING

for all ages.

Removed to William Alden Smith block, 28 and 30 South Ionia street.

Open daily from 8 a. m. to 6 p. m.  
Saturday to 1 p. m.

Mail orders promptly attended to.  
Customers' expenses allowed.

## A. BOMERS,

..Commercial Broker..

And Dealer in

Cigars and Tobaccos,

157 E. Fulton St. GRAND RAPIDS, MICH.

## Aluminum Money

Will Increase Your Business.



Cheap and Effective.  
Send for samples and prices.

C. H. HANSON,

44 S. Clark St., Chicago, Ill.



Grand Rapids Offices: Widdicomb Building.  
Detroit Offices: Detroit Opera House Block.

L. J. Stevenson  
Manager

R. J. Cleland and Don E. Minor  
Attorneys

Expert adjusters and attorneys on collections and litigation throughout Michigan.

## THE MERCANTILE AGENCY

Established 1841.

R. G. DUN & CO.

Widdicomb Bld'g, Grand Rapids, Mich.

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

C. E. McCrone, Manager.

## National Fire Ins. Co. of Hartford

Successor to

The Grand Rapids Fire Ins. Co.

CAPITAL, \$1,000,000

## Tradesman Coupons

### IMPORTANT FEATURES.

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### THE SAME OLD STORY.

It is the Austrian who is offended now. If we may believe the last advices from the Austrian capital, every man of them, especially if he is a tradesman and deals in leather, has taken up arms against the American shoe. With enterprise and foresight, which are the characteristics of the tradesmen of Yankee land, the American salesman has let himself loose in Vienna and, sending home for merchandise, has "opened up" establishment after establishment for the sale of American footgear. At once there is an outcry. The Minister of Commerce and every other official, if there is another, has been appealed to to stop the invasion, with the strongest assurances that Austria will go to the dogs just as surely as the American walking-wear is not barred from Austrian territory.

It is the same old condition with the same old experience. What has been good enough for the Austrian foot is good enough now. Conservatism, the curse of monarchy, rather than change anything, has been satisfied to endure the corn-creating invention of the Middle Ages and has come to look upon it as one of the non-curable woes of life that must be endured. Shapeless, clumsy, painful, the leathern monstrosity has clumped its way along the centuries unchanged since the early Austrian Crispin fashioned his first handiwork and pronounced it good. It had the single quality of wear alone to commend it. High-priced, it was still sure of the home market, and they who could not pay for it must go barefoot. This fact and above all the shoe compelled those who could afford it to insist upon something better and it was this insistence that brought the American shoe into Austria. An experiment at first, the result was like the dropping of scales from the eyes. Then for the first time did the Austrian optic behold a thing of beauty and a joy forever in the form of footwear. Incredulous even then, the foot was thrust into the Yankee contrivance and then the reaction set in. It was something less than marvel-

ous. How light it was—would it wear? What beautiful workmanship—could it be as useful? The cost would explain wear and workmanship; but the marvel went beyond belief—the price was less!

Then was the time when the Vienna shoe dealer found his equanimity sorely tried. The handicraft of his fathers, when brought into competition with the foreign-made article, was beaten at every point. Worse than that, it had found its way into the home market and there it would stay. The rich would have it for those sterling qualities which make the shoe desirable. Worst of all, the poor, whom the Austrian dealer by his exorbitant prices had forced to go barefoot, could now afford shoes—a market which until now the native dealer did not believe to exist. It is now too late to win that trade. Even the peasant, clumsy as the shoe before him, can see the difference and even his foot can feel the difference. An illustration of the survival of the fittest followed and the invasion of the Austrian market by the American shoe has been accomplished.

The difference of nationality is noticeable in the opposition which this invasion of the shoe has awakened. It so happens that an illustration is furnished by the world-renowned Vienna beer. It has found its way into the American markets and the Yankee, who knows a good thing when he sees it, confesses that he can't make beer like that now and without a murmur pays the extra price and is thankful for Vienna beer. There is no raving, no gnashing of the teeth, no appeal to the Government to stop the importing of it; but while he drinks he does some tremendous thinking and one of these days there will be no "Vienna beer sold here," because the Yankee, asking no odds and getting none, will have learned to brew a better beer.

The agony of the Austrian shoemaker lies in the fact that he can not now—and in all probability never can—make footgear equal to the invading shoe, strive he ever so strenuously. He has reached his limit and his "baby act" proclaims his nationality as surely as the skill and ingenuity and push and indomitable perseverance and success of the Yankee declare his. It is another illustration of the same old story, to be repeated again, in all probability, as soon as another American product forces another foreign contestant to proclaim his incompetency and his protest.

By sustained effort and patient working a man may accomplish much, but a great deal depends on choosing the right people to work.

Death is nothing if not progressive, and now, in lieu of the traditional pale horse, it swoops down upon its victim in an automobile.

The latest report is that a fishing tackle trust is being formed. Well, that's a corker.

The average man desires a woman who, despite her faults, is not false.

### GENERAL TRADE REVIEW.

The only disturbing factors in the general situation are the labor controversies. The steel strikes seem to have early anticipated their effect in the stock markets, for with the more unfavorable reports of the past few days comes a strengthening in stock quotations all along the line, in which even the steel issues are having their share. The most favorable reports in the stock markets are those in regard to railway earnings, which serve to keep this division of share properties in the upward lead.

It is in secondary effects generally, however, that the strike influences are being felt, although in some products, as tin plates, there is a marked advance. The effect in structural lines is scarcely perceptible, work being pushed with usual activity at the old prices. Demand for railway equipment is undiminished and in many lines of trade, as in the hard and soft coal transportation, lack of cars is a serious hindrance.

In textiles the situation is more favorable as to wool and its products, while the cotton cloth outlook is complicated by the threatened Fall River strikes. Cash and speculative sales of wool are both active and stocks are reported decreasing at the great centers. The condition of the cloth market is very satisfactory; orders are heavy and culls are urgent for early delivery. Many report their output engaged for months ahead. Demand for some finer grades of cotton goods is fair, but the situation on the whole is not satisfactory. Overproduction, which can not be got out of the way, seems to be hard to manage and the remedy of reducing wages seems to be the only one available. There are those who say that the reduction is meant to bring on a strike.

Forwardings of footwear from Boston at the rate of twenty thousand cases weekly and frequent complaints by jobbers that they can not secure deliveries with desirable promptness indicate that there is no lack of business in boots and shoes. With the rapid development of this manufacture at the West and South, the Eastern shops have somewhat altered their methods and there is a perceptible decrease in the production of heavy boots, while the tendency is to increase largely the output of better grades of shoes. Most markets for leather and hides are steady, with decreased receipts of cattle at interior cities as prospects for fattening live stock become more favorable.

An odd suit was recently brought in a Minnesota court by the owner of considerable property along White Bear Lake. It was asserted that the removal of ice by certain ice companies in winter had resulted in markedly lowering the level of the water. It was shown, however, that the company in question in removing 9,500 tons yearly only withdrew the equivalent of .021 of an inch of water over the entire lake's surface, which corresponds to the thickness of a postal card. This, it was held, is so small a fraction of the annual loss by evaporation as to be utterly insignificant, and the case was dismissed.



## Getting the People

### Meeting Department Store and Catalogue House Difficulties.

There is yet a good deal of concern as to the best manner in which the competition of the department store and the catalogue house can be dealt with. In many localities efforts have been made to meet the situation by restrictive legislation or by combinations of dealers; but the first proves to be impracticable and the last, while of value for other reasons, seems of little avail as affecting these problems.

The catalogue house, as well as the department store, has, doubtless, come to stay. The competition of both is a factor which must be reckoned with. In the nature of the case the unfair competition of both these aggressive forms of trade is now felt seriously in comparatively few localities and these of limited extent, and this is a condition likely to continue. The department store affects only the natural area tributary to it, while the catalogue house is spasmodic in its manifestations—it seems to break out in isolated neighborhoods all over the country. Like Canada thistles, it seems very prominent where it does appear, but as affecting the great volume of trade of the country the retail distribution of general merchandise through the catalogue is a very small percentage.

This fact is of little consolation in localities where either or both of these dreaded forms of trade are strongly in evidence. The dealer in an exclusive line placed in competition with the same line as one element in the department store, especially where the latter chooses to take undue advantage, is always in a most vulnerable position. The department store can easily put down the prices in any such line for the purpose of doing up the competitor and there is no redress for the regular dealer. It is an easy matter to keep other lines at prices to cover the temporary loss of profit from any single one.

What can the dealer do? Well, he must look about him and determine some decided course to pursue and then pursue it with all his energy. No half-hearted contest against such a situation is of any avail. An indefinite policy of trying to stick it out and wait the issue is of no use.

Among the things I should advise should not be done is the advertising of your competitor in either of these forms of trade. I have noticed a good many instances in which advertisers have compared their goods with those offered by the department store. This is a mistake. Such mention, however unfavorable the comparison may be made for them in the terms of the advertisement, really does them more good than harm. If I were to write a decalogue on advertising the first commandment would be, Thou shalt not mention a competitor or his business. The philosophy of this is simple: the object of advertising is to bring our business to the minds of the people. Anything which does the same service for a competitor is good advertising for him. A few years ago at a labor day celebration in this city a large quantity of cards were distributed by the labor unions calling for the boycotting of a certain cigar which had incurred their displeasure. Long before night a weed of that particular brand could not be found in the town. It took weeks to catch up with the orders and the proprietors attribute

## GILMORE BROS.'

Department Store.

OUR  
AUGUST CLEARING  
SALE

Will be continued until further notice.

BARGAINS  
In Every Department.

## GILMORE BROS.

## RACKET STORE,

EAST JORDAN, MICH.

The Racket Store will for 30 Days, sell all Groceries, Glassware, Jewelry, Gloves, Stoneware and some Crockery at a Big Discount for Cash.

H. C. HOLMES,  
Manager.

## We Will Sell

### Any Straw Hat

In stock at cost. Come in and see what We have to offer.

## Gauw, Van Peenen & Schrier.

133 South Burdick Street.

## CRESCENT DRUG STORE.

The new management respectfully solicits a continuance of the liberal patronage shown their predecessor, Mr. Alton, assuring the public of the same prompt, courteous and honorable treatment which they have received at his hands.

We shall make no "Slaughter Sales," "Clearing Sales," or sales "Below Cost," as we have no stock on hand that is not clean, fresh and up-to-date.

Our Leaders are Good Goods, Honesty, Reliability, Sobriety, and Respectability.  
Yours for Business,

The Crescent Drug Store.

JNO. A. MAGGREGOR & CO.

## THE BEST BREAD

Is made from the best flour. A good cook cannot make good bread from poor flour, but any cook can make good bread with the popular

New...  
Silver  
Leaf...

HIGH PATENT FLOUR.

The best flour sold anywhere at any price. Milled with great care by the

Muskegon Milling Co.  
and sold by all wise grocers

## BRADSHAW'S BOWEL CORDIAL

The Best Remedy for COLIC AND DIARRHOEA, CHOLERA MORBUS, AND ALL SUMMER COMPLAINTS.

25¢ PER BOTTLE

AT

Geo. McDonald's  
DRUG STORE,

Corner Main and Burdick Streets,  
Kalamazoo, Mich.

## "FREAK"

### IS THE LATEST

A gentleman's shoe—swell and stylish—the latest production, very new design. See our \$4.00 grade—very up-to-date.

## FRANK FRIEDRICH

THE OLD RELIABLE

New Stand. 242 Front St.

## If you visit the Pan-American

You naturally want to go well dressed. If you will buy a suit from us this month we will save you money enough to pay your railroad fare to Buffalo.

\$18.00 suits for \$13.00  
\$15.00 suits for \$10.00  
\$12.00 suits for \$ 8.50  
\$10.00 suits for \$ 7.00

All odd suits at very low prices.

## J. T. WEBBER

IONIA.

no small part of the success, which has given this cigar the largest run of any in the State, to the advertising accorded by its enemies.

No hard and fast rules can be laid down for the meeting of these kinds of competition any more than they can be made to control on the field of battle or in any other contest. I have had occasion in individual instances to advise the meeting of the situation as to the department store by entering the same field. There are cases where this will be practicable and entirely justifiable when circumstances make it possible. There may be instances of course where it is best to withdraw from the contest in cases where there is insufficient support to warrant its continuance.

\* \* \*

Gilmore Bros. prepare a typical department store advertisement, in which the bargain element is made very prominent. It is consistently composed by the printer, who has sacrificed beauty to conspicuous blackness. Its simplicity makes it a good advertisement for the purpose.

H. C. Holmes gives a candid tone to his discount-for-cash sale by limiting the crockery. The idea is not a bad one. The advertisement is well written and the printer has given good white space.

Gauw, VanPeenen & Schrier would seem to be in the heavy hardware trade, to judge from the style of display employed. Possibly the blackness is to express mourning for the necessity of sacrificing profits. The advertisement is simple and well written and is deserving of a more cheerful setting.

Jno. A. MacGregor & Co. have in their drug store announcement the elements of a good advertisement, but the work needs judicious trimming. I would at least eliminate the last paragraph and the complimentary address. With these taken out and the rest of the body letter a little smaller, so as to give suitable space inside the border and for the display and corners that belong with the border, the advertisement would be a good one.

An exceptionally good flour advertisement is that of the Muskegon Milling Co. The argument is sufficiently simple and the statements are positive and convincing. The work of the printer is good, but he makes a mistake in putting a dash above the firm name.

The advertisement of Geo. McDonald makes the mistake of too much blackness and too many lines in capitals. The printer proportions his display and border and runs them together so that a general blur before the eyes results from looking at it intently. Smaller type for the list of diseases, lighter border and more white space would improve the result materially.

Frank Friedrich has a well-written shoe advertisement which is handled well by his printer. I don't quite like the use of "very" in the paragraph; otherwise it is well written.

J. T. Webber writes a good clothing advertisement, which is exceptionally well printed, except that I should have made the name a little lighter.

### Applied Knowledge.

"Spell ferment and give its definition," requested the teacher.

"F-e-r-m-e-n-t, to work," responded a diminutive maiden.

"Now place it in a sentence, so that I may be sure you understand its meaning," said the teacher.

"In the summer I would rather play out-of-doors than ferment in the school house," returned the small scholar.



**FRIENDLY FEELING.**

**Antagonizing People Not the Way to Win Business.**

Some merchants have a mistaken idea that they should treat consumers who do not trade with them, but who visit their store to make use of conveniences afforded, with indifference or in such a manner that they shall become tired of visiting the store. This theory is all wrong and through it can be traced some of the falling off in trade that a merchant occasionally experiences. It goes without saying that the store should be made as attractive as possible to secure the interest of the consuming public. There may be those small public utilities which can not be found at other places, and which make the retail store a semi-public institution, such as the telephone, a directory, time card of the railroads, market reports from the larger cities of the State on butter, eggs, wheat, corn, a checking department where parcels may be checked, while the customer goes on other errands, a clock, which is kept regulated at all times and which gives official time from an official source, and many other such conveniences that are in themselves indirect advertising.

A bulletin board in a corner of the store, with articles clipped from the leading daily papers regarding the crop conditions, in various sections, the yield of corn, of wheat, and occasionally such other information as may not be provided to the larger proportion of the consumers will attract a considerable amount of attention. In the smaller towns and cities of the State, where there is no local daily newspaper, the city papers may be kept on file for the use of those who care to read them or the leading news articles of the day may be clipped when the newspaper arrives and may be pasted on this bulletin board. Such a bulletin board would attract the attention of a great many people who do not feel that they can go to the expense of taking a daily newspaper regularly, but who are interested in the current news. This bulletin board should be located in the store where a dozen or more people may congregate in front of it. Baseball scores could be provided each evening with little cost at many points and could be made a feature if there was a keen interest in the national game in the town.

The plan of checking parcels for customers is so old that no special reference need be made to it here. Nevertheless, it attracts attention and is a good advertisement.

The general merchant in the very small town where there is no jeweler will find that a large clock, accurate, and which gives the official time for the community will be the best indirect advertisement the store can have. People will regulate their watches and clocks at home by it, and after they have got into the habit of doing so, will never think of going elsewhere for the correct time. Even in a town where there is a jeweler, a clock giving the official time may not prove a bad advertisement for the retail merchant. People are more accustomed to going to the general store or the grocery or department store for utilities than they are to the jeweler, and therefore they will appreciate anything of this sort.

These are devices all of which are intended to attract attention and advertise the merchant and his store.

Unfortunately, every public utility which the merchant provides is abused

to some extent. There are those who visit his store to use the check room or read his bulletin board, who do not patronize him. Frequently they may make use of the conveniences which he has provided for six months or a year without buying a penny's worth, and it is natural that the merchant should feel that he was being imposed upon. The live merchant will not treat this portion of the public in either an indifferent or a grouchy manner. His time is coming, and he will receive his pay. If such consumers are treated courteously, although not to the extent of being sentimental, they will eventually see something in the store which will attract their attention and which they will desire to purchase. Or they may enquire the price of a certain line of goods, and finding that they can purchase cheaper may transfer their trade. Courtesy will win out in the long run. The store should be made as attractive as possible for everyone, barring perhaps, the tobacco spitting contingent who meet in the evening to discuss the proper policy that should be followed by the Government. But the merchant can restrict this class, and at the same time make the store so attractive that everyone in the community will feel called upon to visit it sooner or later.—Commercial Bulletin.

**Picnics and Proceedings of Mercantile Associations.**

Bay City, Aug. 14—Sixteen hundred grocers and butchers and their families and friends left this city this morning for Port Huron on the annual outing of the Butchers and Grocers' Association. There were three trains, including thirty cars, and all were heavily loaded.

Port Huron, Aug. 17—The Merchants and Manufacturers' Association has decided to boycott all attorneys who would take cases from delinquent debtors against the Association or its members. The agitation which resulted in such action arose over the commencing of suit against a grocery firm for damages for placing an alleged delinquent customer's name on the dead beat list. The boycott resolution was unanimously adopted.

Detroit, Aug. 15—Many a housewife who went to the corner grocery yesterday found it closed and wondered why. The reason was that almost every grocer who could get away had gone to Tashmo Park on the annual excursion given by the Detroit Retail Grocers' Association, the Tashmo taking up nearly 2,400 people on the morning trip. The big games of the day were the ball game and tug-of-war between teams composed of grocers from the east side and west side, the east side team walking off with both events. They won the ball game by a score of 22 to 18.

Big Rapids, Aug. 14—The Butchers and Grocers' picnic held at Clear Lake yesterday was a complete success and much pleasure was afforded. The day was an ideal one for a picnic and the large crowd present to participate was well entertained. The ball game between the butchers and grocers was one of the most interesting things on the programme and, although the grocers won by a score of 22 to 8, the butchers worked hard to win and are deserving of much praise. They intend practicing during the next year and are certain of success at next year's meeting. In the butchers' race Barney Rau carried off the first honors and Charles Hangstafer was awarded the second prize. Wm. Day won the swimming race and in the boys' race Harry Culver won first prize and Cliff Herrenden was a close second.

**Circumstances Alter Cases.**

Mrs. Dorcas—What does your husband do during the summer?

Mrs. Gayboy—That depends on whether I stay at home or go away to the country.

# 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.

**GRADES:**

Standard Marrowfats.	Extra Sifted Early June.
Fine Sifted Early June.	Standard Champion.
Sifted Melting Sugar.	Extra Sifted Melting Sugar.

## Worden Grocer Co.

Sole Agents, Grand Rapids, Mich.

# Sears Bakery

Grand Rapids, Michigan

Please send sample of your Grand Combination of

# New Cakes

- Hazelnut**—Round with scalloped edge, fine flavor, mellow and exquisite..... 10c
- Spiced Sugar Tops**—Round, very rich, attractive appearance, spiced just right..... 8c
- Richmond**—Nearly square, Richmond jam filling, popular with all..... 10c

Dealer.....

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

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



## Around the State

### Movements of Merchants.

Detroit—Oscar Arndt has purchased the drug stock of Herman A. Neuhoff.

Cass City—George Stone has purchased the bazaar stock of C. E. Fritz & Co.

Constantine—H. L. Arnold has purchased the millinery stock of Mrs. B. W. Fish.

Ludington—Young & Rohrer succeed Eli Rohrer in the hay, flour and feed business.

Charlotte—C. E. Brackett & Co. have sold their boot and shoe stock to Floyd H. Griffin.

Tekonsha—J. W. and E. W. Randall compose a new firm of grain buyers in this village.

Mattawan—Andrew H. Campbell succeeds the general merchandise firm of Rix & Campbell.

Port Huron—Doe & Cady have opened their grocery store on the corner of Erie and River streets.

Jasper—Billings & Wyman succeed A. D. Billings in the drug and general merchandise business.

Battle Creek—Wm. J. Kirkpatrick succeeds Barney Kirkpatrick in the flour, feed, coal and wood business.

Gaylord—Russell & Morford, furniture dealers and undertakers, have dissolved partnership, J. Lee Morford succeeding.

Gladwin—Thos. Taylor has sold his hardware stock to F. W. Powell, who will continue the business at the same location.

Pentwater—D. D. Alton has sold his drug stock to Dr. J. A. MacGregor, who will continue the business at the same location.

Cement City—A. J. Hungerford has purchased the bakery and grocery stock of his partner in the firm of Losey & Hungerford.

Boyer City—A. J. Beardsley has contracted to sell his general stock to Adolph Hirshman, general dealer at Rapid City, the transfer to occur on Jan. 1, 1902.

Lawton—Mitchell, Larned & Mitchell is the style of the new firm which succeeds Mitchell & Hall in the grocery and crockery business.

Newaygo—Colligan & Smith, of Grant, have opened a meat market in the basement of the Pearson Bros. & Rebers department store.

Detroit—Wolf H. Keidan has purchased the interest of his partner in the clothing, dry goods and boot and shoe firm of Keidan & Zemon.

Caro—T. W. Van Tine & Co., dealers in flour, feed and grain, have dissolved partnership. The business will be continued by T. W. Van Tine.

Harrisville—Duncan McGregor has purchased the interest of his partners in the shingle and general merchandise business of Colwell, McGregor & Co.

Northport—Isabel R. Copp has sold her interest in the Northport Lumber Co. to Chas. H. Weston, who will continue the business under the same style.

Fennville—Joseph Lane has sold his grocery stock and restaurant business to W. R. Jackson, of Grand Rapids, who will continue the business at the same location.

Marshall—The Fred Zander dry goods stock has been shipped to Cassopolis, where it will be consolidated with the general stock of the purchasers, Stemm & Gustine.

Kalkaska—James Landrum has purchased an interest in the meat market

of Harry Hurley and the business will hereafter be conducted under the style of Hurley & Landrum.

Mancelona—J. L. Farnham, the pioneer merchant, has contracted to transfer his general stock to Rogers & Derby, of Trent, Sept. 1. The sale was made as the result of one publication in the Wants Column department of the Tradesman.

Lansing—D. E. Brackett and D. P. Rogers have formed a copartnership under the style of Brackett, Rogers & Co. and will engage in the clothing business here about Sept. 15. They will utilize the building formerly occupied by Fred H. Piper as a drug store.

Ann Arbor—An order was entered Aug. 17, confirming the sale of the property of the Ann Arbor Agricultural Co. It was bid in at \$24,645.33 by S. W. Clarkson and C. E. Hiscock, who are trustees representing the bondholders. The above figure is the total amount of the debts of the concern, which is now likely to pass out of existence, although there is six months' redemption time allowed.

Detroit—The dry goods business so long carried on by the late William H. Elliott and which, since his death, has been carried on by the department managers for Mrs. Elliott, is to be merged into an incorporated company under the style of William H. Elliott & Co. It is believed that the incorporators will all be old employes of the house and it is thought Mrs. Elliott will retain a large interest in the business. The officers of the new company, it is said, will be James T. Thornburn, President; Thomas H. Whan, Vice-President, and Harry Lewis, Secretary and Treasurer. Mr. Thornburn has been with the store for many years as department manager and later as general manager, and is now manager of Mr. Elliott's estate. Mr. Whan likewise has been with the concern for many years as a department manager, and Mr. Lewis as cashier and book-keeper.

### Manufacturing Matters.

Menominee—Leon Gibout has engaged in the manufacture of sash and doors.

Jackson—The Ideal Condensed Milk Co. has been organized with a capital stock of \$50,000.

Greenville—The Continental Starch Co. has increased its capital stock from \$15,000 to \$25,000.

Kalamazoo—The Kinsman Wagner Co., manufacturer of shirt waists and wrappers, has removed to Madison, Wis.

Detroit—The Detroit White Lead Works has filed with the Secretary of State notice of increase of capital stock from \$400,000 to \$500,000.

Plainwell—The J. F. Eesley Milling Co. is fitting up its old mill for a buckwheat mill and will have a capacity of 200 barrels daily, consuming 1,200 bushels of grain. This will make the Eesley mill the largest buckwheat mill in the State.

Dryden—The Dryden Creamery Co. has been re-incorporated, with \$2,000 stock subscribed and paid for, divided into 200 shares at \$10 per share. Philander Foote is President of the corporation; George B. Terry, Treasurer, and Elmer E. Maynard, Secretary.

Coldwater—A corporation has been organized here to be known as the Regal Gasoline Engine Co., with a capital stock of \$7,000, all paid in. The following are the officers: President, A. E. Robinson; Secretary and Treasurer,

H. R. Saunders. The company will begin to manufacture the engine at once.

Battle Creek—A company has been organized here with a capital of \$250,000 for the manufacture of cement-butt posts for fences, etc., the invention of Lee K. Forsythe, a young business man of this city. A. W. Wright, the Alma capitalist, is President of the company. Several Detroit capitalists are also stockholders.

Jerome—Some of the enterprising citizens of this place are organizing a stock company for the manufacture of brick from the fine clay deposits which they state exist in this vicinity. They believe that the clay is of sufficiently fine quality and the deposit of sufficient magnitude to maintain the industry for many years to come and to furnish almost any grade of brick for paving, building, etc.

Marshall—The Lambert Good Food & Machinery Co., Limited, has been formed with an authorized capital of \$500,000, \$200,000 paid in. The company has leased the buildings of the Marshall Casket Works and will manufacture all kinds of cereal products. The stockholders are: Chairman, Sidney H. Edgerton; Vice-Chairman, Joseph Lambert, of Battle Creek; General Superintendent, Geo. Edgerton; Secretary, Albert Grohens, of Battle Creek; Treasurer, Charles T. Gorham, Jr.; and Jerome E. Nichols and Thomas N. Little, of Battle Creek.

### Annual Meeting of Retail Hardware Dealers.

The sixth annual convention of the Michigan Retail Hardware Dealers' Association was held at Detroit last Wednesday and Thursday, seventy of the 279 members being present. The first session was held at the Hotel Cadillac, being confined to an address of welcome by Mayor Maybury and a response by President Hubbard.

At the second session, held Wednesday afternoon, President Hubbard read his annual address, reviewing the work of the past year and making such comment and suggestions as seemed to him pertinent. The address plainly demonstrated that Mr. Hubbard had given the subject of organization among hardware dealers much careful consideration and his remarks were well received and warmly commended by those present.

The annual report of Secretary Cozens showed total receipts of \$1,238.91 and disbursements of \$1,229.99, leaving a balance of \$9.01.

The report of Treasurer Weber showed the receipt of \$9.01 from the Secretary and a balance on hand from the previous year of \$223.29, making a total amount in hand of \$232.30.

R. J. Cleland read a paper on Credits and Collections, which was well received.

Thursday morning the members of the Association and their guests boarded the

Tashmoo for a trip through the St. Clair River and Flats to the Star Island House, where dinner was served, after which the final session of the convention was held in the ball room of the hotel.

Irving A. Sibley, of South Bend, Ind., delivered an address on the National Association and Its Possibilities.

Henry C. Weber, of Detroit, read a paper on Window Dressing and Keeping Stock in Order, which is published verbatim elsewhere in this week's Tradesman.

G. R. Lott, Secretary of the Chicago Retail Hardware Dealers' Association, explained the co-operative buying system of the Association of which he was Secretary.

The election of officers was next on the program. The Nominating Committee, consisting of C. F. Bock, Battle Creek; C. E. Pipp, Otsego, and Fred J. Cook, Fowlerville, reported the following selections for the ensuing year:

President—H. C. Minnie, Eaton Rapids.

Vice-President—G. W. Bruske, Saginaw.

Secretary—Fred H. Cozens, Detroit.

Treasurer—Henry C. Weber, Detroit.

Executive Committee—Samuel Winchester, Jackson; Fred J. Cook, Fowlerville; C. E. Pipp, Otsego; A. Harshaw, Delray; A. J. Scott, Marine City.

The following resolution was unanimously adopted:

Resolved—Hereafter trade press representatives and traveling men are to be honorary members, without pay, and arrange so that all prepared papers can be read at open sessions, as honorary members will not be admitted to executive sessions.

The next meeting of the Association will be held in Detroit the second Wednesday in August, 1902.

### The Wantfulness of the Poor.

From Success.

One of the paradoxes of waste is that the persons most addicted to it are not men and women of independent means, who can support themselves in spite of their extravagant expenditure, but the poorer classes. There is hardly an able-bodied laborer who might not become financially independent if he would but carefully husband his receipts and guard against the little leaks of needless expense. But, unfortunately, this is the one thing which the workingman finds it hardest to do. There are a hundred laborers who are willing to work hard to every half-dozen who are willing to properly husband their earnings. Instead of hoarding a small percentage of their receipts so as to provide against sickness or want of employment, they eat and drink up their earnings as they go, and thus, in the first financial crash, when mills and factories "shut down," and capitalists lock up their cash instead of using it in great enterprises, they are ruined. Men who thus live "from hand to mouth," never keeping more than a day's march ahead of actual want, are little better off than slaves.

You can never tell by the size of a woman's waist how big her heart is.

## PEACHES WANTED

Carlots or Less.

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

WRITE OR WIRE US FOR PRICES

## Cotton Rubber Lined Mill Hose

Write for prices.

Grand Rapids Supply Company

20 Pearl Street

Grand Rapids, Mich.



## Grand Rapids Gossip

Brown & Jubb have engaged in general trade at Nunica. They purchased their grocery stock of the Musselman Grocer Co. and their crockery of H. Leonard & Sons and will buy their shoe and dry goods stock later.

The increase in the deposits of the Grand Rapids banks during the seven years from July, 1894, to July of this year is nearly 118 per cent. Seven years ago the deposits were \$7,406,000. They are now \$16,105,000, a gain of \$8,699,000. Yet some men who aspire to rank as political leaders and financial prophets insist that Grand Rapids is not making headway as fast as she should and that too large a proportion of the business men of the city carry hayseed around in their hair!

The E. A. Crozier Shoe Co. has compromised with its merchandise creditors at 20 cents on a dollar. The indebtedness of this character amounted to \$7,000. There was a further indebtedness of \$6,500 to the Old National Bank, which was endorsed by O. A. Crozier. The company paid \$1,500 of this sum and the remainder was assumed by the endorser. O. A. Crozier also held the notes of the company for \$3,000, which he surrendered without any consideration. Business will be continued at the same location under the same style.

Amos S. Musselman, M. D. Elgin and Geo. H. Davidson were in Traverse City Tuesday, when they reached final conclusions regarding the new building the Musselman Grocer Co. will erect there for wholesale grocery purposes. The building will be 70x100 feet in size, three stories and basement, located on Bay street, adjoining the starch factory, between that street and Grand Traverse Bay. Work on the building will be begun as soon as the necessary building material can be assembled. Mr. Davidson will superintend the construction of the building, which is a sufficient guarantee that it will be well done. Steel girders will be used if they can be obtained; otherwise frame work will be employed throughout. It is expected that the building will be completed by Nov. 1, when a complete grocery stock will be put in at once, under the personal supervision of Howard Musselman, who will remove to Traverse City and enter upon the work of planning and systematizing the business. The sales department will be handled exclusively by Chas. S. Brooks, who has been identified with the Musselman Grocer Co. for the past dozen years and enjoys the entire confidence of his associates and the respect of his customers. He will also take up his residence in Traverse City and will probably spend about half his time in the house and the remainder among the trade he has served so long and faithfully.

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

During the past few days rains have exerted a decided influence in lessening the market business and in keeping prices high and irregular. For instance, the Monday market was very small and prices ruled high, although sellers were not at all strenuous to stay in the rain to get the highest possible prices. Tuesday's market was fair and the offerings of great variety, but the rain of the day before kept many of the long-distance growers away.

The effects of the weather have been most pronounced in the peach market, both in limiting the quantity and in the qualities offered. Too much rain is not favorable to the best ripening and when the fruit is matured in such weather it is quickly perishable. While the rain has been rather plentiful for the general crop, little concern is expressed provided the conditions soon become more seasonable. Not many yellow varieties are yet in evidence, but the white ones are very large and there is less of the clingstone characteristic than has been known for many years.

The cool damp weather is having its influence also on other kinds of fruit. A few early plums are offered and occasionally some pears, but both these fruits are slow in maturing. Everything offered goes at good prices.

The market on tomatoes is pretty well broken as compared with the earlier season by the plentiful supply. Cucumbers are in great abundance, but hold up pretty well in price. Musk melons are coming in rapidly and vary greatly in price, selling on Tuesday in some cases at one-half the price obtained Monday. Potatoes are only in moderate quantities and prices usually rule high.

If, as is likely, there should now be a change to ordinary summer conditions, the volume of market business is bound to become very heavy. Current consumption has accounted for the fruit offered so far and the housewife's cans are yet waiting to be filled. There is talk that the increasing dependence on canneries is lessening the domestic industry to a considerable extent, but this has not yet progressed so far as to greatly affect the demand and then there are the canneries to be supplied. The unfavorable weather has lessened the current business by keeping people away and by retarding the ripening of fruits, but the effect is only in putting off the demand and the supply is only waiting more favorable conditions.

The chamois is another animal that seems doomed to extinction by reason of the commercial necessities, or fancied necessities, of man. The complete disappearance of the pretty animal from the French Alps is seriously threatened, and the scientific papers are calling for measures that will protect it. The chamois makes its refuge and home in the most inaccessible places, at heights varying from 2,500 to 11,500 feet, and yet the gun mercilessly hunts it out and shoots it down. There is a large reserve in Italy on which the animal is protected, and it is suggested that the same means be adopted in France.

Modern sanitarians appear to have overlooked the possibilities of spreading contagion in the use of sewage for truck farm fertilization. This custom is not only unhygienic, but disgusting, and in this age of chemical fertilizers there is really no excuse for its continuance. At Los Angeles, Cal., a recent storm of protest has broken in regard to this very practice. The local board of health has prohibited the use of sewage on all table vegetables which are to be eaten uncooked, and at the same time the distance from the city limits where sewage may be used at all has been increased.

Potatoes are rapidly approaching the stage when they will be candied and sold as bonbons.

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

### The Produce Market.

Apples—Receipts of home grown are not sufficient to meet the consumptive and shipping demands of the market, in consequence of which the "north woods" are being drawn on for supplies. Duchess, Astrachans, Pippins, Strawberries, Codlins, Alexanders, Transparents and Wealthys all command \$3 per bbl. for selected fruit at growers' hands and find a ready market here at \$3.75@4 per bbl.

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

Beans—All sorts of rumors reach the Tradesman regarding the injury to the crop from various sources. So far as can be estimated at this time, the injury to the growing crop in this State from the weevil will not amount to more than 10 per cent. Detroit handlers claim that the crop in that vicinity will be a total failure in places—that the vines are rank but utterly devoid of pods. The price is firm at \$2.75 for handpicked stock, but transactions are few and far between, the high price being practically prohibitive.

Beets—45c per bu.

Butter—Extra creamery is strong at 21c. Dairy grades are without particular change, ranging in price from 12c for packing stock to 14c for choice and 16c for fancy. There is considerable discussion as to the quantity of creamery butter in storage throughout the country. A careful compilation shows that at least 75,000 more tubs are reported than a year ago. This increase is not so much as was expected. All the conditions go to show that storage butter is good property and is likely to be all next winter. There is not the quantity of under grades in the freezers there was last year. There are far less lades, and packing stock caused such losses a year ago that storers were cautious this year.

Cabbage—\$2.25@2.50 per crate of 3 to 4 doz. The demand is very strong and dealers could easily move five times the quantity coming forward.

Carrots—50c per bu.

Celery—15c per doz. The quality and size are improving.

Corn—Green is in active demand at 8@10c per doz.

Cucumbers—20c per doz. for hot house; 50c per bu. for garden stock; 15c per 100 for pickling.

Eggs—The market is stronger and higher, due to increase in demand. Local handlers pay 12@13c, holding candled stock at 14c. There is a dispute as to the number of cases in the coolers at this time and a year ago. Some of the best posted men claim there are not so many eggs as a year ago, while the majority claim there are just as many and more. It is generally admitted that the stock at this writing is not quite so large as it was two years ago at the same time, while there is little doubt there are more eggs than a year ago. It is the tendency of the holders of eggs to make it appear as though the supply is short, and in that way prices will be higher. The manager of one of the largest cold storage plants in Chicago says there are not over 500,000 cases in Chicago, while brokers and dealers say the stock is fully 700,000 cases, with 75,000 cases used. Storage stock is quoted firm and holders do not care to sell. As predicted by the Tradesman some months ago, Chicago egg dealers are experiencing some trouble with the Egg Candler's Union. A few of the firms who refused to submit to some of the rules of this union have been boycotted by a circular thrown among the grocery trade. The union is a little over a year old and is acting arbitrarily. There is some talk of the Chicago Butter and Egg Board barring all union men from the stores of members. Should this be done the union would go to pieces.

Egg Plant—\$1.50 per doz.

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

Green Onions—10c for Silverskins.

Green Peas—\$1@1.25 for telephones and marrowfat.

Hay—Through the National Hay As-

sociation, shippers of this product throughout the country have filed a petition with the Interstate Commerce Commission against thirty-one roads east of Chicago charging unreasonableness in an advance in rates on hay. Recently the lines east of Chicago put in effect a new classification that advanced hay from sixth to fifth class. This had the effect of raising the rate 5c per 100 pounds. Between Chicago and New York the old rate on hay was 25 cents per 100 pounds; now it is 30c. The hay shippers say that the advance in rates by the Eastern roads was entirely unwarranted and made with no other object than to increase the revenues of the railroads. In defense officers of the eastbound roads say that the advance in rate was made necessary by the larger freight cars that are now coming into general use. The old cars would not hold more than 17,000 or 18,000 pounds of hay, whereas the new cars will take 22,000 pounds. Into the new cars, say the freight agents, hay shippers were crowding considerably more tonnage than was allowed to ordinary carloads. The advance, they say, is simply to make shippers pay for all they ship.

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

Lemons—Messinas have declined to \$4.50 for choice and \$5 for fancy. Rhodis, \$6.

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

Maple Syrup—\$1 per gal. for fancy. Musk Melons—Gems fetch 75c per basket. Osage and Cantaloupes command \$1 per doz.

Onions—80@85c per bu.

Parsley—30c per doz.

Peaches—Hale's Early are now in their prime, fetching 75@90c per bu. Early Michigans are coming in freely and move out on the basis of 90c@\$.1. St. Johns and Crane's Early, both yellow varieties, meet with a hearty reception on the basis of \$1@1.25.

Pears—\$1 per bu. for small sugar variety and \$1.50 per bu. for Clapp's Favorites.

Peppers—\$1 per bu.

Plums—Abundance, \$1; Burbanks, \$1.25. Blue varieties fetch \$1.10@1.25.

Potatoes—Grand Rapids produce dealers pay 75@80c and meet with no difficulty in finding an outlet for all they can secure at 90c@\$.1 per bu.; in fact, they could place five times as much stock if they could get their hands on it.

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

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

String Beans—\$1 per bu.

Summer Squash—75c per bu. box.

Tomatoes—\$1 per bu. and tending downward.

Watermelons—18@20c for Indiana Sweethearts and Missouris.

### The Uses of Water.

The latest instance of the vivid insight which is occasionally met with in children's essays is as follows: A child had to write an essay on water. According to the most approved methods he began by a skillful analysis of his subject into rain water, holy water and soda water. In his peroration he indicated the chief use of water in the following terms: "No one could be saved from drowning if there wasn't any water."

Wm. T. Hess and wife are resorting at Charlevoix, after which they will be the guests of Thomas Friant and family, at Thompson, for a few days. This explains why the Tradesman has no review of the wool, hide and pelt market this week.

Public sympathy is a nice thing to have, but it doesn't seem to stop the strike.



**HANDLING APPLES.****Wherein Present Methods Can Be Greatly Improved.**

This is a world of change, and, allow me to add, a world of progress.

Sometimes I think that the full import of those sayings is slow of realization by the majority of mankind.

You must not drive the cow around the stump because your father did, in one thing any more than in another; you must have a better reason.

The products of the earth grow to maturity and then decay. The man or nation that has ceased to progress soon sees the dawn of the day of disintegration. Impure water, if kept flowing, purifies itself. Comparatively pure water, if left stagnant, becomes unfit for human use.

We laugh at the Chinese for worshipping his ancestors—for worshipping the past—and do the same thing ourselves.

The nation that adheres the most rigidly to ancient methods of industry and commerce is left behind in the race.

All nature goes—not backward, but forward; and thus our common mother bestows a prize upon those who follow quickly, and inflicts a penalty upon those who stand aloof, or foolishly try to row against the stream.

Once the farmers of Maine drew their products to market in ox-carts and sold them themselves, coming some of them fifty and even seventy-five miles to find a market. In Massachusetts they drew to Boston in the same way and some of them came even a greater distance.

In the rest of New England and in the South and West the same system prevailed, varied only by the fact of some river making a terminus for the team, or the use of horses instead of oxen.

In Arkansas the man who grew apples often took them in a springless farm wagon, with straw packed under and around them, and drove a pair of horses to Texas to market his fruit.

Then came the railroads, and the grower of fruit and produce found it cheaper to send the goods by rail than to draw them in the old way.

There was an expense attending the going to market and selling the products, and so he got some trusted friend or acquaintance to sell them for him, paying him for the same.

After this manner—as a necessity of the times—was born the commission man, whose descendants are with us on every hand to-day. To-day, practically all of the fruit and produce which helps to feed the millions in the cities of the United States and Great Britain passes through a sale either by private commission or public auction.

Taking the one item of apples, would it not be well for us to consider whether or not there is a chance for improvement in the present methods of disposal?

Do the growers, buyers and shippers of this great staple fruit give proper attention to this matter, or is it a fact, rather, that they give little thought to what is of vital importance and rely upon the old outgrown systems of the past, with such efforts as are made rendered largely abortive by reason of opposition from those whose interest lies—or is thought to lie—in maintaining the methods of the past, no matter how unsatisfactory or corrupt they may have become?

Is the method of disposing of apples through private commission sales up to date, or out of date?

I do not need to enlarge upon the unsatisfactory condition of that method of sale.

There are men, I am happy to say, to whom I have sent goods many times to be sold on commission, who gave satisfactory results, and with whom it was a pleasure to do business.

I regret to say, however, that there are others of whom this can not be said.

It has generally been reckoned that it was a very good man with whom you left uncounted money (and money that he knew was uncounted) to handle for your gain, and who returned every penny to which you were entitled. This is what you do when you consign fruit for sale at private commission, and I do not believe it is a modern or a proper method.

Look at the laws designed to regulate this matter and put a check upon the commission man and furnish a guarantee to the shipper.

See Illinois, with its law giving a shipper the right to examine the books of the firm who sold his goods. Look at Ohio, with its law to make the seller on commission pay the top price that it can be proven he sold one package of a consignment if his sales show none sold at as high a price.

Witness the attempt to pass the Litchard bill in New York, making it obligatory upon the commission man to return the names and addresses of the purchasers of commission goods.

What does all this mean?

It means that there is something wrong with the present method, and it is the path of wisdom for the commission man as well as the grower and shipper to adjust this matter and put it upon a more satisfactory basis. In the end such adjusting will be found good business—good policy.

Witness the sales not only of foreign but of domestic fruits at auction in the principal cities of the country, and tell me how long it will be before in every city of any size in this country apples will be sold at public auction together with other fruits upon regular days.

You can still ship to your commission man, who will act as a broker and look after your interests when your fruit is sold in the auction room.

With a good auction system established, and auction room catalogues sent direct from the auction company to every man having goods sold by them, the commission man would double the volume of his business, and a mutual confidence would spring up between the commission man and the shipper where now distrust rightfully reigns.

In some respects this method would resemble the Liverpool method, and in others it would not. We would have no rejections in this country after goods were once sold in the auction room, and a catalogue made up directly from the sales in the room, by the auction company, should be sent to all who had goods on sale; instead of rejections, reselling and private catalogues from the broker or commission man.

The auction methods in America appear to be better than they are in England.

Here goods once sold become the property of the purchaser, and can not be made to revert to the shipper to be resold at his risk and unavoidable loss.

Here a consignment of goods for sale at auction is piled up and samples shown, after which they are sold "as is" and no rejections allowed.

When our apples go to Liverpool they are, upon being landed, passed through

# 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.

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

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

# Lee's Endion Grape Juice

is the most

## Delicious and Refreshing Summer Health Drink

A perfect liquid food, a rich blood maker and nerve feeder, an invigorating and easily digested diet for the sick, nature's simplest and best tonic for the convalescent, and the fruit of the vine for sacramental use. For sale by

**John H. Lee, Benton Harbor, Michigan**

Endion Fruit Farm, Box 1007

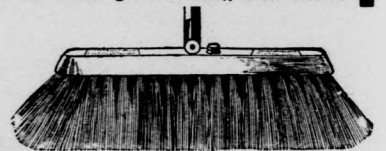
The little reservoir on top of

## THE "WORLD'S ONLY" Sanitary Dustless Floor Brush

distributes the oil evenly throughout the brush—just enough oil is distributed to gather and roll into little balls all the dust and dirt on the floor, CAUSING ABSOLUTELY no dust to raise. The oil being antiseptic kills disease in the germ breeding dust. Let us give you the details.

Agencies Wanted Everywhere.

**MILWAUKEE DUSTLESS BRUSH  
COMPANY,**  
121 Sycamore St., Milwaukee, Wis.



## GALVANIZED IRON CORNICE

Established 1868.

State Agents

Coal Tar, Tarred Felt,

Asphalt Paints,

Roofing Pitch,

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Ready Roofing, Sky Lights,

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

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

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

## Four Kinds of Coupon Books

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

**TRADESMAN COMPANY, Grand Rapids, Mich.**



the hands of men on the dock selected for the purpose, and carefully classified as "tight," "slack," "wet," "bilged," "open," "wasty," etc., and so denoted on the catalogue.

Buyers have the privilege of opening apples on the dock, and that too almost without limit. In addition to this, they have the samples shown in the auction room.

Despite all this, however, the buyers are allowed to make rejections from goods thus purchased, and that, too, for some thirty-six hours after the sale, during which the market may appear either better or worse, but the fruit—never better.

Apples thus rejected by the purchaser are made to revert to the shipper to be sold as rejections, entailing an inevitable loss to the shipper thereby.

This method is most unjust and unbusinesslike, and can not long continue.

The better this matter is understood the more will shippers insist that a method at once so slow, so distasteful and so unjust be relegated to the grave of the past, where so many crude and out-of-date customs have been buried.

I ask men interested in the success of the apple business to think of this and not only to think but to act. Urge and insist upon this change being made until it is made.

I ask the Liverpool receivers whether it will not be the part of wisdom to make this change at once.

The desirable features of public auction are very largely nullified by the present methods, and the shipping for private sale is on the increase, and I understand that those trying it are generally satisfied with results in comparison with those obtained through the present auction methods.

To-day we do not ask that they be sold without classification, as fruit is sold at auction here, although some would like to see them do that.

There has never been a valid reason against making the sale of fruit in the auction room final.

The work attending the sale would be lessened greatly, the time shortened and better results obtained.

Apples landed and catalogued on Tuesday would be sold on Wednesday, and results cabled the shipper. This is no small item, as it is of much more value to the shipper to get the net proceeds of his fruit than to get a general quotation on the market and wait until the following sales day, during which interim a portion of the fruit sold has been thrown back onto his hands by rejection, to be sold as rejections.

Every one well knows that rejected goods will not bring as much when sold as they would at an original sale.

As the selling of apples without rejections would lessen the labor and expense of sale, no receiver, as such, can object to it. Objection can only come from a receiver who is also a buyer and who wants the buyer's privilege of making rejections.

Some of the receivers of apples in Liverpool are also buyers at the sales; many times buying from their own consignments, but doing it by proxy. This custom I do not know that I should object to if all purchases were made final.

I understand the conditions in Liverpool are more favorable for getting the rule adopted to sell with no rejections than they were two years ago, and that all that is needed to bring it about is sufficient insistence upon the part of the shippers on this side.

All of the money that the receivers of apples make comes from the shipper.

The receiver is our counsel, and should be our advocate. We are his clients, and we pay him; let him, then, act as for our interest, and do what we desire to have done, and we will call him faithful and worthy.

F. D. Cummings.

THROWING BOUQUETS

At the Thrift of Elk Rapids and Traverse City.

Central Lake, Aug. 20—Early last month I wheeled over to Traverse City by the way of Elk Rapids and, considering the dry weather, I am prepared to say that crops were looking exceedingly well. In some places hay was rather short, but it was not all so, and potatoes, corn, wheat, peas and beans appeared thrifty and prosperous and the orchards gave promise of abundant yield.

I trucked goods to Central Lake over this road years ago, but have seen little of it since the railroad came, and was surprised at the many improvements to be noted along the route. New houses, barns and clearings are seen at frequent intervals and the signs of prosperity are abundant and well marked.

At one time Elk Rapids was considered slow. Central Lake was, too, for the matter of that, but that's another story. After Elk Rapids reached a point where the iron works and its farming trade barely supported it, it got down at the heel, so to speak, and was looked upon with disapproval. The coming of the railroad helped it only in a temporary way and some smaller enterprises which should have been useful, for various reasons, rather fell through; but now all is changed and a large cement factory has been a leading factor in the new era. Somebody discovered that by turning Ptobago Lake upside down and manipulating it in certain ways, a useful product would result; so now they run the bottom of the lake through the factory, and it comes out as sidewalks and cellar floors. The plant gives employment to a large number of men and Elk Rapids has washed its face, put on a boiled shirt, painted its fences, raked its front lawns and now goes after business like a boom town out West. Public spirit and progressiveness are the watchwords and our sister village is going to be heard from regularly and often as one of the liveliest, thriftiest and most up-to-date towns in the Grand Traverse region.

Five miles south of Elk Rapids is a long, steep and altogether abominable sand hill. Its size gives one the impression that in the beginning the Creator had more material at hand than he could properly dispose of. From its summit one obtains a magnificent view of Grand Traverse Bay. It is quite a climb, but worth the trouble. At its base is the village of Yuba. A dozen gossiping men were lying in the grass as I wheeled by and, not wishing to be considered "stuck up," just because I rode a chainless bicycle, I remarked in my usual offhand and brilliant manner: "I see that blamed hill is here yet!" "Yes," came the answer, quick as a flash, "but we're going to make a bee to-morrow and move it away."

Traverse City has made great strides in the past ten years and in many ways. No statistics are at hand and, if they were, the writer has no inclination to use them here; but the change from a village to a rattling, hustling all-around good little city is marked and gratifying and reflects great credit on the spirit and foresight of its business men. The factories there employ a large number of hands, pay good wages and appear to be substantial and permanent. Traverse City is rapidly gaining prestige as a wholesale center and nearly everything that country merchants require can be obtained there.

What has impressed me most forcibly of late is the improvement in window dressing made by the large dry goods stores. I have never seen handsomer, better arranged or more artistic windows than those of J. W. Milliken, J. Steinberg and the Boston Store. In the larger cities window displays are sometimes so elaborate or so vast as to seem oppressive or to be in poor taste; but those Traverse City windows are neat, snappy and in excellent form. The firms above mentioned have my full permission to continue their good work.

Geo. L. Thurston.

The question of the future water supply of the city of New York has been

troubling the powers that be for some time now, and no rational scheme seems to have been suggested which would insure permanency without treading on the corns of present vested interests. The latest suggestion, and one which may be adopted in the final report of the engineers of the water supply department, is to take the supply from the Catskill mountains, in which there are said to be reservoirs capable of transmitting a billion gallons a day. This scheme, it is estimated, would entail an expenditure of between \$75,000,000 and \$90,000,000. The sum seems large at first sight, but when the supply is taken into consideration it is comparatively light when put alongside the expenditures of some European cities for the same purpose. For instance, the city of Manchester, England, draws a daily supply of 50,000,000 gallons from Thirlmere. The source of this supply is 100 miles from Manchester, and the undertaking cost the corporation the sum of \$20,000,000.

There is a novelty in the way of a rubber disk that may be attached to any pair of shoes. They are made of an especially tough and durable rubber and withstand exceedingly hard wear. These disks may be attached to golf shoes, tennis or base ball shoes, or used for mountain climbing.

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It has in the last year placed in position EVERY ONE of its graduates that desired it, besides having a SURPLUS of over FIFTY calls it could not fill, with beyond this a large field of resource not yet drawn upon.

In the face of THIS FACT is it any wonder that it claims to stand AT THE FRONT and believes that NO OTHER Business College in Western Michigan can make an equal showing?

Is it any wonder that its attendance is increasing at a rapid rate?

Is it any wonder that its students, as a rule, are highly appreciative of its thorough work and the grand results that follow?

Is it any wonder that an occasional student, desiring such splendid results without a willingness to spend the time and effort we require for their accomplishment, should, if so encouraged, drop into another school with that expectation?

This school believes it can give as much instruction in a given time as can any other, but it is bound to require THOROUGHNESS. It always has and always will, at least so long as the present management continues.

It is careful to use the best systems and methods and it is bound to have THE BEST RESULTS.

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E. A. STOWE, EDITOR.

WEDNESDAY, - - AUGUST 21, 1901.

STATE OF MICHIGAN } ss.  
County of Kent

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

I am pressman in the office of the Tradesman Company and have charge of the presses and folding machine in that establishment. I printed and folded 7,000 copies of the issue of August 14, 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 seventeenth day of August, 1901.

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

#### NOT AFRAID OF WORK.

There is a pretty story going the rounds of the papers, illustrating the manner in which Charles M. Schwab got his first start on the upward path to wealth and distinction. When he was a draughtsman in the Carnegie works, at Homestead, the general manager of the plant had need for the services of an expert draughtsman and applied to the head of the draughting department for his best man. "I have no best man," said the latter; "they are all good." The general manager went away, and the next day an order was issued that all the draughtsmen should work two hours overtime each day, without extra pay, until a certain piece of work should have been completed. "How do the men like that order?" asked the general manager when he next met the chief of the draughting department. "They're all grumbling except one man," was the reply. "Who is that man?" "Schwab." "Give me Schwab," said the general manager; and from that day the young draughtsman's advancement began.

It is hardly necessary for the Tradesman to remark that there is always an opening for men who are not afraid of work and who are willing and anxious to serve their employers, even at the sacrifice of their own comfort and convenience. There will always be a chance for the frugal, the enterprising and the foresighted. The first competence that Schwab got was such a competence as is within the reach of almost all. The affairs of magnificent scope in which he is now engaged are such as can be managed only by the wide-ranging man of genius. His is a broad imagination, supported by a solid base of practical business sense. There can not be many such men, any more than there can be many Shakespeares and Dantes, but some there will be in every age; and in his way a mighty man of business must

have something, indeed a good deal, of the mathematician and the poet.

Somewhere or other in the works of Edward Everett is a passage in which he speaks of the boys "who have inherited nothing but poverty and health, who in a few years will be striving in generous contention with the great intellects of the land. It remains for each, by darting forward like a greyhound at the slightest glimpse of honorable opportunity, by redeeming time, defying temptation and scorning sensual pleasure, to make himself useful, honored and happy."

Old-fashioned, obvious, obtrusive moral advice, it may be said. There are thousands of loafers and faultfinders, kicking their heels at station platforms or rural groceries or groggeries and expectorating discontent. There is no chance for a young man, they say. The trusts and the corporations spoil all. The rich are getting richer and the poor poorer. If Schwab had had this spirit or want of spirit, he would probably be chopping wood or digging ditches, instead of managing the greatest corporation the world ever saw.

Almost every industry in the country is being worked, more or less, on scientific lines, but there is one which seems to be content to run in the same groove as in the time of our granddaddies—the manufacture of turpentine. The same wasteful methods of a century ago in extracting the gum from the pine are still in vogue, and although some attempts have been made of late towards securing some rational system of tapping the trees, the improvement is but slight when the great value of the industry is taken into consideration. The present method is to chop in the side of the tree about two or three feet from the ground what is known as a "box," and into which the gum flows and collects and is later dipped out by the gatherers. From time to time the tree is "chipped off" above the box until the whole side within ground reach is cut away. The same process is then followed on the opposite side, so that by the time this is finished the tree is done for. This process is gradually devastating the forests, as the trees either die or are so damaged as to be fit for nothing but lumber, and poor lumber at the best. A line of experiments is at present being conducted at Statesboro, Pullock county, Georgia, with a view to extracting the gum without endangering the tree or stopping its growth. These experiments will be watched with interest not only in the turpentine states, but elsewhere, and if successful one more valuable asset will be added to the wealth of the South.

The Minneapolis Commercial Bulletin, which is one of the most ably edited trade journals in the country and has always enjoyed an excellent reputation for conservatism and fairness, asserts that there are only five trade journals east of the Mississippi River, the remainder being "puny publications which dishonor the name," the specific statement being as follows:

There are only four or five trade papers east of the Mississippi, the Ohio Merchant, the Grocers' Criterion, the Michigan Tradesman, the New England Grocer, and the American Grocer. The remaining puny publications dishonor the name "trade press."

A good reputation is the best capital any young man can possess. It will help him on when everything else would fail.

#### THE RAILROAD SEAT HOG.

One of the most unbearable nuisances ever imposed on the traveling public in the United States is the railroad seat hog. This creature pays for but one seat in a railroad car, but fills up with his baggage and belongings as many seats as he can get possession of, and, unless forced by other passengers to disgorge the room which he has illegally seized upon, he forces other persons, and frequently women, who have also paid for seats, to stand, while he arbitrarily deprives them of the rights to which they are legally entitled.

The strangest feature of the entire outrage on the traveling public is that the railway companies take no measures to protect their patrons, but permit, if they do not encourage, the railroad seat hog to carry on his outrages upon the rights of other passengers at his pleasure. If there has ever been a case when a train conductor interfered to require the seat hog to accord the seats which he had illegally seized on to the persons who had paid for them, the incident has entirely escaped all observation, for so unusual an occurrence would without doubt have got into the newspapers as a remarkable novelty.

Forty years ago, when railroads were few in the United States, the entire mileage being not more than 30,000, whereas now it is about 200,000, every two-seat bench in a passenger car was divided by a middle bar or arm, so that it was impossible to lie down and so monopolize two seats, while each passenger's right was specifically marked off. For some reason this excellent arrangement has been discarded, a fact which has made the seat hog possible, and has developed him to the highest point of abominable unbearableness.

Of late, however, there has come in sight some small speck of recognition of the rights of travelers who have so long suffered from the aggressions of the seat hog, and this small beginning of the suppression of a great evil is the announcement made in the Chicago papers that the management of the St. Paul Railroad has started a campaign against the man who pays one fare and occupies two seats and who is commonly known as the "railroad hog." General Superintendent Goodnow has issued an order directed to train crews and conductors calling their attention to the train rules and insisting that they be rigorously observed.

Particular attention is called to the rule which provides that passengers shall not be permitted to occupy more seats than they pay for. Conductors are told that this rule must be strictly construed and obeyed to the letter, especially when approaching large cities and in places where passenger traffic is heavy. Hereafter trainmen and conductors on the St. Paul will be required to prevent the stacking of grips and big bundles in seats.

It is stated that this order was issued after the management of the railroad had been over-run with complaints by passengers who had determined to rebel against such treatment. It appears to be the only way in which the rights of passengers can gain any recognition in the premises. It is to make the lives of railroad managers a burden by the multiplicity of such complaints until some attention is paid to them. If the people will do this, they can, in the course of time, secure some relief from an evil which, however grievous, is entirely unwarranted and inexcusable upon any pretext whatever.

One of these days the people will have influence enough with the state legislatures and with Congress to obtain the enactment of laws requiring railway companies to guarantee a seat for each ticket sold by them. Now there are no relations whatever between the number of tickets sold and the number of seats in the train the ticket-holders are expected to occupy.

Some time ago the Tradesman referred to the attempt which is being made to introduce Jamaican fruit, and especially the banana, into the London market. The decay of the sugar industry has introduced a serious economic problem not only for the colonial but the home government to face, and with a flourish of trumpets the new trade was started off. Subsidies were granted ship-owners for a regular service of steamships between Kingston and Bristol and it was confidently hoped that the banana would prove the regeneration of the island. The hopes of the Jamaicans are likely to be blasted if the London newspapers are to be believed. The first two or three cargoes found a ready market, perhaps from the very novelty of the experiment, but latterly complaints have been heard in regard to the poor condition of the fruit as compared with that received from the Canary Islands. The bananas from the Canaries are packed with as much care as the California fruit is with us. On the other hand the Jamaican product is shipped in bulk, and any bloom which the fruit may have had at the producing point is lost in the handling at Bristol. A partial remedy might be found for this in landing the fruit directly at the London docks, and this course would have an additional advantage in the shape of a reduction in working and freight expenses. The higher class fruit trade, however, does not seem to have handled the product in any quantity, the main distributors having been the costermongers, who cater mainly to the poorer element. Now the costers have gone back to the Canary fruit product, and with these selling on the street at 2 cents each it is hard to see where there can be any chance for the West Indian. In the provinces it seems to be different, and a fair trade is reported, but even in the larger cities outside of London the banana is but seldom seen in any quantity. With the average Cockney, appearance rather than flavor has the call, and if the Jamaicans can bring their product up to the Canarian standard there will be a chance for the trade, and not otherwise. This fact has been learned by the Californian shippers, and fruit from the Pacific coast is now put on the London market in a state equal to the best of the continental shipments.

The action of the Musselman Grocer Co. in deciding to open a branch wholesale house at Traverse City is significant in more ways than one. It means, first of all, that Traverse City as a consuming and distributing market presents a field which is particularly inviting at this time. It means, furthermore, that the retail grocery trade of Northern Michigan has been educated to consider two elements which did not cut much of a figure several years ago—freight rates and expedition in receiving goods after the orders are placed—both of which features are now carefully studied by those merchants who have become sufficiently forehanded to enable them to buy in the market which affords them the lowest prices, the most advantageous freight rates and the greatest expedition in executing orders.



**NO NEED FOR A PANIC.**

After regarding with indifference for thousands of years the disease known as "consumption," it has become all of a sudden, with some medical men, a disorder so dangerous and deadly as to have aroused a panic of alarm among them, and they are calling on national and state authorities, not only to prevent the free movement of alleged consumptives from state to state, but even to arrest and confine them all in hospital prisons, as if they were lepers.

Fortunately, however, the numbers of these panic stricken people are small, and there are plenty of wise heads to put a check on the intemperate acts of the alarmists. Among these wise counselors is American Medicine, a prominent Philadelphia professional publication. In its last issue it says:

When the medical profession discusses the infectiousness of tuberculosis it must be done calmly, and not with that heat of passion that will lead the general public to believe that we class this disease with smallpox as to degree of contagiousness.

A consumptive is a comparatively safe person to associate with, if he knows how to dispose of his sputum. Consequently, he is not the menace to society that a person is who suffers from either smallpox or diphtheria. He does not need to be isolated, because the danger of infection can be prevented by much milder measures.

Isolation is, moreover, only practicable for diseases of short duration. The municipality or the State can afford to pay the expense of shutting up a smallpox patient for from three to six weeks, since it is known that the contagion will be at an end when the period of isolation has ended.

But no man knoweth how long a period of isolation might be necessary for a consumptive. Many tuberculous patients lead a fairly active life for from ten to twenty years; the vast majority for two or three years, and but few for less than six months. The simple problem of maintenance of the consumptives of any community would be one that would try the genius of the greatest publicist and financier.

Again, it would only be fair to apply the rule to all infected persons, if it is to apply to any. Now, the difficulties of early recognition of tuberculosis are well-known to the intelligent physician. It would be impossible to catch infected cases early in the disease and subject them to restrictions.

It is at once apparent from the consideration of these plain facts that a quarantine for tuberculosis is not only impracticable, but absolutely impossible. This fact ought to be well understood; with the quarantine proposition put absolutely out of the question, it ought to be possible for us to consider calmly, rationally and without concealment the necessary educational methods that will ultimately enable us to control the spread of infective material and lessen the dissemination of the disease.

Here, indeed, is good sound sense. It recognizes all the danger that can possibly exist of conveying the infection of tuberculosis, and finds no sort of excuse for any wild panic of alarm. On the contrary, it is easy to protect oneself or others from the infection, and the highest duty of the sanitarian is to assist in educating the people so that they can use simple precautions always in their reach. When the physician flies into a panic, it is truly bad for the sick who fall into his hands. Fortunately, as has been said, these are few.

**THE FASCINATING SIDE SHOW.**

The fascination of the side show seems to be something irresistible. It appears impossible in this country for a big show to get along without a little one. The circus has it and likewise the county fair. It has been growing with

great expositions. The side show did not cut a very important figure at the Centennial in Philadelphia, but at the World's Fair in Chicago it was one of the main features. The Pan-American also makes much of it and the managers will derive a considerable portion of their income from this class of concessions. The side show is of ancient origin and dates back close to the beginning of fairs and exhibitions of any sort. It has been in existence long enough to declare itself a fixture. That the average side show is a good deal of a fake is perfectly understood by those who patronize it, and that, before they part with their money. Every county fair has several of these attractions for picking up the dimes and the quarters and they do a thriving business. No matter how fine the cattle in the pens or the poultry in the coops, no matter how big the vegetables nor how variegated the bed quilts, old and young are easily enticed to part with their change, to be humbugged by the fakir who goes from fair to fair as the busy bee flits from flower to flower. The Midway performances at the great expositions are nothing more nor less than side shows, too, on a scale commensurate with the exposition itself. The patrons do not expect literally to get their money's worth in many of them, but seem rather to enjoy the process of being sold and then with one accord set out to induce others to go through the same experience. The secret of the success which attends the side show at the fair, the circus or the big exposition, is something which has never yet been fathomed. Inasmuch as the success is there, nobody is very much disturbed about the secret.

It does not pay to send socks to Germany to be darned. A resident of Chicago, who had been wearing socks made by his mother in Germany, found them in holes in the toes after some service. He thought he would like to have her mend them, so he sent them over to her. The other day they came back—four pairs, neatly darned. The custom-house officers got hold of them, and after some calculation it was determined that the Chicago owner owed Uncle Sam \$7 duty.

The States of Michigan, Minnesota and Mississippi are entitled to distinction in the union because therein there are more men than women. The reverse is the rule in the other states. The maiden ladies of New England will be interested in this item, which has been pretty generally telegraphed about and published, and the next census will make no such showing for this trio of commonwealths.

The principal difference between a king and a hobo is that the former has to sleep in a boiler iron night gown and sneak out by the dark of the moon when he goes anywhere.

A New Jersey preacher professes to have cast the devil out of a New Jersey woman. The article does not state how much of the woman was left.

It is said that the war in Africa may last another year, but will the supply of American mules hold out that long?

Train up a hired girl in the way she should go, and the first thing you know she's gone.

The greater hurry you are in, the more likely your shoe-strings are to break.

**THE TARIFF AND A COMMISSION.**

The suggestion is often made that government by commission is getting too popular in this country. It is unfortunately true that in many cases commissions have been instituted for the sole purpose apparently of providing places for politicians, whose friends feel they must come in under the general distribution of patronage. That there are abuses does not force the conclusion that there are no uses. There are some things which can be better dealt with by commission than in any other way. Much that falls to legislatures might be more intelligently and carefully done by a body of gentlemen selected for their special qualifications and fitness, who would give the subject their thoughtful attention. The trouble with the practical solution of all these questions relates to the incumbents quite as much as to the plan itself. If all the members of legislatures, state and national, were wise, reputable, upright, conscientious men, there would be better regulation of public affairs. There are as liable to be poor commissioners as poor legislators, and incompetency is as noticeable and as baneful in one place as the other.

Recent tariff legislation has been attended by numerous comments and suggestions to the effect that the schedules might very properly be left for determination and regulation with a commission appointed by the President, whose business it should be to make thorough investigation along particular and specific lines, with recommendations which should be binding. That would be the ideal way, provided, of course, that the commissioners were men of high character, with the fullest possible qualifications for the office, men who could be relied upon to be impervious to all unworthy influences. If there are to be bad men in office, all such matters may be more safely left with legislative bodies than with a commission, because those elected by the people feel a certain amount of accountability. Fear of defeat rather than an unwillingness to do wrong would naturally prevent unwise, not to say dishonest, action. Commissioners holding long terms by presidential appointment would be out of the reach of the people and more unmindful of criticism or popular will. The real remedy and the surest way to secure the best regulations is to have none but safe men in positions of trust and responsibility. Then, whether work be done by commission or by Congress, people will have faith in the honesty of those who do it and it will be better done. If the time ever comes in this country when none but the right sort of men can secure office and govern public affairs, the millennium will be close at hand.

All kinds of boycotts are to be expected nowadays and it is only the unusual which attracts attention. In Newport the aristocratic mothers of marriageable daughters are proposing to boycott those merchants who employ good looking salesladies. It is reported that this season three rich young men have proposed to and been accepted by as many very handsome girls employed in the retail stores of that famous summer resort. Each is described as being rapturously beautiful and possessed of all the desirable attributes, graces and virtues which make young ladies attractive. It is fair to say that all these are as likely to be found among the salesladies of the Newport dry goods stores as any other of the more fashionable

and aristocratic resorts. The young men are likely to have good wives, and if their choice has been wise they are to be congratulated. They will at least excel in willingness, and indeed in desire, to study the wishes of others and minister to them. This is sometimes not a distinguishing trait among the very wealthy.

An organization just instituted in Virginia deserves to succeed splendidly. Its name, "The Society for Suppression of Spurious Titles," indicates its purpose. It is eminently proper that it should start in the South, where titles, especially those of a military nature, are the rule rather than the exception. One would think that the entire population had been in the Confederate army and that all the privates had been killed. It is Colonel this, Major that and Captain the other to an extent which makes a farce of all these titles. Those who have earned such distinction should have it and the distinction should not be detracted from by spurious claims. Calling everybody colonel makes it a by-word. It is to be hoped that the Virginia example will be followed in Kentucky. It is there that the spurious title seems to flourish most abundantly.

The department store fight in Chicago has suddenly changed front, and interesting developments are promised if the retail men and small shop keepers can carry out their plans. Having failed to secure desirable anti-department store legislation, they have banded together, with C. F. Gillman as their leader, and are proposing to build a mammoth department store, which they plan to operate all day and all night. In this way they hope to counteract what they call the disastrous effect upon their trade in the outlying districts of the competition of the big downtown department stores. The proposition has substantial backing, and there is a strong possibility that it can be worked out to success. Forty men are now interested in the movement. Three shifts of clerks will be used, working eight hours each out of the twenty-four.

Statistics, often otherwise dry, now and then become interesting because of their suggestiveness. Some calculator has figured out that the world owes \$31,201,759,000. That is a lot of money to owe at one time. Luckily the inhabitants of this globe owe this amount to each other. If this immense sum were owing to the people of some other planet liable to come here and levy on the earth and make collection, it might be a serious matter. There is satisfaction in thinking that, although this great debt is due, the money to pay it is at hand somewhere.

A plan for recording checks with a photographic apparatus controlled by electricity has been successfully put into operation in the National Bank of the Republic, at Chicago. The machine will take pictures of 10,000 checks in an hour. The pictures can be rolled on reels and stored. It is claimed for the instrument that it will perform what it would take nine clerks to do, and that there is no opportunity for mistake.

Experts have come to the conclusion that what kills so many trees in London is not the soot flakes or the want of air or the drought, but the sewer gas and escaping gas from the gas mains, which attack the roots, so that the trees soon wither and die.



### Clothing

#### The Shirtwaist an Admitted Failure in Chicago.

"One swallow does not make a summer," neither have the few shirtwaists seen at the beginning of the summer established it as a factor that will ever be felt in the shirt industry. About the only shirtwaists seen in Chicago this summer were those worn early in the season in the downtown districts. Since then they have gradually disappeared, although the number of coatless men has increased by the scores. The coatless men are wearing negligee shirts and belts with summer trousers. The failure of the shirtwaist in Chicago is attributed, by one leading men's furnisher, to the vast improvement made within the last six months in cutting and designing trousers. Well made trousers, especially the summer ones, are not the bags they were a year ago. Now they snugly fit over the hips and back and are almost entirely self supporting and comfortable with a belt. A negligee shirt worn with such trousers is neat and trim at the waist line. The blouse effect of the shirtwaist is objectionable to almost every one I have approached on the subject. Some say that it is boyish-looking, while others say that this fulness flattens down in a very short time and then the effect is exceptionally sloppy and one can not remedy it without taking off the shirtwaist. It is undoubtedly now admitted by all furnishers that the shirtwaist is a failure so far as Chicago men go.

\* \* \*

The style to match your half-hose with the trousers you are wearing is not a prevailing one, but is a thing that elaborate dressers have all to themselves. To make it conspicuous one must have a generous supply of extra trousers.

I have recently made frequent calls upon a young man who is an assistant cashier in one of the large banks and who is an ideal dresser—he makes it a careful study and has the time and means to devote to it. He is perfectly carrying out this fad. His gray flannel trousers are worn with gray half-hose that absolutely match the leg coverings. His black and white chalk-line flannel suit has black and white silk striped half-hose to go with it. The spacing between the silk stripes in the hose is exactly the same as that of the chalk lines in the black flannel. His blue serge suit has blue (navy) half-hose as part of the costume. He wears black velour kid oxfords and the effect is the richest and most pleasingly conspicuous that I have seen this season. To study this man's "get-up" will at once convince the doubter that there is as much art in dressing correctly as there is in painting a picture. He wears bright colors, yet one does not feel them—they don't clash and offend the eye. His styles are extreme in some respects, yet they are really not noticeable when he wears them. I take every opportunity to call on this young assistant cashier, as he is an excellent text book on "how to wear clothes."

\* \* \*

The washable neckwear which so many manufacturers banked on to be a "good thing" this summer has proved to be a bad guess. It has not sold and is now being offered at such prices as two derbies for 25 cents; bat wings, 70 cents each, three for 25 cents, and strings at 25 cents for a half dozen—and still they will not move. The small, neat silk bows and ties prevailing this

summer are not of a character to soil easily and there is no necessity, from that source, to replace them with washable fabrics, which are anything but bright looking and will not bear wearing more than twice before they are so creased and wrinkled as to require laundering.

Even stock ties for golf can not be forced upon the exclusives. The stock is a warm affair and the links are about the hottest places one can imagine when the thermometers are dallying around the 100 mark. Men this summer are dressing closer to comfort than to fadish style.

\* \* \*

The new French brown is coming into vogue on a gallop. One sees it in every box and case of goods now being opened for fall selling—in hosiery, in neckwear, in handkerchief borders and in fancy vestings.

The French brown is the halfway mark between a seal brown and a tan or fawn—a soft, handsome color with enough life in it to make it bright. It is such a marked relief from the tiresome sameness of colors which we have been having for years that its success is undoubtedly assured. In hosiery it is coming in solids, principally. White and black in small figures are noted. In fancy vestings white and crimsons are favored for the spots on the French brown. In neckwear black is largely seen, with now and then an undertone of white which gives it a particularly rich, lustrous effect. In handkerchief borders it is very pleasing to the eye.

\* \* \*

At last we are to have something to choose from in dark shirtings, without being confined to "blues or reds." Greens, in bright tones, will afford the greater scope in selection. The new patterns are pretty and not too conspicuous. The green backgrounds are toned with red fancy stripes and white, making very attractive combinations for those who will buy the darker shirts for fall and winter wear.

\* \* \*

I am told by a hatter, whose opinions I very much respect, that straw fedoras have had their day—are being quickly and decidedly killed by the late freaks which were precipitated on the market when the demand for the really stylish hats exceeded the supply. It is an extreme style, we admit, and he says that there never was an extreme style brought out that was not killed in a season by the "would-be's" that invariably and immediately follow close on its heels. There is such a flagrant difference between some of the so-called fedoras and the real thing that the latter suffers from the distortion and can not maintain its popularity with well-dressed men.

A month's wear has made the cheap imitations the sloppiest, slovenliest pieces of headgear that the most versatile mind can imagine—they beggar accurate, truthful description. Study the situation before you buy many straw fedoras for next season.

\* \* \*

I have been noting an uneasiness in small neckwear, which has now settled itself into a tangible condition—the square-end batwing has supplanted the narrow-end, blunt-end or round-end, and will be the thing in the fall shape for the bat tie. It is decidedly the handsomest shape ever given to this popular tie and will now be more thought of than it was two seasons ago, when it was shelved for the fancy shaped ends. The split-ended bat, which, when tied, was intended to show four ends and contrasting colors, has proved to be a flat failure. It was an outre novelty and men are not now patronizing conspicuous novelties. This split-ended bat was about the most difficult thing to tie that I have ever seen. Haberdashers and expert neckwear clerks could not tie them. Neckwear manufacturers would do well to try to tie some of the novelties they bring out—if they did they would not inflict them on the public.—Apparel Gazette.

## M. Wile & Company

### Buffalo's Famous and Largest Clothing House

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

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

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

*M. Wile & Co.*  
MAKERS OF FINE CLOTHING

Our Specialty:

## Mail Orders

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



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

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

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

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



## Dry Goods

### Weekly Market Review of the Principal Staples.

**Staple Cottons**—There is a fair demand for ducks and osnaburgs and prices are well held. Denims, tickings, checks and plaids are slow of sale and are not as firmly held apparently as a week ago. Some quiet concessions are said to have been made.

**Prints and Gingham**s—There is a very fair spot sale for colored staples. There is a continued good request for fancy shirtings and they are strong in price. Popular styles of Madras and gingham are in a strong position, the mills making such goods being generally taxed to their utmost to make deliveries on goods under order within the limits of the time agreed.

**Dress Goods**—Never before have such goods as are now being shown sold at so low a price as is now the rule. Every piece of goods shown is, without exception, a good value. Some lines have cut into the price more than others, and so some lines will catch on from the first, while others are wondering why their business is not as satisfactory as the business of other lines. While the buyer has laid aside some of his superfluous conservatism, he is, if anything, more discriminating than he was last season, so that now he looks around and sees every line on which he is about to place his order, comparing them and then buying that line which shows the greater value.

**Underwear**—We continue to hear good reports in regard to spring business, which bids fair to contain an amount of buying very satisfactory to first hands. It is too early as yet to note in what ways the spring buying is taking place, what class of goods have the call over others, and what new developments, if any, are taking place. From what can be gleaned, however, one of the most encouraging factors in the business being contracted for spring 1902 delivery, is the increased demand for higher grade goods among buyers. We are informed that a number of manufacturers are selling more underwear of medium and high grades in proportion to the total aggregate of business which they have been doing than has been the case as long as they can remember. This seems a little odd on the surface, as prices on the medium and high grade goods are firm, while some concessions can very often be obtained on cheaper goods. But it seems that on the cheaper goods it is not only the prices that are shaded, as jobbers find to their cost when the goods are delivered and as the consumer finds to his cost, when he wears a set of underwear a few times, and then has to throw it away. It is this adulteration of cheap goods that allows signs like the following to appear in windows filled with underwear displays: "Underwear, made from genuine combed Egyptian yarn, 25c a garment."

**Hosiery**—The condition of the hosiery market is not as good as that of underwear. The spring business for 1902 delivery is not far advanced, and prices do not seem to be as firmly settled. Lace hosiery seems to have the call in medium grades. It is also believed that there will be a greatly increased call for white hosiery of various kinds, lace, plain cotton, silk and figured. The retailers have not done overmuch purchasing as yet for fall.

**Carpets**—The  $\frac{3}{4}$  goods are still the feature of the market, and are likely to be for some time to come. In the  $\frac{3}{4}$

goods, the strongest sellers are the velvets, with the Brussels and Axminsters a little behind them. Tapestries of the finer grades have a fair call, but anything below those grades can be said to have a much smaller demand. We understand, however, that one Philadelphia mill is having a good business in the cheaper lines of tapestries. This mill make a jute back tapestry with a plain woolen face and run the fabric through a machine similar to a calico printer and imprints the desired pattern on the face. These carpets, so it is stated, have had something to do with lessening the demand for ingrain, owing to the cheap prices that they can be turned out at. They seem to take very well to the notion of a certain class of the buying public, for the production of this one mill alone is sufficient to supply a great many thousand families. Their stability, while it may not be compared with a good all-wool ingrain, is perhaps equal to the wearing qualities of the cheaper ingrain. The ingrain mills are rather quiet, but in the past week or two business has shown a little improvement. The demand for ingrain may be expressed as of a spasmodic nature and taking what business that has been placed so far this season, the ingrain business has not, as yet, compared with business of previous seasons. Manufacturers of the velvets, Brussels, Axminsters, Wiltons, and in fact all the  $\frac{3}{4}$  goods, are working on full time, and the prospects are good for them to do so for several months. They will continue, however, to purchase their wool in small quantities, and have no desire to discuss fully what conditions are likely to bring forth in the near future. Worsted carpet yarn spinners are well employed, but much complaint is heard from their direction in regard to the low prevailing prices, and many insist that if wool shows a much stronger tendency, they will be obliged to refuse orders at present prices. The woolen and merino yarn spinners are not so well favored in a business way as their worsted yarn brethren, but a majority of them manage to keep a good part of their machinery running full. The low prevailing prices, too are a great hindrance to the spinner, and closer attention has to be given to the manufacturing end, in order to make a profit. Many ingrain yarn mills are giving more attention to rug yarns, and, in fact, some of them are running a good part of their machinery on this class of goods.

**Smyrna Rugs**—Manufacturers report a good demand for their products, and a very promising outlook for a good fall business. The demand from the retail trade has fallen off somewhat on account of climatic conditions, but as cooler weather comes forth, this trouble should be of no consequence. Wilton rugs are also having a good call, and they promise to receive a good share of the business, when the fall buying becomes general.

#### Developing the Silk Industry.

Edward D. Jones in Leslie's Weekly.

In colonial days silk thread was worth \$1 an ounce, and it was very much the style for women of wealth and refinement to be seen spinning their own silk for fancy work. In 1830 a craze was developed in this country for the raising of silk worms. Although this industry came to a very unprofitable end between the years of 1839 and 1843, it originated certain business concerns which struggled on through the years of slow growth until the protective policy adopted subsequent to 1860 ushered in a more prosperous era. The industry is now firmly

established. Inasmuch as the United States is on an equal footing with European countries in the matter of raw materials, the future of the industry depends upon the development of a skilled body of employes, the perfecting of labor-saving devices and progress in artistic lines.

The great center of silk industry is Paterson, N. J., which well deserves the title, "the Lyons of America." The second center is New York City. The throwing branch of silk manufacture has been for some years moving westward to the iron regions of Pennsylvania. Two reasons suggest themselves for this movement: The first is that, as the throwing branch of silk manufacture is comparatively simple, employing women and children chiefly, it is suitable for establishing in an iron region, where the labor of the male population is utilized, but where an adequate employment for women and children is lacking and the price of their labor is consequently low. An additional reason is that the migrating establishments reach a wage-earning population at present unorganized, and hence not likely to originate labor troubles. The weaving and dyeing branches of silk manufacture are still controlled by Paterson and New York. They require complex machinery and so must be near a center able to provide all the equipments of the trade. They also require skilled labor and must locate in a well-established silk center. Lastly, they require the most expert management.

Judging from the size of our gas bills, the gas meter must make both ends meet.

Ask to see Samples of

### Pan-American Guaranteed Clothing

Makers

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

## 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.

## Just Arrived

A big line of Fleeced Wrappers for fall business, also a good assortment of Print Wrappers. Prices from \$9 a dozen and up.



**P. Steketee & Sons**

Wholesale Dry Goods

Grand Rapids, Michigan

## Town Lighting With Acetylene Abner Giant

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

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

Call at our exhibit at Buffalo, Acetylene Building.

**The Abner Acetylene Gas Co.,**

Cor. La Salle and Lake Sts.,  
Chicago, Ill.





## Shoes and Rubbers

### Difficulty of Getting Rid of Leftovers.

One of the hardest propositions for many general merchants who carry a shoe stock is to get rid of their leftovers, or surplus stock, from season to season. This is not a difficult problem, in itself, but the trouble is that most general merchants do not have the time to give to the proper consideration of it. A few minutes attention, however, and the leftovers and surplus stock will be readily disposed of, although there will not be much profit on them.

The plan followed by the Home Trade shoe store, of Minneapolis, is one that can be adopted by most general merchants, and with slight cost, and very little work. The Home Trade shoe store, owing to its manufacturing connections, has a large quantity of shoes, which can not be sold at full price, to work off at the end of each season. These for the most part are traveling men's samples that have become bruised or slightly dirty, and they can not be sold at full prices owing to this fact or because they are out of style when they are finally sent to the retail establishment.

In the Home Trade shoe store several large tables are arranged on which are placed the leftovers, surplus stock, etc. One table is devoted to infants' shoes; say; another to men's shoes, a third to women's shoes, and a fourth to children's footwear. Then if there is a large assortment in each line these tables are marked off into compartments, and one price is named for goods of similar quality, style, or those which will not bring a higher price because of their shape; another compartment is marked with another price, etc. Many odd shapes are offered in this way which would not fit the ordinary foot. The customer coming into the store may look over the different bargains on these tables, and if anything can be found that will fit him, it can be purchased at a very low price. Usually, within a week after this surplus stock is first offered it is cleaned up, and the money has been obtained from it which may be re-invested in salable new stock.

In all probability the general merchant could not clean up his surplus as readily as can be done in a city retail store, owing to the fact that more transient customers visit the latter, but if he marked surplus stock and leftovers at cost he would be surprised to see how readily they would move out, and how much better it would be for him than if he kept holding on to them, depending upon a chance sale now and then to move these goods.

In undertaking this plan there are several points that might be suggested, which would undoubtedly add to the attractiveness of the sale. If the sale is advertised, state exactly what the goods are, and why they are being sold so cheap. Do not designate it as an "at cost" sale. That is too conventional an expression, and it does not mean much to the average person now. Describe the shoes offered, state their quality, and the sizes in stock, and the price at which they will be sold.

In arranging these shoes on the bargain table be careful to make them appear as attractive as possible. At the Home Trade shoe store they are displayed, each pair in a neat pasteboard box, etc. Be careful to have large signs containing in plain figures the prices at

which the shoes are to be sold over the various compartments. If a customer is attracted by the sale, and after looking the bargains over does not find a shoe that will fit or that meets with his approval, possibly you may be able to sell him something from your regular stock that will satisfy him, and on which there is a fair profit. Don't miss the opportunity to try, if your bargain offerings won't do. This is legitimate business enterprise on your part.—Commercial Bulletin.

### Men's Gloves and Hosiery as a Side Line.

One reason why retail shoe selling will always offer opportunities to good, experienced clerks is, that the proper fitting of a shoe will never be accomplished by a careless greenhorn. Shoe selling will always be a specialty, and there is little temptation to a well established exclusive shoe man to branch out in the all inclusive style of the "department store." Still, there are some side lines that can be added with profit. Among these are all kinds of shoe fittings and accessories, articles of common use, handy household appliances for keeping shoes treed up and polished, etc. It is to the shoe seller's interest to teach his customers to keep their shoes in good shape. They will take more pride in them, and this article of dress will receive more attention. Why should not men's gloves and hosiery be added as a side line? The average wearer may not know it, but it is a fact that a badly fitting stocking may cause the foot much discomfort. A store where reliable goods could be purchased, and tried on if need be, would be appreciated by men. They would be sure of getting a comfortable size in any case.

The dealers who have so far attempted this innovation have put in only standard, well advertised goods, of good quality, leaving the cheap and trashy stuff severely alone, and dipping carefully into novelties. A good trade on summer novelties can be built up with a little effort.

Appeal to good dressers, and let it be known that your stock is carefully selected and of quality that is above question.

A good line of men's gloves could be handled, especially winter gloves. The same reasons why, and the same restrictions in selecting, would apply here as in the stocking department. Avoid extremes in price, and touch fancy stuff lightly, if at all.

Every shoe dealer who knows his business knows a great deal more about leather quality than does the ordinary customer. Glove leather comprises, of course, grades very different from shoe leather, but there are some elementary qualities that are found in a good leather of any kind. The experienced dealer's judgment would be valuable to his customer in selecting a glove suitable to the use intended.—Shoe and Leather Gazette.

### Henderson's "American Beauty"

Is the Queen of Women's

\$1.50 Shoes

Send for Samples

C. M. Henderson & Co., Chicago

"Western Shoe Builders," Cor. Market and Quincy Streets

## 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.

## Worn By Workers

WHAT?

Rindge, Kalmbach, Logie & Co.'s  
Grand Rapids made shoes

WHY?

Because, while quality, not cheapness, is the determining factor in their fabrication, their goods are sold at the lowest possible price consistent with good material and workmanship employed.

## We Carry Shoes and Rubbers

That are trade winners and will make money for you.

**THE WESTERN SHOE CO.**  
TOLEDO, OHIO



**Salesmen Should Study the Technicalities of their Lines.**

There was once (and may be yet) a printed notice posted in the New York Herald office which read: "You are nothing—the Herald is everything." For a rule of conduct to fit every case this is the best that could be devised, and the intelligent workman will see in it the mainspring of his effort, and interpret it in its intended sense. This same rule should be kept in mind by the salesman as he is the direct representative of The House and on his hands rests its reputation.

Each sales manager has his own ideas and places before his salesmen from time to time volumes of circular letters of advice and instruction. A few general remarks may, however, obviate the necessity of much such to the conscientious salesman, and it is hoped, if carefully noted, they may assist in making his work more satisfactory and successful to both himself and his employers.

The salesman should first remember that his value is gauged by net results, including not only such orders as are secured at once, but the general effect upon the future. The business is presumed to be perpetual, and often the work of the salesman will yield better value if directed to strengthen the position of his house for the future than to secure small present orders.

As above noted, the impression created by the salesman's manner determines the opinion of his principals. It is presupposed that the House has an honorable record and a good standing; these must in no wise be abated by any act of a representative. It will be unnecessary to mention that the salesman, in dress, manner and habits should at all times be a gentleman, or what is better—a man. Correct habits, while commendable on moral grounds, are imperative in business. Intemperance will not long be tolerated; profanity is a mark of ill breeding, while excess of any kind is sure to impair efficiency. The discriminating manager in these "strenuous days" has no use for any but those who are honest, reliable, thorough, earnest and undivided in allegiance. The degree to which these qualities are found usually determines the rate of advancement and responsibility.

Don't try to impress your customer with your superior knowledge. You are the seller. He is the buyer. Neither is subserviency nor timidity productive of good results. Show a willingness to listen and fully understand what he thinks he wants to purchase, and to assist him in getting it. Where your reason shows that he is making an unwise choice, you can with tact, and without in any way suggesting that he is either ignorant or stubborn, show him the better way. Do this in such a way that your manner will impress him that your training and experience are better guides and that your suggestions emanate from a sincere desire to give him the best satisfaction.

Tact is a talent that should be continually cultivated, as it is the tactful man that is successful. A recent writer has said that it is superior to genius and I am not prepared to dispute the point. You can hardly name a phase of political, commercial or social life where the man of tact is not ahead. I have seen ability and brains relegated to the rear or kept in subordinate positions while the man with the hypnotic art forged ahead. Don't misunderstand me; without brains and ability no success is permanent, but with those for

the charge and tact for the match, bull-eyes are a sure thing.

If the salesman secures orders simply by the argument of lowest prices, then it matters little and he need read no further in this article. But if his house is handling or making a good line, it should be his strongest argument that there is no competition on price. If his wares are equal to those of other makers, they are of equal value, and in these days of combinations and gentlemen's agreements it becomes all the more important that the question of price be left out of any argument. Within my own experience I have seen two manufacturers attain to the highest rank by freely advertising a high price and a corresponding high quality. A failure on the part of their salesmen to secure the higher price was looked upon as a confession of failure and they were "allowed to resign."

At the risk of being called passe, I repeat what others have often said: Don't disparage competitors. It will take all your skill and ability to properly present your own line. Decrying the other fellow only advertises him, and if I found the salesmen of other people jumping on the company I now have the honor to represent, it would immediately cut down our advertising appropriation. You should be familiar with the points wherein your house considers its goods better than those of other makers, and if forced to compare, should honestly point out the advantages claimed. Even then avoid criticism or any inference of ignorance. Seek rather to bring your customer to look at the matter from your point of view. Make no statements of which you are not absolutely sure and which you do not yourself believe. Truth is ever convincing; the slightest untruth throws doubt upon the whole case. Many times has justice miscarried because some witness, in his enthusiasm, has drawn from his imagination for his facts.

Do not ever attempt to discuss a subject on which you are ignorant with the assurance of knowledge. Cultivate a knowledge of uses of goods you handle and ascertain the technical meaning of the peculiar language of the craft. Absence of such knowledge will inevitably lead to some incorrect use of a technical word and thus immediately convey the impression that you are not master of your business. Then confidence is gone and failure is sure to meet you. The correct and easy use of the terms of trade relating to the goods you handle will contribute largely to convey the idea that you know your business and your advice can be safely followed.

In the matter of expenses, I realize I am on disputed ground, but generally it is expected that these will be limited to what is legitimate, and be honestly stated in the voucher. Needless expensive hotels should be avoided, nor should you patronize any house to which you can not without apology invite your customers. In the matter of incidentals, salesmen are often influenced by the fact that the house pays the bills. In the long run it would be better if they applied the golden rule and acted as if they were themselves the payers. As stated in the beginning, it is net results that count. The profit yielded, and the cost through the salesman of securing that profit, are factors which determine the length of service or rate of advancement. The house can not take time always to analyze critically the expense account and to point out where it should be different. In most cases where unreason-

able expenses or unsatisfactory returns continue, it is easier and more judicious to dispense with the salesman's services.

Finally, brethren, and this is my hobby, devote a reasonable amount of time to the study of the technical literature relating to your line, and to such as will give you a better insight into the source and reason, the intent and use of the goods you are handling. It is not enough to be familiar with the catalogue of the house. Learn of the materials entering into the composition, the origin, history and destiny of every piece, and familiarize yourself with the various processes necessary to make the harmonious whole.

In filling vacancies the salesman stands the best chance for promotion, if he earns it. More than any other employe he is the moulder of his own destiny and must alone be held responsible for success or failure.—F. A. Southwick in Hardware.

**Michigan Fire and Marine Insurance Co.**

Organized 1881.  
Detroit, Michigan.  
Cash Capital, \$400,000. Net Surplus, \$200,000.  
Cash Assets, \$800,000.

D. WHITNEY, JR., Pres.  
D. M. FERRY, Vice Pres.  
F. H. WHITNEY, Secretary.  
M. W. O'BRIEN, Treas.  
E. J. BOOTH, Asst. Sec'y.

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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.

**Coming!**

Our salesmen will call on you soon with a complete line of shoes for fall and immediate use. Your orders will be highly appreciated by us. Yours truly,

**Bradley & Metcalf Co.**

Milwaukee, Wis.



## Village Improvement

Success of a Marquette Woman as a Landscape Gardener.

A new field of usefulness has of late been entered by two or three women who have found it to be so profitable, so healthful and so pleasant that other women will be likely to enter the same field before long. Landscape architecture or gardening is something that any woman of taste, intelligence and determination can engage in with a good chance of success if she has real ability for the work. Miss Beatrix Jones, of New York, and Mrs. A. E. McCrea, of Marquette, have demonstrated that women can attain a very high degree of success in this field of labor.

Mrs. McCrea is now consulting architect of the city of Marquette, and she is doing excellent work in bringing about reforms along the line of city improvement. The Board of Education of Marquette has recently appropriated \$1,000 for the decoration of the school grounds of the city, and the work is being done under the direction of Mrs. McCrea.

Mrs. McCrea has also been awarded contracts for laying out two city parks, a lake shore boulevard, normal school and State prison grounds, and the grounds of stations along the lines of the Chicago & Northwestern, Grand Rapids & Indiana and Chicago & Rock Island railroads. She received a large salary as landscape architect for Lincoln Park, in Chicago, and she has many calls for her services in other places. She is an enthusiast on the subject of landscape architecture for women, and her success is largely due to the fact that she has entered with so much real enthusiasm into the work.

Mrs. McCrea's husband was a very successful landscape architect, and her first knowledge of the work was acquired after her marriage, when she became so interested in her husband's work that she often went with him when he was laying out parks or private and public grounds. When her husband became ill and died Mrs. McCrea began to think seriously of taking up his work, as he had often assured her that she had about as full a knowledge of it as he had, and that it was a work for which she was peculiarly adapted. Having two children to support and dependent upon her own efforts for a livelihood, she determined to make use of the knowledge she had acquired as her husband's helper. After coming to this decision, Mrs. McCrea watched the papers for information in regard to appropriations made by cities or by the Government for the

improvement of public grounds. She also kept herself informed in regard to the laying out of grounds around private residences. She drew up and submitted plans for beautifying grounds, and when a contract was finally awarded her the work she did was so satisfactory that it almost immediately brought her more work, and she has had very little idle time since she completed her first contract. She says that one of the first requisites to success as a landscape architect is a thorough knowledge of soils. Her own knowledge is so acute that she can tell by simply feeling of it whether a soil is just the kind she wants for a certain tree or shrub. At one time when Mrs. McCrea was at work in Chicago a number of young trees had been purchased for one of the parks, and a great quantity of street sweepings had been saved to put around the roots of the trees, on the supposition that this sort of refuse contained chemical qualities that would make it a good fertilizer.

"Now," said Mrs. McCrea, "they might just as well have put live coals of fire on those tender little roots. They could not work more deadly results than the carbonic acid gas generated from the street sweepings. Thousands of trees die every year from just this kind of treatment; no one knows why, and the grower who chanced to sell the trees is usually blamed. Whole carloads of dirt are frequently brought in from the country in which there is not a handful of real nourishment. Black is merely a color, and does not necessarily indicate richness, although frequently the dark earth is exceptionally good."

Mrs. McCrea is trying hard to have landscape architecture added to the curriculum of state agricultural colleges, and she is confident that the artistic taste of women may be of great value in landscape architecture.

Lincoln Anecdote Told By a Hardware Dealer.

"While my brother-in-law, Mr. Boynton, was in the hardware business in Springfield," says an old neighbor of Abraham Lincoln in a series of personal recollections, "Lincoln's son Robert, then a boy of 10 or 12, entered the store one day with another boy of his own age. The lads had a quantity of lead pipe which they wished to sell. A bargain was made and the money paid over to the boys, with no questions asked. Later in the day, however, Mr. Lincoln was visited at his home by the owner of a house which was undergoing repairs and informed that his son Robert had stolen a quantity of lead pipe from the place, which the owner desired to either have paid for or returned.

"Mr. Lincoln was shocked. He called Robert, and, without asking any questions, took the boy by the arm and marched him down to the store. When they entered Mr. Lincoln was looking very stern.

"Mr. Boynton," said he, 'did my

son Robert sell you some lead pipe today?'

"My brother-in-law was greatly embarrassed. Everybody in Springfield knew Abraham Lincoln. His honesty and integrity were never questioned and the idea that his son would steal was highly improbable. Mr. Boynton had, however, been notified in some manner that the pipe was stolen property. Nevertheless he did not want to implicate the son of Abraham Lincoln, so he said:

"No; I don't think it was your boy who brought that pipe in here. He don't look like the boy."

"There was a tin-shop at the rear of the store, and just as my brother-in-law was congratulating himself that young Lincoln would get out of the scrape, the sharp voice of the tinsmith exclaimed:

"Yes, 'tis, too. That's the chap—that Lincoln boy, and another one about his size. I remember 'em."

"Mr. Lincoln drew out his pocket-book and laid a bill upon the counter.

"Please let me have that pipe, Mr. Boynton," he said.

"The pipe was accordingly brought out. Mr. Lincoln placed it across Robert's shoulders. The two then left the store.

"It was an extremely hot day and Robert Lincoln was barefooted. The store stood in a sort of square which was paved with brick. These bricks had become heated by the sun, and produced an uncomfortable feeling to Robert's feet, as his father, with long strides, led him across the square. The boy danced along, first on one foot and then on the other. Suddenly he exclaimed:

"Say, pa, I can't stan' these hot bricks on my bare feet. Let's git over in the shade."

"Lincoln senior looked down at the boy with a quizzical smile, then dryly replied:

"Well, my son, you'd better get used to the heat. If you ever steal any more lead pipe you'll go to a place that's hotter than these bricks are."

# 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.

# SCOTTEN-DILLON COMPANY

## TOBACCO MANUFACTURERS

### INDEPENDENT FACTORY

### DETROIT, MICHIGAN

OUR LEADING BRANDS. KEEP THEM IN MIND.

#### FINE CUT

UNCLE DANIEL.  
OJIBWA.

FOREST GIANT.  
SWEET SPRAY.

#### SMOKING

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

#### PLUG

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

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



**Memories Wakened By a Wail From Hungry Land.**  
Written for the Tradesman.

The wail is written in good round school boy hand, very easy to read and very easy to understand, and bears the date and the name of a well-known summer resort in Northern Michigan. The end of the school term found the young writer ready for the needed change and, freed from the care of books and lessons, the white-cheeked boy awoke one morning to find himself far from the dust and heat of the town, where green leaves grow and rustle all day long and where the winds of the lake come from the waves where they have washed themselves and lay their cool, health-giving palms upon the foreheads, beaded with the summer's heat. It is an ideal spot given up to broad verandas and sprawling vines and it was here that the pen in a single sentence announced the fateful fact, "I'm just about starved to death!" The process of starvation is given in minute detail, but it need only be stated here that two cruel grandmothers are the perpetrators of the heinous crime in a land of plenty where the proclivities of the grandmothers towards their grandchildren are well-known and distinctly understood.

It hardly need be said that this hungry appeal of boyhood to a loving and devoted father received instant attention. The wires at once throbbled with directions that the boy's suffering should cease; that consumption is the inevitable disease of twelve year old boyhood, and then the man, in his maturity, in the rush and perplexity of his business, found time to envy the boy whose appetite two anxious grandmothers could not satisfy! The phone call sounded at his side, but he did not heed it; men came in and impatiently waited to transact their pressing business, but they stood unrecognized and unnoticed; the office boy, privileged and more persistent than the others, uselessly pulled his sleeve. The proprietor had gone back to hungry land, to barefoot land, to grandmother land, where the pantry door always stood ajar and where physical capacity was the only bar to the stomach's call for more. How good that home-made white bread was! How thick the slices were and what layers of butter, yellow as buttercups, grandma spread it with! The spring house was the place for milk, and always from an upper shelf after the bread was cut and spread there was taken down the pitcher of milk unskimmed and always cool; and when one slice was eaten and all the milk was drunk that our skins could hold, another well-buttered slice was placed in the empty hand and we and Tige were sent out into the air, sweet as blossoms could make it, to finish it; and boy and dog could testify—the boy can now—that not a crumb fell to the ground unnoticed.

I wonder if the sumachs can be standing now and shading with their shining leaves the broad, moss-covered rock where bread and bread crumbs were eaten by boy and dog. Just big enough for the two, it thrust its shoulder against the brook, whose course it bent, and found fault, as brooks will, the fault-finding becoming a murmur and the murmur a lullaby that crooned the two to sleep. I wonder if the tree behind the barn still drops its early apples into the tall grass under it in the silence of the night and if there is a boy there who has found out the tree's liking for him and who goes early for the mellow fruit that he hides somewhere in the hay mow. For

a hungry boy there is nothing better than ripe apples and when a boy is starving it should not be counted strange that he should think only of himself. Nature has already looked out for him and made self-preservation her first law. Her wisdom has not stopped here. Where the grandmother is wanting and the home cupboard scant all outdoors stands ready to keep the boys from starving and they soon find out where her provisions are stored. What bouncing red checkerberries used to grow on that newly-cleared land out north and later what tender young "checker-leaves," picked while driving the cows to pasture, kept the boy eating all day long. The idea of starving when the woods are full of sassafras root and black birch; the marshes, with sweet flag and swamp cheese, and the hill-sides with sorrel! Is it starving time with berries begging to be picked and green apples stumpin' the ever-hungry boy to eat them? Isn't it August when the roadsides are brightened with raspberries, big and red, and thimble-berries, big and black, with the ground covered everywhere with creeping briars where the fat blackberries grow? Isn't it now that the huckleberry ripens in the hot pastures, to be had for the picking, and is there anything in the whole of hungry land quite so good for humanity as brown bread and milk with huckleberries?

The table stood under the clock between the two front windows of the kitchen and there used to be a twelve-year-old boy who found there every afternoon when he got home from school a big bowl with a spoon beside it and a big pitcher of milk flanked with some sliced brown bread, while a dish of huckleberries, every one of them big as the end of your little finger, stood waiting. Brown bread and milk and huckleberries!—"Gentlemen, you will have to excuse me. I've just had a letter from my boy at the lake stating that he is starving to death! I take the first train North. Good morning."

Richard Malcolm Strong.

**The Song of Life.**

One must sing of the sunshine;  
One must sing of the rain;  
One must sing us the songs of joy,  
And one sing woe's refrain;  
Yet in the end all the songs will blend  
In one harmonious strain.

One must sing of the future,  
With hopes and fears rife;  
One must sing of the misty past—  
Its dreaming and its strife—  
Yet they will meet in a chord full sweet—  
The marvelous song of life.

One must sing of the mountains;  
One must sing of the sea;  
One must sing us the song of love,  
And one in hate's shrill key;  
Yet all will rise to the blending skies  
In one grand harmony.

Love and hate and compassion,  
Sorrow and right and wrong,  
Past and future and war and peace—  
Rise in an anthem strong,  
And all will grow, as they ebb and flow,  
To life's unceasing song.

**He Answered Them All.**

A Connecticut merchant who applied to a New York house for goods on credit, was met by the reply that he had failed and paid only 10 cents on the dollar.

"Very true," he replied, "but I am the only merchant in the town who ever paid over six."

"Didn't you allow your paper to go to protest last winter?"

"Yes, but the doctors said I couldn't live twenty-four hours just then and I wasn't thinking of earthly things."

"Haven't you put all your property in your wife's name?"

"Well, yes, but she knows more about business in five minutes than I do in half a day."

He was given credit for \$200.

**B. B. B.**  
**COFFEE**

If a dealer in your vicinity insists on cutting the price to less than a fair margin we will do a little cutting ourselves and cut off his supply. Any inducement to you in this?

**OLNEY & JUDSON GROCER CO.**  
GRAND RAPIDS, MICH.

WORLD'S BEST

**S. C. W.**

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

A Trade Maker

**Fanny Davenport**

5c Cigar

Trade Supplied By:

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

**AA**  
TRADE MARK

**Putnam Candy Co.**  
Grand Rapids, Mich.  
Established 1865.

EXPERIENCE has taught us how to make the finest candies.

Call and inspect our line and establishment when in the city.

B. W. PUTNAM, President. R. R. BEAN, Secretary.



## Butter and Eggs

Observations by a Gotham Egg Man.

In my daily trips among the egg receivers last week I heard frequent expressions like these: "This is the worst time the egg trade has ever known." "There never were so many poor eggs," and "we have never had such a hard time to get fine fresh eggs for our trade." It set me to thinking as to whether these remarks were strictly true, and were there not in previous years some periods when conditions were similar, if not equally as bad as they have been of late. So one afternoon I strolled up and down several of the streets in which the wholesale egg trade is located, and took occasion to interview a number of receivers as to their experiences during the disastrous period, which happily seems now to be drawing to a close.

A receiver of wide experience said: "Conditions have simply been abnormal, and I know we never had so bad a time in the egg trade. I remember many a time in the past when fine marks would run seven and eight dozen, and even ten dozen hatched and heated eggs, but when you take shipments from good sections of 50 or 100 cases and find twenty dozen hatched eggs, six dozen fairly good seconds, and four dozen that a man could use for good trade you get some appreciation of recent conditions. Not long ago I wrote a Nebraska shipper that if he was reasonably careful he might pay 10c a dozen for eggs, as I did not think that the stock would run any poorer than it had been. He operated on that basis, and when the next shipment reached me I sold it for 10c here. I simply had to write that the eggs were worse than the previous lots, and that he better quit buying for the present at least. One of the hard features of the market was the fact that the surplus of hatched eggs was so large they could not all be used, and many lots rotted before a place for them could be found."

"I have one mark of Illinois eggs that I have handled for ten years, and during all that time they have never lost over six dozen to the case. Now they are practically all bad," remarked another merchant. "Out of some other marks I can get perhaps ten dozen that if I hustle them into a bakery quickly will go through, but the chances are in favor of making a much heavier loss."

One of the largest receivers in the trade said: "It has been one of the meanest markets that I have ever experienced. I have had several shipments that did not really show a sound egg. They were not black, rotten eggs, but hatched and unfitted for any good trade. I never saw a season when so many large operators dropped out entirely; they were afraid to handle the stock at any price. A dispatch to-day from a large shipper says that they are resuming business, but that it would take about ten days for them to get into shape again."

"If you will read your Price Current of August 15, 1896, you will see that the reporter found a deplorable condition then, as he says the market beggars description; but that was only for a week or two, whereas we have had a month or six weeks of it this season, and it has been getting worse week by week. It is certainly the longest period of wretched qualities that I ever knew," was the statement of a salesman with one of the well-known egg houses. Con-

tinuing, he said: "It may be that the situation was aggravated by the candlers, most of whom have grown very critical in recent years. In candling they see a good many eggs that they know will be bad in a few days and instead of taking any chances they call them defective now. This may be the safest course to pursue because the stock can not all be consumed immediately and a day or two holding would show a still further heavy loss."

A receiver of wide experience had this to say: "There is nothing to compare with it. We have had hot weather before, but this time it hung on longer until nearly everything is poor. It has not been a question of loss, as nearly all the stock was so poor. We had eggs in yesterday that lost fifteen dozen to the case, and what were left were no good. The worst eggs came from Illinois and west of the Mississippi, and yet all sections have suffered severely. We think shippers have appreciated the condition fully. Recently we wrote one of our men explaining certain account of sales that we sent him, and we got a reply that it was not necessary to apologize; he knew we were up against the real thing."

"I don't think we ever went through such a time as we have had this year," said another receiver. "I have seen times when we had lots of poor eggs, but never when we could not get some fine eggs; but this year whole marks have had no good eggs; indeed, they were virtually an absolute loss. I have sold mark after mark at \$1 and \$1.50 a case. My experience has been confined chiefly to Illinois, Missouri and Kansas, and I believe these have been the poorest."

"The heavy losses have not been confined to any section," said a receiver. "We candled a sample of an Iowa mark and the average loss of the entire shipment was twenty dozen--and the balance were not fit for any decent trade. One case that we examined had twenty-nine dozen hatched and rotten eggs. There is no doubt that this has been the worse time for bad eggs that we ever had."

"When you come to think about it and look over the entire situation you will find that we never had a summer with so long a period of poor eggs. It has been a time to try men's souls. Just at a time when people began to expect some improvement the weather got hot again and the eggs went all to pieces. I could tell you stories of losses that would open your eyes, but there is no use piling on the agony--just say the like of it was never known." These were the mournful comments of a man who knew well what he was talking about.—N. Y. Produce Review.

Fresh Fruit Preserved by Hydrocyanic Gas.

According to the State Department advices the German consul general at Sydney reports that the Agricultural Department of Victoria has recently made experiments with reference to the preservation of fresh fruits. Pears and peaches packed in the ordinary boxes for shipment were subjected to the vapors of hydrocyanic gas. The fruits were then taken out of the boxes and separately wrapped in tissue paper. Some of them were again treated with the gas, and the whole lot was placed in a dry room at a temperature of 40 degrees, and kept there for seven weeks. When the fruits were taken out they were in an excellent state of preservation, especially those that had been treated with the gas a second time. Not only the pears, but the peaches, felt hard to the touch, retained their fresh appearance, and showed no decayed spots, as the germs had all been killed by the gas.

### Gathering Cloves.

Cloves are now cultivated in many of the tropical regions of the earth. A clove tree begins to bear at the age of ten years, and continues until it reaches the age of seventy-five years. There are two crops a year, one in June and one in December.

The tree is an evergreen, and grows from forty to fifty feet high, with large oblong leaves, and crimson flowers at the end of small branches in clusters of from ten to twenty. The tree belongs to the same botanical order as the guava. The cloves, which are the undeveloped buds, are at first white, then light green, and at the time of gathering bright red.

Pieces of white cloth are spread under the trees at harvesting time, and the branches are beaten gently with bamboo sticks until the cloves drop. They are dried in the sun, being tossed about daily until they attain the rich dark color which proclaims them ready for shipment.

In this country and in England they are used almost wholly as a condiment, but in France they are used largely in the manufacture of certain liquors; and to some degree they are employed in medicine for their tonic properties.

How to Quit Chewing Tobacco.  
From the Mobile Register.

The "substitute cure" is worthy of the attention of sufferers. We have a citizen of Mobile who tried it. He was an inveterate chewer of tobacco. He stopped chewing and took to chewing a pine stick. He always has this bit of wood between his teeth, in waking hours, at least. He has not tasted tobacco in many years.

We are making a specialty at present on fancy

## Messina Lemons

Stock is fine, in sound condition and good keepers. Price very low. Write or wire for quotations.

E. E. HEWITT,

Successor to C. N. Rapp & Co.  
9 North Ionia Street, Grand Rapids, Mich.

## SEASONABLE SEEDS

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

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

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

## ALL GROCERS

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

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

## MOSELEY BROS.

JOBBERS OF

CLOVER, TIMOTHY SEEDS

ALL KINDS FIELD SEEDS

POTATOES

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LEMONS

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

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



**The Examination and Sorting of Eggs.**

The egg is to the kitchen what verbs are to speech. It is the necessary adjunct of the majority of sauces, of all thin stews, and of a large number of side dishes. It is, in addition, a nutritious food that passes through the digestive tracts without fatiguing them, and that becomes assimilated in our organism without leaving any residue therein. It contains within itself all the elements of our meals and constitutes a true bill of fare in miniature, in which bread and cakes are represented by the glucose and extractive matters, in which the albumen takes the place of a roast, in which butter abounds in the form of fatty matter, in which the chlorides, lime, magnesia and iron are not wanting, and in which occur in small quantities the lecithine and phosphates that concur in the development of the bones. It is, upon the whole, a complete aliment which, like milk—and, in many respects, like the grape—affords, without resistance to digestive action, the materials that enter into the composition of the blood.

The newly-laid egg is entirely filled with yolk and white enveloped by a fragile shell. It is at this moment that it possesses its highest alimentary qualities. These it would be capable of preserving indefinitely, if the tightness of the shell equaled that of a metallic box. But, unfortunately, such is not the case. The calcareous shell is provided with pores, through which is soon established a cross-circulation of water and microbes. The water leaves the albumen and passes to the exterior in the form of vapor, while legions of bacteria enter and fill the air chamber formed by evaporation. This latter causes the egg daily to lose, on an average, half a grain of its weight. We can assure ourselves of this by immersing it in a quart of water containing four ounces of salt. On the first day, it will descend to the bottom; on the second it will not sink to so great a depth; on the third, it will remain near the surface; and, beginning with the fifth, it will project above the surface so much the more in proportion as it is older. Such behavior of the egg in salt water may, up to a certain point, be used as a means of control. The loss of weight would not be of so much importance if it did not keep pace with the entrance of microbes. Now, it is precisely the injurious action of the latter that restricts our consumption of so valuable a food material. Many people, not very sure of the age of the eggs exposed for sale by grocers, prefer to do without them rather than run the risk of being deceived in their purchase. The egg trade, as it is carried on to-day, especially in France, leaves much to be desired. The production of eggs, too, is, as a general thing, the result of chance. Upon farms, hens lay just about as they please, and the person who derives the greatest advantage therefrom is not the farmer, but the egg collector—an individual who leads a nomad life and who makes a business of profiting by the labor of others. In his daily travels among the farms, he collects the eggs in small quantities and then unites the products of his peregrinations and ships

them to the agent of a central market. Many of these markets, in turn, make shipments to Paris. In the Centrala Halles of Paris the newly received eggs are at once examined by transparency. This operation is performed by a corporation of ninety-two examiners, with a foreman and several assistants. The function of these men, who are placed under oath, consists in examining the eggs in the cellars of the Halles, one by one, through the transparent light of a lamp, in order to separate the bad from the good ones. For counting and examining 1,000 eggs they receive 17 cents. It will be seen that the route followed by the egg from the farm to the market is not very direct. And yet, how much money would be made and how greater service would be rendered, should small and large producers group their merchandise and send it directly and regularly to the large centers.

**Some of the Mistakes of Union Labor Propaganda.**

From the Commercial West.

The honest workingman of this country is to be respected always. There is dignity in labor, whether it be at the anvil or the manager's desk, whether it be in a coal mine or in the office of the railway President. We live by our industry and we should be left free to find our place in the world, unhampered by organizations that destroy individuality and stop individual development.

There is a contest in this country at the moment that is said to threaten the permanency of labor organization. The honest workingman is told that his interests stand or fall as the principle of labor union organization stands or falls. It is not so. The workingmen of this country have lost more money than they have gained through the "trust" form of labor unions. The most they have asked for in the way of wage increase would not, if granted, equal the amount of money they have lost as a result of ill-timed demands that have grown out of a wrong theory of organization and ended in expensive strikes.

It is a common defense for unionism that capital organizes, therefore labor must organize. There is no parallel here. Capital never organizes at the expense of the individual; labor always does. It is a most striking fact that of the rich men and the statesmen of this country nearly every one began life as a poor boy. Had these men belonged to unions that draw hard and fast lines as to what shall and shall not be done, it is not too much to say that none of them would ever have been heard of in their present fields of employment.

The theory of the labor union is wrong because it ties the ability of the ambitious workingman to the level of a worthless fellow who does not care for work and who has no desire to rise. The man who stops work because it is 6 o'clock will never be President of a railroad company. And the labor union says we shall work by the clock. It is a wrong theory. Every man has a right to limit the hours of his work, but he has no right to limit the hours of another person. If this is done labor loses its dignity and men become machines.

This is kindly criticism, not denunciation. The best workingmen of this country are in the unions, and for this reason union labor is to be preferred; but from the standpoint of the workingman the labor union, as conducted, is a drag upon his earning capacity. Hence if the contest between the United States Steel Corporation and the Amalgamated Association brings loss to the latter it will not mean that labor has suffered a defeat.

It is right for labor to have an organization that will accomplish a right end. It is right that hours of labor should be limited so that workingmen will not suffer at the hands of an unreasonable employer, but not at the expense of individual ambition. It is not right for a labor union to say that a man shall not work, because to do so is to exercise arbitrary power such as no "trust" has ever attempted to enforce.

Labor has nothing to lose by the downfall of tyranny in its organization. Men receive the highest wage in this country when they stand in the relation of individuals to their employer. It is organization that is holding back the workingmen of this country. It has taken good living from them in England; it is threatening to do it in the United States.

The employers of labor are not, as a rule, the enemies of those who work for them. The salary of the union man is never raised to him as an individual, because he has fixed a salary for him-

self. Hence the man who is worth \$5 a day receives only \$3, because a "rule" fixes that as his price. It is labor's great mistake that this is so.

**Where the Blame Rested.**

"Where are you ladies going?"  
"We are going to give Mrs. Bender a piece of our minds. She is the cause of us being aroused between midnight and dawn. We can't stand hearing her husband stumbling upstairs."

"But why don't you go to him?"  
"Because she is to blame. If she didn't sprinkle tacks on the stairs he'd take his shoes off."

Rubber growing in the tropics is becoming one of the greatest industries, both in the Old World and the American continent. Cuba and the Philippines are now attracting the attention of a great many rubber planters. It is claimed for Cuba that the higher grades of rubber may be produced there at very small outlay of capital.



Highest Market Prices Paid. Regular Shipments Solicited.  
98 South Division Street Grand Rapids, Michigan

**WE GUARANTEE**

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

**ONE YEAR**

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

*Robinson Cider & Vinegar Co.*

J. ROBINSON, Manager.

Benton Harbor, Michigan.

**New Coffee Roasting Plant**

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

**FREEMAN MERCANTILE CO.**

GRAND RAPIDS, MICH.

LEADING PRODUCE HOUSE ON EASTERN MARKET

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

BUY AND SELL

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DETROIT, MICH.

BRANCH AT IONIA, MICH.



## The New York Market

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

New York, Aug. 16.—The coffee market moves its slow length along, with not an item worthy of reporting to be found in the whole town. With Rio No. 7 selling at 5½¢ and buyers taking only small lots, there is nothing to give excitement. Receipts at primary points continue quite large and the stock in store and afloat aggregates 1,439,385 bags, against 706,250 bags at the same time last year. Mild coffees are so low that quite a little interest is being shown therein. Good Cutata is quoted at only 7½¢. East India sorts show little animation at old prices.

Reports from many parts of the country indicate large stocks of sugar still on hand, the shortage of the fruit crop causing slow movement. Some dealers have enough on hand to last until late in the fall. As a result, the situation here is not especially favorable and prices are about nominal, with a tendency to lower basis.

Teas are unchanged. Some little interest has developed in Ceylon greens and perhaps there is a better feeling generally. Rather more spirited bidding took place at the last auction and possibly by the end of the year a change will set in earnest. A chap named Larkin, a big tea dealer in Toronto, says in an Indian paper that if India and Ceylon will spend from \$200,000 to \$400,000 per year for five years in advertising, they will drive all China and Japan goods from the United States—which is important, if true. And what a fine thing it will be for the advertising mediums!

Offerings of rice are limited and prices are very firm, indeed. If the big storm prevailing South does much damage we shall certainly see an advance in rice that will be most decided. Advices from abroad are firm and everything indicates that it is a good time to buy.

Quietude prevails in spices and no change is likely to take place until later in the season. Prices are quite steady, but sales are of small lots.

In canned goods, activity prevails everywhere. Prices are held firmly or have advanced and the man who goes around the market looking for bargains is losing time. Baltimore reports the same condition and, taking the situation as a whole, there has been no time within five years at least when the canned goods market seemed so favorable for the man with goods to sell. Salmon is seemingly about the most plentiful "fruit" and for this the demand is pretty good. Apples, corn, tomatoes, peas—in fact, every single thing in cans—is moving in a satisfactory manner.

Prunes are firmer and the same may be said of everything in the dried fruit line. Stocks here are not large and, with the advancing season, the outlook is toward higher prices on many staples. Currants in barrels are worth 9@9½¢.

Lemons and oranges are both selling well and, while the former are not much changed from a week ago, the general price seems to be about 25¢ per box lower. Sicily lemons, as to size, range from \$2.75@4.50. California oranges, \$4@6. Bananas are steady and higher. Aspinwalls, firsts, \$1.50. Pineapples are steady, with Floridas worth \$4.50 per crate for 24s.

Best Western creamery butter is still held at 20½¢ and in some cases this has perhaps been slightly exceeded; seconds to firsts, 17@20¢; imitation creamery, 15@17½¢; Western factory, 14½@15½¢; renovated, 14@17½¢.

For best New York cheese, 9½¢ is the prevailing rate for large size. The

market shows little, if any, change and exporters are doing almost nothing.

The supply of good eggs is limited and choice fresh gathered Western are worth 18¢. The general run of good Western is from 14@17¢.

### Will Import Instead of Export Potatoes This Year.

From the New York Sun.

If the reports from various parts of the United States, notably from New England and the South, are trustworthy, the people of this country may soon have to economize in the use of potatoes or pay extravagant prices for them. It is alleged that the Southern potato crop this year is a failure, that the Western yield is poor, and that throughout the Middle West and in all the states north of Maryland the crop is much below the average.

Indeed, of all the states prominent as potato growers, Maryland appears to be the only one expected to maintain its average of former years. It has been estimated that the total potato crop of the country for 1901 will not yield over 100,000,000 bushels, or about one-half the quantity of other years. Of course, those figures represent all the domestic potatoes that will be available for export and home consumption.

Persons who in the past have heard reports similar to these regarding a scarcity of potatoes may be inclined to discredit those now current; but the prices quoted for the staple in several cities of the Union tend to show that the foregoing statements are, at least, approximately correct. In a single day of last week the price of potatoes in Providence jumped from \$3 to \$3.75 per barrel as the result of a large purchase by dealers in Massachusetts, where the price per barrel had reached \$6. On the day following this deal potatoes sold in Rhode Island at \$4.50 a barrel and \$1.60 a bushel.

The market for this vegetable has advanced no less strikingly in other places. In New York the wholesale price per barrel for Long Island potatoes ranges from \$3 to \$4, with a strong tendency upward; in Chicago and Cleveland it is from \$3.50 to \$4; in Pittsburg from \$4.50 to \$4.75; while the prevailing quotations just now in and about Buffalo are such as almost to incline intending visitors at the Exposition to carry a limited supply of potatoes with them for personal use.

The only explanation of the shortage given thus far is that the weather conditions throughout the regions where the yield is most affected have been unfavorable to a good crop. These adverse conditions appear to have extended over a vast area, which includes not only a large section of the United States, but also parts of Canada which, hitherto, have produced this vegetable in abundance. Briefly, excessive heat and not enough rain when needed seem to have put the crop in a bad way; and, strangely enough, no blame whatever has fallen on the potato bug, despite the fact that for several weeks past that little fellow has been extremely active.

It is possible, therefore, that, instead of exploring large quantities of potatoes, as in former years, we shall be forced to seek foreign markets for enough of the article to supply our own tables. The reports of this year's crop in Ireland are exceedingly encouraging, and if "Pommes de terre Irlandaises" is inscribed generally on our menus before snow flies, no one need be surprised.

### Blessings in Disguise.

The misfortunes of to-day are the blessings of to-morrow.

The friend that fails us is better lost.

The things that elude us are the temptations for which there has been a way of escape and for every disappointment there has been something gained.

The man who has not met with adversity in twenty years is the one who will send a bullet through his brain when the bank fails.

The heiress who changes places with her maid to find out how it feels to be poor, discovers a new world of contentment, such as has never entered into her life as a society girl.

The young man who suddenly finds himself without expectations turns his thoughts upon his reserve forces and begins to "know himself." New powers spring into activity and he finds more satisfaction in his business than when prosperity and his father's wealth made him a society dude.

## OUR SOUVENIR ART CATALOG IS NOW OUT AND READY FOR DISTRIBUTION

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

**SOUTH BEND COMMERCIAL COLLEGE**  
SOUTH BEND, INDIANA

## 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.

## 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

## 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.







## Woman's World

### Souls Smothered By a Slush of Maternal Sympathy.

If I could put up one prayer for the guidance of my sex more fervent than all the rest it would be that woman might be delivered from the vices of her virtues. To me there is no other thought so profoundly depressing as the knowledge that woman's goodness is responsible for half the wrong in the world. In one of Mr. Howell's most charming novels he tells of a blundering saint who, with the best heart on earth, could do more harm in a minute than malice could invent in a week, and, in a way, she is typical of the general feminine attitude towards life.

Take the matter of sympathy, for instance. That is always held up as the chief of womanly virtues, and from the time a girl is old enough to understand anything she is taught, directly or indirectly, that woman is born into the world to be a kind of human mush poultice and to plaster everything and everybody with pity. She is never taught to use any discrimination or judgment in the matter or to question whether a person deserves to be pitied or flayed alive. Her mission is simply to be indiscriminately sorry, to be always ready to slop over with sympathy and keep her tear ducts always open.

In theory the idea of the woman whose tender heart pities the sorrows of the whole world is beautiful. In practice it is simply administering a kind of mental and moral dope that saps the strength and befuddles the will and is one of the most dangerous things on earth. If we could get at the secret of nine-tenths of the failures in life, be sure that we should find that they were the direct result of this mischievous feminine sympathy on which women pride themselves so much and which they esteem such a virtue.

There comes a time to each of us when we line up face to face with the crisis of our destiny, when the heart fails and the courage wavers and a word will turn the scale and send us either on to fight out our battle bravely, heroically, victoriously, or else make us turn in craven fear and skulk back into the tents to be camp followers all the rest of our days.

It is then that the deadly womanly sympathy gets in its work, and the woman who loves us slays us with her pity. She feels so sorry for us, for all the hardness of life we must endure, she will never blame; she will only excuse if we throw up our hands and give up the fight, her very sympathy seems to justify failure. It is all so comforting, so sweet and so terribly fatal to every energy and ambition. It is what we want, but not what we need. In the time of stress the real friend is not the one who says:

"I know how hard life is for you, and how discouraging it is to fight against such overwhelming odds. Give up the struggle and come back and be soothed by my pity," but the one who says:

"Don't be a coward. Of course, it is hard. Everything worth while in the world is, but have some grit. Fight out your battle and win your victory. Come back to me with your shield or on it."

That kind of a woman may be called hard and unsympathetic, but she is the one who helps. She is behind all the great achievements of life. In an interview with one of the most prominent of the railroad magnates of this coun-

try—a man who has risen from being a track-walker to the head of a great system—he said the other day that there was a time when he was so discouraged, when promotion was so slow and the work so hard and the pay so little that he was tempted to give it up and went to his mother to tell her so; but she held him to the career he had undertaken. She encouraged him and sent him back with new determination to succeed. "If she had given me one word of pity," he said, "she would have ruined my life right there, but she didn't. She gave me a brace instead."

A mother's sympathy! It is our synonym for all that is beautiful and tender in life. Oceans of sentiment and tons of poetry have been written on the subject, but it is time now somebody was telling the truth about it, and pointing it out as one of the greatest dangers that can menace the well being of an individual. It is passing strange mothers never consider it, but it is a fact, nevertheless, that to be brought up in an atmosphere of chicken-hearted pity is as enervating as to be brought up in an air full of deadly malaria.

Abstractly, of course, every woman wants her children to be brave, self-reliant and successful, but she doesn't take the trouble to try to cultivate those qualities, or, rather, she wants the good things of the world to come to them on wings. She doesn't want her children to have to go through the travail and work and worry of winning the prizes, and when they do face the necessity of fighting their way like everybody else, she overwhelms them with pity, and they give up, unless they are made of stern stuff.

Mothers don't think of this, yet the smallest baby is subtly responsive to pity. Let the little toddler fall, and if someone rushes to him and cries out: "Is the poor baby hurt by the naughty chair?" he will yell as if he was being murdered. Instead let some one say, "Johnny is a brave boy. He never cries when he gets hurt," and the little hero will blink back the tears and face the world a conqueror even in his cradle.

There is not one of us who can not point out a dozen cases where lives have been ruined by a mother's ill-timed and misdirected sympathy. I have in mind now an instance in which a man of more than ordinary intelligence, of superb health and handsome face, is an abject failure—sour, disgruntled, a ceaseless source of sorrow to all who know him—and who has a perfect right to turn upon his mother and curse her for what he is and what she made him.

As a boy he never got any education, because his mother always sympathized so with his hardships at school, where the cruel teacher expected him to learn his lessons and behave himself. Tommy would come home with tales of how long the tasks were and how strict the teacher was and how a big boy had tyrannized over him, and his mother would keep him from school because she was so sorry for him. When he grew up and started to work the same story was repeated. Every situation that Tommy got there was something unpleasant about. He had to work too hard or go too early or stay too late or the employment was not congenial or something disagreeable occurred. Tommy's mother wept bitter tears over how hard things were for her precious darling and how dreadful it was for him to have to work anyway when she read in the papers about the sons of

## New=1901=Teas

The advance shipment of our High Grade



**Quakeress**

and

**Queen**

**Brands**

**New**

**Crop**

**Teas**

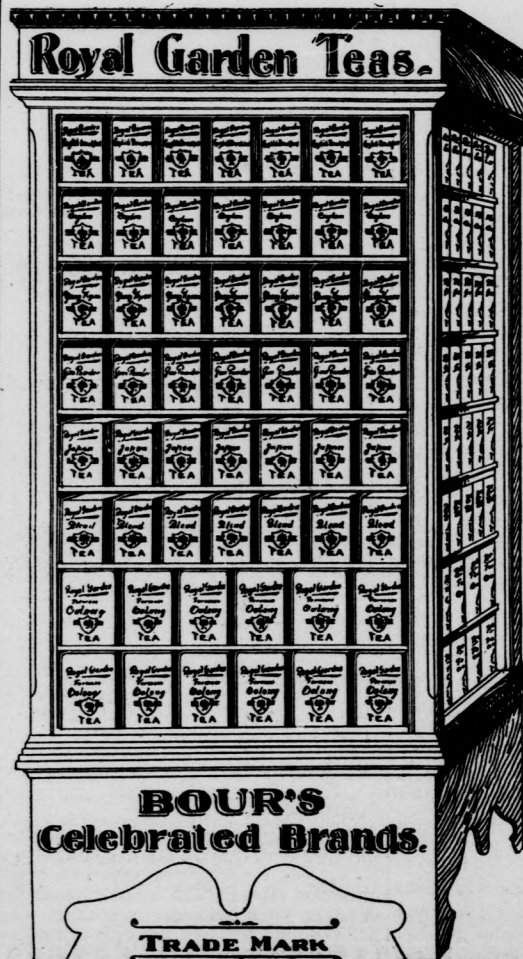
Has Just Arrived from Japan

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

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

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

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



## Bour's Cabinet of Royal Garden Teas

In pounds, halves and quarters.

JAPAN  
B. F. JAPAN  
YOUNG HYSON  
GUNPOWDER  
ENG. BREAKFAST  
CEYLON  
OOLONG  
BLEND

Retailed at 50c, 75c, and \$1 per lb.

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

Write for particulars.

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



millionaires who were yachting and hunting and doing nothing. The result was that Tommy always threw up his job the second week and at last he decided that it was so much less hard for his poor old mother to take boarders than for him to have to work anyway that he quit trying.

Then he fell into bad company and, as it was dead easy to get drunk, he acquired the gentle art of being a bar-room loafer, whom his mother supported, but even then she did not blame him. She only sympathized with him, and when he came home reeling drunk she put him to bed and the next morning met him with a glad, sweet smile. More than that, she got angry with her friends because they despised him for the miserable creature he was, and she would repeat to them with a smile of perfect self-righteousness all the old, idiotic platitudes about a mother's sympathy.

Yet it was a mother's sympathy that was responsible for the whole wretched business. If she had made him go to school instead of giving up every time the lessons were hard; if she had held him to whatever business he undertook, and made him win the fight and conquer its difficulties, nobody can doubt that Tommy would have grown up to be a comfort and an honor to her, instead of a disgrace. A soul was given into her keeping and she smothered it in a slush of pity.

It is easy to pity those we love. It is hard to send them out to suffer the wounds and the heartbreaks, the loneliness and the despair of the struggle of life; we have no more right to drug them with the anodyne of our pity than we would have to stupefy them with chloro-

form for every pin prick of pain. What the world needs is not the women who pity us for our sorrows, but the women of high courage who have the nerve to stand behind us and brace us up to doing the best that is in us. We need grit, not pity. Dorothy Dix.

**The Health-Food Man.**

His eyes are balls of polished steel;  
His lungs are sponges dried;  
His blood is bouillon-concentrate  
In veins of leather hide.

His muscles creak like pulley ropes  
When hurried into play;  
His hair is like piano chords—  
Some chords are lost, they say.

His heart's a little globe of punk—  
A house of constant gloom,  
For love can never burn within,  
Because there isn't room.

His appetite has dwindled down  
To fit his little food,  
Till fruit is "water in a poke"  
And bread is "so much wood."

Hot apple tarts and pumpkin pies—  
He reads of them aghast;  
And waffles brown and chicken stew  
Are "terrors of the past."

And, smiling, from his vest he slips  
A tiny box of tin,  
With capsules brown and pellets pink  
All rattling within.

Then, with a gulp, he swallows down  
His dinner from the can—  
This product of the health-food school  
The concentrated man!

Aloysius Coll.

**Reason For Growing.**

The farmer had told the tramp to search the shed for some cold biscuit.

"But don't strike a light," warned the farmer. "I won't risk having the place burned down."

"Then I can't look for de biscuit, boss," said the tramp.

"Why not?"  
"Well, de last time I searched in de dark I ate a lot of dog biscuit an' got de hydrophobia from hearin' meseif bark."

People who live in glass houses should pull down the blinds.

**Woman's Faculty of Remembering Little Things.**

Some one is having fun with women's memory. He—for, of course, it is a man—asserts that the average woman can not remember dates of importance in the history of the world half so well as she can the anniversaries of petty personal occurrences. Women may forget their own birthdays, but they never make a mistake in locating the precise moment when a friend came into this "vale of tears." Now, one would imagine that this clever writer advanced this idea with a view to disparage the feminine memory. It is not altogether clear that his object is otherwise; nevertheless, the fact seems rather complimentary and may be associated with a beautiful sentiment of self-obliteration and with sympathy for others. Moreover, there are anniversaries which mean a great deal more to a woman than any others in the whole range of human history—dates which, perhaps, are regarded as highly uninteresting by other people, having sometimes to do with Johnnie's first tooth and the time when little Mary's curls were lopped off; but to the loving heart of the woman they are occurrences of far greater moment than the signing of the magna charta or the discovery of America.

I know of one woman who has so many anniversaries of this kind that her acquaintances have difficulty in keeping track of them all. Her husband is especially unfortunate in this regard and his lapses of memory occasion his wife no end of trouble. She considers that she has a divinely-appointed mission to school his cumbersome masculine intellect in the long roll of these occurrences. The result is sometimes amusing and sometimes pathetic.

"This is an anniversary, Fritz," she will say to her liege lord at the breakfast table. "Did you know it?"

"Know it? Of course I did," Mr. Fritz responds, knitting his brows. "Let me see—July 1. Oh! certainly, it's your birthday."

"It's nothing of the sort," says his better half, irritably. "I should think that any man who had been married to a woman three years would know by this time that she was born in October, but I have to tell you so every year. We were introduced to each other on July 1. Now, do try to remember it always."

"I shall," replied Fritz obediently, but he does not. He gets the day that they met mixed with the day that he first called her "dear" or with the date upon which they became engaged or the one upon which they had their first quarrel or that upon which he placed the engagement ring on her finger.

And yet—what if she, too, forgot these things?

It is fortunate for us all that there are women who cherish the memories of these events which are, to others, so utterly insignificant. Cora Stowell.

**Never Left the Road.**

An old negro in a neighborhood town arose in prayer meeting and said: "Bredderin and sisterin, I been a mighty mean nigger in my time. I had a heap er ups and downs, specially downs, since I j'ined de church. I stole chickens and watermillins, I cussed, I got drunk, I shot craps, I slashed odder coons wid my razor, and I done er sight er odder things; t'ank the good Lawd, bredderin and sisterin, I never yet lost my religion!"

Never be slovenly in your dress. This applies to women only—as men are not supposed to wear dresses.

**Grocers Will Please Commit to Memory**

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

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

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

OLNEY & JUDSON GRO. CO., Grand Rapids, Mich.

C. ELLIOTT & CO., Detroit, Mich.

B. DESENBERG & CO., Kalamazoo, Mich.

SYMONS BROS. & CO., Saginaw, Mich.

JACKSON GROCER CO., Jackson, Mich.

MEISEL & GOESCHEL, Bay City, Mich.



## Hardware

### Window Dressing and Keeping Stock in Order.\*

The successful merchant must have good wares and he must let the people know that he has them. In these times the newspaper has become a powerful factor as a means of advertising—and yet, while it aids, it can not replace the advertisement which comes from the proper display of goods in a show window. The sphere of each is different. Let the newspaper bring the people to your show windows and let the show windows bring them as customers into your store. Many a prospective customer, attracted by a clever newspaper advertisement, has been repelled from the store of a merchant by a poor display of goods in his window. He has gone his way and said: "One can not trust these newspapers any more." And here I may say, gentlemen, that the many fake promises which some unscrupulous dealers have made in the advertising columns increase the importance of the show windows and the necessity of showing in them the best you have, in the best way you can. It costs so little to be nice, and it goes so very, very far. In my discussion of this subject I can not elaborate upon the views so well expressed by many who are better versed, more practical, and who take delight in performing the artistic work themselves. Every mercantile business has three drawing cards which, when held and played together, seldom fail of their expected successful results—the newspaper that brings the people to your windows; the window show that brings them into your store, and the merchant's affability and welcome which keep them there and make customers out of them. The window is, invariably, considered by the public to be the partial index of the store's contents, and the better the display and the more elaborate this index, the surer the results of its mission. Good attractions draw better than poor ones. Who would not rather listen to a brilliant orator than to a poor one? Who would not rather see a magnificent work of art than a daub, or listen to a grand opera singer than to a cheap concert hall howler? Your window should have the same consideration that you give to the employment of your help. It is your first silent salesman, and can give no offense, except through your own fault.

Now, what I have said of show windows may also be said of the display of stock within the store. For goods well shown are half sold. What are the methods of successful display? A display must be seasonable and suited to the time and occasion. It would be entirely out of place to show fishing tackle in winter, or a Thanksgiving dinner during the Christmas holidays. Now, for a practical fall illustration, heating and cooking stoves with necessary cooking utensils belonging thereto, or maybe a washday window, showing, if possible, a live figure or a dummy with a wash-tub, washbench, washboard, wringer, clothes line and clothes pins, contrasted by another scene of the modern and easy way of washing by machine, and a hundred other original and adaptable displays will suggest themselves. There must also be variety. The most attractive and appropriate exhibition will soon become tiresome to the eye. A window display should seldom be al-

lowed to become older than a week. In many cases a day is long enough. Frequent changes excite the curiosity of a constant passerby, who will soon be on the alert to see what comes next. Thus, your display is likely to become a topic of conversation, and this is the best sort of advertisement for any business. Above all things there must be unity in your display. There must be one predominant idea around which the others are grouped, so as to make one harmonious whole.

Promiscuous variety scatters the attention of the onlooker and leaves no impression of what he has seen. It is a mistake to make your window a sort of general sample case of everything that is sold in your store. Exhibits should be particularized. Scenes from every day life at home, in the workshop, in the field, showing the use of the articles which you sell, are striking and very effective. No display should be placed in the window without having given thought and reflection to it, as does the painter, who first paints the picture in his mind and then transfers it to the canvas. Do not forget to impress your business name upon your displays. By that I do not mean that you should always have the firm name standing out in big, glaring letters, almost overshadowing all else in your window, but attempt, by many ingenious ways, to have your displays attract attention to your name, and so associate it with your business in the mind of the on-looker that your name and your business will be like synonyms to him, one recalling the other, and any need of his in your line of business, instinctively, I may say, brings to his mind your name. Great success depends upon making your name a household word for what you sell. Your show window can aid you in doing this. Much has been said by various writers in the journals about attaching prices to the articles displayed. In my experience I have found that, while it is wise and necessary to give bargain prices a prominent place in your window, this is not true of standard and ruling prices. The latter add no advantage to the soliciting quality of the display and oftentimes satisfy the curiosity of those who would otherwise come in to enquire, and perhaps buy.

I have used in my business, both in and out of the windows, a class of display which I would call practical demonstrations. By this I mean a demonstration of the use of articles sold in my store. Such a display serves at the same time not only as a special advertisement of particular wares, but it also brings into general prominence your business as a whole. For a hardware dealer, I have found cooking demonstrations especially adapted and successful, for all the utensils used in cooking are sold by him, from the stove down to the frying pan. During this display at my own store, as many as twelve thousand ladies passed through my doors within one month, who listened to the lectures on cooking and to watch the practical demonstrations of it by the experienced cooking teacher whom I employed for that purpose.

Another successful example of this class of displays, and one which drew crowds to my store windows, consisted in having a man and woman athlete going through physical culture movements on a Whitely exerciser.

The progress and wonderful development in electricity have widened the possibilities of window decorating. The

progressive and wideawake merchant keeping pace with the advance of the times has turned this new great power of light to many advantages in advertising his business. He has used electricity not only for the purpose of illumination, but he has also applied it to the creation of beautiful and striking light and color effects, which can not fail to attract attention at night. The illuminated American flag, made of red, white and blue incandescent lamps, displayed in one of my windows some months ago drew forth many favorable comments.

I notice that the subject assigned to me calls also for my ideas upon the best method of keeping stock in order. All that can be said upon that branch of the subject is comprehended in this one sound and safe maxim: "Have a place for everything and have everything in its place." No matter how large or small your store, divide it into departments, and have each class of goods in a particular place, where anything belonging to that class may always be found. Have your cabinet locks in your cabinet lock department; your builders' supplies in your builders' hardware department. Give a select portion of your store to tacks, nails, screws, screw eyes and the like of small stuff—another to your cabinetmakers' tools, another to your machinists' tools, still another to your electricians' tools, and so on. In the nail and bolt department I have found it of great convenience to weigh out, each morning, a sufficient quantity of the various sizes of nails into 1, 2, 3, 5, 10 and 20 pound packages. A customer can then be expeditiously supplied with any quantity of nails up to 100 pounds. This is pleasing to your customer and time-saving to yourself. All the broken

## A J A X Dynamite Works

Bay City, Michigan

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

## Summer Resorts

ON THE

## G. R. & I.

"The Fishing Line"

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

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

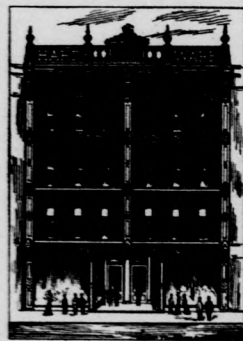
It contains a list of hotels and boarding houses in Northern Michigan, with their rates by the day and week, and passenger fares from the principal points in the Middle West.

This booklet will be sent free

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

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

Grand Rapids & Indiana Railway



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

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GRAND RAPIDS PLASTER CO., Grand Rapids, Mich.

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Reliable  
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## GYPSUM WALL PLASTER

It has  
no  
equal

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

\*Paper read by Henry C. Weber, of Detroit, at sixth annual convention Michigan Retail Hardware Dealers' Association.



small stock should be kept in handy drawers, to the outside of which a sample of the contents has been properly attached, so that the looked-for article can always be found without delay.

In a store where room is plentiful I should advise that a complete line of stoves be kept set up for display the whole year round in the same manner as in the exhibition rooms of the large stove companies. Customers visiting your store in the spring and summer will then have their attention drawn to their fall and winter wants. They will stop to examine and will return to you when they are ready to buy, because they will remember that they have seen in your store what they want.

A plan that I have found very useful and economic in my own store is to take an inventory of each department every month. This will disclose to you what goods are the most salable and what class of stock it is desirable for you to dispose of by bargain sale. It will enable you to know at all times the exact needs of each department, whether it be to supply new stock of staple articles, or to dispose quickly of stock which threatens to become a drug on the market.

It is hardly necessary to say that all goods, whether they find a ready sale or not, should be constantly kept in good order, because, no matter how old an article may be, if it is presentable, it has a selling value and may be called for by some one sooner or later. "Whatsoever is worth doing at all is worth doing well" is a general rule that has no exception. For the merchant to apply this rule with especial force to the proper display of his goods in his show windows and to the orderly and careful keeping of stock in his store is to swing himself onward in a successful career, but it means more than that. It is of greater significance than the individual success of any one man. It means more business, because a good display brings buyers and buyers make business. More business means more labor. More labor means better wages. Better wages means more clothes and more shoes, with better and healthier bodies inside of them. It means more houses and better fed families occupying them. It means more schools and wider instruction imparted to the youth that attend them. It means more hospitals and better service to the sick that suffer in them. It means more books and more leisure to read them. It means abundance, prosperity, and the spread of intelligence, the offspring of wages and business, and the progressive merchant, the man who finds the consumer for the producer, who makes a market for the product of labor and manufacture, is the sponsor for all these blessings.

**Great Variety of Tools Used by Chiropodists.**

"Is there really such a thing as a corn razor? Well," said the cutlery man, "I should say there was. I guess you never were troubled with corns much or you wouldn't ask that question. The corn razor is as old as the hills, or the next thing to it, as old as the razor. It is really a razor in miniature, and in these days it is made with the blade hollow ground and all that, just like the modern big razor, although it's less than half its size. But while in all its general characteristics it is like its big, sharp brother, you will notice that the edge of the little one instead of curving slightly outward from a straight line curves slightly inward.

This is to give it a better hold on the corn and to lessen the danger of its slipping. Another point of difference is found at the outward extremity or point of the blades. Instead of having a cut-off square end like the big razor the little one has the end of its blade rounded up from the edge to the blade, and the cutting edge is continued right along this rounding end up to the back. This sharpened-rounded end is used for cutting at places that could not conveniently be reached with the edge of the blade.

"Almost equally old and familiar to those who have occasion to use such implements is the corn knife, which has a blade of the same model as the corn razor, but still smaller, and shutting it into a knife handle in the usual manner of a knife blade. Thus this blade, having a shoulder on it at the pivot end, like any knife blade, is, when opened, held in a fixed position, while the blade of the corn razor, being movable on its pivot, can be held in any position with relation to the handle. Some users prefer one and some the other; it appears to be a matter of fancy or habit. The professional chiropodist, however, uses tools whose blades are not pivoted at all, but fixed in the handles.

"A commonplace companion piece for the razor or knife is the corn rasp, a very little file, coarse on one side and finer on the other. These three articles are things of common sale the world over, wherever people wear shoes. We sell them all over this country and export them to the West Indies. England, Germany and France make them and export them as well.

"But while these three implements, or, rather, two of them, comprise the tools commonly brought into personal use, the tools of the chiropodist are far more numerous, as there are also more chiropodists than there formerly were, while the business of the chiropodists has increased ten-fold in five years. Many people go to the chiropodist nowadays for comfort's sake, and for care and attention that can be bestowed more easily and expertly than they can bestow it themselves, just as now far more people than ever go to the manicure; and the tools and implements required by the chiropodist in the various branches and processes of his work would number twenty at least, each one especially adapted to the particular use to which it is put. The tools of chiropody used by the professional chiropodist were formerly made here by the surgical instrument maker or imported from England. We get now from France complete sets of chiropodists' tools, which we sell in sets or singly."—New York Sun.

**Reforming Clerks.**

A retail shoe concern has adopted the unique and effective plan of calling attention to and correcting the faults of its salespeople: When a customer returns with a complaint, a note is made of it, and it is placed on a file which all of the clerks can look over from time to time. This is the nature of some of the notes:

- "Be more polite to your customers."
- "Pay as much attention to strangers as you do to your friends."
- "Be careful to give the customer the shoes they select."
- "When waiting on a customer do not look around at every person in the store. Give your customer your attention."
- "Please give a right and a left shoe in each pair."
- "Give your customers shoes which

are large enough. Don't think that we mean for you to give a customer a box, when we say give them large enough; please fit the feet."

"Never say, 'That's all we have in ladies' shoes,' for our stock is large enough, we believe, to suit all."

"Don't act as if you didn't know anything about a shoe. Gain the customers' confidence by knowing something."

It is claimed that by this system the firm makes good clerks out of indifferent ones, and will continue to make these notes from all complaints.

**The Genuine Article.**

Old Lady—Is this a genuine alligator bag?

Dealer—Yes, ma'am. I shot that alligator myself.

Old Lady—It looks rather shopworn.

Dealer—That's where he hit the ground when he tumbled off the tree, ma'am.



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**Rubber and Steel Stamps Seals, etc.**

Send for Catalogue and see what we offer.

**Detroit Rubber Stamp Co.**  
99 Griswold St. Detroit, Mich

**The M. I. Wilcox Company**

Supply Depot for

Oils, Cordage, Belting, Roofing Stock, Twines, Waste, Packing, etc.

**Use our Celebrated Diamond Brand Lath Yarn**

Stave and Jointer Knives, Leather Belting. Double Dynamo Belts a specialty. Agents for Boston Belting Co.'s Rubber Belts. White Leads and Linseed Oil, Harrison Bros.' Paints and Varnishes.

Toledo, Ohio

**The Imperial Lighting System**

Patents Pending



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



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

**THE IMPERIAL GAS LAMP CO., Sole Manufacturers**

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



**SUNDRIES CASE.**

Also made with Metal Legs, or with Tennessee Marble Base. Cigar Cases to match.

**Grand Rapids Fixtures Co.**

Bartlett and S. Ionia St., Grand Rapids, Mich.

Shipped knocked down. Takes first class freight rate.



## Clerks' Corner.

**Birky Wiltz's Debt of Unbounded Gratitude and Its Payment.**

Written for the Tradesman.

If there were any difference in their ages it was slight, three months at the most, with the odds on the boy's side as it ought to be, and they were then nineteen. She was very pretty, with hair suggesting the sunshine without being red, with oval face and regular features where the lily and the rose had come of their own accord to stay. He was considered the handsomest boy in the pleasantest village in New England and it was long ago conceded that in due time nature would take its course, there would be a wedding, with these two to be rained upon by the rice showers, and everything seemed to carry out the idea that they thought so, too. Wiltz did, anyway, and that morning as he rolled up the goods she had purchased and put them into her hand over the counter he said, as he had something less than a thousand times before: "Have something good for supper to-night, Mame, I'm coming over. Six o'clock sharp. I've got something I'm going to say to you."

"All right. So've I. Come on."

The only variation in the usual exchange of civilities was the "So've I," and that was said in a tone that made the young fellow look at the departing maiden as far as he could watch her, and set him wondering for the rest of the day. "So've I!" he found himself occasionally saying for the rest of the day.

He had said "six o'clock sharp," and sharp it was. Then when the meal was over they sauntered along in the setting sunlight to their seat under the splendid elm just down the grassy country road, where, as he said he would, the young fellow said his say. Of course it was the old, old story, told so often since its first telling in the Eden twilight, but not with the same result, for "the maiden fair to see," in a voice gentle enough and without a quaver, made answer:

"I fully appreciate, Birky, the honor of the offer. A man's heart is all he has, but the woman, if she be true to him and herself, can not accept it unless she can give hers in return and that I can not do. I know that we have been born here, have been brought up together and like the strands of a rope our lives have been entwined, but the same can be said of the other boys and girls of the old school days. Lill and Tom have, I know, found their happiness in each other; but ours, Birky, lies somewhere else. You are contented to go on for the rest of your life in a country store and live in this country village. I'm not. Neither of us knows anything of the world. You think that you love me. How do you know? Wait until we both know what the world holds for us; then is the time to decide. Let us get out of this narrow life and see for ourselves. Anyway, living on in the old home and believing, after the supper dishes are washed and put away, that the object of life has been accomplished is something I can not become reconciled to, and it does seem to me, Birky, that you are intended for something better than weighing out tea at so much a pound and retailing potatoes and apples at so much a peck. Don't you think so?"

When the young man had begun his story he had taken the girl's hands in

his and without releasing them they were resting upon her lap and facing her he looked straight into her eyes while she answered him. He hoped to see somewhere in the face so dear to him some sign that would betray the affection that he hoped she had for him. He saw none; and the voice that is said to reveal the hidden soul revealed none for him. Then when she had ended and her eyes searched his, he, without faltering in look or lip, replied:

"I have thought something of this. I shall think more of it and I think I am going to be very grateful to you, Mame, for showing to me what I am. I shall never get over my love for the village, but I do like your idea of seeing what there is outside of it. At nineteen a man's life is still before him, with a year or two to spare in getting ready for it, and he can't begin that too early. Yes, I shall think of this."

Then he released her hands and they sauntered back to her home in the village and he left her at the gate with a hearty and commonplace "good night."

That week ended Birky Wiltz's life as clerk in the village store. The following Monday saw him, bag and baggage, on his way to his uncle, a physician in Boston, who had long been urging the lad to come to him and study medicine. He was heartily welcomed and soon at work. From the first, to his astonishment and delight, he enjoyed it and with a zeal which knew no limit he made the most of his unusual advantages, and was accordingly profited. When Harvard had done her best for him, with her diploma and letters of introduction he found his way to the Old World and for two years more in the universities there widened his world with study and the richest experiences

which at that time could be gained nowhere else; so that at twenty-four he had the world before him, every portion of it holding up a beckoning finger to the talented young physician whose reputation had already made his name familiar.

Before settling down he came home to Holden. There were the usual changes. "Some were married, some were dead," some were neither and in the last class was Mame Stoughton. Time had been kind to them both. It had blessed her in her perfection of womanhood and made his manhood marked among men; and as the two one day at sunset sauntered down to their old trysting place under the elm they who saw them pass hoped that through the glowing window of the west would come the recording angel to write down their vows. He may have come; he may have hovered over them, but he did no writing. For a while they sat on the old seat talking of the old times and the old friends and then as they rose to go Birky said, in a voice as free from emotion as hers had been five summers ago:

"From the beginning of my student life to its close I have thought of you, Miss Stoughton, and I have thanked you in my heart for what you said to me here five years ago. Every word was truth. But for you I should have been the country storekeeper, and I have come here to lay my load of gratitude at your feet and I want to say to you that all I am and can be is wholly due to what you said to me here, and again I thank you."

They went as they came and Mame Stoughton that night sobbed herself to sleep. Richard Malcolm Strong.

### Life Saved By an Orange.

Charleston, S. C., July 31—An over-ripe orange, for which he paid his last nickel, and which was being carried to his little sister who was ill, saved the life yesterday of Andrew Dillon, a small negro boy who lives in Maryville, near Charleston.

On his way home the boy was attacked by a vicious bull dog, which was frothing about the mouth. When the animal came rushing on him with his mad growls the boy looked quickly for a stick, but there was no weapon of defense within reach. The dog made a sudden jump. Just as he did Dillon raised the orange in his right hand and hurled it. The dog was springing with his jaws open and the aim, which was wild, proved true. The orange went in the animal's mouth and far into his throat. For a moment he gasped and gave a violent twitch, but the fruit stuck. In the meantime the boy made his escape. When he returned the dog was lying dead on the ground with the orange still in his throat. Death was due to choking.

### He Was Touched.

I think of you in the daytime;  
I dream of you in the night;  
Wherever I am, my fancy  
Toward you takes its flight;  
And your face appears before me,  
As faces in memory rise,  
Until I can see so plainly  
The gleam of your touching eyes.

I think of you in the morning,  
And fancy your steps I hear,  
And wish that the falling echo  
Were bringing you ever near.  
I wish that the hand of fate would  
Fulfill every hope that lies  
Within my breast and bring again  
The glimpse of your touching eyes.

Your eyes, with their glances touching,  
Your words, that appealed so much—  
It all comes back—all, excepting  
The ten that made up your "touch."  
So I think of you in the daytime  
And wonder if you forget  
That touching affair of last summer,  
And if you are touching yet.

Moses is the only man that ever played Pharaoh and got away without losing a cent.

## We Are Advertised by Our Loving Friends

HAMILTON CLOTHING CO,

TRAVERSE CITY, MICH. June 18, 1901.

Michigan Brick & Tile Machine Co.,

Morenci, Mich.,

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

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

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

I have been well satisfied with both plants.

Yours truly,

Dic.

*Frank Naughton*



**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 PARTLAND, Grand Rapids; Secretary and Treasurer, GEO. F. OWEN, Grand Rapids.

**Cardinal Sins of Overestimation and Underestimation.**

There are two cardinal sins in this world—overestimation of one's abilities and underestimation of one's abilities. Of the two, I would rather commit the former. The man who claims to be able to do a whole lot of things will find himself in some good jobs before he dies. Once there, he may succeed by sheer good luck. The man who underestimates his talents shuts himself out of opportunity after opportunity. He never gets a chance to show what he can do, because he doesn't believe he can do it, and if a man doesn't have confidence in himself, nobody else will.

Not long ago I had a chance to recommend somebody for a good opening. A good job was open—right here in Philadelphia. A big manufacturing concern whose trade was already fairly established wanted a man to represent them here and they were willing to pay him a good salary instead of an uncertain commission.

They asked me to recommend somebody. As it happened I had a man right at the tip of my tongue. He is a good, steady fellow and a good salesman—not brilliant but reliable. I felt sure he was just what these people wanted.

I sent his name on and some correspondence ensued between him and the manufacturer. Last Saturday the general manager came on to interview the salesman and size him up. I was present at the interview. It was something like this:

General Manager—What we are after is a man who can get these goods in retail stores. They're already in a great many. Do you think you can do it?

Salesman—(doubtfully)—I don't know; I've never sold this line of goods before; I might try.

General Manager—But do you think you could sell 'em?

Salesman—I guess I could sell some, anyway.

General Manager—How long have you been on the road?

Salesman—About five years.

General Manager—Consider yourself a salesman, I suppose?

Salesman—Well, I—I don't know; I suppose I am.

General Manager—The man who goes out to sell our goods is up against a stiff proposition—there's lots of competition. A good many brands sell for less than ours. Do you think you could sell ours under the circumstances?

Salesman—Well, I don't know—I could try.

The general manager didn't engage this fellow and won't. He said to me disgustedly, after the interview, that he hadn't time to waste on a man who didn't know what he could do. I felt like a sheep after recommending the fellow, but personally I didn't blame the

general manager. The manager went back to New York and the salesman is still expecting me to look him up a job.

That salesman had this job right in his own hands. He didn't need to do anything except to show a decent willingness to try. Instead of that, he was weak, evasive, nervous and doubtful.

I well remember the first time I went out of town on a buying expedition. It was a good many years ago and I was sent to Boston by a big produce house to buy sweet potatoes. I was a pretty good buyer at that time, but had but little confidence in myself especially on a big job away from home. I was a boy sent out to do a man's work.

I potted around in the Boston market and finally arranged my plans. I got an option, so to speak, on a lot of potatoes, and then wired home for instructions. "Can get good sweet potatoes at—per basket. Shall I buy?"

I waited anxiously for a reply. Then came this telegraphic answer: "Use your best judgment. We sent you to Boston to buy sweet potatoes."

I felt rather ashamed of that—it seemed to be a call-down. However, I did use my best judgment and made what turned out to be a good purchase.

It doesn't come easy always to spend other people's money and to be responsible for it. I can do it all right now, though.

Every young man ought to know what he can do, but very few do. If he finds himself asked by a prospective employer whether he thinks he can do work that he never did before, he should give himself the benefit of the doubt always. That is, unless the employment is technical and clearly beyond him.

I used to know a young fellow who carried this to an extreme. He so firmly believed in putting his best foot forward that he would claim anything to get a job. That fellow has gotten a good many humiliating turn-downs, after he had been proven incapable of making good his bluff. But the bluff gave him a host of splendid chances that would never have been open to the timid man at all.—Stroller in Grocery World.

**Smoother Off the Track.**

The following story is told by a traveler about one of the local railways in Ireland:

"We were bounding along," he said, "at the rate of about seven miles an hour, and the whole train was shaking terribly. I expected every moment to see my bones protruding through my skin. Passengers were rolling from one end of the carriage to the other. I held on firmly to the arms of the seat. Presently we settled down a bit quieter—at least I could keep my hat on and my teeth didn't chatter.

"There was a quiet looking man opposite me. I looked up with a ghastly smile, wishing to appear cheerful, and said:

"We are going a bit smoother, I see."

"Yes," he said; "we're off the line now."

**Hard Pressed For a Butcher.**

The town of Prospect, N. Y., holds the record for opening and closing meat markets. In thirty-two years forty-seven butchers have, at different times, tried to make a living there. The reason of such a short life is the long-credit system. In Trenton village, not far from Prospect, three generations of one family have been dealers in meat and produce for the past sixty years, and all have done a lucrative business, and why? Simply for the reason that their business was conducted on a cash basis. Prospect now needs a butcher.

**Death of a Veteran Merchant and Traveling Salesman.**

C. W. Horton, traveling representative for Strong, Lee & Co., of Detroit, died at his home in Flint Aug. 12 from the effects of typhoid fever. The funeral was held at Pontiac Aug. 14. A Flint newspaper gives the following particulars regarding the career and death of the deceased:

Mr. C. W. Horton died suddenly at 3 o'clock yesterday afternoon, at his home, 713 Liberty street. He was convalescing from a recent illness with typhoid fever, but was considered in no danger and his death is a severe shock to his family and friends. During the greater part of yesterday he was feeling like himself, but while attempting to rise, late in the afternoon, he was stricken almost instantly by the hand of death.

Mr. Horton had been a resident of this city two years, during which time he had been identified with its best enterprises. He was a man of unusual strength of character, intellectuality and fine personality. Mr. Horton enlisted in 1861 as a member of Colonel Mintie's company, 4th Michigan cavalry, and was captured at Chicamauga and was for eighteen months a prisoner, spending the last six months of it in Andersonville, and was exchanged in '65 and brought home more dead than alive, but his strong constitution survived the terrible ravages of disease and starvation. He returned to his home in Farmington and entered upon a very successful business career. He was traveling salesman for Strong, Lee & Co., dry goods jobbers of Detroit, and in that capacity made for himself many warm friends, as he also did in his world of social and home surroundings.

Caleb Wesley Horton was born in Farmington, Oakland county, 58 years ago. His early life was spent in that place, and later he moved to Pontiac, where he resided for thirty years and was engaged in the dry goods business. He was one of the strongest citizens and most prominent men of Pontiac. Four years ago he left Pontiac to reside in Buffalo, N. Y., two years later coming to this city where he has since made his headquarters. He was a member of the Methodist Episcopal church and also belonged to the Masonic order. Besides Mrs. Horton he leaves three children, a son, Carl, residing in Texas, and two daughters, Grace, of this city, and Rose, of Ontario, Ohio. He leaves also two brothers, Rev. Jacob Horton, of Detroit, and Herman, of Bay City, and four sisters, Mrs. J. E. Hibby, of Elsie; Mrs. Wm. Daines, of Farmington; Mrs. S. A. Sage, of Ypsilanti; Mrs. J. A. McIlvain, of Romeo.

**The Grain Market.**

Wheat has not changed during the week. It held its own, although, if anything, it is a trifle lower. News was of a bullish nature, as it showed over 11,000,000 bushels on passage, of which the United States contributed 9,000,000 bushels. The visible showed a decrease of 1,450,000 bushels, against an increase last year of 1,500,000 bushels, leaving the visible about 26,500,000 bushels, or about 23,000,000 bushels less than last year. Reports from the threshers in the Northwest are that the crop is very uneven, from very poor to fair. While all of these facts are evident, it seems as though wheat ought to have done better. Short sellers predict large increase in receipts later on, or when spring wheat begins to move more freely, while the longs claim that the receipts in the Southwest are diminishing. Other exporting countries are not exporting much, for the reason that they have not much to export. This country is blessed with a bountiful crop. Our exports to date since July 1 are over 48,000,000 bushels, while during the same period last year there were 21,000,000 bushels exported. As stated in our

last, it is a question how long this large outflow can keep up and not be felt in an advanced price. France claims she will need 100,000,000 bushels, instead of 60,000,000 bushels as at first estimated. Germany will need 40,000,000 bushels. At the present rate of exporting, we will export over 300,000,000 bushels of wheat and flour. We might state that the exports Monday were 1,735,000 bushels of wheat and flour, which is the largest amount ever recorded as exported in one day. Well, let the good work go on. It will mean a large amount of money to the farmers. If the agriculturists only knew it, they could dictate prices. As it is, foreigners will have to have the wheat, but they buy when prices are low and they get the benefit, instead of the United States.

Corn is hardly as strong as last week, with a decline of about 2c a bushel on futures. The reason is, dealers think the very favorable weather will yet make corn, but we think in the corn belt that no amount of favorable weather will make corn now; in fact, the best informed crop experts claim less than 1,200,000,000 bushels, or a trifle over half a crop. We would not wonder to see corn sell at 70c before long.

Oats are very strong. Prices are up, with the prospect of going still higher. Rye is also about the same price as last week. Beans are very strong and last quotations were \$2.12 for October and \$2.02 for November. The reason for the advance is the dry weather, and the presence of insects working in the vines.

Flour has advanced, owing to the advance in wheat, but is still low, taking the price of wheat into account. In mill feed, there is no change, nor will there be any as long as the demand keeps up as at present. The mills are running steady right along.

Receipts during the week were as follows: wheat, 80 cars; corn, 5 cars; oats, 2 cars; rye, 3 cars; flour, 2 cars; hay, 2 cars.

Millers are paying 70c for wheat.  
C. G. A. Voigt.

**Correct Both Times.**

A young fellow who was looking for a clerkship was recently recommended to a Kalamazoo merchant by a Vicksburg gentleman. When the two friends met sometime thereafter the Vicksburg man ventured to hope that his recommendation had been productive of good results. "On the contrary," replied the merchant.

"You astonish me," said his friend. "I thought he would suit you exactly; he was so full of go."

"And so he was. He has gone off with \$1,000 of my money."

"Is it possible? And I thought he was the very man you were looking for."

"You are right there. He is the very man I am looking for."

F. L. Nixon, for the past seven years traveling representative for Drew, Selby & Co., with territory in this State, has made a three years' contract with the Rock Island Shoe Co., of Rock Island, Ill., to cover the trade of Michigan and Indiana. Mr. Nixon will continue to reside in Kalamazoo.

Never turn over a new leaf unless you have something sensible to write on the page.

**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

Term expires  
**L. E. REYNOLDS**, St. Joseph - Dec. 31, 1901  
**HENRY HEIM**, Saginaw - Dec. 31, 1902  
**WERT F. DOTY**, Detroit - Dec. 31, 1903  
**A. C. SCHUMACHER**, Ann Arbor - Dec. 31, 1904  
**JOHN D. MUIR**, Grand Rapids - Dec. 31, 1905  
 President, **A. C. SCHUMACHER**, Ann Arbor.  
 Secretary, **HENRY HEIM**, Saginaw.  
 Treasurer, **W. P. DOTY**, Detroit.

### Examination Sessions.

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

### Mich. State Pharmaceutical Association.

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

### How to Make a Drug Store Pay.

It is well enough to apply certain rules for conducting a drug store successfully, providing the location is in a city and on a prominent thoroughfare. Then it is only a question of intelligently handling the trade that will naturally flow into that channel. But when a store is located in a suburban town, and has passed through a number of hands, including the assignee, the problem assumes quite a different aspect.

In the first place, there has to be obliterated the odium and suspicion which is about the only tenacious heritage left, and this takes a vast amount of time and patience. If the new proprietor is a young man, so much the better, for the world is ever ready to encourage such in business, especially where an individual is looked upon with a certain amount of local interest usually manifest in small towns.

When the writer took charge of his first and only business venture, five years ago, the door was locked, no one being in charge, and but few goods worth selling were on the shelves, most of the salable stock having been disposed of. Judging from the forlorn looking exterior we did not blame the people for avoiding such a place, but we set about with a good will to perform a more difficult task than few were willing to undertake—getting back the trade which had entirely disappeared.

The first thing we did after moving in was to hunt up the only physician in the place, tell him our mission, and, requesting his co-operation, promise to run the store in a reliable manner, avoiding substitution in compounding prescriptions, and giving fair "city prices" on everything. The physician readily promised to co-operate with us and is still one of our warmest friends.

Having secured the good-will of the physician, the next thing was to exercise the greatest economy while waiting for the trade to return slowly; this necessity was strongly manifest, as our venture was made in the dead of winter, in a new town which had not existed eight years previously, and so the desolation can be imagined.

Originality and adaptiveness, however, was our strong point, and we decided that we would get all the trade we were reasonably entitled to by advertising, using sometimes little folders giving "Short Talks to the People," preaching up our little pharmacy much as a minister of the gospel would argue with his flock. Then we would use startling signs outside, using any current topic, especially politics, to attract attention; such, for instance, as, at about election time, "Grand Rally" in big letters, following in small characters with: "to the drug store to buy," "Vote Early and Often, for the Popularity of Our Fine Confectionery."

This sort of thing was kept up until

we became so busy that we had little time in which to evolve startling headlines, but we still keep up the little folder arguments, and many is the customer who admits that were it not for them he would not have become a patron.

Now the next question to be discussed in this connection is: "How, having become successful, to remain so." To a man with capital it is an easy thing for him to discount his bills, to drive a sharp bargain in buying goods, or to buy salable goods in such quantities as to save a considerable discount; but to the man who starts with absolutely no capital at all the only thing we can suggest is to "do the best you can," pay your bills promptly if you have the money, and, if not, ask for more time; but pay them as soon as possible. As the man without capital can not save in the way the capitalist does, there is another way by which he can save as much if not more than the moneyed druggist, and that is by strict economy.

Practice economy in the household, in personal habits, in handling stock, in space; instill economical ideas into the refractory head of the apprentice, into the almost impenetrable head of the average porter; in fact, practice economy everywhere except in politeness and advertising.

If you run a soda fountain, by all means install at once an automatic or hand-power carbonator. We use a four-fountain hand-power carbonator, and the amount of gas saved is almost beyond belief. With one cylinder of gas (20 pounds) we invariably charge from twenty-five to thirty fountains at one hundred pounds pressure, checking each fountain charged on the cylinder in use. There is another advantage in using such a carbonator, and that is the absence of the necessity for repairs. There being no necessity for handling or rocking the fountains, or of letting off surplus gas, no contingency is presented to induce a collapse of the tin lining, or to cause a leakage at the bung.

If you happen to be near a good spring of water use this in preference to city water for your beverages, and let the public know it. Have this water also on tap, ice cold, and dispense it at the soda counter at a small price per glass. We follow this idea with excellent results.

If you run ice cream soda, get a good creamery to supply you with an article made from pure cream, and then let the public know where you get it. Also lose no opportunity to sell ice cream by the glass, plate, pint, quart, or gallon, or even in larger quantities for special occasions.

A good prescription trade is hard to get, but, once obtained, see that it is not endangered by substitution. Many of our largest prescription pharmacies fall victims to the temptation of substitution. It is much better for your reputation to not compound a prescription, the ingredients of which you are out of, than to substitute something.

Lastly, my brethren, use, on every occasion, the common sense which it is the good fortune of most druggists to possess. If a customer wants Hood's Sarsaparilla, give him Hood's; if he wants Carter's Pills, give him Carter's. Don't waste time telling him about your own preparation when his mind is made up to buy Hood's or Carter's. But if, on the contrary, your customer is undecided what to get, there is where your opportunity comes in. Go behind the prescription case and do as you used to

twenty years ago; use some of the pharmaceutical knowledge you have paid so well to obtain, and don't forget to charge a good price for it.—A. B. Burrows in Bulletin of Pharmacy.

### Saloon Men May Make Druggists Pay \$500 License Fee.

Detroit, Aug. 14—The attendance at the nineteenth annual meeting of the State Pharmaceutical Association, in progress in Detroit, is the largest at any gathering of the Association in a number of years, there being about fifty in the Turkish room of the Hotel Cadillac for the opening session yesterday afternoon. Since the organization of the National Association of Retail Druggists, three or four years ago, there has been an effort made all over the country to restore prices, which were so liberally slashed in the drug trade through the establishment of "cut-rate" stores. In his opening address, President C. F. Mann, of Detroit, advised that the organization adhere to the principles of the national body, and those present were evidently in line with this suggestion, making it likely that some action will be taken calculated to help along the movement to keep up prices.

The report of Secretary James W. Seeley, of Detroit, showed that there had been some falling off in membership, but that the Association was in healthy condition as a whole. Treasurer W. K. Schmidt, of Grand Rapids, reported a balance in the coffers.

The first paper was read by Joseph Helfman, of Parke, Davis & Co., on "The Business Phase of the Druggists' Relation to the Medical Profession." It was an able document and the delegates evinced the utmost interest, complimenting Mr. Helfman with considerable applause.

Henry Heim, of Saginaw, Secretary of the Board of Pharmacy, submitted a report showing that during the last year there were six convictions for violations of the pharmacy laws of Michigan. There are now 3,147 registered pharmacists in the State and 1,606 assistants.

Aug. 15—One of the interesting features of the convention of the Michigan Pharmaceutical Association, which closed at the Hotel Cadillac yesterday, was the reading of the report of Arthur H. Webber, of Cadillac, chairman of the committee which had charge of the bill at Lansing, through which it was proposed to place restrictions upon the sale of liquor by druggists. The bill, which was fathered by Senator Humphrey, was passed by the Senate, but was defeated in the House. Mr. Webber said its defeat was largely due to the opposition of druggists who want to conduct a saloon business, but he said it was a surprising fact that opposition also came from druggists who could not be accused of any such desire, and who made their opposition on the ground that the passage of the bill would hurt the trade. Mr. Webber was quite pessimistic in his view of the result of the defeat of the measure, as he said that in 1903 the liquor interests are likely to put forward a bill to make druggists pay a \$500 license, and the Association will then have to fight hard.

No formal action was taken on the matter of cutting rates, this being left to the National Association, but it is understood that the individual members will give the work of the National body on this line their support.

The following officers were elected for the ensuing year:

President—John D. Muir, of Grand Rapids.

Vice-Presidents—W. H. Burke, of Detroit; R. T. Bower, of Petoskey, and C. F. Huber, of Port Huron.

Secretary—James W. Seeley, of Detroit.

Treasurer—D. A. Hagens, of Monroe. Saginaw was selected as the place of the next convention.

### It Takes Ten.

Cokley—Poor Woolman has nine mills running now, but they're all losing money.

Joakley—Well, he should have known that nine mills would never make a cent.

### The Drug Market.

Opium—Dull, owing to light demand. The market is a little weaker.

Quinine—Another decline of 2c took place on the 16th, on account of receipts of heavy bark shipments.

Morphine—Steady and so far unchanged.

Cocoa Butter—Is slightly lower, but higher prices are expected with the increased consuming demand.

Sal Soda—On account of the greater demand for prompt and fall delivery, this article has advanced 5c per 100 lbs.

Tartaric and Citric Acids—Are both slightly lower, as the summer's demand is decreasing.

Linseed Oil—Is firm at the decline.

### For Sweating Feet.

Professor Kaposi recommends the following:

Sodium salicylate, 30 grains.

Potassium permanganate, 1 drachm.

Bismuth subnitrate, 12 drachms.

Powdered talcum, enough to make 3 ounces.

Dust on the feet and into the stockings and shoes every morning.

**Fred Brundage**  
 Wholesale Druggist  
 32 and 34 Western Avenue  
 Muskegon, Mich.

**School Supplies**  
 and  
**Stationery**

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

# FREE

## Consultation, Examination

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

## Catarrh, Head and Throat

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

Go or write to

**DR. C. E. RANKIN,**

**Powers' Opera House Block**

Grand Rapids, Michigan

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

Mail Treatment

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

## Window Shade

## Headquarters

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

**Heystek & Canfield Co.**  
 Grand Rapids, Mich.



WHOLESALE DRUG PRICE CURRENT

Advanced—  
Declined—Quinine.

<b>Acidum</b>	<b>Conium Mac.</b> ..... 50@ 60	<b>Scilla Co.</b> ..... @ 50
Aceticum..... 6@ 8	Copalba..... 1 15@ 1 25	Tolutan..... @ 50
Benzolium, German..... 7@ 17	Cubebe..... 1 50@ 1 60	Prunus virg..... @ 50
Boraclo..... @ 17	Erechtitico..... 1 00@ 1 10	
Carbolium..... 30@ 42	Erigeron..... 1 10@ 1 20	<b>Tinctures</b>
Citricum..... 47@ 50	Gaultheria..... 1 85@ 1 90	Aconitum Napellis R..... 60
Hydrochlor..... 3@ 5	Geranium, ounce..... @ 75	Aconitum Napellis F..... 50
Nitrosum..... 8@ 10	Gossypii, Sem. gal..... 50@ 60	Aloes..... 50
Oxalium..... 12@ 14	Hedeoma..... 1 60@ 1 75	Aloes and Myrrh..... 50
Phosphorium, dil..... @ 15	Junipera..... 1 50@ 2 00	Arnica..... 50
Sulphuricum..... 52@ 55	Lavandula..... 90@ 2 00	Asafoetida..... 60
Salicylicum..... 13@ 14	Limonis..... 1 30@ 1 40	Atropae Belladonna..... 60
Tannicum..... 1 10@ 1 20	Mentha Piper..... 1 75@ 1 80	Aurant Cortex..... 60
Tartaricum..... 38@ 40	Mentha Verid..... 1 50@ 1 60	Benzoin..... 50
	Morrhuae, gal..... 1 10@ 1 20	Benzoin Co..... 60
<b>Ammonia</b>	Myrica..... 4 00@ 4 50	Barosma..... 50
Aqua, 16 deg..... 4@ 6	Olive..... 75@ 3 00	Cantharides..... 75
Aqua, 20 deg..... 6@ 8	Picis Liquida..... 10@ 12	Capsicum..... 50
Carbonas..... 13@ 15	Picis Liquida, gal..... @ 35	Cardamon..... 75
Chloridum..... 12@ 14	Ricina..... 96@ 1 02	Cardamon Co..... 75
	Rosmarini..... @ 1 00	Castor..... 1 00
<b>Aniline</b>	Rose, ounce..... 6 00@ 6 50	Catechu..... 50
Black..... 2 00@ 2 25	Suocini..... 80@ 85	Cinchona..... 50
Brown..... 80@ 1 00	Sabina..... 90@ 1 00	Cinchona Co..... 50
Red..... 45@ 50	Santal..... 2 75@ 7 00	Columba..... 50
Yellow..... 2 50@ 3 00	Sassafras..... 55@ 60	Cubeba..... 50
	Sinapis, ess., ounce..... @ 65	Cassia Acutifol Co..... 50
<b>Baccae</b>	Tigili..... 1 50@ 1 60	Digitalis..... 50
Cubeba..... po. 25 22@ 24	Thyme..... 40@ 50	Ergot..... 50
Juniperus..... 6@ 8	Thyme, opt..... @ 1 60	Ferri Chloridum..... 35
Xanthoxylum..... 1 70@ 1 75	Theobromas..... 15@ 20	Gentian..... 60
		Gentian Co..... 50
<b>Balsamum</b>	<b>Potassium</b>	Gulaca..... 50
Copalba..... 50@ 55	Bi-Carb..... 15@ 18	Gulaca ammon..... 60
Peru..... @ 1 85	Bichromate..... 13@ 15	Hyoseyamus..... 75
Terabin, Canada..... 55@ 60	Bromide..... 52@ 57	Iodine..... 50
Tolutan..... 45@ 50	Carb..... 12@ 15	Iodine, colorless..... 75
	Chlorate, po. 17@19	Kino..... 50
<b>Cortex</b>	Cyanide..... 34@ 38	Lobelia..... 50
Ables, Canadian..... 18	Iodide..... 2 30@ 2 40	Myrrh..... 50
Cassia..... @ 12	Potassa, Bitart, pure..... @ 15	Nux Vomica..... 50
Cinchona Flava..... 18	Potassa, Bitart, com..... 7@ 10	Opl..... 75
Euonymus atropurp..... 30	Potass Nitras, opt..... 6@ 8	Opl, comphorated..... 50
Myrica Cerifera, po..... 12	Potass Nitras..... 23@ 26	Opl, deodorized..... 1 50
Prunus Virgini..... 20	Sulphate po..... 15@ 18	Rhatany..... 50
Quillaja, gr'd..... 15		Rhel..... 50
Sassafras..... po. 20 12@ 15		Sanguinaria..... 50
Ulmus..... po. 15, gr'd 15		Serpentaria..... 50
	<b>Radix</b>	Stramonium..... 50
<b>Extractum</b>	Aconitum..... 20@ 25	Tolutan..... 50
Glycyrrhiza Glabra..... 24@ 25	Althae..... 30@ 33	Valerian..... 50
Glycyrrhiza, po..... 28@ 30	Anchusa..... 10@ 12	Veratrum Veride..... 50
Haematox, 15 lb. box..... 11@ 12	Arum po..... @ 25	Zingiber..... 20
Haematox, 1s..... 13@ 14	Calamus..... 20@ 40	
Haematox, 1/4s..... 14@ 15	Gentiana..... po. 15 12@ 15	<b>Miscellaneous</b>
Haematox, 1/8s..... 16@ 17	Glycyrrhiza, pv. 15 16@ 18	Ether, Spts. Nit. F..... 30@ 35
	Hydrastis Canaden..... @ 75	Ether, Spts. Nit. F..... 34@ 38
<b>Ferri</b>	Hydrastis Can. po. 15 12@ 15	Alumen..... 24@ 3
Carbonate Precip..... 15	Hellebore, Alba, po. 18@ 22	Alumen, gro'd, po. 7..... 3@ 4
Citrate and Quinia..... 2 25	Inula, po..... 3 60@ 3 75	Annatto..... 40@ 50
Citrate Soluble..... 7@ 75	Iris plox..... po. 35@38 35@ 40	Antimonio..... 4@ 5
Ferrocyanidum Sol..... 40	Jalapa, pr..... 25@ 30	Antimoniet Potass T..... 40@ 50
Solut. Chloride..... 15	Maranta, 1/4s..... @ 35	Antipyrin..... @ 25
Sulphate, com'l..... 2	Podophyllum, po..... 22@ 25	Antifebrin..... @ 20
Sulphate, com'l, by bbl, per cwt..... 80	Rhel..... 75@ 1 00	Argent Nitras, oz..... @ 50
Sulphate, pure..... 7	Rhel, cut..... @ 1 25	Arsenicum..... 10@ 12
	Rhel, pv..... 75@ 1 35	Balm Gilead Buds..... 38@ 40
<b>Flora</b>	Spigelia..... 35@ 38	Bismuth S. N..... 1 80@ 1 85
Arnica..... 15@ 18	Sanguinaria, po. 15 35@ 38	Calcium Chlor., 1s..... @ 9
Anthemis..... 22@ 25	Serpentaria..... 40@ 45	Calcium Chlor., 1/4s..... @ 10
Matricaria..... 30@ 35	Senega..... 60@ 65	Calcium Chlor., 1/8s..... @ 12
	Smlax, officinalis H..... @ 40	Cantharides, Rus. po..... @ 80
<b>Folia</b>	Smlax, M..... @ 25	Capslei Fructus, af..... @ 15
Barosma..... 45@ 48	Sella..... po. 35 10@ 12	Capslei Fructus, po..... @ 15
Cassia Acutifol, Tinnevely..... 20@ 25	Symplocarpus, Foetidus, po..... @ 25	Capslei Fructus B, po..... @ 15
Cassia Acutifol, Aix..... 25@ 30	Valeriana, Eng. po. 30 15@ 20	Caryophyllus, po. 15 12@ 14
Salvia officinalis, 1/4s and 1/8s..... 12@ 20	Valeriana, German..... 14@ 16	Carmine, No. 40..... @ 3 00
Uva Ursi..... 8@ 10	Zingiber..... 25@ 27	Cera Alba..... 50@ 55
		Cera Flava..... 40@ 42
<b>Gummi</b>	<b>Semen</b>	Coccus..... @ 40
Acacia, 1st picked..... @ 65	Anisum..... po. 15 @ 12	Cassia Fructus..... @ 35
Acacia, 2d picked..... @ 45	Apium (graveleons)..... 4@ 6	Centraria..... @ 10
Acacia, 3d picked..... @ 28	Bird, 1s..... 10@ 11	Cetaceum..... @ 45
Acacia, sifted sorts..... 45@ 65	Carul..... po. 15 10@ 11	Chloroform..... 56@ 60
Acacia, po..... 12@ 14	Cardamon..... po. 15 1 25@ 1 75	Chloroform, squibbs..... @ 1 00
Aloe, Barb. po. 18@20..... @ 12	Coriandrum..... 8@ 10	Chloral Hyd Crst..... 1 40@ 1 65
Aloe, Cape..... po. 15 @ 20	Cannabis Sativa..... 4 1/2@ 5	Chondrus..... 20@ 25
Aloe, Socotri..... po. 40 @ 30	Cydonium..... 75@ 1 00	Cinchonidine, P. & W..... 38@ 48
Ammoniac..... 56@ 60	Chenopodium..... 15@ 16	Cinchonidine, Germ..... 38@ 48
Assafoetida..... po. 40 40@ 45	Dipterix Odorate..... 1 00@ 1 10	Cocaine..... 6 55@ 6 75
Benzoinum..... 50@ 55	Foeniculum..... @ 10	Corks, list, dis. pr. et..... 70
Catechu, 1s..... 6@ 13	Foenugreek, po..... 7@ 9	Creosotum..... @ 35
Catechu, 1/4s..... @ 14	Lini..... 4 1/2@ 5	Creta..... bbl. 75 @ 2
Catechu, 1/8s..... @ 16	Lobelia..... 45@ 50	Creta, prep..... 9@ 11
Camphore..... 68@ 71	Pharlaris Canarian..... 4 1/2@ 5	Creta, Rubra..... @ 18
Euphorbium..... po. 35 @ 40	Rapa..... 4 1/2@ 5	Crocus..... 25@ 30
Galbanum..... @ 1 00	Sinapis Alba..... 9@ 10	Crodbear..... @ 24
Gamboge..... po 65@ 70	Sinapis Nigra..... 11@ 12	Cupri Sulph..... 6 1/2@ 8
Gualacum..... po. 25 @ 30		Dextrine..... 7@ 10
Kino..... po. \$0.75 @ 75	<b>Spiritus</b>	Ether Sulph..... 7@ 92
Mastic..... @ 60	Frument, W. D. Co. 2 00@ 2 50	Emery, all numbe.s..... @ 8
Myrrh..... po. 45 @ 40	Frument, D. F. R. 2 00@ 2 25	Emery, po..... @ 6
Opil..... po. 4.90@5.00 3 40@ 3 50	Frument..... 1 25@ 1 50	Ergota..... po. 90 85@ 90
Shellac..... 25@ 35	Juniperis Co. O. T. 1 65@ 2 00	Flake White..... 12@ 15
Shellac, bleached..... 40@ 45	Juniperis Co..... 1 75@ 3 50	Galla..... @ 23
Tragacanth..... 60@ 90	Saacharum N. E. 1 90@ 2 10	Gambler..... 8@ 9
	Spt. Vini Galli..... 1 75@ 6 50	Gelatin, Cooper..... @ 60
<b>Herba</b>	Vini Oporto..... 1 25@ 2 00	Gelatin, French..... 35@ 60
Absinthium..... oz. pkg 25	Vini Alba..... 1 25@ 2 00	Glassware, flint, box..... 75 & 70
Eupatorium..... oz. pkg 20		Less than box..... 70
Lobelia..... oz. pkg 25	<b>Sponges</b>	Glue, brown..... 11@ 13
Majorum..... oz. pkg 28	Florida sheeps' wool carriage..... 2 50@ 2 75	Glue, white..... 15@ 25
Mentha Pip..... oz. pkg 23	Nassau sheeps' wool carriage..... 2 50@ 2 75	Glycerina..... 17 1/2@ 25
Mentha Vir..... oz. pkg 25		Grua Paradisi..... @ 25
Rue..... oz. pkg 22		Humulus..... 25@ 55
Tanacetum V..... oz. pkg 25		Hydrarg Chlor Mite..... @ 1 00
Thymus, V..... oz. pkg 25		Hydrarg Chlor Cor..... @ 1 90
		Hydrarg Ox Rub'm..... @ 1 10
<b>Magnesia</b>		Hydrarg Ammonlati..... @ 1 20
Calined, Pat..... 55@ 60		Hydrarg Unguentum..... 50@ 60
Carbonate, Pat..... 18@ 20		Hydrargyrum..... @ 85
Carbonate, K. & M..... 18@ 20		Ichthyobolla, Am..... 65@ 70
Carbonate, Jennings..... 18@ 20		Indigo..... 75@ 1 00
		Iodine, Resubl..... 3 40@ 3 60
<b>Oleum</b>		Iodoform..... 3 60@ 3 85
Absinthium..... 6 50@ 7 00		Lupulin..... @ 25
Amygdale, Dulc..... 38@ 65		Lycopodium..... 80@ 85
Amygdale, Amare..... 8 00@ 8 25		Liquor Arsen et Hydrarg Iod..... @ 25
Anisi..... 1 85@ 2 00		Liquor Potass Arsenit..... 10@ 12
Aurant Cortex..... 2 10@ 2 20		Magnesia, Sulph..... 2@ 3
Bergamili..... 2 65@ 2 85		Magnesia, Sulph, bbi..... @ 1 1/2
Cajiputi..... 80@ 85		Manna, S. F..... 50@ 60
Caryophylli..... 75@ 80		
Cedar..... 60@ 80		
Chenopadi..... @ 2 75		
Cinnamonli..... 1 15@ 1 25		
Citronella..... 35@ 40		

Menthol..... @ 4 60	Seldlitz Mixture..... 20@ 22	Linseed, pure raw..... 72
Morphia, S. P. & W. 2 05@ 2 30	Sinapis..... @ 18	Linseed, boiled..... 73
Morphia, S. N. Y. Q. 1 85@ 2 20	Sinapis, opt..... @ 30	Neatsfoot, winter str..... 54
Morphia, Mal..... 1 85@ 2 20	Snuff, Maccaboy, De Voe..... @ 41	Spirits Turpentine..... 41
Moschus Canton..... @ 40	Soda, Boras..... 9@ 11	
Myristica, No. 1..... 65@ 80	Soda, Boras, po..... 9@ 11	<b>Paints</b> BBL. LB.
Nux Vomica..... po. 15 @ 10	Soda et Potass Tart..... 23@ 25	Red Venetian..... 1 1/2 2 @ 3
Os Sepia..... 35@ 37	Soda, Carb..... 1 1/2@ 2	Ochre, yellow Mars..... 1 1/2 2 @ 4
	Soda, Bi-Carb..... 3@ 5	Ochre, yellow Ber..... 1 1/2 2 @ 3
<b>Pepsin Saac, H. &amp; P. D Co.</b> @ 1 00	Soda, Ash..... 3 1/2@ 4	Putty, commercial..... 2 1/2 2 1/2 @ 3
Picis Liq. N. N. 1/2 gal. doz..... @ 2 00	Soda, Sulphas..... @ 2	Putty, strictly pure..... 2 1/2 2 1/2 @ 3
Pils Liq., quarts..... @ 1 00	Spts. Cologne..... @ 2 60	Vermillion, Prime American..... 13@ 15
Pils Liq., pints..... @ 85	Spts. Ether Co..... 50@ 55	Vermillion, English..... 70@ 75
Pil Hydrarg..... po. 80 @ 50	Spts. Myrela Dom..... @ 2 00	Green, Paris..... 14@ 18
Piper Nigra..... po. 22 @ 18	Spts. Vini Rect. bbl..... @ 7	Green, Peninsular..... 13@ 16
Piper Alba..... po. 35 @ 30	Spts. Vini Rect. 1/2 bbl..... @ 7	Lead, red..... 6 1/2@ 7
Pilx Burgun..... @ 7	Spts. Vini Rect. 10gal..... @ 7	Lead, white..... 6 1/2@ 7
Plumbi Acet..... 10@ 12	Strychnia, Crystal..... 80@ 1 05	Whiting, white Span..... @ 90
Pulvis Ipecac et Opil..... 30@ 1 50	Sulphur, Subl..... 2 1/2@ 4	Whiting, gliders'..... @ 95
Pyrethrum, boxes H. & P. D. Co., doz..... @ 75	Sulphur, Roll..... 2 1/2@ 3 1/2	White, Paris, Amer. cliff..... @ 1 25
Pyrethrum, pv..... 25@ 30	Tamarinds..... 2 1/2@ 3 1/2	Whiting, Paris, Eng. cliff..... @ 1 40
Quassa..... 8@ 10	Terebenth Venice..... 8@ 10	Universal Prepared..... 1 10@ 1 20
Quinia, S. P. & W..... 32@ 42	Theobroma..... 28@ 30	
Quinia, S. German..... 32@ 42	Vanilla..... 9 00@16 00	<b>Varnishes</b>
Quinia, N. Y..... 32@ 42	Zinci Sulph..... 7@ 8	No. 1 Turp Coach..... 1 10@ 1 20
Rubia Tinctorum..... 12@ 14		Extra Turp..... 1 60@ 1 70
Saccharum Lactis pv..... 18@ 20	<b>Oils</b>	Coach Body..... 2 75@ 3 00
Salacin..... 4 50@ 4 75	Whale, winter..... BBL. GAL. 70	No. 1 Turp Furn..... 1 00@ 1 10
Sanguis Draconis..... 40@ 50	Lard, extra..... 60	Extra Turk Damar..... 1 55@ 1 60
Sapo, W..... 12@ 14	Lard, No. 1..... 45	Jap. Dryer, No. 1 Turp..... 70@ 75
Sapo M..... 10@ 12		
Sapo G..... @ 15		

# HOLIDAY GOODS

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

Hazeltine & Perkins  
Drug Co.,  
Grand Rapids, Michigan



GROCERY PRICE CURRENT

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

ADVANCED

- Canned Apples
Raisins
Corn Syrup
Starch
Barreled Pork
Lard

DECLINED

- Spring Wheat Flour
Sugars.

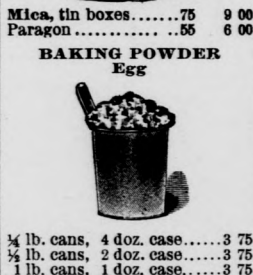
Index to Markets

By Columns

Table listing various grocery items and their prices, organized by columns A through Y. Includes items like Candles, Canned Goods, Carbon Oils, Cheese, etc.

1

Table listing items under column 1, including AXLE GREASE (Aurora, Castor Oil, Diamond, etc.) and BAKING POWDER (Egg).



JAXON

Table listing items under column 1, including Queen Flake and Royal.

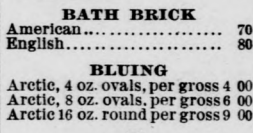


Table listing items under column 1, including BATH BRICK (American, English) and BLUING (Arctic, etc.).

2

Table listing items under column 2, including Stove (No. 3, No. 2, No. 1) and BUTTER COLOR.

Table listing items under column 2, including CANDLES (Electric Light, 8s, etc.) and CANNED GOODS (Apples, Blackberries, Beans, etc.).

Table listing items under column 2, including Blueberries, Brook Trout, Clams, and Clam Bouillon.

Table listing items under column 2, including Cherries, Corn, French Peas, and Gooseberries.

Table listing items under column 2, including Hominy, Lobster, Mackerel, and Mushrooms.

Table listing items under column 2, including Oysters, Peaches, Pears, and Peas.

Table listing items under column 2, including Pineapple, Pumpkin, Raspberries, and Russian Caviar.

Table listing items under column 2, including Salmon, Shrimps, and Sardines.

Table listing items under column 2, including Shoe and various other goods.

3

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

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

Table listing items under column 3, including CHEWING GUM and CHICORY.

Table listing items under column 3, including CHOCOLATE and CLOTHING LINES.

Table listing items under column 3, including COCOA and COCOA SHELLS.

Table listing items under column 3, including COFFEE and CREAMS.

Table listing items under column 3, including COCONUTS and CURRANTS.

Table listing items under column 3, including COCONUT TAFFY and COCONUT WAFFERS.

Table listing items under column 3, including COCONUT BUTTER and COCONUT OIL.

Table listing items under column 3, including COCONUT FLAVORING and COCONUT EXTRACTS.

Table listing items under column 3, including COCONUT CANDLES and COCONUT CANDY.

4

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

Table listing items under column 4, including Mocha and Arablan.

Table listing items under column 4, including Extract and Coupon Books.

Table listing items under column 4, including Credit Checks and Crackers.

Table listing items under column 4, including Soda and Oyster.

Table listing items under column 4, including Sweet Goods-Boxes and Assorted Cake.

Table listing items under column 4, including Belle Rose and Bent's Water.

Table listing items under column 4, including Cinnamon Bar and Coffee Cake.

Table listing items under column 4, including Coffee Cake, Java, and Coconut Macaroons.

Table listing items under column 4, including Coconut Taffy, Cracknells, and Creams.

Table listing items under column 4, including Creams, Iced, and Cream Crisp.

5

Table listing items under column 5, including Sugar Squares, Sultanas, Tutti Frutti, etc.

Table listing items under column 5, including E. J. Kruece & Co.'s baked goods and CREAM TARTAR.

Table listing items under column 5, including DRIED FRUITS (Apples, California Fruits, etc.) and Citron.

Table listing items under column 5, including Currants, Peels, and Citron American.

Table listing items under column 5, including Raisins, London Layers, and Loose Muscatels.

Table listing items under column 5, including Loose Muscatels, L. M. Seeded, and Sultanas.

Table listing items under column 5, including FARINACEOUS GOODS (Beans, Dried Lima, etc.) and Cream of Cereal.

Table listing items under column 5, including Cream of Cereal, Grain-O, and Grape Nuts.

Table listing items under column 5, including Grape Nuts, Postum Cereal, and Postum Cereal.

Table listing items under column 5, including Postum Cereal, Farina, and Bulk, per 100 lbs.

Table listing items under column 5, including Hominy, Soda, and Pearl, 200 lb. bbl.



**COLEMAN'S**  
HIGH FOOTE & JENKINS CLASS  
EXTRACTS

Vanilla Lemon  
2 oz panel .10 2 oz panel .75  
3 oz taper .20 4 oz taper .150

**JENNING'S FLAVORING**  
EXTRACTS

D. C. Lemon D. C. Vanilla  
2 oz .75 2 oz .124  
3 oz .100 3 oz .160  
6 oz .200 4 oz .200  
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  
Loins No. 3... 10 @14  
Ribs... 9 @12 1/2  
Rounds... 8 @ 8 1/2  
Chucks... 5 @ 5 1/2  
Plates... 4 @ 5 1/2

**Pork**  
Dressed... @ 7  
Loins... @ 3 1/2  
Boston Butts... @ 8  
Shoulders... @ 8 1/2  
Leaf Lard... @ 8

**Mutton**  
Carcass... 7 1/2 @ 9 1/2  
Lamb... 9 1/2 @ 10

**Veal**  
Carcass... 8 @ 9

**GRAINS AND FLOUR**

**Wheat**  
Wheat... 70

**Winter Wheat Flour**  
Local Brands  
Patents... 4 35  
Second Patent... 3 85  
Straight... 3 65  
Clear... 3 20  
Graham... 3 30  
Buckwheat... 4 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 75  
Diamond 1/4s... 3 75  
Diamond 1/8s... 3 75  
Worden Grocer Co.'s Brand  
Quaker 1/2s... 3 80  
Quaker 1/4s... 3 80  
Quaker 1/8s... 3 80

**Spring Wheat Flour**  
Clark-Jewell-Wells Co.'s Brand  
Pillsbury's Best 1/2s... 4 50  
Pillsbury's Best 1/4s... 4 40  
Pillsbury's Best 1/8s... 4 30  
Pillsbury's Best 1/4s paper... 4 30  
Ball-Barnhart-Putman's Brand  
Duluth Imperial 1/2s... 4 40  
Duluth Imperial 1/4s... 4 30  
Duluth Imperial 1/8s... 4 20  
Lemon & Wheeler Co.'s Brand  
Wingold 1/2s... 4 40  
Wingold 1/4s... 4 30  
Wingold 1/8s... 4 20

**Onley & Judson's Brand**  
Ceresota 1/2s... 4 40  
Ceresota 1/4s... 4 30  
Ceresota 1/8s... 4 20  
Worden Grocer Co.'s Brand  
Laurel 1/2s... 4 40  
Laurel 1/4s... 4 30  
Laurel 1/8s... 4 20  
Laurel 1/2s and 1/4s paper... 4 20

**Meal**  
Boiled... 2 75  
Granulated... 2 85

**Oats**  
Car lots... 39  
Car lots, clipped... 42  
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**  
Corn, car lots... 57 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

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

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

**LICORICE**  
Pure... 30  
Calabria... 23  
Sticky... 14  
Root... 10

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

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

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

**MOLASSES**  
Fancy Open Kettle... 40  
Choice... 35  
Fair... 26  
Good... 22

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

**OLIVES**  
Bulk, 1 gal. kegs... 1 25  
Bulk, 3 gal. kegs... 1 10  
Bulk, 5 gal. kegs... 1 00  
Manzanilla, 7 oz... 1 00  
Queen, pints... 2 35  
Queen, 19 oz... 4 50  
Queen, 28 oz... 7 00  
Stuffed, 5 oz... 90  
Stuffed, 8 oz... 1 45  
Stuffed, 10 oz... 2 30

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

Glorv Mayflower  
Satchel & Pacific  
Bottom Square

**PARIS GREEN**  
Bulk... 14  
Packages, 1/2 lb., each... 13  
Packages, 1/4 lb., each... 17  
Packages, 1 lb., each... 16

**PICKLES**  
Medium  
Barrels, 1,200 count... 6 50  
Half bbls, 600 count... 3 75

**POTASH**  
48 cans in case... 4 00  
Babbitt's... 3 00  
Penna Salt Co.'s... 3 00

**PROVISIONS**  
Barroled Pork  
Mess... @15 25  
Back... @15 00  
Clear back... @15 00  
Short cut... @18 25  
Pig... @18 00  
Bean... @13 00  
Family Mess... @16 00

**Dry Salt Meats**  
Bellies... 9 1/4  
Briskets... 9 1/2  
Extra shorts... 8 1/2

**Smoked Meats**  
Hams, 12 lb. average... @ 11 1/2  
Hams, 14 lb. average... @ 11 3/4  
Hams, 16 lb. average... @ 11 5/8  
Hams, 20 lb. average... @ 13 1/2  
Ham dried beef... @ 9 1/2  
Shoulders (N. Y. cut)... @ 10 1/2  
Bacon, clear... @ 10 1/2  
California hams... @ 9 1/2  
Boiled Hams... @ 17 1/2  
Bonic Boiled Hams... @ 13  
Berlin Ham pr's'd... @ 8 1/2  
Mince Hams... @ 9

**Lards-In Tiresos**  
Compound... 7 1/4  
Pure... 9 1/4  
Vegetole... 7 1/2

**Sausages**  
Bologna... 5 1/4  
Liver... 4  
Frankfort... 7 1/4  
Pork... 7 1/4  
Blood... 6 1/4  
Tongue... 9  
Headcheese... 6

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

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

**Tripe**  
Kits, 15 lbs... 70  
1/2 bbls., 40 lbs... 1 25  
1/2 bbls., 50 lbs... 1 25

**Casings**  
Pork... 21  
Beef rounds... 3  
Beef middles... 60  
Sheep... 2 25

**Butterine**  
Solid, dairy... 11 @  
Rolls, dairy... 11 1/2 @  
Rolls, creamery... 14 1/2 @  
Solid, creamery... 14

**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... 50  
Potted tongue, 1/4s... 90

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

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

**SALE RATUS**  
Packed 60 lbs. in box.  
Church's Arm and Hammer... 3 15  
Deland's... 3 00  
Dwight's Cow... 3 15  
Emblem... 2 05  
L. P... 3 00  
Wyandotte, 100 3/4s... 3 00

**SAL SODA**  
Granulated, bbls... 90  
Granulated, 100 lb. cases... 1 00  
Lump, bbls... 1 00  
Lump, 145 lb. kegs... 85

**SALT**  
Buckeye  
100 3 lb. bags... 3 00  
50 6 lb. bags... 3 00  
22 12 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 1 lb. sacks... 22  
28 lb. sacks... 22

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

**Ashton**  
56 lb. dairy in linen sacks... 60  
56 lb. dairy in linen sacks... 60  
56 lb. sacks... 25

**Common.**  
Granulated Fine... 35  
Medium Fine... 90

**SALT FISH**  
Cod  
Georges cured... @ 6  
Georges genuine... @ 6 1/2  
Grand Bank... @ 7  
Strips or bricks... 6 1/2 @ 10 1/2 @ 3 1/4  
Pollock... @ 3 1/2

**Halibut.**  
Strips... @ 10  
Chunks... @ 12

**Trout**  
No. 1 100 lbs... 6 00  
No. 1 40 lbs... 2 70  
No. 1 10 lbs... 75  
No. 1 8 lbs... 63

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

**SEEDS**  
Anise... 9  
Canary, Smyrna... 4  
Caraway... 6  
Cardamon, Malabar... 8  
Celery... 12  
Hemp, Russian... 4 1/2  
Mixed Bird... 4 1/2  
Mustard, white... 9  
Poppy... 10  
Rape... 10 1/2  
Cuttie Bone... 15

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

**SNUFF**  
Scotch, in bladders... 37  
Maccaboy, in jars... 35  
French Kapee, 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  
Peekin... 4 00  
Detroit Soap Co. brands—  
Queen Anne... 3 15  
Big Bargain... 1 75  
Umple... 2 15  
German Family... 2 45  
Dingman Soap Co. brand—  
Dingman... 3 85  
N. K. Fairbanks brands—  
Santa Claus... 3 25  
Brown King... 2 40  
Falry... 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 40  
Cuba... 1 95  
50 cakes... 1 95  
Ricker's Magnetic... 3 90

**Lautz Bros. brands—**  
Big Aome... 4 00  
Acme 5c... 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. Wristley brands—  
Good Cheer... 3 80  
Old Country... 3 20

Sapallo, kitchen, 3 doz... 2 40  
Sapallo, hand, 3 doz... 2 40

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

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

**Pure Ground in Bulk**  
Allspice... 16  
Cassia, Batavia... 28  
Cassia, Saigon... 48  
Cloves, Zanzibar... 17  
Cloves, Amboyne... 15  
Ginger, African... 18  
Ginger, Cochin... 25  
Ginger, Jamaica... 65  
Mace... 65  
Mustard... 18  
Pepper, Singapore, black... 20  
Pepper, Singapore, white... 28  
Pepper, Cayenne... 20  
Sage... 20

**SYRUPS**  
Corn  
Barrels... 24  
Half bbls... 26  
1 gallon cans, per doz... 3 60  
1/2 gallon cans, per doz... 2 00  
1/4 gallon cans, per doz... 1 02

**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 1/4

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

**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  
Nlbs... 37  
Sittings... 19 @ 21  
Fannings... 20 @ 22

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

**BEST GLOSS STARCH**  
FREE FROM ACID—ALKALI  
CHAS. POPE GLUCOSE CO. CHICAGO

**BEST GLOSS STARCH**  
FREE FROM ACID—ALKALI  
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**BEST GLOSS STARCH**  
FREE FROM ACID—ALKALI  
CHAS. POPE GLUCOSE CO. CHICAGO

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

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

**STOVE POLISH**

**Enameline**  
Enameline  
Enameline

**Young Hyson**  
Choice... 30  
Fancy... 36

**Oolong**  
Formosa, fancy... 42  
Amoy, medium... 25  
Amoy, choice... 32  
English Breakfast  
Medium... 27  
Choice... 34  
Fancy... 42

**India**  
Ceylon, choice... 32  
Fancy... 42

**TOBACCO**  
American Cigar Factory brands

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

Domino... 5 75  
Cut Leaf... 5 75  
Crushed... 5 75  
Cubes... 5 50  
Powdered... 5 35  
Coarse Powdered... 5 25  
XXXX Powdered... 5 40  
Standard Granulated... 5 25  
Fine Granulated... 5 25  
Coarse Granulated... 5 35  
Extra Fine Granulated... 5 50  
Conf. Granulated... 5 50  
2 lb. bags Fine Gran... 5 40  
5 lb. bags Fine Gran... 5 60  
Mould A... 5 25  
Diamond A... 5 05  
Confectioner's A... 5 05  
No. 1, Columbia A... 4 90  
No. 2, Windsor A... 4 85  
No. 3, Ridgewood A... 4 85  
No. 4, Phoenix A... 4 80  
No. 5, Empire A... 4 75  
No. 6... 4 65  
No. 7... 4 55

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

**S.C.W.**



12

Table listing various goods under category 12, including Lubetsky Bros. Brands, Fine Cut, Plug, Smoking, and TABLE SAUCES.

LEA & PERRIN'S SAUCE

The Original and Genuine Worcestershire. Lea & Perrin's, large, 3 7/8...

TWINE

Cotton, 3 ply, 16; Cotton, 4 ply, 16; Jute, 2 ply, 12; Hemp, 6 ply, 12...

WASHING POWDER

Gold Dust, regular, 4 50; Gold Dust, 5c, 4 00; Rub-No-More, 3 50...

WOODENWARE

Bushels, 95; Bushels, wide band, 1 15; Market, 30; Splint, large, 4 00...

13

Table listing various goods under category 13, including Butter Plates, Egg Crates, Clothes Pins, Mop Sticks, Pails, Toothpicks, Wash Boards, WRAPPING PAPER, FRESH FISH, HIDES AND PELTS, and Tallow.

YEAST CAKE

Magic, 3 doz, 1 00; Sunlight, 3 doz, 1 00; Sunlight, 1 1/2 doz, 50...

FRESH FISH

White fish, Per lb, 9; Trout, 9; Black Bass, 10 1/2; Halibut, 14...

HIDES AND PELTS

The Cappon & Bertsch Leather Co., 100 Canal Street, quotes as follows: Hides, Green No. 1, 6 1/2...

Tallow

No. 1, 4 1/2; No. 2, 3 1/2; Wool, Washed, fine, 15 1/2...

CANDIES

Stick Candy, Standard, bbls. palls, 7 1/2; Standard H. H., 7 1/2...

14

Table listing various goods under category 14, including Mixed Candy, Fancy-In Pails, Fancy-In 5 lb. Boxes, FRUITS, and ORANGES.

FRUITS

Florida Russett, 2; Florida Bright, 2; Fancy Navel, 2...

ORANGES

Florida Russett, 2; Florida Bright, 2; Fancy Navel, 2...

LEMONS

Messina, 300s, 5 00; Messina, 360s, 4 75; California 360s, 4 75...

BANANAS

Medium bunches, 1 50; Large bunches, 2 00; Foreign Dried Fruits, Figs, California, Fancy, Cal. pkg, 10 lb. boxes...

DATES

Fards in 10 lb. boxes, 5; Fards in 60 lb. cases, 5 1/2; Hallow, lb. cases, new, 5 1/2...

NUTS

Almonds, Tarragona, 17; Almonds, Ivica, 16; Almonds, California, soft shelled, 16 1/2...

15

Table listing various goods under category 15, including AKRON STONWARE, Butters, Churns, Milkpans, Fine Glazed Milkpans, Stevpanns, Jugs, Sealing Wax, LAMP BURNERS, LAMP CHIMNEYS, First Quality, XXX Flint, Pearl Top, La Bastie, Rochester, Electric, OIL CANS, LANTERNS, and MASON FRUIT JARS.

AKRON STONWARE

Butters, 1/2 gal., per doz, 48; 2 to 6 gal., per gal., 6; 8 gal. each, 52...

CHURNS

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

MILK PANS

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

FINE GLAZED MILK PANS

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

STEV PANS

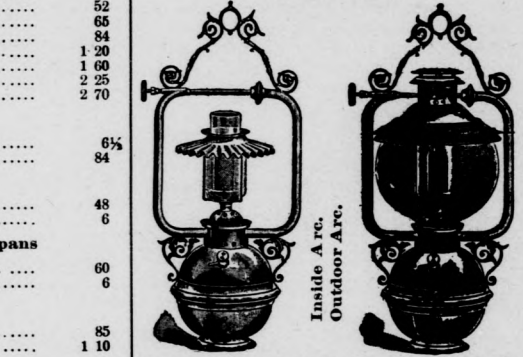
1/2 gal. fireproof, ball, per doz, 85; 1 gal. fireproof, ball, per doz, 1 10...

JUGS

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

"Summer Light"

Light your Hotels, Cottages and Camps with the "NULITE"

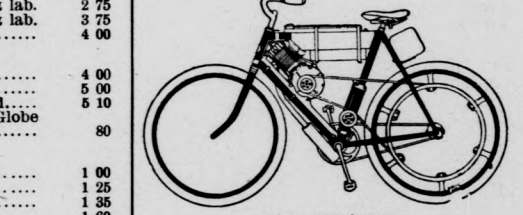


Incandescent Vapor Gas Lamps. Superior to electricity or carbon gas. Cheaper than coal oil lamps. No smoke, no odor, no wicks, no trouble. Absolutely safe. A 20th century revolution in the art of lighting. Arc Lamps, 750 candle power, for indoor or outdoor use...

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

A Suggestion

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



Auto-Bi, \$200

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

ADAMS & HART, Grand Rapids Michigan Sales Agents

PARIS GREEN LABELS

The Paris Green season is at hand and those dealers who break bulk must label their packages according to law. We are prepared to furnish labels which meet the requirements of the law, as follows:

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

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

Glover's Gem Mantles

are superior to all others for Gas or Gasoline. Glover's Wholesale Merchandise Co. Grand Rapids, Mich. Manufacturers Importers and Jobbers of GAS and GASOLINE SUNDRIES

Office Stationery LETTER, NOTE AND BILL HEADS TRADESMAN COMPANY, GRAND RAPIDS

TRADESMAN COMPANY, GRAND RAPIDS, MICH.



**Cured Immediately by the Wrong Prescription.**  
From the Chicago Post.

Old man Henderson, good hearted and well meaning, although distractedly absent minded, started out from his home on a farm near Downer's Grove one day not a long while back, bound for Chicago. He was going to spend a whole day in the city; he was going to do the annual shopping for the family and some of the neighbors; and he was going to spend the night with his son, Fred, who lives on the North Side—all of which go to make up an event of some moment in the Henderson family.

"Now, John," said his good wife, Mary, at the breakfast table that morning, "there are a few extra things I want you to get for me this year. You know things are so much cheaper in town."

"All right, Mary," he returned good naturedly, "you just make a list of what you want and I'll fetch 'em to you."

So just before Mr. Henderson stepped into the carryall which was waiting to take him to the station from the farm his wife hurried out and handed him a slip of paper.

"I didn't have time to think of all the things I needed in the house, but here are a few," she said.

Mr. Henderson put the piece of paper in his vest pocket, kissed his wife and was gone. It was quite a thing for John Henderson to go to Chicago, albeit he lived but twenty-five miles away.

Therefore, when he did go preparations were made to receive him. Fred's wife met him at the train and went about on his shopping tour with him. But he forgot the slip his wife had given him. When he thought they had finished they went to an ice cream parlor and had some refreshments and took luncheon with Fred. In the afternoon they went to Lincoln Park. While they were looking at the animals the old man was taken with cramps.

"It must be the ice cream, Jennie," he said to his daughter-in-law, and she, fearing that he had typhoid fever or something quite as malignant, immediately called a cab and hurried him off to the office of the family physician.

Now, this dispenser of knowledge and advice on all things medical was a shining light in the community in which he lived. He boasted of the fact that during the five years he had practiced he had lost only seven cases. Those, he said, were turned over to him after it was too late. Never when he had been given first chance at a patient, he was wont to say, had he failed to furnish relief.

When Fred's wife and her aged father-in-law arrived the doctor was reading a paper. He diagnosed the case and said it wasn't anything serious. His very manner was convincing and both the visitors were relieved.

"I can fix you up in about two minutes, my man," was his cheering remark as he wrote out a prescription.

Mrs. Fred had so much confidence in the physician's opinion that her husband's father was not going to be seriously ill that she consented to his going alone to the drug store to have the prescription filled, while she went on home to superintend the preparation of the evening meal.

"I want this filled," said old Mr. Henderson to the clerk behind the counter, taking a slip of paper from his pocket and handing it to him.

The youth looked worried as he looked at the paper.

"Want it filled, did you say?" he asked.

"Yes, I want it filled," was the answer. "Dr. Jones just gave it to me."

"It's the oddest prescription I ever put up," said the clerk, "but I suppose Dr. Jones knows. Guess, he means equal parts, although he doesn't say so," he added.

He went back of the partition and soon returned with a bottle filled with a brown mixture.

"There are no directions with this," he said, as he wrapped a paper around it, "but I suppose you can take it as

you would an ordinary tonic—a teaspoonful in half a glass of water half an hour before each meal and before you go to bed. I wouldn't take any more of it than I had to, however," he continued, as he handed the old man the bottle.

That evening Mr. Henderson felt fine and dandy. He had taken two doses of the medicine, notwithstanding the advice of the clerk, and his gripes had gone.

"That must be fine stuff Dr. Jones gave me," he said to Fred's wife. "Guess I'll get another bottle and take it home in case any of the folks get taken with pains."

On the way home the next day he stopped at the drug store and called the clerk to him.

"Young man, did you keep that prescription Dr. Jones gave me yesterday and I had filled here?"

"I did," said the obliging young man; "just a moment. Here, is this it?" he said, returning from the rear of the store and handing Mr. Henderson the slip of paper. "Did you want a copy of it?" he asked, as the old man took it in his hand.

"No, I don't exactly want that," he said, "but I would like another bottle of the mixture. It's fine stuff. Great Scott!" exclaimed the old man, "is that what you put up for me? Why, that's Mary's list—sugar, lemons and rhubarb."

They haven't decided yet whom the joke was on—the old man or the physician.

**Detecting Food Adulterants.**  
From the Philadelphia Post.

One of the most striking features of the exhibit of the Department of Agriculture at Buffalo is a collection of silks dyed with food adulterants.

If you get some blackberry juice, say, on your clothing, and apply ammonia to the stain, the spot will change color, but will not come out; the dye will remain in the fabric. On the other hand, if the spot is made by some aniline dye or other artificial substance, such as is commonly employed in counterfeiting jellies and wines, and the same treatment is applied, the coloring will pass into the ammonia. You may then dip a piece of white silk or other cloth into the ammonia, and it will take the dye which has been thus communicated.

Now, this is precisely the method used by the chemists of the Department of Agriculture for testing foods and drinks, to discover whether they contain artificial dyes. If the cloth dipped in the ammonia takes the stain, the evidence of fraud is conclusive. The collection of silks shown at Buffalo exhibits the results obtained by many such trials, and it is surprising to observe how beautifully many of the fabrics are colored. They are of almost every hue of the rainbow.

One piece of silk is a brilliant red from a substance called "rosaline," used for coloring meats, such as corned beef and sausage. A yard of pink is tinted with dye from preserved cherries, and another yard of salmon hue owes its beauty to currant jam. Various kinds of jellies give other colors; there is a fine purple from port wine, a magenta from Burgundy, a light red from tomato catsup, and a pretty yellow from soda water flavoring.

One sample of Burgundy yielded three colors—red, orange and blue. The first dyeing gave purple (from red and blue); the second green (from the blue that was left), combined with yellow), and the third a delicate yellow. All three colors had been put into the wine by the manufacturer, and it was possible for him, by varying the proportions, to get any shade he wanted. Such things are interesting, as showing the extent to which food adulteration is carried.

**Lost Opportunity.**

Dr. Lancet—Well, Pincers has brought his patient through without having recourse to an operation after all.

Dr. Probe—Of course that is a good thing for the patient, but, just think, it was only a week ago that Dr. Pincers bought a splendid set of surgical tools.

**Hardware Price Current**

Ammunition		Levels	
Caps		Stanley Rule and Level Co.'s.....dis	70
G. D., full count, per m.....	40	<b>Mattocks</b>	
Hicks' Waterproof, per m.....	50	Adze Eye.....\$17 00..dis	70-10
Musket, per m.....	75	<b>Metals—Zinc</b>	
Ely's Waterproof, per m.....	60	600 pound casks.....	7 1/2
Cartridges		Per pound.....	8
No. 22 short, per m.....	2 50	<b>Miscellaneous</b>	
No. 22 long, per m.....	3 00	Bird Cages.....	40
No. 32 short, per m.....	5 00	Pumps, Clistern.....	75
No. 32 long, per m.....	5 75	Screws, New List.....	85
Primers		Casters, Bed and Plate.....	50&10&10
No. 2 U. M. C., boxes 250, per m.....	1 20	Dampers, American.....	50
No. 2 Winchester, boxes 250, per m.....	1 20	<b>Molasses Gates</b>	
Gun Wads		Stebbins' Pattern.....	60&10
Black edge, Nos. 11 and 12 U. M. C.....	60	Enterprise, self-measuring.....	30
Black edge, Nos. 9 and 10, per m.....	70	<b>Pans</b>	
Black edge, No. 7, per m.....	80	Fry, Acme.....	60&10&10
Loaded Shells		Common, polished.....	70&85
New Rival—For Shotguns		<b>Patent Planished Iron</b>	
No. 120.....	100	"A" Wood's patent planished, Nos. 24 to 27	10 75
No. 129.....	100	"B" Wood's patent planished, Nos. 25 to 27	9 75
No. 128.....	100	Broken packages 1/4c per pound extra.	
No. 126.....	100	<b>Planes</b>	
No. 135.....	100	Ohio Tool Co.'s, fancy.....	50
No. 154.....	100	Setola Bench.....	50
No. 200.....	100	Sandusky Tool Co.'s, fancy.....	50
No. 208.....	100	Bench, first quality.....	50
No. 236.....	100	<b>Nails</b>	
No. 265.....	100	Advance over base, on both Steel and Wire.	
No. 264.....	100	Steel nails, base.....	2 65
Discount 40 per cent.		Wire nails, base.....	2 65
Paper Shells—Not Loaded		10 to 16 advance.....	Base
No. 10, pasteboard boxes 100, per 100.....	72	8 advance.....	5
No. 12, pasteboard boxes 100, per 100.....	64	6 advance.....	10
Gunpowder		4 advance.....	30
Kegs, 25 lbs., per keg.....	4 00	3 advance.....	45
1/2 kegs, 12 1/2 lbs., per 1/2 keg.....	2 25	2 advance.....	70
1/4 kegs, 6 1/4 lbs., per 1/4 keg.....	1 25	Fine 3 advance.....	50
Shot		Casing 10 advance.....	15
In sacks containing 25 lbs.		Casing 8 advance.....	25
Drop, all sizes smaller than B.....	1 65	Casing 6 advance.....	35
<b>Augurs and Bits</b>		Finish 8 advance.....	35
Snell's.....	60	Finish 6 advance.....	45
Jennings genuine.....	25	Barrel 1/2 advance.....	85
Jennings' imitation.....	50	<b>Rivets</b>	
<b>Axes</b>		Iron and Tinned.....	50
First Quality, S. B. Bronze.....	6 00	Copper Rivets and Burs.....	45
First Quality, D. B. Bronze.....	9 00	<b>Roofing Plates</b>	
First Quality, S. B. S. Steel.....	6 50	14x20 IC, Charcoal, Dean.....	6 50
First Quality, D. B. Steel.....	10 50	14x20 IX, Charcoal, Dean.....	7 50
<b>Barrows</b>		20x28 IC, Charcoal, Allaway Grade.....	13 00
Railroad.....	12 00	14x20 IC, Charcoal, Allaway Grade.....	5 50
Garden.....	29 00	14x20 IX, Charcoal, Allaway Grade.....	6 50
<b>Bolts</b>		20x28 IC, Charcoal, Allaway Grade.....	11 00
Stove.....	60	20x28 IX, Charcoal, Allaway Grade.....	13 00
Carriage, new list.....	65	<b>Ropes</b>	
Plow.....	50	Sisal, 1/2 inch and larger.....	8
<b>Buckets</b>		Manilla.....	11
Well, plain.....	\$4 00	<b>Sand Paper</b>	
<b>Butts, Cast</b>		List acct. 19, '86.....dis	50
Cast Loose Pin, figured.....	65	<b>Sash Weights</b>	
Wrought Narrow.....	60	Solid Eyes, per ton.....	25 00
<b>Chain</b>		<b>Sheet Iron</b>	
1/4 in. 5-16 in. 1/2 in. 3/4 in.		com. smooth. com.	
Com.....	7 c. 6 c. 5 c. 4 1/2 c.	Nos. 10 to 14.....	\$3 20
BB.....	8 1/2 7 1/2 6 1/2 5 1/2	Nos. 15 to 17.....	3 20
BBB.....	8 3/4 7 3/4 6 3/4 5 3/4	Nos. 18 to 21.....	3 30
<b>Crowbars</b>		Nos. 22 to 24.....	3 60
Cast Steel, per lb.....	6	Nos. 25 to 26.....	3 70
<b>Chisels</b>		Nos. 27.....	3 80
Socket Firmer.....	65	All Sheets No. 18 and lighter, over 30 inches wide, not less than 2-10 extra.	3 80
Socket Framing.....	65	<b>Shovels and Spades</b>	
Socket Corner.....	65	First Grade, Doz.....	8 00
Socket Slicks.....	65	Second Grade, Doz.....	7 50
<b>Elbows</b>		<b>Solder</b>	
Com. 4 piece, 6 in., per doz.....net	65	1/2@1/4.....	19
Corrugated, per doz.....	1 25	The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.	
Adjustable.....dis	40&10	<b>Squares</b>	
<b>Expansive Bits</b>		Steel and Iron.....	
Clark's small, \$18; large, \$26.....	40	Tin—Melyn Grade	
Ives' 1, \$18; 2, \$24; 3, \$30.....	25	10x14 IC, Charcoal.....	\$ 8 50
<b>Files—New List</b>		14x20 IC, Charcoal.....	8 50
New American.....	70&10	20x14 IX, Charcoal.....	9 75
Nicholson's.....	70	Each additional X on this grade, \$1.25.	
Heller's Horse Rasps.....	70	<b>Tin—Allaway Grade</b>	
<b>Galvanized Iron</b>		10x14 IC, Charcoal.....	7 00
Nos. 16 to 20; 22 and 24; 25 and 26; 27, List 12 13 14 15 16.	28 17	14x20 IC, Charcoal.....	7 00
Discount, 60.....	17	10x14 IX, Charcoal.....	8 50
<b>Gauges</b>		14x20 IX, Charcoal.....	8 50
Stanley Rule and Level Co.'s.....	60&10	Each additional X on this grade, \$1.50	
<b>Glass</b>		<b>Boiler Size Tin Plate</b>	
Single Strength, by box.....dis	80&20	14x56 IX, for No. 8 Boilers, } per pound..	10
Double Strength, by box.....dis	80&20	14x56 IX, for No. 9 Boilers, }	
By the Light.....dis	80&20	<b>Traps</b>	
<b>Hammers</b>		Steel, Game.....	75
Maydole & Co.'s, new list.....dis	33 1/2	Onelda Community, Newhouse's.....	40&10
Yerkes & Plumb's.....dis	40&10	Onelda Community, Hawley & Norton's.....	65
Mason's Solid Cast Steel.....	30c list	Mouse, choker per doz.....	15
<b>Hinges</b>		Mouse, delusion, per doz.....	1 25
Gate, Clark's 1, 2, 3.....dis	60&10	<b>Wire</b>	
<b>Hollow Ware</b>		Bright Market.....	60
Pots.....	50&10	Annealed Market.....	60
Kettles.....	50&10	Coppered Market.....	50&10
Spiders.....	50&10	Tinned Market.....	50&10
<b>Horse Nails</b>		Coppered Spring Steel.....	40
Au Sable.....dis	40&10	Barbed Fence, Galvanized.....	3 25
<b>House Furnishing Goods</b>		Barbed Fence, Painted.....	2 85
Stamped Tinware, new list.....	70	<b>Wire Goods</b>	
Japanned Tinware.....	20&10	Bright.....	80
<b>Iron</b>		Screw Eyes.....	80
Bar Iron.....	2 25 c rates	Hooks.....	80
Light Band.....	3 c rates	Gate Hooks and Eyes.....	80
<b>Knobs—New List</b>		<b>Wrenches</b>	
Door, mineral, jap. trimmings.....	75	Baxter's Adjustable, Nickeled.....	30
Door, porcelain, jap. trimmings.....	85	Coe's Genuine.....	30
<b>Lanterns</b>		Coe's Patent Agricultural, Wrought.....	70&10
Regular 0 Tubular, Doz.....	5 00		
Warren, Galvanized Found.....	6 00		



**The Grocery Market.**

Sugar—The raw sugar market is weaker and during the week dropped first to 4 1-16c for 96 deg. test centrifugals and then to 4c. The demand is light and very few sales are made even at this price. At this time last year the quotation for 96 deg. test centrifugals was 4 3/4c. Sugars were then very scarce throughout the country and some refiners had to cease melting. This year, however, it is quite different, as now there is a prospect of 1,000,000 tons excess. Should the demand for refined sugars improve, the price of raws will, undoubtedly, advance, but under the present condition of affairs the outlook is not very promising. The refined market is very quiet. Buyers have had no confidence in the market and have been expecting a decline, consequently would make no purchases. Their expectations were realized Monday when all grades declined 10 points. It is reported that stocks of refined are small throughout the country in the hands of grocers and an increased demand is expected. Refiners are now in a position to make prompt deliveries and sugars are accumulating, as the production exceeds the demand.

Canned Goods—The canned goods market is still very strong, but buying is not quite so active as it has been, excepting tomatoes. They are difficult to obtain at any price and any bargains are quickly snapped up. Prices are very firmly held. Some packers are advancing same and some are not offering any at all. Most of the buying has shifted to the smaller articles, such as oysters, string beans, pineapples and peaches, but orders for these goods are not very large. Peas are very firmly held, but the demand for them seems to have abated and they are very quiet. The general feeling indicates possible improvement in the near future. Corn is steady, but sales are small, the high prices frightening buyers for the time.

Tea—The tea market shows no improvement and trade remains slow and unsatisfactory. Prices, however, are considered rock bottom and there was no disposition shown to grant concessions. Molasses and Syrups—Buyers purchase molasses sparingly, taking only sufficient supplies to meet the usual slow summer demand in consuming markets. Supplies continue moderate in the hands of dealers and as the former will be hardly adequate to fill the wants of buyers until the arrival of new crop molasses, prices are meanwhile being fully maintained. Corn syrup is very firm and has again advanced 1/2c per gallon and 3c per case.

Nuts—Brazil nuts are held very firmly at full prices, but almonds are easy and some concessions in price are granted. Peanuts are in good demand at unchanged prices.

**The Boys Behind the Counter.**

Albion—George Webster, with F. C. Headington, has taken a position as head silk and black goods man with Speyer's dry goods house at Kalamazoo. Sears—Joel Davis is in charge of the general store of Frank Bark for four weeks, during which time Mr. Bark will visit the Pan-American and his old home in Massachusetts. Kalamazoo—Glenn Hathaway has resigned his position with Olin, White & Olin and is now with Flexner Brothers, in charge of their cloak and suit department. Lansing—Horace Harwood, salesman for Burnham & Co. for the past twelve

years, has gone to Detroit to take a position with Hunter & Hunter. Allegan—Hiram C. Clapp has resigned his position with John C. Stein & Co. and expects to go to Stewart, Ia., about September 1 to take the position of business manager with the J. B. Grove Dry Goods Co. Kalamazoo—L. E. Baxter, who has been several years with the Speyer dry goods store, will go on the road soon for the French Garment Co. Central Lake—John L. Pelton, bookkeeper for Liken, Brown & Co., has arranged to go into business for himself and the first of next month will join with W. J. Crego, of Ellsworth, under the firm name of Crego & Pelton, to carry on the hardware and farm implement business at that place. St. Joseph—Julius Kreiger has resigned his position with Charles Miller & Son and will take one with Morrow & Stone, in Benton Harbor.

port are considering the question of combining. There are now about as many canneries outside the combine as there are inside and if the promoters succeed in rounding them all up it will be a formidable competitor. It has been reported that some of those interested have been in New York of late perfecting arrangements, but it is impossible to secure any confirmation of the story. Dried Fruits—There was a little more business throughout the dried fruit market, with increased enquiry on most varieties. General conditions seem to indicate enlarged business in the near future. The demand for prunes of about all sizes is good, but there are only light supplies available, which creates additional firmness and causes holders to insist upon receiving full prices before they do business. Raisins are in good demand at previous prices. Spot stocks of all grades are light and prices are firmly held. Seeded are in good demand and are rapidly moving into consumption. There has been considerable buying of apricots, both spot and futures. Supplies of spot goods are light and holders show no anxiety to sell. There has been an advance during the past week amounting to about 1c per pound on futures, which are still firmly held. Peaches are quiet, but spot stocks being light, everything is firmly held. Currants are firmly held, but the demand is light at present. The outlook favors a good crop of good quality fruit.

Rice—The market remains strong, with a continued good demand. Full prices are realized for all grades. The statistical position is strong and high prices are expected. Advices from the South note that although crop conditions are good, the present is a most anxious time for planters, who fear storms of wind and rain, which often come at this season and destroy the work of many months.

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**Ready For the Struggle.**

"The union," announced the labor leader, "is now in a financial position to stand a strike."

"Will the members receive full pay while they are out?" enquired a workman.

"Certainly not," was the reply, "but the officers and walking delegates will."

## 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.**

**MERCHANTS DESIROUS OF CLOSING** out entire or part stock of shoes or wishing to dispose of whatever undesirable for cash or on commission correspond with Ries & Guettel, 12-128 Market St., Chicago, Ill. 6

**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

**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

**10 ACRE FARM CHEAP FOR CASH; OR** 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

**FOR SALE—DRUG STORE; EXCELLENT** location and trade; no cut prices; best of reasons for selling; must be sold at once or not at all. Address No. 12, care Michigan Tradesman. 12

**TO EXCHANGE OR FOR SALE—ONE OF** the best and richest 80 acre farms in Southern Michigan for a good flour and feed mill. Address Box 149, Sherwood, Mich. 13

**WHAT HAVE YOU TO EXCHANGE IN** real estate or stock of goods in Michigan for valuable patent and stock, for a useful, fast-selling article, suitable for mail order or agency business? A money maker. Address Climax Novelty Co., Goshen, Indiana. 14

**TO EXCHANGE—FOR A CLEAN STOCK** merchandise, brick block. Address H. Spangler, Leipsic, Ohio. 15

**WANTED—A SMALL DRUG STOCK IN** good town for cash. Address D. M. Byers, Fruitport, Mich. 16

**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. 17

**FOR SALE—A GOOD CLEAN STOCK OF** clothing, dry goods and shoes in one of the best towns of 1,500 population in Northern Michigan. In the midst of the best lumbering and farming country. Reason for selling, sickness. Stock invoices between \$15,000 and \$16,000, all new fresh goods. Have been in the business only a year and a half. If it was not for sickness, wouldn't sell for \$3,000 profit. Must be sold in short time. Address No. 3, care Michigan Tradesman. 18

**FOR SALE—SET OF MEAT MARKET** tools, in good condition. Address No. 1, care Michigan Tradesman. 1

**FOR SALE—A FIRST-CLASS LAUNDRY** plant in Southern Michigan. Fully equipped and doing good business. Will be sold cheap if taken soon. Address No. 998, care Michigan Tradesman. 998

**FOR RENT—A GOOD BRICK STORE ON** the best corner in the city; a good enterprising town; splendid chance for a good dry goods and shoe business. Address Box 16, Clare, Mich. 989

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

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

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

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

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

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

**AN OPENING—A MEAT MARKET BUSI-** ness; established trade of \$2,000 per month; practically cash business; owner lost his wife; bound to leave. Address Decker & Jean, Grand Rapids, Mich. 992

**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, Bloomington, Mich. 980

**CHOICE 80 ACRE FARM FOR SALE OR** trade. Box 33, Epsilon, Mich. 985

**A SPLENDID GENERAL STORE, HOTEL** and livery, a great stand for business; good transient trade; number of steady boarders. Sell or exchange for A1 farm. Address R. A. Butwell, Wixom, Mich. 976

**FOR SALE—A FIRST-CLASS SHINGLE** and the mill in very best repair; center crank engine, 12x16; plenty boiler room; Perkins shingle mill; bolter cut off, drag and knot saws; elevator; endless log chains; gummer; belting all in first-class shape; mill now turning out 40 to 50 M. shingles per day. Any one wanting such a mill will do well to investigate. Will trade for stock of groceries. Address A. R. Morehouse, Big Rapids, Mich. 970

**FOR SALE—COUNTRY STORE DOING** good business. For particulars address J. B. Adams, Frost, Mich. 966

**FOR SALE—DRUG STORE IN A THRIV-** ing Northern Michigan resort town. Stock invoices about \$1,500. Best of reasons for selling. Bright new stock, good trade. Address Bower's Drug Store, Indian River, Mich. 947

**FOR SALE, CHEAP—\$1,500 STOCK GEN-** eral merchandise. Address No. 945, care Michigan Tradesman. 945

**FOR SALE—BEST MONEY-MAKING GRO-** cery in the State, all sales spot cash; old established stand, 40x80; low rent; stock about \$5,000; can reduce to suit; no unsalable goods; making over \$3,000 net per annum. The Philadelphia Chemical Co. is building a plant near my store. It appropriated nine million dollars for this; our ship yards built the famous Erie and Tashmo, and are building two vessels to cost over half a million each; have two large soda and many other plants; this is the second largest shipping point in the State; our postoffice rates second; reason for selling, wish to take an interest in a wholesale grocery in Detroit. Carl Dice, Wyandotte, Mich. 939

**FOR SALE OR RENT—TWO BRICK STORES** connected with arch, 2x2x80 each; suitable for department or general store, of which we have need here; will rent one or both. Write P. O. Box 556, Mendon, Mich. 936

**ROMEYN-PARSONS PAYS CASH FOR** R stocks of merchandise (not a trader or broker). Grand Lodge, Mich. 920

**IF GOING OUT OF BUSINESS OR IF YOU** have a bankrupt stock of clothing, dry goods, or shoes, communicate with The New York Store, Traverse City, Mich. 728

**MISCELLANEOUS**

**WANTED—SITUATION BY REGISTERED** pharmacist; 29 years of age; married; good manufacturer and all around man. Address Fred Spencer, Box 173, Muskegon, Mich. 9

**I DESIRE TO REPRESENT RESPONSIBLE** house in Baltimore, Philadelphia and New York, three-year contract. Salary, \$1,500 and commissions. Address No. 1000, care Michigan Tradesman. 1000

**WANTED—SITUATION BY YOUNG MAN** in general store; has had several years' experience. Can furnish good references. Address No. 997, care Michigan Tradesman. 997

**PAN-AMERICAN ACCOMMODATIONS AT** private house, conveniently located. Lodging, one dollar each. Address LeRoy S. Oatman, Sec'y, Buffalo Produce Exchange. 917



# Welsbach Lights Welsbach Mantles

Incandescent Gas Light and Gasoline Lamp Supplies  
of all kinds.

Authorized Michigan Supply Depot for the genuine goods.  
Write for illustrated catalogue and wholesale prices to

A. T. KNOWLSON, Detroit, Michigan  
233-235 Griswold Street.

If you want to secure more than

## \$25 REWARD

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

### FLEISCHMANN & CO.'S YELLOW LABEL COMPRESSED YEAST

will secure that result.

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

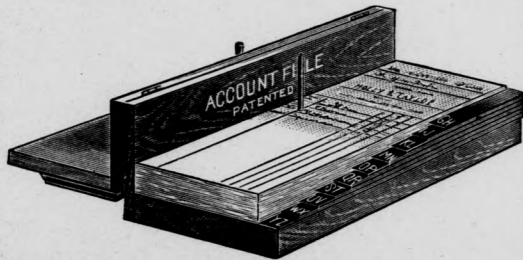
# Simple Account File



A quick and easy method of keeping your accounts. Especially handy for keeping account of goods let out on approval, and for petty accounts with which one does not like to encumber the regular ledger. By using this file or ledger for charging accounts, it will save

one-half the time and cost of keeping a set of books.

Charge goods, when purchased, directly on file, then your customer's bill is always ready for him, and can be found quickly, on account of the special index. This saves you looking over several leaves of a day book if not posted, when a customer comes in to pay an account and you are busy waiting on a prospective buyer.



TRADESMAN COMPANY, Grand Rapids

## MERCANTILE ASSOCIATIONS

### Michigan Retail Grocers' Association

President, C. E. WALKER, Bay City; Vice-President, J. H. HOPKINS, Ypsilanti; Secretary, E. A. STOWE, Grand Rapids; Treasurer, J. F. TATMAN, Clare.

### Grand Rapids Retail Grocers' Association

President, FRANK J. DYK; Secretary, HOMER KLAP; Treasurer, J. GEORGE LEHMAN

### Detroit Retail Grocers' Protective Association

President, E. MARKS; Secretary, N. L. KORNIG and F. H. COZZENS; Treasurer, C. H. FRINK.

### Kalamazoo Grocers' and Meat Dealers' Association

President, E. P. CROSS; Secretary, HENRY J. SCHAEFER; Treasurer, H. R. VAN BOCHOVE.

### Bay Cities Retail Grocers' Association

President, C. E. WALKER; Secretary, E. C. LITTLE.

### Muskegon Retail Grocers' Association

President, H. B. SMITH; Secretary, D. A. BOELKINS; Treasurer, J. W. CASKADON.

### Jackson Retail Grocers' Association

President, J. FRANK HELMER; Secretary, W. H. PORTER; Treasurer, L. PELTON.

### Adrian Retail Grocers' Association

President, A. C. CLARK; Secretary, E. F. CLEVELAND; Treasurer, WM. C. KOHN

### Saginaw Retail Merchants' Association

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### Traverse City Business Men's Association

President, THOS T. BATES; Secretary, M. B. HOLLY; Treasurer, C. A. HAMMOND.

### Grosse Pointe Business Men's Association

President, A. D. WHIPPLE; Secretary, G. T. CAMPBELL; Treasurer, W. E. COLLINS.

### Pt. Harour Merchants' and Manufacturers' Association

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President, H. W. WALLACE; Secretary, T. E. HEDDLE.

### Grand Haven Retail Merchants' Association

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### Yale Business Men's Association

President, CHAS. ROUNDS; Secretary, FRANK PUTNEY.

### Grand Rapids Retail Meat Dealers' Association

President, JOHN G. EBLE; Secretary, L. J. KATZ; Treasurer, S. J. HUFFORD.

### Muskegon Retail Butchers' Association

President, MARTIN BIRCH; Secretary, C. D. RICHARDS; Treasurer, WM. SMITH.

## Travelers' Time Tables.

### PERE MARQUETTE

#### Railroad and Steamship Lines.

Fast trains are operated from Grand Rapids to Chicago, Detroit, Toledo, Saginaw, Bay City, Petoskey, Ludington, Manistee, Muskegon, Traverse City, Alma, Lansing, Belding, Benton Harbor, St. Joseph, and intermediate points, making close connections at Chicago with trains for the south and west, at Detroit and Toledo with trains east and southbound. Try the "Mid-Day Flyers," leaving Grand Rapids 12:05 and 12:10 noon, each week day, arriving at Detroit 4:05 p. m. and Chicago 5:00 p. m.

H. F. MOELLER, G. P. A.,

W. E. WOLFENDEN, D. P. A.

### GRAND Rapids & Indiana Railway July 1, 1901.

Going North.					
	daily	ex Su	ex Su	ex Su	Daily
Lv G'd Rapids.....	4 05p	7 45a	2 00p	10 45p	
Ar. Cadillac.....	6 45a	11 25a	4 40p	2 10a	
Ar. Traverse City....	8 30a	1 30p	6 50p		
Ar. Petoskey.....	9 30a	2 50p	7 35p	5 35a	
Ar. Mackinaw City....	11 20a	4 15p		6 55a	

Trains leave for Cadillac 5:30pm, ar g at 9:00pm.  
Trains arrive from the north at 6:00 a m, 11:30 a m, 12:20 p m, 5:15 p m and 9:20 p m.

Going South.					
	ex Su	ex Su	Daily	ex Su	Daily
Lv. G'd Rapids. 7 10a	1 50p	6 00p	12 30p	9 35p	
Ar. Kalamazoo. 8 50a	3 22p	7 45p	1 45p	10 55p	
Ar. Ft. Wayne. 12 10p	6 50p	To Chicago	1 45a		
Ar. Cincinnati. 6 25p			6 55a		

Trains arrive from the south at 3:55 a m and 7:30am daily, 1:50pm, 9:35pm and 10:05pm except Sunday.  
Pullman sleeping or parlor cars on all through trains 4:06am "Northland Express" has dining car Grand Rapids to Mackinaw City. 2:00pm train going north has buffet car to Harbor Springs. 9:35pm train going south has through sleeping cars to Cincinnati, St. Louis, Indianapolis and Louisville daily.

MUSKEGON. Except Sunday					
	ex Su	ex Su	Daily	ex Su	Daily
Lv. Grand Rapids....	7 35am	1 53pm	5 40pm		
Ar. Muskegon.....	9 00am	3 10pm	7 00pm		

Sunday train leave Grand Rapids at 9:15am.  
Sunday train leaves Grand Rapids 7:00pm.  
Arrives at Muskegon 8:25pm.  
Trains arrive from Muskegon at 9:30am daily, 1:30pm and 5:20pm except Sunday and 8:00pm Sunday only.

CHICAGO TRAINS G. R. & I and Michigan Central.					
TO CHICAGO					
	Except Sunday	Daily			
Lv. G'd Rapids (Union depot)	12 30pm	9 35pm			
Ar. Chicago (12th St. Station)	5 25pm	6 55am			

12:30pm train runs solid to Chicago with Pullman buffet parlor car attached.  
9:30pm train has through coach and Pullman sleeping car.

FROM CHICAGO					
	Except Sunday	Daily			
Lv. Chicago (12th St. Station)	5 15pm	11 30pm			
Ar. G'd Rapids (Union depot)	10 05pm	7 23am			

5:15pm train runs solid to Grand Rapids with Pullman buffet parlor car attached.  
11:30pm train has through coach and sleeping car.

Take G. R. & I. to Chicago

50 cents to Muskegon  
and Return Every Sunday

## GOLD MEDAL, PARIS, 1900

### Walter Baker & Co. Ltd.

PURE, HIGH-GRADE  
COCOAS AND CHOCOLATES

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.

In writing your order specify Walter Baker & Co.'s goods. If other goods are substituted please let us know.

WALTER BAKER & CO. Limited,  
DORCHESTER, MASS.  
Established 1850.

**Cold Facts Served Hot**  
with **Dignified Design** or **Catchy Conceit**  
make **Advertising Profitable**

Tradesman Company  
ENGRAVERS  
GRAND RAPIDS, MICH.



# More Cash Trade



Will make your business pay

We can get this additional trade for you. A cash business enables you to discount your bills. If you want to get it or want to increase what you have, write us. The cost is trifling.

**Trio Silver Co.,**  
131 Wabash Ave., Chicago, Ill.

## H. LEONARD & SONS, Grand Rapids, Mich.

Write for our Catalogue, "The Commercial Traveler," if you are thinking of adding to your business or of going into a new business. We solicit a share of your patronage and aim to retain your trade by giving full value at the lowest prices. Catalogue sent to merchants on request. Don't wait—mail us your order.

**Diamond Fly Paper**  
In double sheets 9x16 inches. Patent wax border edges which prevents running or dripping. 25 double sheets (50 single) in fancy box, per box..... \$ 30  
Per case of 10 fancy boxes..... 2 75

**Brooms**  
In spite of strong advance in broom corn we quote as follows while the stock lasts. Our special bargains:  
"Leader," medium fine, 3 colored sewing, per doz..... 1 55  
"Belle," choice quality, 23 lbs., 4 colored sewings, fancy lock finish, a fine carpet broom, per doz..... 1 95

**Wash Boards**  
The best 25c or 30c board. "Concave" washboard saves splashing, has more rubbing service, keeps water in center and has ventilated back. Warranted a quick seller, per doz..... 2 15

**Paper Bags**  
Three grades, all sizes, see catalogue for complete list. 1 lb. bags, per 500, Cream Manila, square..... 32

**Galvanized Iron Tubs**  
No. 1, best grade, per doz..... 5 45  
No. 2, best grade, per doz..... 6 00  
No. 3, best grade, per doz..... 6 90

**Wood Butter Dishes**  
Wire Ends, 250 in Crate.  
1 lb. size, per crate..... 42  
2 lb. size, per crate..... 47  
3 lb. size, per crate..... 57  
5 lb. size, per crate..... 66

**Stone Butter Crocks**  
Fine White Glaze, "Macomb" Brand.  
1/4 gal. (5 lbs.), per doz..... 48  
1 gal. (10 lbs.), per doz..... 72  
2 gal. (20 lbs.), per doz..... 1 44

**Clothes Pins**  
Best Quality, Full Count.  
"Star," per case, 5 gross..... 45  
"Carton," per case, 12 cartons of 5 doz. each..... 67

**Splint Clothes Baskets**  
Made of best splint, 2 in. wide, size of basket 20x19 in. wide, 12 in. deep, per doz..... 2 20

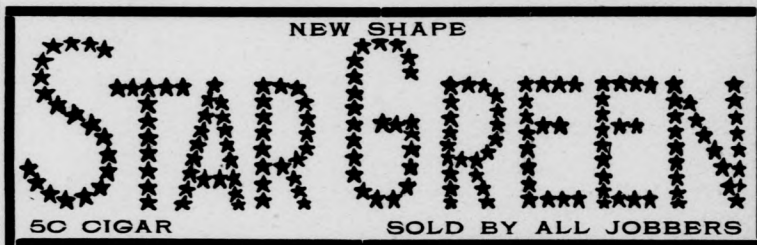
Not in the trust.

Best on the market.

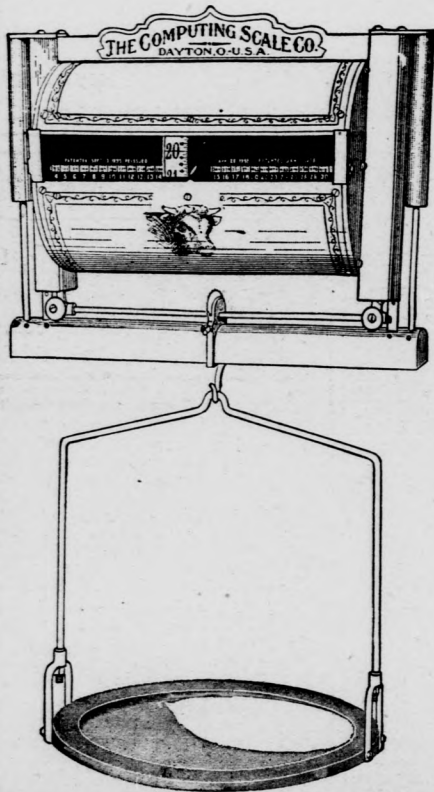
## Blue Ribbon Squares

See quotations in price current.

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



# O. P. T.



If you want the very best money saving scale on earth, then you want the

## BOSTON

and no other. Don't think of buying a scale of any other make until you have had a chance to investigate this statement. We back up our assertions with the best goods on earth. Drop us a line for our catalogue and you'll get it.

**The Computing Scale Company**  
Dayton, Ohio