

MICHIGAN TRADESMAN

Nineteenth Year

GRAND RAPIDS, WEDNESDAY, SEPTEMBER 11, 1901.

Number 938

Aluminum Money

Will increase Your Business.



Cheap and Effective.
Send for samples and prices.

C. H. HANSON,

44 S. Clark St., Chicago, Ill.



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

L. J. Stevenson
Manager

R. J. Cleland and Don E. Minor
Attorneys

Expert adjusters and attorneys on collections and litigation throughout Michigan.

THE MERCANTILE AGENCY

Established 1841.

R. G. DUN & CO.

Widdcomb Bld'g, Grand Rapids, Mich.

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

C. E. McCrone, Manager.

National Fire Ins. Co. of Hartford

Successor to

The Grand Rapids Fire Ins. Co.

CAPITAL, \$1,000,000

ELLIOT O. GROSVENOR

Late State Food Commissioner

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

1232 Majestic Building, Detroit, Mich.

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.

Tradesman Coupons

IMPORTANT FEATURES.

2. Getting the People.
3. The New York Market.
4. Around the State.
5. Grand Rapids Gossip.
6. Badly Advised.
7. Farmers See Advantages of Furnaces
8. Editorial.
9. Editorial.
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11. Tribute to Greatness of Woman.
12. Shoes and Rubbers.
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15. Window Dressing.
16. Butter and Eggs.
18. The Meat Market.
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20. Woman's World.
22. Hardware.
23. Clerks' Corner.
24. Pennsylvania Dutch.
25. Commercial Travelers.
26. Drugs and Chemicals.
27. Drug Price Current.
28. Grocery Price Current.
29. Grocery Price Current.
30. Grocery Price Current.
31. Village Improvement.
- Hardware Price Current.
32. Victory from Disaster.

WHERE IS THE YANKEE?

Even in a country devoted only to the marvelous, the present development of petroleum in Texas is stupendous. Accustomed as we are to big figures, the reader is not particularly impressed with the newspaper report that the current overflow from thirty wells at Beaumont amounts to 1,500,000 barrels daily. With a forceful "pretty good" and a strongly expressed desire that he could "get in on the ground floor," the statement receives little comment. It is only when a little calculation is made that the full meaning of the figures is felt. An output of 1,500,000 barrels a day in a year—the oil well is no respecter of Sunday—amounts to 537,500,000 barrels. The annual production of petroleum for the whole country, before this discovery, was about 60,000,000 barrels a year, a difference of 477,000,000 barrels. That is to say, the flowing oil wells at Beaumont are yielding as much oil in forty days as the whole outside country is producing in a year.

With this enormous amount to deal with, it becomes a question of much importance what is to be done with it. The Beaumont crude sells for 20 cents a barrel of forty-two gallons at the wells, which is about one-tenth that of the Pennsylvania and Ohio production. At present there is a lack of vessels for transportation and little or nothing is said of the setting up of refineries. One of the first uses to be made of it is the almost universal call for it in the way of fuel. Efforts have been made, since the early discovery of petroleum in the United States, to utilize the crude oil, and to a certain extent this has been accomplished where large quantities are called for in manufactures; but no invention has so far safely met the wants of the public for domestic purposes aside from the unsatisfactory coal oil stove, at once ill-smelling, dirty and dangerous. Twenty-five years ago the Noble brothers, extensive producers in the Russian oil fields, gave cogent reasons for the use of petroleum as fuel for steam vessels; but, so far as is known,

these recommendations have not been carried out.

The real need, however, exists to-day in the household. In the Middle West, in places not remote from the coal mine, the price of coal is quoted at over \$9 a ton. The gas stove has shown its efficiency, but not the families who need it most can afford to use it, so that coal has still to be depended upon for heating and cooking. The consumer is independent of the gas company for lighting purposes only as he is willing to depend upon kerosene, and unless the enormous output of the Texan wells interferes with the Eastern oil companies the price of refined oil will not soon be materially reduced.

With a surplus of 477,500,000 barrels of petroleum yearly on the market, it would seem that the Yankee power of invention might be depended upon to revolutionize the kitchen economy of the present. Here are nearly a half billion barrels of oil waiting to be made available in the American household for light and heat, the producer wants the invention to accomplish this and the consumer is begging for it. Where is the genius who will meet the requirements and at the same time perform the double task of making himself a millionaire and the benefactor of his race?

The fellow who rocks the boat has at last run upon the rocks of the law. A man in Maryland, whose criminal recklessness resulted in the drowning of a young woman has been held for the action of the grand jury. The testimony taken at the coroner's inquest plainly indicated the man's blame and the verdict declared that he was guilty of homicide. There is no reason why individuals who are reckless in boats should not be as answerable for their actions as circumstances results in prompt prosecution. If a few of them were punished as their folly deserves the effect would be to discourage a practice which has cost many lives. Such persons can not offer as good excuses as those who kill with weapons they didn't know were loaded. People who can not refrain from rocking should stick to the chairs in the parlor or on the piazza. They should never go near the water unless they go alone.

God doubtless could have cursed the world with greater evils than the red-handed anarchist and the walking delegate, but God never did.

Character, like porcelain ware, must be printed before it is glazed. There can be no change after it is burned in.

Zolgosz doesn't like our form of Government. It is to be hoped that it will not trouble him long.

The thing to do now is to formulate a punishment that will fit the crime.

Give us the say-so, and anarchy would need arnica before night.

The Czar has probably ordered a new boiler iron undershirt.

GENERAL TRADE REVIEW.

It is considered very fortunate that the attempted assassination of the President occurred after the close of stock exchange trading, otherwise it would have been difficult, if not impossible, to prevent a disastrous panic. As it was, the rush to sell Saturday morning carried the average for sixty leading railways down \$3.89 per share and industrials \$3.57. It speaks well for the general strength that such an event should be attended with so little decline and that this should have no symptoms of real panic. The fact of the occurrence after business hours gave the leading financiers a chance to make such arrangements as would take care of the inevitable rush to sell, so that the decline was soon checked. This week the encouraging prospects of the President's speedy recovery have been a good barometer of the speculative market, prices recovering steadily, with every indication of going above the former level. The significance of the steel strikes has been almost entirely lost sight of in the interest attending the President's condition. The labor controversy is rapidly disappearing as a factor in trade conditions, the men returning to work in so many cases as to make the struggle hopeless. Railroad earnings show an astonishing increase over those of last year, which were enormous, especially in the Southwestern group. It is remarkable that money continues plentiful and easy at the great centers, in spite of the tendency toward stringency on account of the shooting of the President, coupled with unusual demand for crop moving. Gold in the United States Treasury exceeds \$520,000,000, breaking the record for quantity. Money in circulation per capita is about at the highest recorded.

It is estimated that the yield of cotton is in excess of that of last year by about 1,000,000 bales. This fact and the great increase in spindles in both the South and the East do not promise well for the cotton cloth industry. Yet a decided improvement is reported at Fall River, with higher prices for print cloths. Gains in other textile industries have been more pronounced, the woolen division showing greater animation each week. Few idle wheels are reported at any of the great manufacturing centers and conditions are especially favorable, as raw material has of late been at the lowest point for four years. Revival in the goods market can now secure a start with better prospect of profitable operation. A heavy clip is being marketed, but much is in the hands of dealers who have great faith in the future and reject bids at the current level.

For many weeks conditions have been prosperous at shoe shops and reports of no change are all that can be desired. In materials there is a steady hardening, hides commanding the best prices of the year and leather averaging higher than at any time since March. Every day idle capacity at steel mills decreases.

Black walnut is less than half the weight of a corresponding quantity of ebony.

Getting the People

Placing Advertisements Through Agents or by Separate Contracts.

Circumstances alter cases. In a great proportion of instances there is no question but that the best way to place advertising is by dealing directly with the ones who do the work. Certainly, in the smaller towns there can be no question but that the contracts with the one or two papers used should be made without the medium of a third party as agent. Increasing fields to be covered and greater numbers of papers may introduce the consideration of agents, but the need is likely to be anticipated by the solicitations of those wishing a finger in the pie.

I think there is no question but that the advertising agent is a desirable factor in the work of publicity. There are too many of them in the profession who have won undoubted success for the claim to be substantiated that the agency system is an unnecessary adjunct to an imperfectly developed method. There is no question but that many proprietary articles for national consumption do well to employ the regular agencies, but it does not follow that the host of lesser fry who have sprung up as a result of the demand for more intelligent advertising work should receive the support of those more competent to manage such details in less extensive operations.

The country is full of advertising experts (?) who essay to add the agents' business, with its emoluments, to their accomplishments. Such are springing up in almost every country village, as well as in the greater cities. A little fluency of expression and an aping of the sententious crispness of expression used by some of the successful advertisement writers and, lo, you have an expert! Such are clamoring for business, and too often the weary merchant is tempted to entrust his work to unworthy hands.

When the merchant's operations are confined to so small a number of media that he can make individual contracts, such a course will always be the most satisfactory. There may be more trouble and detail in checking up to see that the work is properly done, but this is paid for in saved commissions; for as a rule the merchant can get the space as cheaply as such agencies. Somebody has to do the work, and while the agent is paid for it there is not the incentive to thoroughness there is in the individual contract system. This remark may not apply to the agencies where a large and varied business warrants a thorough and complete system, but it does apply to the host of local concerns who need to make more effort to get business enough for their support than will permit thoroughness in its prosecution.

An element of cost in advertising is the management of the business. The agent may claim to do this cheaper than the merchant can do it. But if the merchant satisfies himself that the work has received proper attention he must give it a considerable part of the time necessary to its direct management.

* * *

Somerville's Book Store advertisement has had careful attention from his printer and the result is likely to gain attention. I think, however, it is open to the criticism of having too much space for the matter. Take it in a paper where spaces are generally too closely

We are with you again

Somerville's Book Store

AT THEIR OLD STAND.

School Books

Enough for everyone both

NEW and SECOND HAND

All school books covered free of extra charge.

A few school books damaged at our late fire for sale cheap.....

A FULL LINE OF

SCHOOL AND OFFICE SUPPLIES

Telephone 11-2 rings.

Bement Peerless Plows

Are just what the name implies—they have no equals and no superiors. Every quality and feature that could contribute in making a perfect implement is embodied in the construction of this plow. It is positively the lightest draft plow ever put in a field; it turns the most satisfactory furrows; it handles the easiest; it is the most durable, the most rigid under the hand, the strongest, handsomest and best. We are having a large sale on this plow and it will be to your interest to come and see it.

Our \$20.00 All Steel Land Roller

is one of the best made. We also have a Lever Spike Tooth Harrow which should not be overlooked when you call to see our large line of Farm Machinery.

J. H. Granger,

West Higham Street.

ST. JOHNS, MICH.

TOO BUSY SATURDAY

To get out details of special price inducements. Be sure and come in with the boy Monday. We've got what he needs, at correct prices too.

SAM FOLZ,

BIG CORNER.

filled, such a space is apt to have a vacant, cheap look. A criticism in this direction is unusual, crowded space and lumbering paragraphs being the rule.

J. H. Granger makes the opposite mistake, of saying too much about his plow. For instance, if they have no equals it may be inferred that they have no superiors, and that expression does not add strength. The next sentence is too long—use the words "to make" in place of "that could contribute in making." There is enough material for a good advertisement, but a little judicious trimming would make it more often read. The printer's work is done simply and well.

Sam Folz employs the sketchy style which, no doubt, takes well with many. The printer has done his best to help out the mourning border.

Machemer & Son show a well-displayed announcement which has received careful attention from the printer.

The well-known name of Sears almost loses its identity by the misplaced apostrophe. I would strike out "Respectfully." The advertisement is a good one.

Geddes indulges in a happy alliteration in "The suitor who suits," but the force of it is lost in the proverb which follows. There is good material here for two advertisements and either would be made more effective than as combined in the one. The printer has done his work effectively.

A Steam Giant.

From the Cleveland Leader.

"Hercules, the Iron Man," is a steam mechanical walking man on exhibition at the Forest City Park summer resort. He is eight feet high, and when the oil fire inside him is lighted and steam generated, he walks about, pushing a sort of iron-wheeled cart. He wears a plug hat and a fiendish grin, and puffs exhaust steam through his nostrils. Late last night some of the campers at the park lighted the fire in "Hercules" after the resort was closed and "Hercules" owner had gone away. The valve had been left open when "Hercules" fire was put out, and when he got up steam he began to walk about the park. He beat Frankenstein's monster for a while.

No one knew how to stop him, and he walked all over the park, through the shallow lake, over the tents of the campers and the sideshow tents. Sleepers in his path had to be awakened to get them out of the way, for it was impossible to control the steam man's movements. Inequalities in the ground, trees and other obstructions turned him aside, but could not stop him. He terrorized the park for an hour, but came to grief at the bar. He marched up to it just as though he had money, bumped against it and knocked it over. "Hercules" fell with the bar and alighted on his head on the other side. He stood there on his head, kicking his feet in the air until his steam went down.

It is a question whether an employer has any right to enquire into the actions of his employes outside of business hours. Perhaps, strictly speaking, he is only entitled to be concerned about the time for which he pays, but so many things depend upon the way in which the employes' leisure time is occupied that the employer is not only justified in keeping track of his assistants after business hours, but is morally obligated to do so. If heads of establishments would pay more attention to the way in which their employes conduct themselves outside of their places of business, the companions they seek and the amusements they prefer, we would not read with such frequency of trusted clerks and other employes in responsible positions becoming defaulters or being found to have been appropriating goods or moneys.

MACHEMER & SON

ARE HEADQUARTERS FOR THE FOLLOWING GOODS:

St. Charles Evaporated Cream.

The Gail Borden Condensed Milk.

Minute and GELATINE and TAPIOCA.

Best Assorted Wafers.

A large line of Olives and Olive Oil.

A large and complete line of Sear's Sweet Goods both in the Bulk and Packages.

Everything clean and up-to-date. All Goods delivered promptly.

Respectfully,

MACHEMER & SON
On the Corner.

GEDDES

100 Pythian Temple
Charlotte, Mich.

"The suitor who suits."

What's Bred in the bone

will come out in the wool. Just as man's gentle breeding manifests itself under all conditions, so gentle tailoring in clothing is always evident. The gloss of cheap shoddy soon wears off and its worthlessness becomes apparent. The dependability of the fabrics, the excellence of the tailoring, the air of elegance that Geddes puts into his tailoring, is bound to appeal most strongly to the man who is particular about his clothes.

SUITS, \$18.50 UP.
TROUSERS, \$4.50 UP.

The New York Market

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

New York, Sept. 9.—No improvement is noted in deliveries of sugar on contracts, refiners still being behind on most grades. Some brokers express the opinion that a probable advance in prices will be made in the near future.

Prices of green teas showed a firmer tendency last week. This was partly attributed to curtailed supplies and the continued firmness in London and the East. Interior as well as the local demand from wholesale grocers showed an improvement. The call was for a general assortment and a fair trade resulted at steady prices. In some lines business was transacted on the spot and nearby afloat.

The rice market was decidedly healthful last week and prices were firm for all grades of domestic and foreign. Country demand was active, while locally buyers were not inclined to purchase freely. Total sales aggregated a good volume and dealers realized full prices, ranging from 4@6½c and as high as 7c for small parcels of fancy head new crop rice. Spot supplies have materially decreased and assortments are pretty well broken up, many dealers being unable to fill orders for certain grades. Advices from New Orleans report an enlarged movement in the new rice crop with prices gradually easing off. Dealers here remained conservative and no large purchases of new crop were announced.

The market is firmer abroad for pepper, with prices above parity of spot values. Gingers and pimento show increased strength and prices rule firmer, with an upward tendency. An improved demand prevailed for cassia, and in a jobbing way sales aggregated some 2,500 packages of various kinds on the spot and nearby afloat. The supply of white pepper on spot and nearby to arrive continues very small.

Indications point to a strong market on syrups for some time to come. The small production of syrups is also attributed to some extent to the good demand and full prices now being realized for refined sugar. Because of advancing ocean freight rates, some buyers held off for lower prices. Mixed syrups ruled a shade easier, owing to a weaker and lower market for glucose.

Only domestic grades of molasses were in demand last week. Straight open kettles were sparingly offered, supplies being nearly depleted and goods being held at prices above buyers' views. Foreign sorts sold slowly at quotations. Mixed molasses was not wanted, and showed a downward tendency, reflecting a lower and weaker market for glucose. Advices from New Orleans noted steady markets and moderate receipts.

The demoralization of the raisin market, produced by President Kearney's "smashing" policy, and the slump in evaporated apples were the features last week. It will be practically impossible now to sell future California raisins until the troubles on the coast are settled one way or the other, and meantime the spot market is very weak, the lightness of stocks of loose raisins here being the only saving clause.

In spite of the immense sockeye pack the feeling is growing stronger daily that the lowest price of the year has been seen. Consumptive demand for sockeyes in this market is very large and indications are that at the present range sockeyes will be consumed during the next twelve months in much larger quantities than heretofore.

The attempted assassination of Presi-

dent McKinley had no appreciable effect upon the market for dry goods.

The movement of currency to the interior proceeded freely last week. In financial circles it is generally admitted, in spite of speculative arguments, that the relief requisite to avoid stringency in the money market this fall must be looked for to foreign markets by gold exports. The course of foreign exchanges has given promise all week of an early movement of gold to New York. But the problem how far such a movement will be allowed to extend is still uncertain, notwithstanding large stocks of gold in European banks. The government of Austria-Hungary has been a persistent buyer of gold, and this demand seems to have come as a surprise to the money markets.

Features of the Local Fruit and Vegetable Market.

Weather conditions have been important factors in the market situation during the past few days. The closing days of last week brought out a good showing of fruit, but the size of the market was less than on some preceding days. Monday was rather active, as compared with the day usually, but trade is always small on that day. Since then the rain has controlled the situation. Tuesday being very small for that usually large day.

Peaches are still the interesting feature, although the quantities offered are not relatively as great as in some years. The few days of warm dry weather helped the ripening and tended to lessen the tendency to quickly going to pieces. The quality of the fruit is very fine—often equaling in appearance the famed product of California. Let there be a few days of warmer dry weather and the offerings will eclipse any ever seen in this market. Prices have kept up to figures to make the growers rejoice, although the unduly ripe fruit went begging some days last week.

Pears and plums are increasing in quantities and are meeting with ready sale. There is still complaint that the former fruit is falling badly and in many instances is showing an unusual spottiness. Apples are in fair abundance and prices are maintained on a basis which gives the growers no grounds for complaint. Grapes are holding up well in price and demand, notwithstanding the rapidly increasing quantities. There is an undue tendency to acidity in some varieties, owing to lack of heat and sunshine.

Melons, being an easily picked product, have had unusual attention and the small business on rainy days in other fruits has kept them in good demand. It is doubtful that there have ever been relatively so great quantities of the home grown offered and sold as during the past few days. Tomatoes are in their usual unlimited abundance at this time of the year, but for the same reasons as the melons the demand is fairly good.

Potatoes are plentiful, but prices keep up well and there is always much questioning as to the quality, which can not be determined by appearance this year. Other vegetables are in good demand, considering the quantities. In the abundance there are many who try to buy at retail, but they are not generally successful. One said, "I tried to buy a cauliflower, but several sellers threat-

ened to kick me." The consumers are finding that the place to buy vegetables is of the regular dealer.

Awaiting the Government Report on the Apple Crop.

New York, Sept. 6.—Upon the September Government report, showing the condition of the apple crop, depends a considerable proportion of business in three lines, fresh apples, evaporated apples and canned apples.

Prices on all three are very high now and unless there is some improvement in the crop situation in the September report prices will continue to advance. So far as fresh apples are concerned, quotations are now almost up to the prohibitive point. When wholesalers get as high as \$4 a barrel, and peaches are as plenty as they are this year, the outlook for an active trade in apples is not encouraging. High prices for evaporated apples may have exactly the opposite effect and cause dryers who would not otherwise have been interested to start their evaporators and work up their good stock because it will pay better.

Canners are not so sure of getting fruit that is satisfactory when buyers of fresh stock and evaporated goods are paying present prices. But with gallon apples quoted at \$3 or better, there is considerable incentive to make an effort to secure the fruit.

The National Apple Shippers' Association, at its annual convention, put the yield at 46 per cent. of a normal crop. Well informed men since then have cut that estimate and say that it will not go over 20 per cent. of a normal crop. Assuming that last season's yield was near a normal crop of say 60,000,000 barrels, that would cut the present yield down to 10,000,000 to 12,500,000 barrels. If either of these estimates are correct or anywhere near correct, apples will be profitable property this season.

Maine advices report a short crop. New Hampshire, Vermont, Massachusetts and Connecticut are about the same as last year, possibly a trifle under. New York is very short. A ride of over 800 miles through the State failed to disclose any important supplies. New Jersey is short. Pennsylvania is short. Ohio is uncertain, but is probably short. Illinois is uncertain. Indiana is short. Iowa is reported below the average. Nebraska is less than last season. Kansas will be below last year. Missouri reports shortage in some localities and a larger supply in others. Arkansas is about the same as last year.

Averging these reports it will be seen that more States are short than are producing larger or as strong crops as last year.

Michigan is uncertain. Wisconsin is about the same. Montana is more liberally supplied, and the mountain States generally seem to have a better crop than last year. But no one will attempt to estimate what the yield is likely to be. The best that can be done is to say that it will run much below the average and far below some of the yields during the past few years.

Meanwhile protests are coming from certain sections of the West against the general reports of light crops. The percentage of 46 is deemed as too small, and what the 20 per cent. average will bring out can only be imagined. It is pointed out that apples are uncertain and that some years with a promised shortage have resulted in a liberal yield. Growers are cautioned by experienced men to beware of the possibility of holding their crop too long and finally losing it entirely or being compelled to sell at lower prices than are now offered.

In any case the Government report for September will be awaited with unusual interest, for by the time it is issued the crop will practically have matured and a fair estimate will be possible.

New Rival of Oleo.

From the London Express.

Anxious housewives will be glad to know that "vegetaline," made by a Marseilles firm by refining oil extracted from the coprah (dried coconut), and now placed on the English market, is not, as it was feared, an imitation butter or even a substitute for butter in its domestic uses. According to the maker's agents, "vegetaline" is almost entirely a manufacturer's article, although it can be used in the kitchen for making pastry, and will be supplied in retail if there is any demand for it. But the value of the process by which "vegetaline" is made will, it is claimed, be in providing bakers and biscuit manufacturers with a substitute for butter which is not only pure and cheap, but which, for biscuits in particular, is better than butter.

So-called cures for consumption may be said to number into the thousands but so far the insidious disease has baffled all the efforts of the physician and the quack with his nostrums. The latest cure comes by way of Boston and is in the "open-air" category with some features altogether new, the results, it is said, of extensive experiments carried on during the winter of last year. As outdoor life is the foundation of the new cure, the experimenter proposes to pitch a camp, consisting of ten piano-box tents, arranged in a circle with an open-air fire in the center, and surrounded by a duck wall eight feet high. Each of these tents will be a consumptive's home; a consumptive will sleep there, even through the coldest weather, with no other protection than plenty of felt blankets, felt sleeping-boots, and a two-gallon jug of hot water. The tents will be lined with weather-paper. The flaps will open towards the fire, the ten tents making a little circle about a clean gravel court. The people who live there will wear one heavy suit night and day. They will each of them take one quick soapless bath a week and will eat three good hearty meals a day, with coffee in the morning and hot chocolate any time of the day or night. Their bill of fare will include milk, eggs, vegetables, bread and butter, and meat—chiefly beef, mutton, or pork broiled on spits before the fire, or roasted in the embers, or boiled down into soup. If a patient can not afford the expense he will be taken free.

So popular is black walnut furniture abroad that English and French aggregators are buying even old barn timbers and fence rails. Fifty or seventy-five years ago, when the farmers' chief desire was to clear the dense forests to make way for crops, they laid barn floors, and made barn mangers of walnut, and many of these are even now in good condition, and find ready sale. This was the case in Ohio, especially, where, by the way, one of the few walnut groves left was recently sold for export as lumber. The largest tree in the grove—eight feet in diameter at the stump—brought \$1,200.

The "Ann Arbor" Gasoline Lamps
Exclusive Territory
Pressure System for store lighting. Send us the dimensions and height of your store and let us figure on your lighting. Correspondence solicited.
The Superior Manufacturing Co.,
Ann Arbor, Mich.

You ought to sell
LILY WHITE
"The flour the best cooks use"
VALLEY CITY MILLING CO.,
GRAND RAPIDS, MICH.

All sales
case count.
Remittances
made daily.

ESTABLISHED 1865
L. O. SNEDECOR Egg Receiver
36 Harrison Street, New York
REFERENCE—NEW YORK NATIONAL EXCHANGE BANK, NEW YORK

Special
trade for
fancy marks.
All our re-
ceipts re-
ceive person-
al attention.

Around the State

Movements of Merchants.

Mason—Pratt & Hayden have purchased the drug stock of H. H. Bradley & Co.

Manchester—The People's Bank has been established with a capital stock of \$25,000.

Detroit—Wm. C. Patrick has purchased the grocery stock of Robert B. McGaffey.

Belmont—B. C. Jones has purchased the general merchandise stock of G. N. Reynolds.

Lansing—Shand & Reynolds have purchased the grocery stock of Chester B. Leonard.

Reading—R. B. Brower is succeeded by Divine & Gibbons in the flour and feed business.

Mottville—Mrs. Sarah B. Madden has sold her general merchandise stock to Daniel Hartman.

Jerome—A. Bibbins has changed the style of his hardware business to the Bibbins Hardware Co.

Alamo—Albert Aldrich has sold his grocery and notion stock to Wm. English, of Thompsonville.

Coldwater—C. Basi has purchased the interest of his partner in the fruit business of Basi & Bonfield.

Detroit—Bosley & Thorpe, dealers in furniture, have dissolved partnership, Albert W. Bosley succeeding.

Cadillac—G. W. Atwood, manufacturer and dealer in lumber and shingles, has removed to Tonawanda, N. Y.

Big Rapids—A. E. Wells & Co. have sold their stock of clothing and men's furnishing goods to Robert Biakley.

Detroit—Roehm & Davison, Limited, succeed Roehm & Davison in the iron and steel and wholesale cordage business.

Marlette—This place boasts of a new banking institution capitalized at \$25,000. It is styled the Marlette State Bank.

Saginaw—Wm. P. Tredo has purchased the interest of his partner in the men's furnishing goods firm of Peck & Ed.

Lum—Milliken & Sons is the style of the new firm organized to succeed W. & R. Milliken in the grocery and lumber business.

Charlotte—Millard Densmore and Wm. E. Thompson, of Albion, have leased a store building and will put in a bazaar stock.

Charlotte—Frank Curtis, who sold his grocery stock to C. & M. Rowley about six weeks ago, has repurchased the business and increased the stock.

Nashville—E. W. Roe has purchased the interest of his father in the Old Reliable meat market of H. Roe & Son and will continue the business in his own name.

Detroit—The Newton Beef Co. has filed articles of association for the purpose of dealing in meats of all kinds at wholesale and retail. The capital stock is \$15,000. The incorporators are Thomas E. Newton, Edwin Dany and William J. Streit.

Saranac—Arden Otis and Levi C. Vaughan have purchased the Henry Frace grocery stock and have taken possession of same. They have leased the corner store building owned by P. M. Van Drezer. As soon as necessary improvements are made in the building, the stock will be moved therein.

Kalamazoo—A. K. Edwards, Secretary and Treasurer of the Edwards & Chamberlin Hardware Co., has resigned

his position as Secretary, and Wm. D. Edwards, late of Detroit, has been elected to fill the vacancy. Mr. Edwards has been until recently Vice-President of the Fletcher Hardware Co., of Detroit, although he has been a stockholder in the Kalamazoo house since its organization in 1893.

Monroe—A stranger giving the name of George Fairbanks, worked a smooth game on a local grocer this evening. He ordered a bill of goods sent to a certain street and number to be paid for on delivery; also six dozen eggs, taking the latter with him. He immediately sold the eggs at a near-by restaurant and was blowing the proceeds of the sale in a saloon when the officers nabbed him. He was taken to the city court and sentenced to thirty days' hard labor in the city prison.

Manufacturing Matters.

West Haven—The Callard Furniture Co. has removed its plant to Bancroft.

Pontiac—The Crescent Carriage Co. has lately engaged in business with a capital stock of \$25,000.

Onaway—The Lobdell & Bailey Manufacturing Co. succeeds the Huron Handle & Manufacturing Co.

Detroit—The American Vapor Stove Co. has filed articles of incorporation. The capital stock is \$100,000.

Olivet—A new creamery has been established in Walton township under the style of the Olivet Creamery Co. The capital stock is \$4,800.

Union City—A new enterprise has been established at this place under the style of the Union City Creamery Co. The capital stock is \$10,000.

Detroit—The capital stock of the Miami Stone Co. has been increased from \$25,000 to \$80,000. An office for Ohio will be established at Toledo.

Owosso—A knit goods manufacturing company has been organized at this place with a capital stock of \$9,000. The style is the Burnett Knitting Co.

Detroit—The articles of incorporation of the Kingman Salt Mining Co. have been amended to declare that the company is organized to mine and prepare salt for market and to buy and sell real estate for carrying out the purposes of the corporation.

West Bay City—The Common Council has closed a deal by which a Mt. Clemens casket company will move to this city and occupy the old water works building as a factory. The company gets it at a nominal rental for five years with an option on it for ten years more and the privilege of buying it.

South Haven—N. G. Reynolds, wagon manufacturer and blacksmith, has sold out to John Quackenbush and David Scott, who will continue the business under the style of Quackenbush & Scott. Mr. Reynolds will remove to Bemidje, Minn., for the benefit of his health and will re-engage in the same line of trade.

Saline—The Saline Acetylene Lighting Co. has been organized with the following officers and directors: President, C. Burkhardt; Vice-President, Edmund DePup; Secretary, A. J. Warren; Treasurer, C. F. Unterkircher; Manager, P. W. Shute; Attorney, L. N. Brown; Directors, C. Burkhardt, D. Nissly, P. W. Shute, A. J. Warren, John Lutz, G. J. Nissly and S. T. Fairbank.

Kalamazoo—The Kalamazoo Stove Co. has been organized with a capital stock of \$65,000 for the manufacture of cooking stoves and steel ranges from patents and patterns owned by the company. A

site for the new plant has been secured and plans for a building 122x350 in dimensions, have been submitted. Fifty hands will at first be employed, most of whom will be expert workmen. The officers of the company are as follows: President, Edward Woodbury; Vice-President and General Manager, Wm. Thompson; Secretary, A. H. Dane; Treasurer, C. A. Dewing.

Lapeer—The failure of the John McCormick Harness Co., of Port Huron, had its sequel here Sept. 10, when a carload of harness, collars, whips, etc., stored in the shop and barn of Robert Beamer was seized by Sheriff Myers and deputies at the instigation of the Cappon & Bertsch Leather Co., of Holland, creditors of the above harness company. The goods were shipped in here just prior to the collapse of Beamer, who is not a harnessmaker, but is the father-in-law of one of the McCormicks at Port Huron. Somebody gave a tip to the Cappon & Bertsch Co., who attached the property. Beamer claims to have purchased the goods in good faith. Officers are searching at other points where it is alleged consignments have been disposed of.

Cranberry Growers Declare War on Low Prices.

The cranberry growers of Barnstable and Plymouth counties who assembled at Buzzard's Bay, last week, and held their annual meeting openly declared war against low prices for berries on or before Sept. 20 and pledged themselves not to sell a barrel under any consideration before that date for less than \$6. This action on their part is considered the most important step that has ever been taken by the Association in regard to the regulation of the price of their product and they believe that it will be productive of good results. The attendance of members at the meeting was the largest that has been known for some years, and the interest manifested was keen.

The problem of how to regulate the selling price has been one of the most difficult that has ever confronted the cranberry growers of the Cape, and the fact that the matter would be given consideration accounted for the large gathering.

In years past the sending of unripe cranberries to market always had the effect of fixing the selling price at a very low figure until the growers were unable to realize a profit on early lots, regardless of their quality. Some of the growers have also rushed the small quantities that they harvested into the market, long before there was any demand for them, with the result that the prices were lower than the cost of production.

Strange although it may seem the foisting of unripe fruit on markets before there was a demand for it continued for years and would likely have gone on had not the producers taken ac-

tion looking toward the discontinuance of the practice. Some say indeed that the commission men are to blame for the low figures that prevail in the early season and that the latter invite shipments and often quote prices that the growers never receive.

Early berries are ready for picking about September 10, and under favorable conditions will keep and be but little affected by climatic changes for a number of weeks. To hold them for market, however, requires considerable trouble and expense and in years past as soon as they were picked they were sent forward. This practice was fast becoming widespread among those who had only small quantities to dispose of, much to the injury of every grower in Barnstable and Plymouth counties.

The man who harvested only ten barrels was anxious to dispose of them as soon as he could. He believed that the first in the market would bring good returns, despite the fact that his or his neighbor's experience of perhaps the year previous proved otherwise.

If there were only a few small growers engaged in cultivating this crop the matter of sending the product to the market and the regulation of the selling price would be an easy matter, but there are hundreds scattered all over the Cape and Plymouth, and a few barrels from all in the early fall are sufficient to glut the local markets and send the rate down below where there is any profit in the business for anyone.

The growers were most enthusiastic over the action taken and many of them who are not members have signified their intention of complying with the requirements and do all in their power to see that the movement is crowned with success.

The idea of holding the berries back until Sept. 20 will, it is believed, also result in their being a scarcity in and around Boston and New York. The last named city, which for years was the chief distributing point in the country for Cape Cod cranberries, is fast losing ground, Kansas City and Chicago offering better prices and making more satisfactory returns. Kansas City made great strides in handling the shipments in 1900, and it is said that it will be on the ground this year eager to purchase the entire crop if possible.

The refusal to send the fruit to market for less than \$6 before Sept. 20 means also that the commission men will have to guarantee that figure before receiving any consignments. The growers have for years been trying to take the handling of their crops out of the hands of these middle men, and little success attended their efforts until within a few years, when buyers have visited the Cape and made purchases for spot cash. This season it is thought that a large percentage of the whole crop will be disposed of by shipping direct to points West, and that few lots will find their way to the market to be sold on commission.—New England Grocer.

Barnes' Tank Pumps

Suction Hose

Thresher Belts

Grand Rapids Supply Company

20 Pearl Street

Grand Rapids, Mich.

Carloads of Peaches Wanted Every Day

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

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

Grand Rapids Gossip

The Produce Market.

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

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

Beets—\$1.25 per bbl.

Butter—Extra creamery is slow sale at 20c, and dairy grades range from 12c for packing stock to 15c for fancy tubs and crocks.

Cabbage—\$2 per crate of three to four dozen.

Carrots—\$1.25 per bbl.

Cauliflower \$1@1.25 per doz.

Celery—15c per doz.

Corn—Evergreen, 8@10c per doz.

Crabapples—Siberian are scarce and high, commanding 75c per bu. and \$2.25 per bbl.

Cucumbers—10c per doz. for hot house stock; 45c per bu. for garden stock; 12c per 100 for pickling.

Eggs—The market is dull and featureless, due to the return of warm weather last week. The cooler weather this week ought to brace the market up. Canded stock commands 14@15c, which enables dealers to net their shippers 12@13c.

Egg Plant—\$1 per doz.

Frogs' Legs—Large bulls, 40c; medium bulls, 20c; large frogs, 15c; small frogs, 5@10c.

Grapes—Wordens fetch 13@14c for 8 lb. and 9c for 4 lb. baskets. Delawares command 15c and Niagaras 10c for 4 lb. baskets.

Green Onions—10c for Silverskins.

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

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

Maple Syrup—\$1 per gal. for fancy.

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

Onions—60@65c per bu.

Parsley—20c per doz.

Peppers—Green, 75c per doz.

Plums—Green Gages, \$1@1.25; Lombards, 80@90c; Pond Seedlings, \$1.30@1.40.

Peaches—Elbertas, \$1.35; Barbers and Late Crawford, \$1@1.25; Barnes and Old Mixons, 75@90c; Chillis, 75@85c.

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

Potatoes—\$1 per bu. and strong at that.

Poultry—The market is without particular change. Live hens command 6½@7½c; spring chickens, 8@10c; turkey hens, 8@9c; gobblers, 8c; spring ducks, 7@9c. Pigeons are in moderate demand at 50@60c per doz., and squabs are taken readily at \$1.20@1.50.

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

String Beans—75c per bu.

Summer Squash—50c per bu. box.

Sweet Potatoes—\$3.75 per bbl. for Virginias; \$4 for genuine Jerseys.

Tomatoes—50@60c per bu.

Watermelons—14@15c for home grown.

Wax Beans—75c per bu.

The Grain Market.

Wheat has about held its own, while the undertone is strong. The elevator men have done everything to depress prices, in order to fill their elevators full of low priced wheat; but up to the present time they have not been very successful, as the visible is about 23,290,000 bushels less than last year, there being only 28,440,000 bushels in sight, where we had 51,730,000 in sight last year. Again, our exports of wheat and flour have been, since July 1, or in ten weeks, 61,692,000 bushels, against 29,260,000 bushels during the corresponding time last year.

The weekly exports were also 4,400,-

000 bushels and the clearances on Monday of wheat alone were in excess of 1,000,000 bushels. So it will be seen that our exports are keeping up way ahead of everything that this country has ever seen, while the Argentine shipments have been only 29,000,000 bushels since January last, against 63,898,000 bushels last season.

The Southwest receipts—and, in fact, winter wheat receipts—have fallen off, to the surprise of dealers; Northwest receipts are more; but this, of course, was expected, as threshing is in full force. The wheat is hauled to the market by parties who have no granaries and some who sell to raise money to pay debts, but the amount of receipts is not pressing, as is shown by the visible, there only being a gain of 650,000 bushels, which is rather small for the time, while last year the increase was 1,700,000 bushels. We still hold that our large crop will be wanted and at better prices. We might also add that the attempt to assassinate our President had a depressing effect on prices of all cereals, but, thanks to Providence, the attempt was not successful.

Corn, notwithstanding better conditions in the growing crop, was about 1c higher than last week. All were looking to the Government crop report, which came in as follows: Wheat, 82 2-10 or 2 4-10 per cent. lower than on Aug. 10; corn, 51 7-10, which is 2 3-10 per cent. lower, and oats, 72 1-10, which is 3 1-10 per cent. lower than last month. This would justify a bullish feeling on corn and oats.

There is considerable corn coming into the market, because prices are so tempting, being nearly double what they usually are.

Oats are very firm and steady prices will remain, and possibly higher ones will be obtained.

Rye is rather weak, as much rye has been pressing on the market, which had the effect of weakening prices, and it certainly looks as though we would have lower prices, as our crop is very large and many have gone to raising rye instead of wheat.

Beans have suffered another drop of 5c per bushel, as the outlook for the growing crop has somewhat improved, while the consumption with these high prices has been curtailed.

Flour remains very firm and the trade generally have come to the conclusion that prices are at the bottom and so are stocking up for their fall trade.

Mill feed is also still in excellent demand, with no stock on hand.

Receipts during the week were as follows: wheat, 41 cars; corn, 1 car; oats, 7 cars; rye, 1 car; flour, 1 car; hay, 1 car; straw, 1 car; potatoes, 1 car.

The millers are paying 70c for No. 2 red wheat.

C. G. A. Voigt.

J. M. Stowitts has engaged in the clothing and men's furnishing goods business at 609 Madison avenue. The store will be managed by Geo. W. Stowitts, who has retired from the road in order to devote his entire attention to the business.

G. A. Lake and H. B. Sturtevant have formed a copartnership under the style of G. A. Lake & Co. and engaged in the grocery business at Sherman. The Musselman Grocer Co. furnished the stock.

W. Halsted & Co. have opened a grocery store at Lyons. The stock was furnished by the Ball-Barnhart-Putman Co.

The Grocery Market.

Sugar—Notwithstanding the greatly improved demand for refined sugar, the raw sugar market is still in an unsettled and demoralized state. The demoralization is very pronounced, because usually a good demand for refined acts as a stimulus to the raw market. Prices have declined 1-16c, making 96 deg. test centrifugals now 3¼c, which is considered a low price. The world's visible supply of raw sugar at present is estimated at 1,300,000 tons, against 890,000 tons last year. Despite the decline in prices of raws, list prices of refined rule firm and unchanged. There is a very heavy demand for refined from all quarters, but refiners are badly over-sold and sugars can not be obtained fast enough to supply the demand. It is hoped that within a day or two things will be in better shape.

Canned Goods—The canned goods market is in good shape and the consumptive demand is very good. There is not the buying of large quantities that there was a few weeks ago, but orders are of sufficient size to keep the market in good condition. There is, of course, more interest manifested in tomatoes and peaches than in anything else in the canned goods line just now, but at the same time none of the other lines are neglected. Stocks of all kinds of canned goods are light and for those lines that can not be packed between now and the season of 1902 there will be a great scarcity. The situation in tomatoes is a very hard proposition, but it can surely be said that the pack will be a short one. The percentage will be hard to determine until after the first frost. But few goods are offered now and they are somewhat irregular and unsettled and the market lacks the strength it showed a week or so ago. Corn is rather quiet, but unchanged. Actual supplies on spot are light. All reports from the corn growing districts agree that there will be a good crop. The pack so far has been fully up to expectations and there is no reason to anticipate any shortage in the output this season. Peas are very active and firmer and a good business is being done. The demand during the past week has made a hole in the stocks and, in order to get the best quality of all grades it will be necessary to take up the subject quickly. Packers have been very busy during the last week with peaches and plums. As stated earlier in the season the quality of the stock is very good and the quantity is about as expected. Gallon apples are in good demand and very firm. The Seacoast Packing Co. has again advanced prices on ¼s oil and ¼s mustard sardines. The scarcity and high price of tin plate are said to be the cause of the advance. Salmon is quiet and slightly easier, with practically nothing doing.

Dried Fruits—Trade in dried fruits is rather dull. The heavier receipts and improvement in the quality of fresh fruit now coming forward and the warmer weather of the past few days all have contributed to bring about a more unsatisfactory condition in dried fruits generally. There are still the usual number of daily orders, but they are small, being only for stock for immediate requirements. Stocks in almost all lines, however, are light and prices are well maintained. There is a good demand for prunes of all sizes. There seems to be, however, a great scarcity of the small sizes and orders for only small quantities of these sizes can be filled. The raisin situation is demand-

ing considerable attention just now, but trade in these goods is very light. Latest advices claim that the Raisin Association will be able to control only a small percentage of the crop. Apricots are dull and rather easy. Peaches are firm, with fair demand. Prices on currants are unchanged. Buying has been entirely of a hand-to-mouth character for some time and continues to be so. Old dates are meeting with a small demand. Stocks are large of goods in cold storage and prices are shaded somewhat. Old figs are well cleaned up. New figs are somewhat firmer, in consequence of the bad weather, which is said to be favorable to the increase of bassara, the disease that turns much of the fruit black. It is now estimated that from 35 to 40 per cent. of the crop is diseased and that for good quality goods, suitable for packing, high prices have to be paid. Evaporated apples are on the downward grade, prices for future delivery being a trifle lower this week. There is practically no new stock in yet, but it is early and there is not usually much of the fall stock evaporated.

Rice—The demand for rice continues good and prices were well maintained for all grades. Supplies are light as yet and it is difficult to get the assortments wanted. Receipts of new crop show an increase and dealers are holding aloof, pending an increased large movement and lower range of prices. The few lots of new rice arriving have been rather disappointing in the matter of quality. The present outturn of the rice crop and recent advices indicate that the latter will be far lower than for several seasons past.

Tea—The demand for teas shows some improvement, especially for green tea, which is also slightly firmer. Stocks are fair but not excessive and holders refuse to shade prices.

Nuts—Nuts show a little more activity during the past week. Peanuts are in good demand at unchanged prices. Filberts are a trifle lower. The new filbert crop is still reported to be somewhat in excess of last year and is reported as unusually early. Shipments will commence October 1, with a possibility of some small lots getting away the latter part of September. In view of the good outturn of the crop, it is considered probable that moderate prices will prevail.

Pickles—There is quite a shortage in the cucumber crop, owing to the protracted drouth in most sections of the country. One large packer writes that his receipts up to the present time are only about 25 per cent. of what he expected to get and the same is true all over the country. This has resulted in high prices for pickles and on account of the poor prospects of receiving more stock this season and the fact that practically no stock was carried over, may mean higher prices before October 1. The market at present is very firm.

Some of the Fruits of the Carnival. From the Marshall Statesman.

Charlotte had a carnival last week and no one realizes it more than Charlotte people themselves. Aside from the fun and noise and harvests of the "easy money" men there is an appalling list of casualties. One person is dead, another held for murder, and four of the specialty artists are in the hospital nursing broken limbs and bruised heads, the result of an accident.

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

BADLY ADVISED.**An Idiotic Lie Which Nearly Ruined a Clerk.**

I have during the last week run across as good an illustration of the power of the press as I ever saw. The only trouble in this case is that the young fellow who is the subject of this week's article followed a false guidepost.

About five years ago a couple of young Irishmen, only recently over from the old country, opened up in the grocery business in a small town in Ohio. They were keen, thrifty fellows and they succeeded. In these few years they have built up a fine trade, both have gotten good wives and are happy and prosperous.

A few weeks ago they brought over a younger brother, Jimmy. He had worked in a grocery store in the old country, I believe, and he was ambitious to come over and try his hand on us, too. So, out of the fullness of their prosperity, the elder brothers said the word and over he came.

Jimmy was given a job as soon as he landed, in his brothers' store. He was a hustler and untiring. The business had grown so that there were two clerks beside him.

The brothers' customers took an interest in the boy, knowing he was an emigrant and here to make his way, and a few, in order to make his brothers see that he had made some impression, very kindly used to ask to have him wait on them.

By and by the other clerks noticed that the women who came in the store had begun to fight shy of Jimmy. They "wouldn't be quite ready to give their order" when Jimmy came over to take it, but would get ready suspiciously quick when another clerk turned up.

This feeling grew, and one by one the customers seemed to get sour on Jimmy and would refuse to allow him to wait on them. It came to a climax one Saturday night when the usual rush was on. All other clerks were busy—Jimmy was doing practically nothing in the way of waiting on trade, because nobody wanted him.

A woman came in the store in a great hurry to give her order. There was nobody to take it but Jimmy and one of the older brothers called on him to "wait on Mrs. So-and-so."

"He ain't going to wait on me," said Mrs. So-and-so.

Jimmy got very red and shamefaced. "Why ain't he?" asked one of the brothers. "What objection have you got to Jimmy? I'm sure he tries his best to give you good attention. What is the trouble with him, ma'am? We'd like to know what it is."

The woman didn't hesitate.

"He gives short measure," she said, "and he charges two prices for everything he gives you. Anybody might think he owned the business by the way he gouges. Why, the other day he charged me 10 cents for two tomatoes. I knew the price was wrong, because the book-keeper said so and cut it down to 4 cents. He's the stingiest clerk when he measures such things as potatoes and tomatoes that I ever saw. I always have to prod him into giving proper measure. I don't ask for more than is coming to me, but Jimmy gives less than anybody else in the store."

All this took place in the open store, and in the presence of the bewildered, abashed Jimmy.

The brother who had listened, instead of getting in a rage about it, had a good deal of tact, I thought.

"All right, ma'am," he said. "I'll wait on you myself in a minute."

After the store was closed and the other clerks had gone home, the two brothers called Jimmy up to the captain's office.

"You heard what Mrs. So-and-so said about you, didn't you, Jimmy?" asked one.

"I did," said Jimmy.

"Well, what have you got to say? You've got to give a better explanation than I think you can, if you stay here. We've worked too hard to get this trade together to have you ruin it. What have you got to say?"

"I've got to say that that's what I supposed I was expected to do when I come here," said Jimmy, doggedly.

The brothers were surprised.

"What d'ye mean by that?" one asked. "How could you suppose any such darn fool thing as that? Did Tom or I ever give you any such instructions?"

"No," said Jimmy, "but what have you got to say to this?"

He produced from a little flat pocket-book a clipping from a grocery trade paper published somewhere in Ireland. It purported to describe the attitude of the American grocer toward his customers. Jimmy had read it before he came over, and wishing to Americanize himself, had simply followed out its lying teachings.

One of these brothers, who told me all about the thing, gave me this clipping, and I print it here. It was much worn with reading and creasing and had evidently been given much study by the guileless Jimmy:

The grocers of the United States do not have the same attitude toward their patrons that is common among the grocers of the old country. The latter holds himself responsible in a measure for his patrons' welfare. He will steadfastly refuse to sell products that he knows or believes are impure and he is withal generous in his measures. The grocer of Ireland is usually in business because of its congeniality to his temperament, and for that reason the lust of money-making is not in control. The grocer of the United States, on the contrary, sells the articles that pay him the most margin, regardless of quality, and gives by way of measure no more "than the law allows."

We are informed that it is a literal fact that in the United States the clerk who can give the smallest measures and sell the most profitable goods, regardless of quality, is the one whose services are most appreciated by the shopkeeper, and the one to advance with the greatest rapidity.

This is the baldest rot, of course, but it took poor Jimmy in completely. He set out the very first day he stood in his brothers' store, he told them, to give as skimpy measure as he could. He would charge just as high prices as he could, too, for broken packages and things of that sort. Of course, the poor devil was perfectly honest about it; every cent of the extras went into his brothers' pockets.

When Jimmy's story was told, the brothers took possession of the clipping and opened the boy's eyes a little. They told me they stayed there with him until 1 o'clock in the morning, endeavoring to sweep out the false ideas from Jimmy's brain. They weren't sharp with him—the boy had done what he did in their interest.

After that, as fast as they could, they explained the case to the customers who had had it in for Jimmy, and one by one they took the boy back into favor again.

If a foolish, cross-eyed little sheet

like the one that printed this idiotic lie about American grocers has such an influence as this, who can bound the influence of a good paper?—Stroller in Grocery World.

Willing to Accept Five-Cent Silver Coins.
Correspondence N. Y. Sun.

A Maine druggist has solved the problem of what to do with the annoying little five-cent silver pieces, which have been the bane of traders for a number of years. It is said that these coins are more common in Maine than in any other State, because not only are the people of this State afflicted with their full share of United States minting, but innumerable specimens made in Canada, the Maritime Provinces and Newfoundland find their way across the border and circulate among the disgusted tradespeople until their patience and the coins are worn out. Early last spring a local druggist called attention to the fact that he did not object to the tabooed currency by putting out the following ambiguous sign in front of his store:

SILVER NICKELS TAKEN HERE IN THE WAY OF TRADE.

"I knew just what kind of a sign I was making when I had it painted," said he in reply to those who came to quiz him. "Of course, a silver coin can't be a 'nickel.' That's just put there to whet their curiosity and make the visitors believe I am a 'jay.' I take all the silver five-cent pieces that are offered me in the line of trade, and then if a fellow and his girl come in for a glass of soda and an ice cream, and the man gives me dollar bill or a fifty-cent piece from which to take my pay, I manage to work off one of my silver pieces on him. I know he doesn't want it, and that's just why I give it to him. In nine cases out of ten, when he finds what I have done, he will look around the store for a chance to spend it again. In this way I get five cents' worth of trade that would not have come to me if I had not passed the silver piece. It is a small thing, but I have increased my trade more than \$100 this season by putting out that notice. There is some profit in \$100 worth of trade, even if the dealer is a druggist. I'm more than \$50 to the good on account of that sign."

Making Artificial Woods.
From the Philadelphia Post.

A process has just been patented for making artificial woods out of pulp so as to imitate such costly kinds as mahogany and rosewood. Indeed, the inventor claims to be able, by the help of his machine, to reproduce the appearance of quartered oak, curly maple, bird's-eye maple, or practically anything else that grows in the forest, so perfectly as to deceive the trained eye. Obviously such an achievement should be of high commercial value, inasmuch as the more expensive woods are luxuries within reach only of people of means, the rarest of them coming from distant tropical countries.

The process does not reproduce the texture of woods, but merely their appearance. The pulp is thrown upon a cylinder by an air blast projected through a number of pipes, and an irregular distribution of the particles is obtained by various devices, such as varying the intensity of the blast and causing the pipes to vibrate. In this way the knots and grain of the natural woods are said to be counterfeited with surprising success.

Artificial woods of this kind are available for use as veneers, the employment of which is so extensive at the present time. Nearly all of the imported natural woods are sold as veneers. They are cut in extremely thin slices, because they are too costly to be used solidly. Mahogany, rosewood, curly ash, figured birch, satin-wood and Circassian walnut are most in demand, and veneers made from them bring from three cents to ten cents a foot. Some veneers are worth twenty cents a foot, though mere shavings, and a single log of rare wood is sometimes valued at as much as \$2,000.

Doubtless a principal use is expected to be found for the counterfeit mahogany and other woods in the making of furniture.

Days of Reckoning.

Wife—When we go anywhere now we have to walk. Before marriage you always called a carriage.

Husband—That's why we have to walk now.

The word "mile" comes from the Latin "mille," a thousand. A thousand paces of a marching soldier made the Roman mile.

ASPHALT PAINTS

Established 1868.

State Agents

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



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

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



You simply send the order, we do the rest—all of it. We roast the coffee, we sell it TO you, we sell it FOR you if you cannot do it yourself. All you have to do is to take care of the margin on it—and there always is one—a good one; we look out for that, too.

OLNEY & JUDSON GROCER CO.
GRAND RAPIDS, MICH.

Farmers Beginning to See Advantages of Furnaces.

The outlook for furnace business is good except in localities where the drouth has materially affected the crops. The farming community and small country towns are beginning to see the advantages and comfort derived from a good hot-air plant, and, with the prosperity of the last few years, are beginning to feel that they can and will have a few of the luxuries enjoyed by their city cousins, and a well-heated home comes among the first.

I look for an increase in some localities and a falling off in others, so that if the business for this year holds its own with 1900 my expectations will be realized.

The cheap furnace is a thing of very little or no value, and as consumers begin to realize that there is a very great difference in value between a furnace manufactured to sell at a price, and one to please the trade in every particular—durable, economical and easy to manage—just in proportion will the demand for the one fall off and the other increase, and, like every other article of merit, the good will drive the bad before it as the wind does chaff.

I consider cast iron the best material to use in all heating surfaces which are subjected to great heat, as the firepot,

feed sections and domes usually are. After the products of combustion have been forced against the proper amount of cast surface and the intense heat radiated therefrom, then, from there on to the outlet, or smoke pipe, sheet steel of a good weight is preferable. As the tendency of steel is to radiate a larger percentage of heat than will cast iron, the main feature in all furnaces from a point of durability is to have all the parts heavy enough to stand the heat to which they are subjected, and not to join cast iron and steel where there is a liability of intense heat, otherwise leaky joints are sure to follow a few years' use.

The manufacturer should see to it that his are properly constructed and well fitted before leaving the factory, and if he has any weak points, either remedy them or post the retailer, so that he may be able to obviate trouble as much as possible. The fact that a good furnace poorly set amounts to about the same in results as a poor furnace well set stands the manufacturer in hand to see that his goods are handled by dealers who understand the furnace business or look after the construction work themselves.

The dealer should assume all the responsibility as far as the consumer is concerned, as to the satisfactory work-

ing of the plant. He should get such a price for his work that he can afford to assume such responsibility, criticize the work himself before the job is turned over to the consumer, and if anything is found wrong or incomplete, right it before the owner has a chance to enter a complaint. A satisfied customer will bring trade; one dissatisfied will drive it away.—Frank F. Porter in American Artisan.

A Story Without an Affidavit.

"This theory," said the traveling man, "that warts will go away when you stop thinking about them, may have something in it, and I am inclined to have faith in it. I know from actual observation that warts can be transferred and will give you the case in point.

"I was buying a newspaper when I noticed that the hands of the newsboy were covered with warts. His stand was within a block of my house, but I am away so much the little fellow did not know me by name. I said to him: 'You should get some one to charm away those warts,' that being the method of getting rid of them when I was a boy.

"They ain't mine now," he said, "I sold them last week to Teddie Stearns, and they'll all go to him."

"Now Teddie Stearns is my own boy and I did not like to think of his smooth, chubby hands being disfigured with warts and we did not live in a

wart atmosphere; they belong more exclusively to the barefoot-boy-with-cheek-of-tan conditions—I had been such myself. When I went home I called my boy to me and looked with some anxiety at his hands. They were as clean and white as a girl's.

"What is it, papa?" he asked curiously.

"I am looking for warts." "Oh!" and he drew a long, delighted breath, "there ain't any yet, but they're sure to come, for I bought them from 'Carrotty Mike' for a pin. He says I'm sure to get 'em. Ain't you glad?"

"Glad? I could have cried, and I believe his mother did cry. But that blamed little cub said he wouldn't be a tenderfoot and he would have warts. I read the riot act to him and went away for a month's trip, and when I came back he was as proud as Punch—his hands had grown a crop of warts that discounted anything I ever saw in that line. I hunted up 'Carrotty Mike,' and would you believe it, there wasn't a wart on his hands! He had transferred them all to my boy."

All Her Own.

"Are all those beautiful white teeth her own?"

"Yes, all hers. She told me only yesterday that at last she had the dentist all paid up."

The farmer's principal competitor is his neighbor who has better agricultural implements than he.

VISITORS ON THEIR WAY TO OR FROM THE PAN-AMERICAN EXPOSITION, POLAND SPRING AND THE RESORTS OF NEW YORK AND NEW ENGLAND, WILL FIND EXCELLENT SERVICE ON THE THROUGH TRAINS OF THE NEW YORK CENTRAL LINES.

THIS GREAT CENTRAL RAILWAY SYSTEM OF AMERICA COMPRISES THE New York Central & Hudson River, C. C. & St. Louis, (Big Four), Michigan Central, Boston & Albany, Lake Shore & Michigan Southern, Pittsburg & Lake Erie, Lake Erie & Western.

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

E. A. STOWE, EDITOR.

WEDNESDAY, - - SEPTEMBER 11, 1901

STATE OF MICHIGAN }
County of Kent } ss.

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

I am pressman in the office of the Tradesman Company and have charge of the presses and folding machine in that establishment. I printed and folded 7,000 copies of the issue of September 4, 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 seventh day of September, 1901.

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

SAXON OR ROMAN?

The suggestions lurking behind the statistics are often more valuable than the facts they present. We are building great hopes upon the advantages accruing to us from our established relations with Cuba. Every move so far has been a success. We have cleaned up the town of Havana and have made that hotbed of yellow fever one of the most salubrious in the tropics; in the line of trade things are flourishing, and the future is full of promise. These matters fixed, we are settling down to the belief that in the not too far-off future Cuba will be an American city thronged with an American citizenship, throbbing with republican ideas and sentiments and demanding a semi-annual Fourth of July to give vent to their effervescent patriotism.

For realizing this happy condition of things, however, one ingredient is lacking: A first-class, up-to-date Fourth of July is impossible without an abundance of the first-class, up-to-date Yankee, and just here is where the statistics come in. They do not show that the most desirable element in modern civilization is cutting much of a figure in the common everyday life of the Cuban territory. During the month of July, for example, 228 immigrants were landed at the port of Havana. Of these 170 were Spanish and 58 were Chinese—not a Yankee in the whole lot to leaven the lump. It is not thus that are to be scattered in the fertile soil of those islands the seeds of political freedom that are to spring up and bear fruit a hundred fold.

The old Anglo-Saxon methods can not be improved upon if this country intends to Americanize the West Indies. The American wilds were made Saxon by English-speaking and English-thinking immigrants who came here during the seventeenth and eighteenth centuries with their gun-backed Bibles and settled

down to stay. Taking root in the soil, they spread. Fostered by the New England sunshine and rain, their shoots found more congenial soil westward and the continent has been overspread by them. The 26,000 Puritans who came from England from 1620 to 1640 have become 15,000,000, have made the faith of our forefathers the crystallized law of the land and infused into it the principles of life, liberty and happiness to be found nowhere else. It was the settled Puritan that made America the stronghold of republicanism, and it is only from such settlers that such results can come.

If this be conceded the Americanizing of our recent possessions is not promising. Investing money in Cuba or the Philippines may yield a high rate per cent., but nothing more. A few hundred American school teachers may teach the English language to the native children, but experience here at home shows how slight is the influence of the school teacher over the home circle, and this influence is lessened in the foreign country. There has been no real emigration of Americans to it. The American peddler with his pack has, indeed, entered these territories and taken full possession of the markets; but so far the conquest is that of the capitalist. The Yankee machine will do the special work required of it, but it will do nothing more. It has followed the flag, and the two may slowly blaze the way for the slowly-advancing Constitution; but if these peoples are to be Americans the land they live in must become the home of the Yankee. He must go out and come in among them. Hands must greet hands in the market place and the home circle. Reversing Shylock's creed, they must eat together, drink together and pray together. In fact, the statistics must stand for the ports of Cuba and the Philippines 228 Yankees, with not another nationality in sight, if these countries are to be Americanized. To-day no American wants to live in those countries, and he will not go there without a Government subsidy or salary—a condition of things which will Romanize territory which the Saxon should begin to make wholly his own.

Societies for the Prevention of Cruelty to Animals have long agitated against the cruel and senseless practice of docking the tails of horses, but the followers of fashion seem hitherto to have had the best of the argument. Some years ago King Edward prohibited the mutilation at his stud at Wolferton, but his action had but little effect. Now it seems that the pockets of the horse-breeders are to be touched in a tender spot, and touched by the Norwegian war department. On and after January 1, 1904, the department will purchase no horses for army purposes unless the tail be of the normal dimensions. Similar action by other governments would, no doubt, be followed by a material falling off in the practice, for the demand for horses by the world of fashion is but a tithe of what it is for armies.

The exhibit of honey at the Minnesota State Fair at St. Paul last week is declared to have been the largest ever displayed in the Northwest. One display showed how honey can be used for sweetening and flavoring in place of sugar and extracts. Honey vinegar is used as a preserving fluid for canned fruit and jams and pickles. Several glass cases containing hives of bees at work were shown.

THE GOLDEN DUSTMAN.

Every person who has read Dickens' "Our Mutual Friend" will remember the Golden Dustman, the illiterate laboring man, who made a large fortune out of the trash and waste material swept from the houses of that great metropolis, London. Many articles of value, sometimes money and jewels, were found in these sweepings, and they were all utilized in one way or another and brought in a profit.

While similar opportunities are still in the reach of the dustman, chemistry has come in to assist in the important work of converting waste material into profitable material, and the result has been astonishing indeed, while this science of transmuting base material into gold is barely more than in its infancy.

Many people well remember when cotton seed was considered a worthless material and was thrown out to rot. Today it furnishes oil, and, after the extraction of the oil, it gives a residuum which is used for feeding cattle and is shipped to Europe in large quantities. The oil is of extreme value for human food, taking to a large extent the place of the more costly, but not actually better, imported oils. The products derived from the once worthless cotton seed now bring in money to the extent of more than \$100,000,000 a year.

Coal tar, the malodorous refuse which results from the manufacture of coal gas, has proved to be in a way a mine of gold, on account of the great variety and value of the products derived from it. Aniline colors of brilliant hues, perfumes, medicines, antiseptics, are well-known commercial articles made from it, and its further possibilities seem illimitable.

In this connection, Prof. Peter T. Austen, a prominent and experienced chemist, contributes to the August Forum an interesting paper on the utilization of waste matters. Among the various substances which are considered of little or no value, in this country of great forests and vast lumber industries, is sawdust. It has been allowed to accumulate in such quantities as to form considerable hills. It has been permitted to run into streams and rivers, choking and obstructing their channels, killing the fish and disfiguring the shores, and it amounts to the bulk of vast numbers of trees.

In recent years, improvements in sawmill machinery have reduced the quantity, but still sawdust represents enormous waste. It is compressed into blocks or briquettes, either alone or with coal dust, and used for fuel. It can be subjected to dry distillation, thereby producing illuminating gas, wood alcohol, acetic acid, tar and oils. From the tar there have been obtained benzole, toluole, zymole, cumole, paraffine, naphthalene, and hydrocarbons which are used in the manufacture of aniline colors. Carbolic acid and creosote are also obtained. As a last product, charcoal is left in the retorts. All those products are of commercial value; but, save the simpler, such as tar and charcoal, few are made in the United States, our people neglecting the opportunities in their reach.

This is natural in a country so rich, where the people have not found it necessary to economize, and it is left to Europe to manufacture out of waste matter a vast variety of valuable articles, not a few of which we import,

when we could make them at home out of material which we throw away.

Thus are presented only a few instances of the possibilities for wealth which go to waste every day. But there is nothing finally lost. Matter goes through a variety of changes, but it is always at hand in the form of the gaseous or solid elementary substances which constitute all created things. As Prof. Austen says:

Matter is continually passing through its endless cycle. An overcoat may have in it the remains of ball dresses and prison shirts. It may have lain on luxurious beds or in the gutters. When our shoes wear out they are made into fertilizers, and produce grass and grain, and from the grass and grain are raised cows, and out of the cow's skin we make leather again. So we have the shoe back again, less that portion of it that has been consumed as milk and beef. Nothing is really lost in nature. Give the ground filth it returns us the flower. Matter is in eternal circulation. "Give me the sewage of New York City," says Dr. Long, "and I will return you yearly the superior milk of 100,000 cows."

Apprehension has been expressed that in time all the wood, coal and oil will be consumed, and there will be left on and in the earth no fuel with which to create power or cook our food or keep us from freezing. Such an idea is futile, since all the carbon, which is the heating constituent of fuel, is still upon the earth. Not a grain of it has been lost from the foundation of the world to the present time, and whenever the era of lack of fuel shall come it will be met by some achievement of science, by which the carbon that has been set free by the combustion of the wood, coal and oil, will be collected, recombined with the necessary hydrogen and oxygen and burned over and over again for every purpose of heating, although electricity will be made to perform the office of giving heat to meet every demand.

The revelations of science are of extreme value, not only because they enable us to convert waste matter into articles of value, but because they teach us that innumerable fields of labor now unoccupied will be opened and give employment to human brain and brawn, mind and muscle, so that the golden dustman of the future will not be merely a gatherer of garbage and refuse, but, with his magic wand of science he will transmute the basest substances into articles of the greatest value, an achievement vastly more beneficial than could result from converting lead and iron into silver and gold, which was the dream of the alchemists of the Middle Ages.

Though there is a surplus of women in New York and other eastern states there are a million more men than women in the country, and in the world at large there is an excess of over fifteen million men. In view of the great numbers of men who have been killed in battle and who have died of unrequited love, it seems strange that the world should still contain a surplus of representatives of the male sex. Of course, the more numerous the men become in proportion to the women the more precious the latter will be. If there is anything that pleases the women it is to have things so arranged that they need not be wall-flowers except from choice. This is a lovely world when you come to understand the arrangements in it.

A Parisian scientist promises to show the world a substitute for the potato. Meantime the potatoes are all eyes and the corn is shocked.

PROBLEMS OF POPULATION.

The power of a nation is in its people. If theirs is a poor country, affording them scanty means of support, they will emigrate until only enough are left behind who can live on such resources as may be available.

There has been, for four centuries past, more or less emigration from Europe to other lands. Spain and Portugal led the way in discovering and colonizing new countries. Later the British Isles took up the business of discovery, conquest and colonization and surpassed all other nations.

The French were once very active in colonizing and they had possession of vast regions in the New World of Canada and what is now known as the Louisiana purchase; but, when they gave up these, they seemed to have given up all enterprise and exertion to expand into new lands, and, although there has lately been some movement into Asia and Africa, it seems rather spasmodic than the result of a settled policy long pursued.

Germany had done nothing in the way of colonizing until very recently, when it started out with a good deal of activity. One of the most successful colonizers has been Holland, which possesses some of the most extensive and profitable colonies in the world.

But not alone have foreign colonies swallowed up the population of European countries. They have contributed an immense emigration to other lands than their own domains. Since the United States has acquired independence it has received about 15,000,000 immigrants from other countries. These were chiefly from the British Isles for years; but, since then, Germany, Scandinavian countries, Austria-Hungary, Italy and Russia have contributed to the foreign overflow into the United States. France has had little part in the movement. It is, indeed, the recent census of the population of France which has suggested some observations in this connection.

Very lately, M. Jacques Bertillon, of the Paris police, the inventor of the well-known Bertillon system of measuring criminals for identification, has published in a Paris journal some remarks on the results of the last French census and a comparison of France with other countries in point of growth. The number of persons in France on the day of the census, March 24, 1901, was approximately 38,600,000. The population was found to have diminished since the last census in all departments that do not contain large cities. The population, exclusively of the department of the Seine, which contains Paris, was a little less than 35,000,000. At the last previous census, in 1896, it was 34,961,000, so that the increase in five years amounts to 39,000 only. The department of the Seine (including Paris) shows an increase of 292,000.

M. Bertillon finds, in comparing the birth and death rates in France, that there is very little natural increase, and the additions to the population, as shown by the census, he attributes to immigration. It is known that there is a very considerable movement of Americans to Paris and a like state of affairs may be declared of other countries whose wealthy people seem specially drawn to the French capital.

The great wars of the first Napoleon caused a tremendous destruction of Frenchmen, and, nevertheless, at the middle of the Nineteenth Century, the first years of which were filled with

the Napoleonic wars, France still stood first in population of all the nations of Western Europe. There was then no consolidated German Empire; nevertheless the countries which were then separate kingdoms, but are now constituents of the Empire, barely equaled France in population. The following table shows the growth of the six great European powers in the last half century:

	1850 Millions	1900 Millions	Increase Millions
France.....	35	38	3
Great Britain.....	27	41	14
Germany.....	35	56	21
Austria-Hungary.....	30	45	14
Russia.....	66	128	62
Italy.....	23	32	9

It is seen that in present population France is only ahead of Italy and is behind Germany, Austria-Hungary and Great Britain in the order named. In 1899, according to M. Bertillon's statement, the excess of births over deaths was: In France, 31,000; in Great Britain, 422,000; in Germany, 795,000; in Austria-Hungary, 531,000; in Italy, 385,000. France has fallen from the second place, next to Russia, to the fifth place, and is not far ahead of Italy.

Should this relative rate of increase continue for another half century, the situation will be serious. France has no rich mines or other great undeveloped resources to attract and employ a great immigration from other countries. The resuscitation of the natural increase is the only hope in sight for a change of conditions. France is now engaged in a close alliance with Russia. What changes that may bring forth cannot now be foreseen, but it may bring benefit to the French people and nation, so long at the head of modern civilization.

The expression, "money to burn," is a mere slang phrase used in connection with profligate extravagance. But it has a more specific meaning when it refers to the destruction of mutilated currency. Twenty or twenty-five years ago the Government used to burn canceled currency, but that method of destroying it was abandoned when it was discovered that on windy days the draft in the chimneys would draw notes only partially burned from the furnaces and spread them over the white house lot and neighboring streets. Such bills have been redeemed in the past and Uncle Sam had to stand the loss. The Government destroys some five hundred million dollars of soiled and ragged notes yearly. It is now done by converting the paper into pulp. These notes are redeemed before they are destroyed. Two big pulp mills—macerators they are termed officially—grind them into a mass which looks like putty. The pulp is then treated with an alkali, which extracts the ink that constituted all the printing and inscriptions on the bills. Next it is converted into bales and shipped to a car wheel manufacturer. This pulp makes the best kind of wheels. The government sells it for \$40 a ton after it is baled and dry.

It is estimated that the damage done by bugs of various kinds amounts annually to \$300,000,000 in the United States. This damage is said to be increasing in proportion to the decrease in the number of wild birds. The importance of protecting our feathered friends is being strongly urged. We want the birds, and the birds want the bugs.

Old times are sweetest and old friends are surest.

THE PAN-AMERICAN CONGRESS.

In spite of all the dissension which has arisen between the South American republics, the Pan-American Congress is to assemble in Mexico this fall. The great stumbling block was the arbitration proposal mapped out as one of the principal purposes of the congress. The republics of Peru, Argentina and Bolivia demanded that all existing disputes be included in the scheme of arbitration. To this Chili strenuously objected, holding that the treaty by which the conquered provinces of Peru were turned over to her jurisdiction could not be reviewed. Until assured that past treaties and old disputes would be eliminated from the consideration of the congress, Chili refused to take part. Having received such assurances, the Chilean government decided to send representatives.

The action of Chili created much dissatisfaction among the other Latin-American republics, and they at one time threatened to withdraw entirely from all connection with the congress. Calmer judgment and wiser counsels prevailed, and all causes of discontent were apparently smoothed out, when it was announced that the Chilean Congress had refused to make an appropriation for the expenses of a delegation to the congress. This announcement again imperiled the success of the gathering; but, fortunately, it now turns out that it was not the Chilean congress, but only a committee of that body, that refused to authorize an appropriation. The congress itself promptly overruled the committee and made the grant. This assures the presence of the Chilean delegation and the success of the congress.

While the Pan-American congress will have the power to bring up any subject it desires, it would act wisely in refraining from opening up old controversies. General arbitration of disputes is well enough in principle, and should be resorted to as a general thing by all the American republics, particularly in disputes among themselves; but an effort to force arbitration of an old dispute in which a number of the republics have interests antagonistic to Chili would be too palpably taking advantage of a single country. Chili could not be compelled to accept arbitration, and she certainly would not agree to such a course in the matter of the conquered provinces. It would be much the wiser plan not to bring up the subject in the congress at all.

THE COUNTY FAIR.

If the county fair is different from what it used to be, it is due to the fact that the times have changed, though it still serves the same general purpose. It has, perhaps, less of the strictly agricultural character than formerly, although the day will never come when the vegetables, the fruit and the handiwork of the women folks will be conspicuous by their absence at these annual exhibitions. Outside attractions are given nowadays a more prominent place. Freaks and fakes and shows depended on to draw a crowd, are regularly recognized, indeed employed by the management.

There need be no great fear that the county fair has degenerated or that it is on the downward path leading to total annihilation. The institution is too firmly fixed and too well established to be discarded. There will be such exhibitions for many succeeding years and the patronage will continue profitable. There will always be enough of

the actual agricultural characteristics to warrant the name and the assemblage. One of the very excellent purposes served is that it presents an opportunity at a season of the year when they can best avail themselves of it, for the farmers in all the region round to get together, compare notes and talk it over. It is customary for the farmer to take his whole family to the fair, and every member of it has a good time. They not only see the best their neighbors have raised and get new ideas therefrom, but they enjoy the sociability of it, and that alone is sufficient warrant and justification for county fairs. They afford a lot of innocent and very pleasurable recreation. They are an institution which will be permanently preserved.

The rage for coats of arms, crests and such like relics of the dark ages of monarchies seems to have culminated in New York in the incorporation of what is to be known as a college of heraldry. Why there should be a banking after such figments in a republic is somewhat inexplicable, but that there is a wish for quarterings is evident, as the new concern proves. Hitherto the matter of coat armor and the right to possess the same has been considerably muddled up in this country. People have appropriated cognizances to which they have no right, the mere similarity in surname being sufficient warranty for the assumption. The business of the New York concern will be to sweep all such snobs from off the face of the earth; no snob shall exist without the special permit of its high and mighty officials. In fact, it proposes to be the prime arbiter and bottle washer in the matter of genealogies, pedigrees, crests, mottoes, supporters, charges and goodness knows how many other items connected with blazoning a coat of arms. Pride of ancestry is just as laudable in a republic as in a monarchy; it is grand to know that one's forbears cut some figure in the world, but for a corporation of pseudo-archaeologists to ape a state function is too much of a good thing, and all right-thinking people in this broad country will give the new concern the go-by.

The potato bug is slow but sure. Along with other American products it has now invaded England. It is known over there as the Colorado beetle. Extraordinary measures have been adopted to restrict its field of operations. The board of agriculture has issued a notice to the public calling attention to the law which provides that any person may be fined £10 who does not immediately notify the police of the discovery of the bug. Policemen are obliged, under heavy penalties, to warn the board of the presence of the bug. Being of American origin this insect will be found irrepressible. It can be depended upon to make a complete tour of the British Islands despite obstacles of every kind.

Within a few years New York City must become the metropolis of the world. In the last decade London increased 17 per cent., while New York increased 37 per cent. London contains about one-fifth of the population of England, while New York contains less than one-seventeenth of the population of the United States and has a vast immigration to draw from.

The first patent was issued to Samuel Hopkins in 1790 for making "pot or pearl ashes."

Clothing

Special Features of Fall Trade in Chicago.

Dressers who want a change this fall will get it in handkerchiefs to such a degree that they will forget everything else. Such radical departures have never been shown before. This time the jump is made from the neat, modest bordered white to the all solid colors in light blues, lavenders, pinks and light greens. The effect is startling. In these solid-colored handkerchiefs the borders are made with corded weave in alternating white threads or cords and so to some extent counteract the impression that these new handkerchiefs come in yard lengths and are cut and hemmed in handkerchief sizes. Some of the less extreme styles are in white or colored bars on the contrasting backgrounds. These are also lavishly corded and savor of the flashy instead of the genteel. The new fall handkerchiefs cannot possibly become popular with dressy men, but will no doubt take with the country boys.

* * *

Several of the leading haberdashers are bringing out Quaker gray neckwear for September wear. Several houses are now displaying large windows full of it in batwings and derbies of the narrow school. They are displayed on white shirts and are certainly fetching. The gray is relieved by white figures—very small—widely set. Again the same is to be seen with bright red figures. The effect is new and very pleasing. It is quiet and genteel yet has plenty of life to it in the small units. In this same display of ties are batwings and derbies of navy blue with white and bright red figures, same patterns as the Quaker grays. They serve to contrast the grays and make one of the handsomest, richest window displays seen this summer.

The manner in which English tweeds have grown in favor during the past summer has been a source of surprise to merchants. Just now they seem to be the rage with the best dressers. There is no reason why they should not be. A lightweight tweed is one of the coolest suitings one can select for hot weather wear. It is loosely woven and comes in cool colors. The summer trousers in tweed suits are made to wear rolled up at the bottom.

* * *

One of the leading haberdashers, who is widely known for the new things he springs on the dressy fellows, showed me a decidedly new thing in neckwear for fall. It is a stock tie of the old school made up in modern silks. The one shown to me was made from a medium heavy silk, navy blue and white spots. To get the effect this haberdasher put on a standing collar—a poke shape—and then tied the stock tie with a neat bow. He wore a white shirt. When the vest and coat were put on and the coat buttoned the effect was something decidedly new and pleasing. It was so very much out of the ordinary run of modern neckwear, yet so stylish and distinguished looking, that I cannot but predict a success for it. It is not a style that a careless or indifferent dresser will affect, because in the first place the man who is not in the dresser class can't tie it properly. Then again it is not a style that the masses will take to, as it requires the wearer to keep the coat buttoned to get the proper effect. It will be a style that the dressy fellows can have all to themselves.

* * *

I said just a year ago, when speaking

of the incoming styles, when the grays and oxfords continued to have such a run, that next year would undoubtedly see a breakaway and a stampede for radical changes. That "next year" is this year and the radical change is here. The suitings which have been selected by the leading tailors will run about 70 per cent. in plaids, 20 per cent. in tweeds and 10 per cent. in oxfords, plain grays and black or blues.

Nothing but sample swatches can be seen as yet. Brown effects are very much in the lead, with the greenish and dark blue effects greatly in evidence. All the plaids are indistinct except in overcoatings and they are the regular Scotch plaids—bold, distinct, yet quiet and comfortable to the senses. Cheviots predominate.—Apparel Gazette.

Jingles Used By Energetic Advertisers.

Come here and come early;
'Tis useless to seek
To equal bargains
We offer this week.

Little drops of printers' ink
Used in advertising
Bring us daily customers
In numbers most surprising.

A penny is worth saving
To make you rich at last;
We'll save you every cent we can,
And help you get rich fast.

With profit small we're quite content,
And that we'll share with you;
And you can save full ten per cent.
While we are making two.

Though changes in monarchies years
may bring,
There's one that's unchangeable:
Cash is king!

If words could picture this great sale
As it will prove on view,
'Twould sound just like a fairy tale,
And yet 'twould all be true.

Do you live to eat? Do you eat to live?
Just what you need we can always give;
We sell the best, so come and buy,
And while you live you'll be living
high.

To make one dollar do the work
Of two or three or more,
Just come this way 'most any day
And purchase at our store.

Sing a song of valuables,
A store full of the best;
We'll promise you the best there is;
We'll prove it by a test.

Rag time, standard time, sun time, too—
Any time is bargain time here for you.

We'll make your dollar buy for you
As much as others give for two.

Come early, come often; and come when
you may,
Here's goodness and value and little to
pay.

A duty you owe to the green dollar bill;
To make it go just as far as it will.
Reading this rhyme
Is wasting your time
Unless it impresses upon you
The fact that now, more
Than ever before,
We've bargained unequalled on view.

Takes His Cow to the Customer.

"There are two ways in which you may buy milk in Brazil," said the man who had just returned. "The milk isn't first rate, and milk and cream are scarce, but there is originality in one way of selling it.

"Sometimes milk is delivered from house to house in glass bottles, carried in wire baskets, something after the fashion of the milkman here, but there the difference begins. The cart used in Brazil is a three-wheel pushcart, always

painted some dark, dull color. The bottles are typically Brazilian; they are long, small-necked, dark green, second-hand wine bottles, which have advantages of their own for the merchant. The customer can not see the water which he knows is in the milk, and the dark color simplifies the task of washing which is quite a point to the native.

"But the other way of delivering milk is simon-pure Brazilian, and it is a sort of a case of the mountain coming to Mahomet. The milk merchant leads his cow around to his customers by a halter. Tied to the cow's tail is a smaller halter, and at the other end of that rope is a small muzzle halter, which is fastened around the head of a calf. The Brazilian milkman believes that the cow will not give milk if unaccompanied by her calf.

"The merchant, thus leading his merchandise and source of supply, walks barefooted over the uneven stone pavements from customer to customer. In his hand he carries an ordinary-sized drinking glass and a tin one-pint measuring cup; these he ingeniously raps one against the other, and this is his gong to notify his customers of his approach. A customer reached, the merchant gets down on one knee and proceeds to execute the order while the customer waits.

"The stranger sees no chance for diluting the milk in this system by which the consumer sees with his own eyes the goods produced. But the natives—and they all agree on this point—insist that the milk merchant has under his coat a rubber bottle filled with water and with a rubber tube attachment which enables him to inject the water into the measure along with the milk. Another way the artistic milk merchant has for milking

his customer is by producing as much foam as possible. This is done by holding the glass as far as practicable from the source of supply during the process of filling the measure.

"In the best hotels and restaurants on the eastern coast of Brazil I did not once see cream used or offered, and milk as a beverage was very seldom seen, and I did not once see it mentioned on a bill of fare. Milk—such as it is—brings about 15 cents a quart, United States money, and a better supply even at this price would increase the demand materially."—New York Sun.

He Met the Requirements.

"The man I marry," she said, "must have a family back of him."
"All right," replied the widower, "I have three boys and a little girl that are fairly aching to have you be a mother to them."

The telea polyphemus, the best known species of American silk worm, feeds readily on the leaves of the oak, maple, mulberry, willow, elm and several other trees.

Ask to see Samples of

Pan-American Guaranteed Clothing

Makers

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

M. Wile & Co.

Famous Makers of Clothing

Buffalo, N. Y.

Samples on Request Prepaid

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 meet 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.

Beautiful Tribute to the Greatness of Woman.

Woman is the world-compelling power which makes for greatness, and if the greatest happiness of the greatest number be the standard of right and wrong, or of good and evil, it follows that the source of that goodness which makes for the greatest happiness must be the greatest moral force on earth. That source is woman. She is the helm of all things human. She is at once the most inconsistent and the most relevant thing in nature. She is sunshine on a holiday, balm o' Gilead, strength in weakness, the pound of sweetness to every ounce of sourness in human life. She doubles the joys and halves the griefs of every son of Adam.

She is the one thing needful, a perpetually recurring comfort and consolation, a whip and spur to success, the shadow of a great rock in a weary land. The words of her mouth are sweeter than honey and smoother than butter in a lordly dish. She is a rod and a staff, she is a friend that sticketh closer than a brother, she is as good news from a far country and as cold water to a thirsty soul. Her counsel is as the counsel of princes, her love is stronger than death, her jealousy is as cruel as the grave. She is a pearl of great price, a helpmeet for man, the star of his hope and betimes the Nemesis of his destiny. She is all things to all men: she is Lot's wife, Delilah to Samson, Helen of Troy, Cleopatra, Great Eliza, Lucretia Borgia, Jenny Geddes, Mollie Pitcher, Florence Nightingale, Grace Darling, Flora Macdonald, Victoria, Nancy Hanks, Helen Gould, Carrie Nation.

She walks by faith and not by sight, and her hand is the right hand of fel-

lowship. Her face is the outward and visible sign of an inward and spiritual grace; she is as fair as the moon, clear as the sun and terrible as an army with banners. A light which never shone on sea or land twinkles in her eyes. For her are wars, peace, fire and sword. For her men spend their strength in gathering gains and for her men spend their gains in gathering strength. Thrones, dominions, principalities and powers have bowed to her sway; she has crushed empires beneath her feet; the proudest of the sons of men have on bended knee besought her mercy.

She soothes the wrinkled brow of age with her soft caresses, she wipes the death dew from the brow of the dying, she performs a thousand acts of grace and gladness to friend and stranger alike, she causes the widow's heart to sing for joy, she kisses away the tears of the orphan. In the first flush of motherhood she is the envied of gods and men and all angels, she is a thing of divine beauty as she coos and cuddles to her breast her first born, the first born among many brethren. Her heart throbs and she weeps tears of sorrow o'er the bed of suffering, her notes of angel sweetness ascend to heaven as she carols the yodlings of peace; they find echo in the outmost depths of perdition as she calls her sons to go forth beneath the banners of war.

Nature even fights upon her side; she is a born winner. She may have brought sin into the world, but by her came also the Redeemer of mankind. It is hers to lift up the fallen; her way is the way in which light dwelleth; she unlooseth her sweet influences and the hands of devildom are unbound. Public policy, private happiness, domestic

peace—everything from a good conscience to a good complexion attends upon the will of woman. She can quench the purple fire of love by a ladleful of lukewarm soup, the milk of human kindness she can turn into curds and whey by a dish of bony potatoes and Monday washday hash.

Every mortal thing from law, logic, literature and the proper washing of dishes to science, art, medicine and the fulfillment of prophecy is made either better or worse because of her. She is the genius of life, liberty and the pursuit of happiness, which the framers of the declaration of independence declared to be of the inalienable rights of man.

Her reign is forever and ever. Her beauty knows no horizon. Her love knows no limits. Her hate needs no added bitterness, and he must be a great man indeed who can defy her powers.—New York Sun.

The Chronic Leaners.

A large proportion of the failures in life are to be found in the ranks of the chronic leaners. Everywhere we go we meet earnest, conscientious workers who are amazed that they do not get on faster. They wax eloquent over their fancied wrongs, the injustice that confines them to inferior grades, while persons with no more education, ability or perseverance than they possess are advanced over their heads.

To the casual observer, they seem to have cause for grievance; but when we analyze these people, we find what the trouble really is. They are incapable of independent action. They dare not make the slightest move without assistance from some outside source, the advice or opinion of some one on whose judgment they are wont to rely. They

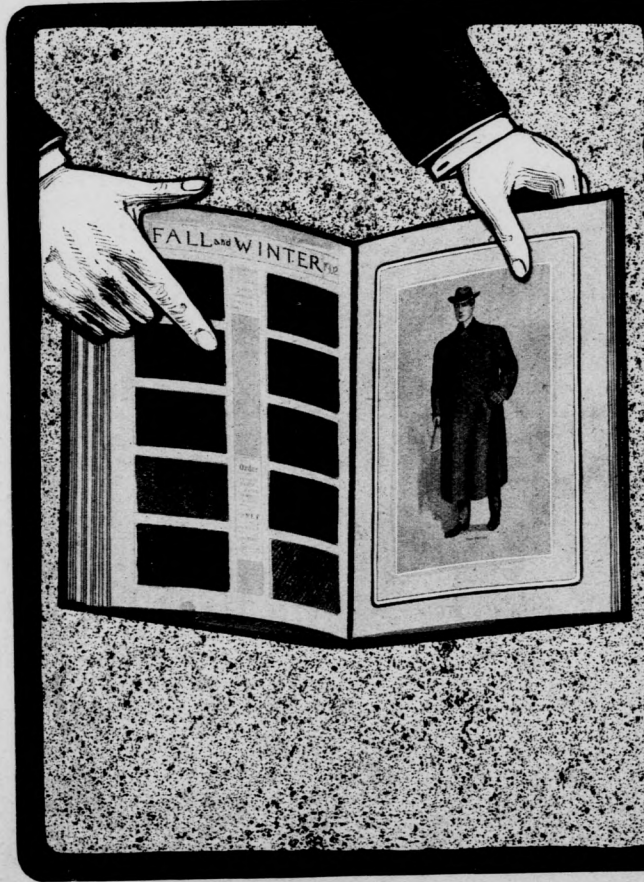
have no confidence in themselves—do not trust their own powers. They have never learned to stand squarely on their feet, to think their own thoughts, and make their own decisions. They have leaned upon somebody from childhood, all through the formative period of character-building, until a habit of leaning is chronic.

Any faculty which is unused for a long time loses its power. It is a law of nature that we must use or lose. If a man ceases to exercise his muscles, they soon become weak and flabby. The same inexorable law governs man's mental powers. So, the men and women who have never learned the fundamental lesson of self-reliance, who have never used their God-given faculties in reasoning for themselves, making their own decisions, and being their own final court of appeal, grow up weaklings, parasites. God intended them to stand alone, to draw upon his inexhaustible power without stint. He meant them to be oaks, but they have become vines. Not realizing that all growth is from within, they have reversed this fundamental truth, and endeavored to draw their strength from the outside.—Success.

Iceland's Sensible Cigarette Cure.

The cigarette smoking mania has lately broken out with excessive virulence among boys and girls in Iceland. A proposal to cope with the nuisance is being considered by the municipal authorities of Reykjavik. It will, if adopted, empower any male or female adult to box the ears of a juvenile offender, confiscate his or her weed, and impound the stock of cigarettes.

Inexhaustible supplies of superior graphite, almost pure, and eminently suited for pencils, are found in Siberia.

**You Sell from the Book**

Any merchant can make big profits selling our clothing by sample. We furnish, FREE OF ALL EXPENSE, a complete outfit, consisting of a large sample book, containing two hundred and ten samples of Men's, Boys' and Children's Suits, Trousers, Overcoats and Ulsters. Every prevailing fashion is represented and can be sold at about half the prices charged by the tailors to the trade. This clothing is fully guaranteed in every particular—is correct in style, perfect in fit, and made of the finest materials. With the book we send all instructions, advertising matter, tape lines, order blanks, envelopes, etc.

THE OUTFIT IS FREE

SEND FOR IT IF YOU WISH TO SELL CLOTHING BY SAMPLE....

EXPRESS CHARGES WILL BE PREPAID

David Adler & Sons Clothing Co.

MILWAUKEE, WIS.

Shoes and Rubbers

Footwear a Big Item in a Stage Production.

Through some oversight the manager of a theatrical company that is soon to "try" an elaborate costume play upon an Eastern city has neglected to make arrangements to have the company shod, and the anxiety into which the cast has been plunged by this carelessness gives some idea of the importance which attaches to the matter of shoeing for a modern stage production. The actors who have been engaged for this one took it for granted that the usual arrangements had been made with the usual bootmaker for providing them with the proper footgear, and all that they would have to do would be to drop in any day and leave their measurement. That is the way they have been accustomed to buying their stage shoes, and they have been dropping into a little shop in Union Square, which has practically a monopoly in theatrical bootmaking, every day for the last week. The woman who is in charge of the shop during the proprietor's absence, says: "It will teach them all a lesson."

A man, who from dress and manners was obviously from stageland, entered the shop, and with an air of easy assurance took a chair and announced that he had come to be measured.

"For what?" asked the woman.

"For what?" repeated the actor. "Why, for the shoes I am to wear in—," mentioning the title of the play.

"We know nothing about the boots you are to wear in that piece," said the woman; "but possibly if you leave your order we can get them out for you in time—what style is it you want?"

The actor's easy assurance gave way instantly to bewilderment, and from bewilderment to mental stampede. "Style," he echoed, gazing helplessly around him, "why, classic, Spanish, Louis XIV.—I don't know, how should I know? Something like that thing there in the show case," and he pointed to a black satin Spanish slipper with high heels slashed with yellow and trimmed around the top with silver, "that's what I want, isn't it? something on that order, anyway." The woman told him that it would be impossible to fill an order from so meager a description, and advised him to go around to the costumers' and obtain details. The actor humbly promised to do so.

When he had gone the woman turned to another customer. "That man," she explained, "would have known all about the boots he is to wear, if he had seen them; that is, if we had made them for him he could have pointed out where they were historically and otherwise wrong. As it is, you can see for yourself how ignorant he is, and how helpless. It is customary for a manager, when a new play is to be put on, to leave the order with a bootmaker for all the footgear that are to be worn by the cast; the style and the designs are sent to us by the costumer, or in some cases, are left to our own judgment."

"What does it cost to shoe a company for a first-class production?" inquired the customer.

"From \$1,000 to \$1,600," the woman answered. "This present production will cost about \$900."

"And who pays for all that?"

"Why, the actors themselves. It costs each one from \$80 to \$100, according to the number of changes he or she has to make in the course of the play. The

supers, of course, do not have to pay for the shoes they wear—they are included in the company's property."

The popularity of historical plays has made the high kid boot extending above the knee, and known to the trade as a "knicker-taur," in greater demand than any other style. They cost from \$10 to \$18 a pair. Other costume boots vary in price from \$8 to \$40 a pair.

"How many dancing shoes," said the woman in the shop, "do you suppose that young woman there (pointing to a photograph of a woman balancing airily on one great toe) how many shoes do you suppose she ordered here yesterday? Two hundred pair. Almost as many as some people wear in a lifetime, isn't it? She's going to Australia, and she doesn't want to run short of shoes."

The shoes which the young woman had ordered and which are kept in stock were quite shapeless and heelless affairs. A pronounced box toe explained the ease with which ballet dancers poise for minutes at a time on them. "And all the 'glittering tinselled sham,'" continued the shopkeeper, "which you read about as 'existing behind the foot-lights,' does not apply to these wares. They are of the best material and best workmanship, and cost more than any shoes of any sort sold in this country."

To Be a War to the Finish.

The United States Rubber Company has definitely defined its policy to January 1, 1903. Under date of August 28 the following letter was sent to the shoe jobbing trade of the country:

Gentlemen—As we are in a position to determine upon certain important features of policy for another year, we take this opportunity to advise you that we have decided,

1. To continue the contract system from January 1, 1902, to January 1, 1903.
2. To continue a policy of low prices.

3. To provide a margin between our selling price to you and the price at which you will sell to the retailer, beginning January 1, 1902, of 8 and 8 per cent. instead of 8 and 6 per cent. as at the present time.

We are glad to make this announcement at this time, and do so with the hope that it may be of benefit to you in forming your plans for the future.

It will be seen by the above letter that the policy of the company is to continue its fight against the outside companies. A trade journal representative called upon one of the leading officials of the company and from him learned that it is the intention to wage the war to a finish, and he went so far as to state that unless there should be a successful termination by January 1, 1903, the battle would go on beyond that time. The company means to get back the rubber trade of the country if such a thing is possible, and from present indications doubtless it will result in a "survival of the fittest."

Not as much as formerly, perhaps, the complaint is heard that farming does not pay. For those who think or say such things there is interest and perhaps a crumb of comfort in the statement that an ex-governor of Colorado will make \$500,000 profit this year from 16,000 acres of land. That is a good return on the investment. Perhaps the fact that this remarkable man is an ex-governor has given him some political pull which has enabled him to get better prices for his produce than others have realized. At these figures farming is more attractive than any other pursuit.

The Western Shoe Co.

Toledo, Ohio

Carry Shoes that Sell and Satisfy

Mail orders shipped the day they are received.

Agents for Boston and Bay State Rubbers

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.

HELP

We will help you increase your shoe business. We make shoes out of Leather and they are well put together.

Bradley & Metcalf Co.,
Milwaukee, Wis.



Importance of Knowing the Men on the Floor.

What makes a successful merchant? Have you ever asked yourself this question? In conversation with a half dozen of the best shoemen that this country has ever produced, the above question was asked by a leading manufacturer. The answer is this: Successful merchants are not only good buyers but they are better sellers. Good buying simply forms a small portion of the functions of a successful shoeman. One of the oldest and perhaps best known shoemen that this world has ever known used to remark: "Any man can buy, but it takes a good man to sell," and that is true.

What are the best methods of selling goods if that is a fact? Gentlemen, no matter how clever you are in buying, no matter how clever you are individually in selling, the first and most necessary requisite is good timber on the floor. When I say good timber, I do not mean to say that you must hire all the "crackerjacks" from one end of the United States to the other, and put them in your department. Make your own clerks. This is an easy matter, and it has been done by our most successful shoemen. You will ask the question: "How can I make my own clerks?"

Too often shoe merchants and buyers feel their own importance and fall into the belief that they know it all and are loath to associate themselves with the clerks on the floor; that is, in a business sense. This is a mistake. The successful shoe seller is on his floor early, watches his clerks and finds out their faults and failings. A pleasant remark concerning a customer who has left the department without buying gives you a point on which to work. Very often a word from you assists in the sale of goods, and it also assists the clerk in becoming a better salesman. Successful shoemen do all these things and do them continually, not in a spirit of disgust but in a spirit of friendly unity which inspires the salesman. Let me ask you a few questions:

Do you often keep your clerks after 6 o'clock and tell them all about the conditions of trade, advise them what you want pushed, and advise them what shoes are good sellers, and why; tell them what shoes are bad sellers, and why, and direct them to clean your shelves of certain lines, and why? Do you ask their advice about lines which you are about to place in the department, even though you do not act upon it? If a shoeman tells you that he feels a certain shoe will sell readily, do you ask his reason, or do you simply nod your head and walk away? If he tells you a shoe is a poor fitter, do you ask him why? If he suggests a small change for the betterment of the department, do you tell him it is none of his business, or do you think twice upon the subject? Give him a kindly word, which shows that you appreciate his individual efforts which are for your own welfare. Do you ever give him a little talk on how to approach a customer, or on the manner of handling shoes, and on the styles to show, and the best methods of handling turnovers?

If you do not assist your clerks in every one of these little details, remember that you have a lot to learn and that you are not yet an up-to-date shoeman. If you doubt the soundness of this advice, write a letter to this office and let us put you in communication with some of the cleverest men that this

country has ever known who continually follow these lines, and for that reason can show their four turnovers, with nothing lying in their stock-room at the end of each season. Think it over.

This is the first milestone on your road to success. The second, and perhaps more important one, is the confidence you have in your head of stock or assistant buyer. He is, or rather ought to be, one in whom you place implicit confidence and to whom you turn on all occasions for advice and information connected with the business.

It is your head of stock whom you should hold strictly responsible for the actions of your clerks on the floor, for the manner in which they handle trade, the way they keep their stock, their promptness, and, in short, for every detail which is connected with the business. You simply give them your advice as an extra precaution, otherwise they come strictly under the supervision of your first man.

If you have a man in whom you have no confidence, you might better rid yourself of him; or, if you have a man whom you are afraid to trust fully, it would be advisable to either resign from your position or perform the duties of both buyer and head of stock, because, when a man works without confidence in his own ability, that man shows a weakness which practically bespeaks failure.

A good head of stock is a blessing to any bright, up-to-date shoe buyer, and only too often the lack of appreciation shown him discourages him so much that he would rather be on the floor as a regular salesman than hold the position of influence in which he is placed. Warm up to your head of stock and get closer to your clerks, and the result will be so favorable that you will begin to wonder why you did not do so long ago.—Shoe Retailer.

He Was After Nickel Jobs.

A very small pile of coal lay on the sidewalk in front of a house on A street, southeast. A correspondingly small son of Ham was sauntering along, and, seeing it, scented a job. He rang the door-bell.

"Am dat you all's coal?" he asked the lady who appeared at the door.

"Yes."

"Want it toted in?"

"Yes."

"Kain't I git de job?"

"Why, you're pretty small, and then you might charge too much. You might ask more than I could pay."

"How much is yo' got?" asked the small man of business. "Kin yo' raise a dollah?"

"Oh, my goodness, no."

"Seventy-five cents?"

"No; run along, and don't bother me," and she started to close the door.

"Mebbe so you'll gib 50 cents?"

"No, no; run along."

"I reckon yo' all ain't got er qua'tah?"

"No."

"Ner a dime?"

"No, not even a dime," replied the woman, beginning to laugh.

"Well, how much is you got?" questioned Ham, showing his ivories. "I sut'nly does want'er git de job."

"I've got just a nickel."

"Well, I'm jus' a-lookin' fer nickel jobs." And he straightway began.

Home Instinct Strong Even in a Pig.

A New Jersey woman farmer tells the following remarkable story and vouches for its truth:

I had more pigs than I wanted to keep, so I sold one to a man living in the neighboring village. The little pig had been living in the pen with his brothers and sisters, and had never been outside of it until the man who bought him put him in a basket, tied down the

cover and put it in his wagon to carry to the new home. Late in the afternoon the farmer who sold it saw something coming across the swamp meadow below home. He watched it struggling through the wet places, climbing the knolls, until he could see that it was his little pig, all covered with mud and very tired. He went straight toward the barn, against which was the only home he recognized. The money was returned to the man who had bought it, and the little pig stayed at home.

Vicissitudes of a Secret.

Ella—Bella told me that you told her that secret I told you not to tell her.

Stella—She's a mean thing—I told her not to tell you I told her.

Ella—Well! I told her I wouldn't tell you she told me, so don't tell her I did.

For many centuries the Chinese have dated all their public acts, documents and chronology from the accessions of the emperors.

Our
"Black Cat"
Work shoe is the best
for men's wear.
C. M. Henderson & Co.
"Western Shoe Builders"
Cor. Market and Quiney Sts.
Chicago, Ill.

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

The Grand Rapids Shoes
we make are not
Indestructible
but the concentration of thirty-five years' experience on this line of goods has produced results that we find invariably surprise every one. They are built for the hardest kind of sustained wear. All we ask is to submit samples and give our goods a thorough trial.
Rindge, Kalmbach, Logie & Co.,
Grand Rapids Shoes

They'll Never Rip
No Seams or Stitches to Give Out
The Tops and Vamps of these shoes are cut out of one piece of leather, with only a light imitation seam around the vamp to give it a good appearance. Note the heavy full length outside Back Stay—a feature adding strength and stability to the shoe. Made in our own factory. Made in men's, boys' and youths' sizes.
Herold-Bertsch Shoe Co.
Makers of Shoes
Grand Rapids, Mich.

FREIGHT TRACERS

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

BARLOW BROS., GRAND RAPIDS, MICH.

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

Dry Goods

Weekly Market Review of the Principal Staples.

Staple Cottons—Several of the leading tickets of bleached cottons were advanced $\frac{3}{8}$ c per yard, including "Fruit of the Loom," "Lonsdale" and others. The market for all lines is in an excellent condition. Those intimately acquainted with the actual conditions of the cotton goods market are not surprised, because they know that within a few days all lots for immediate delivery have been bought up, and, in fact, it is to-day almost impossible to get anything for near-by delivery, even at the present advanced prices. It is expected that not only other high grades of bleached cottons will be advanced soon, but lower grades will also follow. Brown sheetings and drills are also in a very strong position, and buyers are finding it hard to operate, both in heavy and light-weight goods. At present writing there have been no open changes named for either wide sheetings, cotton flannels or blankets. Coarse colored cottons are improving in tone, although the demand still remains rather quiet, and sellers are becoming more reserved in their attitude toward buyers.

Prints—Nearly all the staple prints are in excellent condition. The trade from day to day, while not showing any special increase, is enough to keep the market in a good condition, and some lines are positively scarce. Indigo blues are well conditioned at the latest price, and no further advances have been made this week. In red prints and low-priced robes there is a curtailment of production. The situation in fancy calicoes is without change. The demand is only moderate, but the supplies are small. For next spring there has been a good business booked for both woven and printed patterned goods.

Dress Goods—The majority of domestic lines are not yet ready to show and, according to the testimony of agents, many lines will not be complete and ready for 10 days or a couple of weeks. It looks as though it will be well on toward the end of September before the new season will get into full swing. There are more foreign lines showing than anything else, but the buyer, as a general rule, does not show any hurry to get into the market. The preparations of both domestic and foreign manufacturers have been confined almost exclusively to plain goods, aside from waistings, which show some modifications of style from last season's, embroidered effects being more prominent, for instance. There is little indication of a return to favor of fancies, although there are certain spirits in the market who are talking fancies, claiming that there will be more of a disposition on the part of the buyer to take hold of fancies as the season advances. A return to favor of fancy goods would be greatly appreciated by a great many domestic manufacturers, but it looks at present as though it is a hope which will have to be deferred beyond the present season. The recent improvement in the jobber's heavy-weight business is not calculated to hurry his inspection of the new spring lines, although, of course, in the long run it will improve the chances of the spring season, by cutting down the stock of the jobber. As long as his time is engrossed with the developments of heavy-weight business, his interest in light-weights is likely to lag somewhat. Agents generally regard

the outlook for the new season as of a promising nature. The difficulty experienced by buyers in getting deliveries as required, in many instances, it is believed, will lead to more liberal orders at the outset of the season than was the case last season.

Underwear—Duplicate orders for heavy-weights have been coming in with considerable freedom during the past week. On the higher grades even very fair re-orders are reported. Prices are very firm and there is considerable talk among the agents and others interested about advancing in the near future, before the end of the season anyway. Manufacturers have their stocks in good shape and they feel that the situation is strong enough to warrant increasing prices to some extent. Fleeces do not show the improvement or the strength that other lines do, and conditions are not generally satisfactory. The jobbers have been reserved in placing their orders for these goods, and it is more than likely that they will have to increase their orders before the end of the season.

Hosiery—Spring goods are becoming more active and several excellent orders have been received by agents. Buyers have gained a thorough understanding of the market, and are inquiring for many fine lines of fancies. Much depends on prices now. If the price is right on a desirable fancy pattern, good orders are placed quickly. There is a feeling, however, that lower prices may possibly prevail, particularly if the buyers move slowly. Agents, however, are making every effort to sustain prices, and so far with success.

Carpets—The selling agents of some of the largest carpet mills engaged on $\frac{3}{4}$ goods state that up to this time this line has continued to run well. Some have every reason to be satisfied with the business thus far received this season, as they have sold all the carpets they can make up to this time, and are now confidently looking forward to the receipt of a large duplicate business. August is always expected to be the duller month of the year in carpets. In September the retailers commence to cut up a large amount of carpets. The drought and the industrial strikes have tended to restrict some business until the outlook is more favorable in the particular localities affected. Manufacturers' agents do not expect any further advance this season. Some mills in Philadelphia on $\frac{3}{4}$ goods are running full. Body Brussels and Wilton rugs are in good demand, and are affecting the sale of cheap ingrains, body Brussels and tapestries, but have not affected the demand for pile carpets. The reason for the demand for these large rugs is, first, they are reasonable in price; second, they are an up-to-date carpet, suited to the present style; third, they are easily cleaned, and also easily taken up when parties not owning their own house want to move. They can be easily taken up, cleaned and rolled up, and do not need to be cut to fit a room like a regular carpet. Pile carpets not only are holding their own, but are growing in favor each season with a certain class of the best trade. Tapestry carpets to-day are sold at popular prices. Some of the most active $\frac{3}{4}$ goods are those that permit retailers to resell at \$1 per yard. Last May the large house of Sloan & Co. opened carpets one month earlier than was for the benefit of themselves and the trade in general. Not obtaining the orders expected, they followed the buyers to the

West and sold at such prices that the jobbers in the West have since that time had a steady fight among themselves, and have made but very little money. The Saxony axminster, made by the Alexander Smith & Sons Carpet Co., sells as low as a cheap velvet. There have been more orders taken this past season by manufacturers of three ply ingrain carpets than in any one season previous for several years. Buyers begin to realize that this carpet is a good, serviceable fabric, and will outlast the ordinary ingrain, made with a special weave. Axminsters and body Brussels in general have run well thus far this season, and already some duplicates have been received, but it is too early yet to expect any large business. Regular ingrains continue quiet in general except in a few exceptional instances.

Lace Curtains—Trade has shown some signs of improvement, and from this time on to the latter part of September, there is expected to be a decided increase in demand. Manufacturers of tambour work have continued to receive good orders on this line, such as bureau scarfs, pillow shams and bed spreads, which are well sought for. The finer lines of Nottingham curtains made by domestic manufacturers are receiving a good share of attention, and sales show an increase each season. This line is gradually replacing the foreign goods, as domestic manufacturers each season are improving the designs, quality and fabrication.

The new reporter who was instructed by his editor to be always on the lookout for any touch of humor, began the account of the burglary of a meat market as follows: "John Blank, the butcher, is losing flesh rapidly."

HANDS UP!



We pay special attention to the needs of the northern merchants. Our line of Gloves, Mittens, Socks, Mackinaws, Kersey and Duck Coats, Kersey Pants, Blankets and Comfortables is a good one. Look us over. If you can't do that send us your wants by mail and we'll take good care of them.

Voigt, Herpolsheimer & Co.

Wholesale Dry Goods,
Grand Rapids, Mich.

Dress Goods

DRESS GOODS



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

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

P. Steketee & Sons,

Wholesale Dry Goods,

Grand Rapids, Mich.

BOUR'S COFFEES MAKE BUSINESS

Window Dressing

Trims Appropriate to the Month of September.

This is the month of all months during the fall season that an aggressive policy should prevail with the retail merchant. The two dull months of August and July are past, the weather is cooler and more comfortable and the retailer begins to see a more active demand for nearly all classes of goods. Farmers have harvested the bulk of their crops and are likely to be heavy purchasers of many lines of necessities, and at least a few luxuries. Laboring people have had work for six or eight months at least and have wiped out their old obligations and are in a position to increase their purchasing power. The common people of the community, and that practically includes every one in the community, are in a position to buy more extensively of staple lines of goods than at almost any other time of the year.

The first thing to consider is the re-arrangement of the store to suit the season. Seasonable goods in all lines should be brought forward and given a prominent place on the shelves and in the display cases. The store should be thoroughly cleaned before this is done—the latter part of August is the best period in the fall for cleaning—and if any redecorating or painting is on the program it should be gotten out of the way as early as possible this month.

Next turn your attention to the window displays. The general merchant will find that he can change his displays every week this month and then not exhaust his resources. One window may be used for freak displays, Mr. Merchant, if that is part of your window advertising policy. By this is meant the display of harvest products of unusual size, such as immense stalks of corn, mammoth pumpkins, large melons, big potatoes, etc. When you arrange these freak displays, put a large card in the window stating:

This Corn Was Raised By
John Jones,
Owner of a Farm Ten Miles
From
Jonesville.
It is the Largest Raised In
This County,
Measuring Twelve Feet In
The Shock.

Now there is a definite aim in this. John Jones may be the meanest farmer in his community, but every member of that community will take a natural pride in the fact that he raised the biggest corn in the county and when the other farmers from Jonesville come to town they will drop into your store to look at it and talk over the fertility and resources of their section.

Utilize the other display window for business purposes. Make seasonable displays of seasonable goods. If you have a fruit department in your grocery store, arrange an attractive exhibit of pears, peaches, apples, grapes and other lines. Use green cloth for the lining of the window for this fruit display, so that the colors in the ripe fruit will be brought out effectively. Then place at the back of the window a number of baskets of grapes arranged in semi-circular form and in the immediate center fashion an immense cornucopia of paper, gilding the paper if you have the material, and gilding the inside of the cornucopia so far as it will show. Use every variety of fruit in filling this

and give it the appearance of having been tipped over onto the floor of the window. A couple of baskets of fruit on either side of this cornucopia will fill out the window.

This is also an opportune time to turn your attention to the display of fine fall and winter shoes. A very attractive exhibit can be arranged with a small expenditure of time and money. Secure a false floor to exactly fit the window, which will rest on the floor of the window at the outer edge, but will be four or five feet higher in the rear. This can be made of rough boards. Cover this false floor with a rich purple velvet, and also the back of the window that remains exposed with the same material. Then display your newest lines of shoes on this background. Small hooks placed in the false floor at regular intervals can be used to attach the shoes to the board. These hooks should be covered up by the shoes being placed over them, and the latter may be held firmly in place by tying the laces through the hooks. Attach neat, small price cards to each different style of shoe, and arrange the men's shoes in one place, the women's in another and the youths' and misses' at still another point.

The newest things in dress goods for fall and winter should be given prominence for a week during the month. Use rare taste in this window dressing, for it will serve as an advertisement for several months to come, although it should again be repeated later in the season. If you have dummy pedestals about two feet and a half in height or three feet, arrange them in the rear of the window in semi-circular form, and display plain colors in dress goods, being careful to show only the latest colors offered on the market. A most effective display is created by partly unfolding the fold of cloth, and draping it to the floor of the window over the dummy.

In the foreground display fancy silks for waists, etc. Two or three folds in harmonious colors can constitute one pile, the upper fold being draped over those in the pile in such a manner as to reveal only part of the latter. Only the very best and most stylish offerings should be given the place of prominence at the top. Later in the month there should also be a display of medium weight underwear for fall wear, and this can be most easily arranged by any merchant without a complete description.

Towards the latter part of the month the grocery department should again have an inning. Seasonable goods during October, such as canned goods, maple syrup, pancake flour, cereals, etc., can be used to constitute this display, and some original design should be planned.

The retail hardware stock should also receive attention at this time. There are many seasonable goods that should be pushed to the front during the month. Corn knives and tools, such as husking gloves, etc., should constitute at least one window display about the middle of the month.

Use the same false floor that was required for the shoe display, but remove the rich velvet with which it was covered, and replace it with a yellow muslin at a small expense. Arrange the floor in the same manner as before, and place in the center of it a display of corn knives, one after another, in the form of an open fan, the handles constituting the sticks of the can. In the upper corners make a showing of corn husking gloves, and other similar corn

harvest requirements. A neat card should be placed at the foot of the false floor nearest the window, calling attention to the assortment of corn rools carried in stock, and the range of retail prices on the same. There should have been a window display the early part of this month, or the latter part of August, of ammunition, guns and rifles. During the present month, the dealer in ammunition and sporting goods of this character will find it a drawing card if he will keep tab on the hunting results in his locality. Whenever possible secure information as to the result of a hunting trip by those who reside in your community or those who are strangers, but who meet with success. Paste a bulletin in the window large enough so it can be seen, reading:

"John Jones, James Smith and John Johnson, of Minneapolis, arrived here Monday on a hunting trip. They returned to-day and report that they shot sixteen chickens, ten mallard ducks, two wild geese, and a squirrel. Most of their hunting was done near Goose Lake. They were out two days, and they used Peters' cartridges and two Parker hammerless guns."

Keep up these bulletins as long as there is any interest in them. They may appear insignificant, but they will attract attention, and will make your store the headquarters for sporting news. In most towns the paper is issued weekly, and information of this

sort is only passed by word of mouth. The bulletins suggested would make your store the news center for such information.—Commercial Bulletin.

Out of Commission.

"This soda fountain is in such bad shape that it can not be put in running order," said the expert workman to the druggist.

"I was in hopes it might be tinkered up so that I could use it this season, anyway," said the druggist.

"I fear," responded the expert, "that that is a fizzical impossibility."

The men who find fault with their wives' cooking ought to try it themselves for a week or two. Then they would know.

Michigan Trades School
Business and Millinery Training
W. J. Gashland & Co.
Grand Rapids, Mich.

Grand Rapids
Business University

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

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

Trimmed Pattern Hats

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

Corl, Knott & Co.

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

Sell it in
your town

THE WORLD'S ONLY

Sanitary Dustless Floor Brush

Solves the problem of dustless sweeping. It sweeps perfectly, economically, rapidly, without raising the slightest dust. Dust simply can not rise—it's the way the brush is built. Sell it in your town. For particulars address

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

USE THE CELEBRATED

Sweet Loma

FINE CUT TOBACCO.

NEW SCOTTEN TOBACCO CO. (Against the Trust.)

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.

Butter and Eggs

Movement to Improve the Quality of Eggs.

Wholesale egg dealers are beginning now to realize more than ever before the necessity of starting a movement to improve the quality of eggs placed upon the market during the hot weather. The terrible condition of receipts during July and August of this year has aroused considerable interest. Many wholesale dealers have made attempts to improve matters. Some have used the columns of their local papers to discuss the subject, while others have circulated frequently attractive circulars. The best results we have heard of were obtained in Kansas. At Narka a firm of general merchants—Walker, Brace & Lutz—are also engaged in the produce business. During July they decided to buy eggs loss off only. Accordingly they notified all their regular patrons that after a certain date they would refuse to take eggs case count, setting forth their reason for the move. At that time other merchants were paying 4 cents per dozen, case count. Walker, Brace & Lutz agreed to pay 8 cents for No. 1 eggs, candling all stock received. It did not take long to show the farmers that, with frequent marketing, they could increase the receipts from their egg sales considerably under the new system, and Walker, Brace & Lutz insist that the quality of their receipts was improved 200 per cent. Two of their circulars were as follows:

July 13—Eggs are usually sold case count, both good and bad, and the price is based on average quality. In the spring, when the weather is cool, this works all right. But as the weather becomes hotter, and a good many eggs become heated and damaged, the price is reduced lower and lower.

On account of the extremely hot weather this year the price for the last ten days has been from \$1@1.25 per case, and a great many merchants have reduced their price to 3 and 4 cents per dozen. Others have paid 5 cents and lost 50 to 60 cents per case. By candling our eggs and shipping only good ones we have been able to get out even, until last Saturday, when our receipts ran one-half bad, thus making good eggs cost us 10 cents per dozen. We are, therefore, obliged to either reduce the price again or adopt some plan to induce people to take better care of their eggs and send them in oftener. We have, therefore, decided to candle our receipts and pay 8 cents for No. 1 eggs, 5 cents for No. 2, and nothing for cracks or rots. This is really the only fair way at present, as there is so much difference in quality.

Eggs to be No. 1 must be of fair size, reasonably clean, and free from defects from heat or age. In order to secure this price, gather the eggs every day and put them in a cellar or cave immediately, in as dry and cool a place as possible. Never put them in a warm room, for the heat starts incubation very quickly. Send them in as often as possible—twice each week if you can—and never, under any circumstances, keep them over a week. Do not send cracked eggs, as they are worthless in hot weather and can be used at home. Never send duck eggs to town as they are so large they do not fit in the fillers, and are always broken. They are worth more to feed to calves or pigs than they are to us.

Parties living near town are requested to send eggs in during the week and avoid the Saturday rush, as it takes time to candle them. Handle your eggs this way for one week and we will guarantee that they will net you much more than 5 cents per dozen. We want to help our customers get all they can for their produce and we believe that this is the only way to do it during the hot weather.

July 22—Remember that in order to

pay our customers a good price for their eggs we must be able to sell them at a good price, and by carefully grading them we have been able to establish a market for No. 1 eggs, but we must keep up this grade.

So do not think us cranky or notional because we can not take your cracked or small eggs at full price. Remember that when we pay you 8 cents for your No. 1 eggs we are paying more than they are worth in Topeka or Kansas City. Also remember that our competitors in neighboring towns who have no trade established for good eggs are losing money on regular receipts at 5 cents per dozen, because they do not know how to handle them, and have no trade established for good brands. Remember we are not losing any money on them at 8 cents. We want all we can handle and will sell you goods just as cheap as if you were paying cash. Remember we could buy eggs from other merchants for one-half what we pay our customers, but we do not want them after they have been in their stores even one day. It is fresh eggs we want. We would much rather have them grade No. 1 at 8 cents than to have No. 2's at 5 cents. Remember that all our customers who took good care of their eggs last week got an average of 7½ cents on all they brought us Saturday. And some of them who sent them in twice during the week, got 8 cents straight. Remember, we are not doing this because we are afraid our customers will bring us a few spoiled eggs knowingly, but because a great many do not realize how quickly an egg will spoil, and because they can sell them, they take it for granted that they are all good. We believe this is a good time to show them where they are making an expensive mistake by showing them how much more they can get for their eggs by taking care of them, and selling often.

Remember there is no way of preserving hot-weather eggs so they will not spoil. They do not keep well even in cold storage. This is why cold storage people will pay twice as much for April and May eggs as they will for June or July eggs. Don't think because some people pack their eggs in summer and sell them to the home merchants in the winter, that they do not spoil, for they do, and the merchant who buys them must lose or buy the good eggs cheap enough to make up the average price. This is one reason why eggs do not go higher early in the fall and winter, so the loss really falls on the producer. Remember, that if your eggs are not over four days old, and have been kept in a cave or cellar, it will pay you to bring them to us and get 8 cents for the No. 1's and 5 cents for the No. 2's and throw out the rots and cracks, but if they have been in a warm room even one day or are over a week old, take them to the man who will pay you 4 and 5 cents for them straight, and then next week keep them as we direct, and bring them to us and see which pays you better.

One thing is certain: If the quality of hot-weather eggs is to be improved, there must be a concerted action on the part of the wholesale dealers to start the thing. Furthermore, there is only one way to improve matters, and that is to allow the producer to market at the full price nothing but No. 1 eggs, and the only way this can be accomplished is for the general merchants to refuse to purchase stock case count. This would increase the profits of the producer because he would receive about twice as much for his good eggs during the heated spells which would more than offset the loss in bad ones. It would increase the profits of the country merchant because he would not have to stand his usual heavy losses on rots and undergrade eggs. It would certainly improve the quality of receipts at the consuming centers, though during the heated spell they must of necessity be more or less off. But the average country merchant will not dare take such a stand, and herein lies the difficulty.

A Page from a New Catalogue

"Store Lighting"

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

**Michigan Brick & Tile
Machine Company**

Morenci, Michigan

New Penny Goods

And old ones that are always new

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

PUTNAM CANDY CO., Grand Rapids

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.

Observations by a Gotham Egg Man.

When it happens (as it did early this summer) that fresh collections of desirable eggs fall below the consumptive needs of the market, and dealers are obliged to piece out with refrigerators, the first goods to come out are usually those that are owned by egg jobbers themselves. Egg jobbers—that is the class of trade selling directly to retailers—usually put away more or less stock in the spring according to the general opinion as to the safety of storing. If market conditions enable them to use these goods at a profit they generally work them out before coming on the market for general purchases of held eggs.

Last spring the prices at which the stock was accumulated were very generally regarded as dangerously high, and I am inclined to think that the jobbing trade, as a rule, put away less eggs than usual, although the total withdrawals by larger operators were unusually heavy. When the hot July drouth struck the country and supplies of useful fresh gathered eggs fell below consumptive requirements, the first refrigerator eggs to be used were those held by jobbers, and the stock held by this class of trade has since been very largely reduced or, in many cases, entirely exhausted. Many of the egg jobbers, having used up all the reserve eggs they put away themselves, have lately been on the market buying from the larger holders—both for current and later requirements—and it is an undoubted fact that at the present time the great bulk of the storage eggs are held by the larger operators and that stocks in consumptive channels have been reduced to an unusually low point.

This is a fact that must be borne in mind when estimating the future chances of the egg market. Of course the real key to the situation (apart from future unknown conditions) is in the quantity of held stock remaining—whether it is in the hands of one class of trade or another. But estimates of quantity are generally made from investigations in the larger centers, and a comparison here may be misleading. There are a great many jobbing houses located in the smaller cities throughout the country who have their own cold storage facilities, and who usually at this season have several weeks' supply of refrigerator goods on hand. We may have more eggs in public refrigerators than usual, and yet, if the stocks in these smaller, private houses are about exhausted, the trade may be so much more dependent upon the goods in public storage as to give certainty of

unusually rapid reduction under equal trade requirements.

Talking with dealers in outlying cities leads me to the conclusion that egg jobbers who put away eggs last spring have already exhausted most of their holdings, and if this is a fact it means a more active movement of stock from the larger warehouses than usual during the early fall, provided consumption is not much lessened by high prices.

This is, of course, a favorable feature in the present egg situation, but it is still to be remembered that prices are relatively high and that it would take only a very moderate further advance to place prices where the volume of consumptive trade would be considerably curtailed. The ultimate safety of the market doubtless lies in conservative operations during the coming six weeks or more. If speculation in fall fresh eggs is indulged in to any extent the market will undoubtedly be driven soon to higher level and the later position seriously endangered. If fresh goods are allowed to go freely into distribution and refrigerators pushed out at about present prices the outcome, while not entirely assured, will be as favorable as circumstances will permit.

* * *

I noticed a lot of Michigan eggs one day last week that served as an example of a good many. The eggs were of good quality, containing a large percentage of first-class stock, but they were poorly packed in old, second or third hand cases and had been seriously damaged thereby. The cases were weak and bad looking, the fillers did not fit well, and the shifting of the contents in transit had caused serious breakage. These eggs would have sold promptly at 17c at mark—quite probably at 17½c—had they been properly packed in new cases, but as they were they would not bring over 16c at the most. Here there was a flat loss of 30¢@45c per case—enough to more than pay for the entire packing in a first-class manner. In such matters a man who saves at the spigot loses at the bung hole.—N. Y. Produce Review.

A Careless Woman.

Wife—Henry, can't you let me have some money to-day?

Husband—What did you do with that dollar I let you have last week?

Wife (good naturedly)—Well, I had to have a new bonnet and a heavier wrap, and Willie and Katie needed new shoes, and John had to have a new suit, and Frank a new hat, and Caroline needed a new gown, and Mary a pair of gloves and David an overcoat—and—and—really, Henry, I don't remember what I did with the change.

How His Hens Were Killed.

"Railroads are often blamed for fighting legitimate claims against them," said the claim agent. "Now, a railroad doesn't care to be always fighting its customers in the courts, but they are fairly driven to it. Settle one legitimate claim promptly and you will be immediately swamped with claims that are not legitimate. The other day we received a claim for the price of three hens from an old farmer whose farm adjoins our right of way. The claim was really too small to pay any attention to, but I was called down to that point to investigate the death of a man who had been killed by one of our trains near the old man's place, so I inquired concerning his claim for dead hens.

"What train killed them?" I asked of the old man.

"That thar train that gits here about midnight," he answered.

"What were they doing on the track at midnight—roosting on the rails?" I asked, sarcastically.

"No, sir," he shouted. "I lock them in the henhouse every night."

"And the train ran over them when they were locked up in the henhouse, did it? How do you explain that?"

"Jes' ez easy ez rollin' off a log," he answered. "A blame thief broke into the henhouse and stole three of my biggest hens, an' then, ez he was cross' the track down here, the midnight train ran into him an' killed my chickens, an' the man, too."

"The best I could do was to advise the old man to sue the heirs of the thief if he had any."

Engaged on the Spot.

"First of all," said the merchant to the youthful applicant, "we'll have to test your ability as a whistler. Suppose you try."

"I'm sorry, sir," said the boy, "but I can't whistle at all."

"Hang up your hat," cried the merchant, "you're the boy we're looking for."

A Trade Maker

Fanny Davenport

5c Cigar

Trade Supplied By:

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

WORLD'S BEST

S.C.W.

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

SCOTTEN-DILLON COMPANY

TOBACCO MANUFACTURERS
INDEPENDENT FACTORY DETROIT, MICHIGAN

OUR LEADING BRANDS. KEEP THEM IN MIND.

<p style="text-align: center;">FINE CUT</p> <p>UNCLE DANIEL. OJIBWA. FOREST GIANT. SWEET SPRAY.</p>	<p style="text-align: center;">SMOKING</p> <p>HAND PRESSED. Flake Cut. DOUBLE CROSS. Long Cut. SWEET CORE. Plug Cut. FLAT CAR. Granulated.</p>	<p style="text-align: center;">PLUG</p> <p>CREME DE MENTHE. STRONG HOLD. FLAT IRON. SO-LO.</p>
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The above brands are manufactured from the finest selected Leaf Tobacco that money can buy. See quotations in price current.

The Meat Market

Meat Dealers Never Die of Consumption.

"Butchers never die of consumption." The big man with his sleeves rolled up, wielding the cleaver at the block, said this as he threw a beefsteak on the scale.

It sounded more like a trade superstition than a fact, but so far as diligent inquiry has been able to discover it is true, although not generally known outside of the meat chopping craft.

Butchers are no longer lived than men in other walks of life. They are subject to all the other ills that human flesh is heir to, but consumption they do not have. So far as a reporter was able to learn, not a single case is on record of a butcher in this city being afflicted with the incurable wasting of the lungs which claims its hundreds of thousands of victims annually.

The fact is well known among butchers and has been often the subject of their comment, although none of them can give a reason for it.

"No," said a man who has swung sides and rounds in a Washington market for 20 years; "I have had rheumatism and typhoid fever and lots of other things, but nothing has ever been out of gear with my lungs, and the same is true of every other butcher in this town. I know nearly all of them, and I never heard of one of them having consumption. They don't drink blood or take any especially good care of themselves either. I don't know why it should be so unless it's because the continual inhaling of an atmosphere of fresh meat is strengthening.

"I have often thought when hearing of consumptives going to Colorado and Egypt that I know of a climate nearer home that would do the business just as well. If they would stay in this stall for awhile and swing meat, they would get well quite as quickly as they would on the top of Pike's Peak."—New York Mail and Express.

Timely Warning to Beware of Unions. From the Butchers' Advocate.

We have repeatedly warned the retail butchers to guard against permitting their employes to become members of unions, pointing out the fact, at the same time, that such a movement was quietly going on in various sections of the country. If any lesson were needed to point out the harm such a union can do, we had it in the affair just closed in San Francisco, where the employes of the retail shops went on strike because the employing butchers insisted on serving meats to restaurants that were being boycotted by the waiters' union. Later an additional feature was the demand that all retail shops display union cards. Of course, the employing butchers won their fight, but not until they had been put to a great deal of inconvenience and financial loss. A union fight is now threatened nearer home—in Pittsburg, Pa.—where the employes have formed a union and kept the fact from their employers. Now the officers of the union announce that its members want \$15 a week and 12 hours' work a day. In Albany, N. Y., there is another strong union. Efforts are being made to make it stronger, as will be seen from the following, which is a copy of a notice sent out: "Market owners who do not employ help over 16 years of age, meat cutters, hotel butch-

ers, wholesale house and slaughter house employes are requested to attend and place their names on the roll of membership. All persons working at the trade, not joining at this meeting, will be subject to the increased initiation tax. The market cards will be given to the members to place in the market windows and committees appointed to visit all labor organizations in the city and request them to trade only where union cards can be found."

Why Londoners Look with Suspicion on the Sausage.

The people of London have taken a sudden dislike to the sausage. One cannot blame them after reading the following from the *Lancet*, a trustworthy English publication:

About a year ago certain persons were prosecuted and heavily fined for selling and using for human food material purchased from a cats' and dogs' meat dealer, and somewhat similar mysteries have again been enacted in the same neighborhood. It appeared for a long time that the cats' meat trade had ceased, but by means of a midnight vigil the sanitary inspector ascertained that the cats' meat was removed surreptitiously to a small private house, from which it was fetched by makers of sausages. After considerable trouble a butcher was followed home with a consignment of this material, which on arrival at the butcher's premises was seized and condemned. We are glad to hear that further legal proceedings are impending. The inspector is of the opinion that an enormous amount of this objectionable substance, highly seasoned with condiments, is dealt in, and that regular markets exist for the trade.

More Profit in Killing Than in Curing.

A butcher who must have understood his business thoroughly and was not a price cutter, was looking at a row of houses. We are certain he was not a price cutter and that he understood his business, because the row of houses belonged to him. He had just bought the row and paid cash for it. While congratulating himself on his purchase an old doctor sauntered along, and stopped to say "how de do" to the hearty butcher.

"Doctor, what do you think of my houses?" asked the butcher.
"You don't mean to tell me you own that row, do you?" inquired the doctor incredulously. "Well, well, my friend, there is evidently more profit in killing than in curing," and the doctor smiled.
"I don't know about that," said the butcher, shaking his head. "I have to kill before I can cure."

"Well, it's different with me," said the doctor, absently, as he sauntered on. The butcher thought it over some time before he discovered that he had spoiled the doctor's little joke.

Tea and Coffee.

England and Russia are the two chief tea-drinking countries of Europe, and the partiality of the Russians for tea is shown by the fact that while the consumption of coffee in that empire is less than it was four years ago the consumption of tea has tripled during that period. Germany and France are the chief coffee-drinking countries of Europe, and in the United States, in which, usually, tea has been a more popular beverage in the country and coffee in the urban districts, the increasing popularity of the latter has been affecting adversely the importation of tea into the United States.

Tea drinking in the United States is certainly not on the increase and coffee drinking certainly is.

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.

H. F. ROSE & CO.,

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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.

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R. HIRT, JR.

34 and 36 Market Street, Detroit, Mich.

FRUITS AND PRODUCE

Write for Quotations

References—City Savings Bank, Commercial Agencies



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

MOSELEY BROS.

—Jobbers of—

ALL KINDS OF FIELD SEEDS

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

Correspondence solicited.

28-30-32 OTTAWA ST.

GRAND RAPIDS, MICH.

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.

LEADING PRODUCE HOUSE ON EASTERN MARKET

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

BUY AND SELL

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

DETROIT, MICH.

BRANCH AT IONIA, MICH.

How the Coffee Trade Can Be Increased.

There are several parties who are directly interested in increasing the coffee trade and making it profitable.

First the importer, second the jobber and last the retailer. The importer, because of his volume of business, which consists of deals in thousands of sacks, is satisfied with a small percentage of profit. The jobber who sells in lots of fifty to five hundred pounds or more must necessarily increase his percentage of profit, and last the retailer who deals out coffee to the consumer in small packages is rarely satisfied with a small profit. The object of this paper will be to attempt to show the retailer how to increase his coffee business and at the same time make it pay him a legitimate profit.

The consumption of coffee in the United States has largely increased during the past three years. This has been brought about by the tax of ten cents per pound placed upon tea by the United States government in consequence of the Spanish-American war.

This tax has been borne, not by the consumer, but by the retailer who, instead of advancing his retail prices, is still selling at the old prices, and to make this up has pushed the sale of coffee and in many cases is selling a cheap grade at a large profit and is in this way increasing his profits.

This, upon first thought, would commend itself to the majority of retailers as being the best way to increase trade and profit. This plan would certainly work to perfection should all the dealers do the same thing, but unfortunately for those who have been doing this, there are many conscientious merchants, who are satisfied with the old and legitimate profit, who are giving their customers a good article at a fair and living profit.

Experience has demonstrated the fact that the merchant who sells good goods at a fair profit is the one who has increased his business and because of this increase his profits have been comparatively larger. It must be admitted by all dealers in groceries that there is a larger percentage of profit in coffee than in any other line he carries.

If this is so, why do you not pay more attention to the buying of this line of goods?

It is a deplorable fact that the average merchant does not know a Rio coffee when he sees it, and because of this lack of knowledge, he is often imposed upon by unscrupulous salesmen who call upon him once, load him up and leave him with a stock of goods on his hands that it sometimes takes years for him to dispose of.

The use of coffee is on the increase and will continue to increase year by year, and I would urge the retail merchant to study the particular details of his business. It has been said, "every man to his trade," and to be a successful merchant one must certainly give a little time and study to his business or he can not hope to succeed.

Many will say they have not the time to give to these details. To those who are affected in this way, let me say, the old reliable house you have been dealing with for so many years, has made a study of coffee and is prepared and anxious to give you the benefit of the study. Why then take up with every new scheme presented to you by salesmen you have never seen before, who tell you some new story about a new process of roasting and cleaning and who have only fixed up this piece of

bait that they may tempt you to bite? Barnum said, "A sucker is born every minute," and I sometimes think there is a large percentage of this kind of fish among the retail trade, when a salesman will offer a Mocha and Java coffee at 15c per pound and the dealer bites off a thousand pound order and finds, when too late, he has this amount of low grade Rio, for which he has paid a big price.

This slight digression from my subject is the result of observation which I have made during my limited experience as a coffee salesman and my experience as a retail grocer in former years.

In closing let me make a few suggestions:

Coffee consumption is on the increase, therefore you should give this branch of your business all the attention possible. If you feel you have not the time to devote to this department of your business, take into your confidence the salesman who represents a reliable house and who you know will be honest with you, tell him what you want, make your complaints regarding coffee known to him, advise with him and you will find him ready and willing to do all he can for you to make this branch of your business a success.

Do not jump from one line of goods to another unless you are satisfied you are not receiving honest treatment from those with whom you are dealing.

You will be unable to get any line of coffee which will satisfy all your trade. Push the sale of bulk coffee in preference to package goods. Be satisfied with a legitimate profit and don't represent to your trade that you have a coffee for 15c per pound that is just as good as your neighbor is selling for forty cents.—E. Will French in Commercial Bulletin.

Feeding the Frisky Calf.

The weaned calf is full of the infinite and eternal energy. It desires its sustenance mightily, but it desires it in the way nature has taught it to obtain sustenance. The sight of the pail seems to fill the calf's mind with forebodings. The calf desires to look up when it drinks. The farmer's son desires it to look downward into the pail.

The farmer's child must hold the pail between his feet with his hands, using his two other hands to hold firmly the cow's child to the milk. When the calf humps its back and tries to jump, it is necessary to hold it down with two more hands. When it breathes hard into the pail and blows the milk all out, you must twist its tail with two more hands.

Just before a calf bunts it wiggles its tail. At the premonitory wiggle the tail must be held also, meantime keeping the calf's head directed into the pail.

Don't get excited. Stand perfectly still, inspiring the calf to confidence by your coolness and sang froid. There is nothing equal to sang froid in the initial lesson, and without this attribute the pedagogue is sadly hampered.

There are other requirements, the chief one being that the teacher must know more to begin with than the calf. By following these directions closely a calf can be induced to fill itself with invigorating, life prolonging milk in a very few lessons, so that it will run its nose clear to the bottom of the pail at the first bunt.

When you feed a calf it is better to be alone. Especially is it necessary not to allow the women of the homestead to be present. The proceeding sometimes looks like cruelty, and they have other methods of calf feeding that seem more feasible to them, and they do not hesitate to express them at critical moments, thus shaking your confidence in yourself, and incidentally shaking

the calf's already small confidence in you.

It is an art—that of calf feeding—that has not been sufficiently treated in the bulletins of the Agricultural Department.

Refused \$50,000 for His Apples.

From the Kansas City Journal.

B. F. Coombs, of Kansas City, was offered \$50,000 yesterday for his year's apple crop. The proposition was made by C. O. McDonald, representing Patrick Gleason, of LeRoy, N. Y. Mr. McDonald indicated last night that he expected the deal to be made, but Mr. Coombs stated still later that he had decided not to accept the offer.

"I have concluded, after careful investigation," he said, "that my crop will be worth several thousand dollars more than the amount it is proposed to give."

Mr. Coombs is one of the largest apple growers in the United States.

Mr. McDonald expresses the opinion, after having visited twelve apple-growing States, that his crop this year will be more valuable than that of any other man. He has 640 acres of apples at Parker, Kan., 500 acres at Lane, Kan.,

and 460 acres at Willow Springs, Kan. It is estimated that his entire yield will exceed 30,000 barrels. He will harvest forty carloads of Jonathans alone. No other man in the world will have so many. His trees vary in age from seven to fourteen years, and include the Jonathan, Ben Davis, Winesap, Missouri Pippin and a few other varieties.

One of the Properties.

Stranger (in Pacific coast photograph gallery)—Why have you got this enormous stuffed fish hanging here?

Photographer—That is for the use of persons who wish to send to their friends in the East a picture of the 350-pound sea bass they have just caught with a hook and line.

Geo. H. Reifsnider & Co.
Commission Merchants

and Wholesale Dealers in
Fancy Creamery Butter, Eggs, Cheese
321 Greenwich Street, New York
References: Irving National Bank of New York and Michigan Tradesman.

POTATOES

Wanted in carlots only. We pay highest market price. In writing state variety and quality.

H. ELMER MOSELEY & CO.
GRAND RAPIDS, MICH.

Long Distance Telephones—Citizens 2417
Bell Main 66

304 & 305 Clark Building,
Opposite Union Depot

J. B. HAMMER & CO.

WHOLESALE

FRUIT AND PRODUCE DEALERS

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

119 E. FRONT ST.,

CINCINNATI, OHIO

We are making a specialty at present on fancy

Messina Lemons

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

E. E. HEWITT,

Successor to C. N. Rapp & Co.

9 North Ionia Street, Grand Rapids, Mich.

WATERMELONS

CANTALOUPE, GEM AND OSAGE MELONS

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

THE VINKEMULDER COMPANY,

14-16 OTTAWA STREET,

GRAND RAPIDS, MICH.

SEASONABLE SEEDS

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

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

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

Order direct from the grower

Red, White and Blue Grapes

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

WM. K. MUNSON, Grand Rapids, Mich.

Proprietor of Vinecroft

Rural Route No. 4

Citizens Phone 2599

Woman's World

Imaginary Ills Which Are the Hardest to Bear.

Not long ago a man committed suicide in New York because he believed that he had cancer of the stomach and was doomed to be an incurable sufferer. An autopsy in this case showed that his only trouble was his unfounded fears. A pathetic incident of the tragedy was the coroner's remark that he was often called upon to hold autopsies upon the bodies of people who had killed themselves in fits of despondency over deadly diseases, from which they were not suffering.

This is a strong and gruesome illustration of the old paradox that the worst calamities of life are those that never happen, but everybody's personal experience will bear out the assertion that it is the imaginary ill that are hardest to bear. The clouds that darken the sunshine of to-day, the drop of bitter in the present cup of happiness, are not the trials and tribulations and sufferings we are actually facing. Those we have the courage to bear. It is the dark shapes of trouble that may be waiting to pounce upon us ten, fifteen or twenty years hence that we worry ourselves over. We are like foolish children who in the broad light of day frighten themselves by conjuring up bogie men out of the shadows.

Women, having more time than men in which to indulge their imaginations, are especially adept at this, and the reason that so many women go bankrupt in happiness is not that they have so much real sorrow, but because they persist in borrowing trouble at usurious rates of interest. It used to be thought that ill-health and delicacy in women were a hall-mark of feminine refinement and delicacy, and for a woman to have owned to a hearty appetite would have been esteemed almost unladylike. Thank heaven, we have outgrown that piece of idiocy, but women have not yet gotten beyond a kind of sentimental feeling that melancholy is an indication that they are serious minded and take soulful views of life.

Perhaps no one will exactly admit to that charge, but a woman who is bright and lively, who enjoys a good dinner frankly and a good laugh, and who finds life amusing and diverting, especially one who doesn't go into spasms of anxiety every time one of her children stubs his toe for fear he will have blood poisoning, and who doesn't walk the floor in anxiety every time her able-bodied husband doesn't get home at the minute she expects him, is sure to be looked upon askance by other women, and to be regarded as frivolous.

This faculty for suffering from imaginary ill fills the sanitariums of the land and makes hundreds of thousands of cures for every possible sort of fake religion. Half the time when a woman is sick she needs to have her imagination doctored instead of her body, and anything that can arouse her out of her dismal brooding on herself will cure her. All of us have known women who had been invalids for years who were cured by a sudden necessity. Sometimes the kind, patient husband dies, and a houseful of little children must be fed and clothed, and the invalid forgets herself and gets up and goes to work, a well woman. I knew one woman who was cured by a couple of new dresses. Her poor "nerves" had gotten into such a state that they

required her to stay in a darkened room and everybody in the house to go by on tiptoe. A celebrated neurologist was at last called in. He examined the sufferer carefully and then wrote a prescription calling for a swell silk-lined, tailor-made frock and a silk evening gown. In the interest of getting the clothes and wearing them to show them off, the woman forgot all about being sick and was permanently cured. Still another case I was personally acquainted with was that of a woman who, after the death of a child, went into a state of melancholia that culminated in nervous prostration and slouchy wrappers and untidy hair and a sofa. One day she accidentally overheard a gossiping friend say that she—the wife—was not going to live long and that it would be a good thing for the husband, as he was too young and handsome to be tied to an invalid for life, and that remark cured the wife. All the jealousy in her nature flamed up and she rose up and got her some good clothes and was a well woman from that day on.

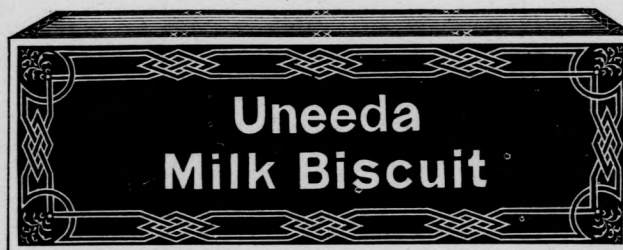
Another of the imaginary ill from which women suffer is the fear of poverty. No one believes in prudence in money matters more than I do, but there is reason in all things and there are so many women who never indulge themselves in a luxury in the present for fear that some time in the far distant future they may want it. They can't enjoy a good dinner to-day, dreading that twenty years on they may be hungry. There are plenty of women in comfortable circumstances who might have, in moderation, the things that make life worth living—a pretty home, a comfortable table, good clothes, travel, books, amusements, yet who deny themselves everything and exist in the most barren surroundings, simply because their imagination has conjured up the poorhouse as a possible destination for them. They don't seem to make any distinction between prodigality and prudence, and because of the bugbear of possible poverty they do without everything they might have as well as not. Yet it is the irony of fate that those who have what they want and enjoy themselves as they go along seem to escape the almshouse just as often as anybody else.

I know women who get a good gown and hang it up in the closet, because it

is too good to wear, until it is out of fashion. I go to houses where the parlor is kept shut up except when a chance guest arrives and where the best bedroom is kept for company and not used once a year. Every bit of pretty furniture is kept shrouded in linen. Mosquito netting is over the pictures and the bric-a-brac, everything is being saved for—what? I don't know. I have asked myself that question a thousand times, but somewhere in the back of the head of the mistress is a bogie of dread of some imaginary ill. Perhaps she thinks that the time may come

when she won't have enough clothes or a chair to sit on or a picture to look at. Perhaps she doesn't know herself why she does it, but, none the less, she is doing a wrong and wicked thing to cheat herself and her family out of the comfort and good they could get out of their possessions to-day. Be sure that when we come to the end of life it is not the things we have enjoyed we shall regret. It is the pleasures we have missed. There is a world of philosophy in the exclamation of the gluttonous old king: "Let fate do her worst. I have dined."

Uneda Business is Growing all the Time



helps the growth
along

NATIONAL BISCUIT CO.

They all say

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

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

What women suffer in discounting the misfortunes that might happen to their families has made the world a good understudy of purgatory for many a wife and mother. As soon as a woman loves a man she seems to regard him as an imbecile who is not capable of walking downtown without getting run over by the street cars. He may have taken perfectly good care of himself for forty years before she ever saw him, but the minute she marries him she begins worrying about his getting his feet wet or eating something that doesn't agree with him, and if he is detained downtown at night, she goes into hysterics while she pictures him being set upon by murderers and thieves.

Once upon a time I was the guest of a woman who was walking the floor because it was 10 o'clock and her husband hadn't come home. Every minute she would advance a new theory of sudden death, until I got weary, and at last I said in a tone of deep compassion:

"I hadn't noticed it at all."

"Noticed what?" she asked, stopping tramping up and down the carpet.

"Why, that Mr. Blank had softening of the brain," I answered.

"Softening of the brain," she screamed, "what do you mean?"

"Well," I replied, "nothing else than the fact that his mind has given away could account for your anxiety. Certainly, if he has his senses about him, a big, strapping, double-jointed, 6-foot man could be depended on to take care of himself in his home town for a few hours without throwing anybody into a panic."

She sat down after that and in the course of half an hour Mr. Blank came home all right; but Mrs. Blank doesn't speak to me as she passes by.

There are mothers who suffer all the agonies of anticipated death and parting every time one of their children gets a slight cold, friends who are always imagining estrangements where none exist, people who eat their hearts out believing themselves unappreciated geniuses—all darkening the world with borrowed trouble, when they might just as well be cheerful and happy and enjoying the pleasures about them, for, after all, dread it as one may, one can not avert the common sorrows of our common lot.

In reality there is nothing more infinitely pathetic than this thought of all that we suffer from imaginary ills. Nowhere else do we show a philosophy so weak and a religion that is such a mockery as when we fear to trust the future to the hand that gives it, and that will give us heart and courage to bear what comes of joy or sorrow.

Dorothy Dix.

Not Keeping Wedding Anniversaries.

When the man behind the desk saw the caller with the little pad of yellow paper coming toward his end of the room he braced himself as if ready for almost anything, but he was hardly prepared for the question that was plumped at him.

"Are there as many wedding anniversaries celebrated now as formerly?" was asked.

Notwithstanding the unexpectedness of the query, he answered it offhand.

"No," said he, "there are not—at least, not in Grand Rapids. In backwoods districts it may still be the proper caper to give a big entertainment to friends and neighbors every year when the marriage day comes around, but people in this town have

too many other things on their minds to pay much attention to a little thing like that."

"Is that the only reason they don't celebrate?" asked the caller. "Because they are too busy?"

"Oh, no," said he, "there are others. For one thing, a good many people don't live together long enough these days to do much celebrating. The average couple is divorced and married over again to somebody else by the time they reach the tin wedding period. Naturally, this excess of matrimonial activity is inimical to the wedding anniversary industry."

The caller frowned disapprovingly. "What a terribly pessimistic view of society!" was the severe comment.

"Then, of course, there are other causes operating against metropolitan wedding celebrations," continued the man at the desk. "It is considered old-fashioned and in bad form to celebrate anything of less importance than a silver, gold or diamond anniversary, and even though the divorce court does not interfere, death is apt to step in before those milestones are reached, and thus the number of wedding anniversaries is curtailed.

"It may be that several years hence this custom which is now suffering such a decline may resume its former popularity, but at present there is nothing to indicate its revival. All signs point to its decay. The newspapers show it, for one thing. The society columns contain less than one-half the number of notices of that nature that they had ten years ago, and among the regular paid-for announcements there is a corresponding decrease.

"But society reports are not, after all, the surest indication of the unpopularity of the custom, because the majority of people who celebrate their wedding day do not advertise their doings in the newspapers. The number of invitations of that character that are printed by stationers are the most reliable test, and I, being in the business, am able to state positively that there has been a great falling off in the wedding anniversary business in the past few years.

"I don't know but what this change in the fashion is a good thing, too, for, of all the fool contrivances ever invented, some of the presents given at wedding anniversaries are the worst. I know all about it, because I have been through the mill. I have been married twenty-eight years, and so far we have celebrated every anniversary that was capable of being celebrated. We haven't kept nearly all the stuff given to us on those occasions—even the sentiment which forbids the giving away of a present could not compel us to do that—but, in spite of all our auction sales and donations to poor relation, we still have our house packed with more trash than we know what to do with.

"I don't see, either, what is the sense in naming an anniversary the tin wedding or wooden wedding or crystal wedding, and so on. People never go by the names. They just give whatever they want to give or can afford to give. We got just as many spoons and forks at our wooden wedding as on our twenty-fifth anniversary, and the last celebration, which was held in a hard times year, called forth a good deal more wood than silver. At our tin wedding, about the only thing we got in the tin line was a dishpan and a wash boiler, while on our crystal anniversary we got

enough tin cups and pans to stock a store."

The caller looked at the man quizzically. "Then you don't intend to celebrate any more?"

"Oh, yes," resignedly. "If we live long enough we will give ourselves a big send-off when we reach the fifty-year mark. The custom may be in the fashion again by that time, but even if it is still antiquated we will celebrate, just for the name of the thing."

Cora Stowell.

Why Women Cannot Endure One Another.

Why do women dislike women? "It isn't jealousy," said one of the sex who is a newspaper reporter, "because the dislike is not confined to homely and unsuccessful women, and the objects are not always pretty and successful ones. It may be because women are not so easily 'done.' From a reporter's point of view, it is distinctly humiliating to feel that you are tolerated in your professional capacity just because you are a woman, that you are given time and attention that would not be shown a man simply because it is not customary to show a woman out the door.

"And yet all women in business do take advantage of these little courtesies, shameful as the admission may seem. But it is not really indefensible. A woman works under so many handicaps that do not touch a man that an occasional advantage must be eagerly seized to make chances anything like even. She is denied the inestimable help of bullying, and her smiles and glances are just another form of 'bluff,' but then it is the only form left her and makes just so much for success.

"It is not because women are women that they are disliked by their own sex in business. It is because the average 'home woman' doesn't understand. Usually she is monarch in her home, absolutely the most important person in it, and she loses the true appreciation

of the importance of other people outside it. A man in business is constantly brought in contact with men who are his equals or superiors, who have equal rights with him, whereas a woman may spend two hours a day visiting with callers of her own grade of intelligence, as against sixteen spent with the children and the servants. When she does meet men, it is either in the capacity of grocery boys or clerks whose business it is to defer to her opinions, however illogical, or in a social way when it isn't worth while to combat her ideas if they happen to be erratic.

"So that unless she makes a very great effort she becomes positive and dogmatic, and when she meets other women where there is a clash of interests, she expects the same deference from them that she receives in her daily surroundings from men, and this is in a great measure the reason why women's discussion, when it strays outside the realms of dress and babies, is not always as peaceful as is desirable.

"Their daily habit of acting as sole dictator sometimes discounts the opinions of others, and leads each woman to expect of every other woman the deference to her little peculiarities she is in the habit of receiving and gives occasion for the misanthropic advice in 'Peg Woffington': 'Do let the dear ladies be natural; let them hate each other.'"

The Very Latest.

Sunday School Teacher—God first made the world and all the beasts and the birds. Now, what was the last thing he created, Willie?

Willie Green—Why, I guess it's the brand new baby that came to our house Friday. I ain't heard of anything later.

Then He Takes His Chances.

"A millionaire can have things pretty much his own way in this world," said one philosopher.

"He can," answered the other, "until he comes to make his will."

MICA AXLE GREASE

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

ILLUMINATING AND LUBRICATING OILS

PERFECTION OIL IS THE STANDARD THE WORLD OVER

HIGHEST PRICE PAID FOR EMPTY CARBON AND GASOLINE BARRELS

STANDARD OIL CO.

Hardware

Claims Combinations Are Offspring of Large Buyers.

Prior to 1860-1870 the manufacturers of this country could invest their capital in various enterprises with a reasonable assurance of obtaining a fair return upon their investments. The dealer in turn could buy the products of the manufacturer with a feeling of absolute certainty that he would be able to realize a fair margin of profit upon his purchases. Failures were rare, except during a few periods of financial panic, and such, as did occur were caused by mismanagement, or want of business capacity. The manufacturer, before deciding to embark his capital in an industrial enterprise, would ascertain, first, whether there would be a fair demand for his products, and, second, whether they could be disposed of for reasonable profit. The jobber would invariably base his prices upon those made to him by the manufacturer, add a fair percentage of profit and sell his goods with less effort and with greater satisfaction to the buyer and consumer than at present. In more recent years there has been a marked change in these conditions, with the result that both manufacturers and jobbers have become little less than speculators, and there has been about as much certainty of profit in buying Louisiana lottery tickets or cotton futures as there has been in the purchase of an ordinary stock of goods by the merchant or the usual supply of raw material by the manufacturer.

I am sure that most hardware dealers will agree with me that this change in our business conditions has been neither beneficial nor profitable, and that any system which will reduce buying and selling to a more safe and certain basis, should demand and receive the cordial support and encouragement of every business man in this country. I affirm that this change in conditions has been brought about largely, if not entirely, by buyers who are usually ignorant of the actual cost of production and who are unwilling to allow the manufacturers a reasonable profit over cost. These buyers have been materially assisted by over-zealous salesmen who are ever ready to sacrifice profit in order to secure business, and the result of their combined efforts has been the combination and the trust.

It has struck me that the original cause of the jobber's earnest effort to lower prices has generally been a desire on his part to purchase goods cheaper than his competitors, and that in his endeavor to accomplish this end, he frequently seems utterly regardless of the fact that he may be forcing the manufacturer to sell at an actual loss. This constant and never ceasing pressure for lower prices has finally resulted in forcing many manufacturers to the wall, and the survivors into agreements to maintain prices for self-preservation. I therefore assert, without fear of successful contradiction, that the buyer is the true parent of the combination.

The unfortunate result of these efforts on the part of the jobber to take from the manufacturer his last vestige of profit in his endeavor to purchase goods at lower prices than his competitor is found in the fact that he seldom, if ever, accomplishes his purpose, for it is a rare salesman who will confine these "special" prices to the original beneficiary. He feels that it would be both unjust and unfair to his other cus-

tomers to place them at a disadvantage with others in selling his goods, and the usual result follows that his special price soon becomes a regular one. This constant hammering of prices also frequently brings about a feeling of antagonism between buyer and seller where only the best of feeling and true community of interest should exist. My experience has been that the average buyer bases his idea of cost largely upon the prices he has been able to extort from the manufacturer from time to time, and this is anything but a safe guide, as makers of such staple articles as iron, steel, nails and wire can easily testify.

If there was any real benefit to be derived from this unreasonable demand for lower prices, there might be some excuse for it, but there is absolutely none. The jobber rarely, if ever, secures any better profit from these "special" prices, for he invariably "passes it on" to his customer, and he in turn to the consumer, who has neither asked for nor expected the concession. The manufacturer has therefore been forced to surrender his profit without having benefited his customer. The combination of business interests for the purpose of maintaining profitable prices only came into existence when it became necessary for self-preservation, and it is therefore extremely probable that it is here to stay. The world has been astounded by the enormous sums which have recently been invested in various industrial and carrying enterprises and the character and standing of the men who have embarked the bulk of their fortunes in these companies give us a reasonable guaranty of their stability for both the present and the future.

The failure of one or more of these colossal combinations would cause a financial convulsion such as the world has seldom seen, and the effects would be so far-reaching and general as to be acutely felt throughout the four quarters of the globe. The interests of these industrial enterprises are so closely interwoven with those of the great transportation lines as to make them almost identical, and anything which injuriously affects the one must of necessity seriously affect the other. It is therefore manifestly to the interest of each to foster and build up the other. Those who are at the head of these gigantic companies are men who have fully demonstrated their ability to manage large affairs successfully, and it is reasonable to assume that they will pursue such a course as will popularize the new concerns with the masses, and add to the general prosperity of the country. They are well aware that they can only hope to prosper when the country generally is prosperous. Their policy will therefore unquestionably be such as to render prices stable and to secure the good will and support of the jobber and dealer, as it is only through them that they can hope to dispose of their products. Experience has clearly proven that violent fluctuations in prices are alike injurious to both manufacturers and jobbers, and that short periods of inflated prices are invariably followed by long periods of corresponding depression and loss. We can therefore reasonably look for a considerable period of stable prices and fair profits in business for the future.

It will be left to the jobber in many cases to determine whether it is to his best interest to patronize the large combinations and thus aid them in maintaining stable and profitable prices, or encourage outside competition, which

almost invariably results in uncertainty as to prices, and a corresponding uncertainty as to profits.

We would do well to remember that efforts to break up combinations by patronizing outside manufacturers usually result in such concerns being bought up by the combinations or a protracted period of price cutting, which is injurious alike to both buyer and seller, and which finally terminates in the "survival of the fittest." Should the fortunes of war eventually declare in favor of the stronger concerns, experience has shown us that the losses sustained by them will have to be made good by advancing prices for a considerable period. This being the case, I fail to see where either the jobber or consumer has been materially benefited by purchasing his goods at lower prices from outside concerns.

C. M. Fouché.

Home of Enameled Leather.

There is probably no town in the world where the production of patent and enameled leather is so large as it is in Newark. The annual output is estimated to approach \$15,000,000 in value. The first leather of the kind known in this country was made in that city seventy-five years ago. It was first adapted for shoe leather by the Halseys, about fifty years ago. Great improvements have been made in it since that time, and manufacturers claim that the domestic is fully as good as the foreign article, and wears as well without cracking. The output now is about half carriage and half shoe and furniture leather. Many tanneries are new, and most of the others have been fitted with new machinery and conveniences for tanning, so that they are practically new.

LIGHT! LIGHT!



Long nights are coming. Send in your order for some good lights. The Pentone kind will please you. See that Generator. Never fails to generate.

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

Are you not in need of

New Shelf Boxes

We make them.

KALAMAZOO PAPER BOX CO.
Kalamazoo, Michigan

GRAND RAPIDS PLASTER CO., Grand Rapids, Mich.

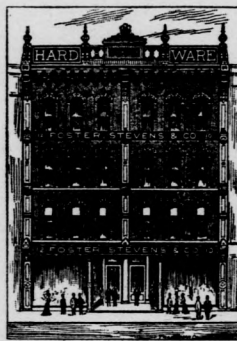
Manufacturers of

Reliable
Economical
Durable

GYP SUM WALL PLASTER

It has
no
equal

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



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

Foster, Stevens & Co.,

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

10 & 12 Monroe St.

Grand Rapids, Mich.

Clerks' Corner.

Value of Perfect Confidence in One's Ability.

I have not been in the grocery business all my life; my early experience was in the dry goods business. Nearly in the beginning I went to a big dry goods merchant in Toronto, Ontario, and asked for work.

"What can you do?" he asked.

"I can do anything," I replied.

"Can you run a white goods counter?" asked the merchant.

I answered that I could so confidently that I was given charge of the white goods counter at a salary of \$450 a year. After I had been there a few weeks, the manager of the silk department became mixed up with the flowing bowl one day, and went home "sick." His employer was deeply put out and sent for me.

"Do you know enough about this business to run the silk department?" I was asked. "Mr. So-and-so has gone home sick, and we have decided to make a change."

My knowledge of the silk business was extremely scanty, but I, nevertheless, confessed to the necessary knowledge.

"I can run the silk department," I said, "but Mr. So-and-so gets \$700 a year, while I am only getting \$450. If I am competent to do his work, I am competent to draw his salary. I won't undertake it under any other circumstances."

There was a great time, but I got the advance and ran the silk department for about four months. Then the manager of the store was sent to Europe to remain as a resident buyer. Again the firm sent for me. After detailing the circumstances, they offered me the position. I thanked them, but observed that the manager had been getting a large salary, while I was drawing only \$700. "If I was competent to do his work," etc., etc. This ended also with my getting the advance and I remained in that position for quite a while.

Each of these positions was secured, to begin with, very largely through the confidence which I showed that I felt in my own powers. So far as two of them were concerned, I had had little or no experience in their duties.

Yet I succeeded in them all, I think I may say without egotism, and so could any other young man of pluck and persistence. None of these chances would have been open to me at all had I not showed the utmost confidence in my own ability.

Some time after that I decided to try my hand at something beside the dry goods business and I came to the United States. After traveling about a bit, I found myself one day on a train passing through Oil City, Pa. There was a crowd at the station. I disembarked and inquired where the circus was. A bystander replied that there was no circus, the crowd was caused by \$5 oil, Oil City being at that time the all-important oil-speculating center.

I thought I saw some chance, and I left the train. That night I paid \$1 for the privilege of sleeping on a hotel billiard table in company with five other gentlemen.

The next day I hunted up the largest oil operator in the place, and asked for work.

"What can you do?" he asked me.

"Anything that any other man can

do," I replied, but this time I got in a little too deep.

"Can you dress tools?"

"No," I replied, "I can't do that."

"Can you drill?"

"No," I said, "I'm afraid I can't drill."

"Can you run an engine?"

"No," I answered, "I can't do any of these things, but I can learn them all."

"That may be," the oil operator replied, "but we aren't paying \$3 a day for learners."

"I know that," I said, "but why not give me a chance? I'll guarantee not to do your property any harm, and I'll deposit \$400 that I have saved as security that I won't blow up your boiler or do any other damage."

"Are you afraid of work?" he asked.

When I replied that I was not, he stated that he wanted a road cut along the side of a hill and asked if I could do it. I said that I could, but the hill, when I saw it, was not calculated to inspire joy. It was rocky and gravelly and covered with a stubby growth of timber. I had to build a bridge, in addition to cutting the road. I set to work. It was all hand labor. The rocks had to be removed and the roots grubbed out. It was in reality a terrible job.

A week rolled by and the operator came to inspect the work. "The road was very good as far as it went," he said, "but it wasn't wide enough. It must be wide enough for two teams to pass."

This meant that I had to widen the road about three feet.

After this was done, the operator told me one day that he had ordered me transferred to oil well No. 1, with instructions to the foreman that as soon as I could learn to run the engine and was willing to stake my \$400 on not blowing up the boiler, I was to have the job.

In a week I had the job and was placed on wages of \$21 a week, working Sundays as well as week days. During that period I did my own cooking and carted my groceries and supplies over the mountain on my back, the trip covering about two miles. The grocer from whom I bought much of my stuff was an old raftsman and a bad misfit. He hadn't taken stock for years, in which peculiarity, he it said, he did not differ from very many other grocers. Neither did he know anything about book-keeping.

Prices were extremely high in those days—flour, \$10 a barrel; canned peaches, 50 cents; granulated sugar, 20 cents a pound. The old fellow ought to have been making money, but he had no business instincts and was in a bad way.

He asked me one day whether I knew anything about books. I replied that I knew a little and he then made an arrangement by which I was to go over his books and tell him how he stood. I did so and found that he had been bankrupt for a good while. Not only that, but at the time of my investigation he owed about \$1,500. The books were in fearful shape. His assets consisted of a lot of bad accounts, a little old ramshackle building and about \$450 worth of goods.

My report sickened the old grocer so much that he offered his whole business to me, stock, fixtures, good-will and everything, if I would pay him \$100 in cash and pay off his debts, which would enable him to get away.

I agreed, took the business, borrowed some money, paid off the debts, and that is how I got into the grocery busi-

ness, which I have been in ever since.

I do not know of any experience which more conclusively proves the value of perfect confidence in one's powers both felt and revealed.—Thomas Martindale in Grocery World.

How a Man Samples Breakfast Food.

"Did you ever see a man getting a free sample of breakfast food?" asked a salesgirl in a leading city store.

"He sneaks up to the counter where they are serving it in those little dishes," she continued, "as if he had just happened along. Then he sort o' stands there, looking at the goods on the shelves as if he wanted to buy something, till the girl, just to get rid of him, asks him if he wouldn't like to try a sample of the new breakfast dish. He seems to be surprised, says he doesn't know, then guesses he will, and when she gives him the dish he calls for a little more sugar, eats the stuff up to the last particle, asks how she sells it and how it's prepared, says he thinks it's very good, and he'll have his wife get some the next time she comes downtown. Then he sneaks away without buying any of it, and that's the last the girl ever sees or hears of him. And the girl knows that'll be the way of it all the time she's waiting on him. There's nothing makes me as tired as a man shopping in a department store."

Then the salesgirl jabbed her lead pencil viciously into the lump of hair at the back of her head and turned to wait on a customer.

She'd Come Back.

"You're keeping bachelor's hall, I understand."

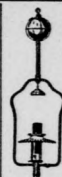
"Temporarily, yes."

"What kind of a success are you making of it?"

"Well, there is only one thing I can say in answer to that."

"What?"

"It's a mighty good thing my wife doesn't know the details."



The Imperial Gas Lamp

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

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

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.

Michigan Fire and Marine Insurance Co.

Organized 1881.

Detroit, Michigan.

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

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The Up-to-Date Business Man

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

Are you an up-to-date business man?
We are the largest calendar manufacturers in the Middle West. Order now.

TRADESMAN COMPANY, Grand Rapids.

PENNSYLVANIA DUTCH.

Their Important Part in Building Up Penn's Colony.
From the Philadelphia Times.

Several historical writers in this state have been busily devoting themselves for some years past to the Pennsylvania Germans, and they have brought together much interesting material about a very interesting people. Judge Pennypacker, Mr. J. F. Sachse and Mr. Diffenderfer are the best-known members of this little group of historians. Mr. Diffenderfer, of Lancaster, who has been very prominently connected with the Pennsylvania German Society, has prepared, at the request of that society, an historical account of the immigration of the Palatines and other Germans into Pennsylvania in the eighteenth century. The edition is limited and is meant for a rather narrow public, but the results of the author's studies deserve to be more widely known.

Although the German eagle screams now and then as we turn the pages of the book, it is understood by this time that the "Pennsylvania Dutch" must have their representative in literature, like every other important racial element of which the American nation is composed. The Puritans, the Scotch-Irish, the Hollanders, the Quakers—all have had their historians. For the good they have done they have been glorified, and for their shortcomings they have been justified, so that a little unseemly zeal will have to be overlooked in Mr. Diffenderfer when he takes up his quill in behalf of the Pennsylvania Germans. They have introduced strong elements of character into this nation, such as honesty, industry and frugality, and their praises should be sung by some one.

Mr. Diffenderfer goes back to Europe to find out what were the causes of this great movement of the German population to Pennsylvania. For a full century Germany had been torn and rent by devastating wars. In this clash of arms the peasant was no more considered than the cattle in his fields.

The first party of Germans to arrive were those under Pastorius, who came in 1683, immediately after Penn. This party, numbering between thirty and forty, settled in Germantown, and their countrymen were rather slow to follow them. The movement began in earnest, however, about 1710; and it was kept up with slight interruption until the revolution. In 1749 no less than twenty-one immigrant ships arrived in Philadelphia—nearly all of them from Germany; and there were nineteen in 1752, and the same number in 1753. Some of these brought as many as 600 passengers, though most of the vessels were much smaller in size. There was such an influx of Germans, indeed, that the Quaker government took alarm. Soon all foreigners were required to register, and each had to pay a head tax of 40 shillings, equal to about \$10.

Travel by sea was at that time at best a very uncomfortable experience, and for the Germans it was more unpleasant than can be well imagined. There were many, of course, who were able to pay their passage money, but not a few had to bind themselves out to service on arriving on these shores in order to indemnify the ship captains. Transportation, poor as it was, was by no means cheap. Most of the ships set sail from Rotterdam, though some were loaded at Amsterdam and other continental ports. The immigrants were chiefly Palatines, and they found it necessary to leave their homes in Central Germany early in May in order to reach Pennsylvania by the end of the following October. They were obliged to go down the Rhine by boat, and this voyage to Rotterdam often lasted as long as six weeks. The immigrants and such goods as they carried with them must pass through thirty-six custom-houses, which the German princes whose ruined castles now adorn the banks of the Rhine had set up at will on the riverside. The boats were frequently detained a long while at these custom-stations, and when they came at last to

Rotterdam, five or six weeks more were spent in waiting for the ship to complete its cargo.

From Rotterdam the vessel proceeded to Cowes, in the Isle of Wight, where there was another custom-house, with a stop of several days. Headed finally for the sea, the passengers must spend from six weeks to four months more, packed like herrings in a box on miserable, unclean sailing ships before they came to the promised land.

In port at last, but without money—and often in debt to the ship master—they had to sell themselves as servants. There was a good demand for able-bodied young Germans of both sexes; and the business attained such proportions, indeed, that agents appeared on the scene and undertook to secure immigrants for the ship owners. These agents, well dressed, and pretending to be rich merchants from Philadelphia, went about through the Rhineland, advancing specious arguments to induce the people to emigrate. For each immigrant furnished to the ship the agent received a commission from the owner. The Germans called these men "soul sellers," or "newlanders;" and their calling brought them into much disrepute among the Germans, who were often so cruelly deceived by their stories. Readers of "Janice Meredith" will remember how these German servants or redemptioners were sold and indentured to their masters. Mr. Diffenderfer gives the following account of the process, which is from an eye-witness:

"The sale of human beings in the market on board the ship is carried on thus: Every day Englishmen, Dutchmen and high German people come from the city of Philadelphia and other places—some from a great distance, say 60, 90 and 120 miles away—and go on board the newly arrived ship that has brought and offers for sale passengers from Europe, and select among the healthy persons such as they deem suitable for their business, and bargain with them how long they will serve for their passage money, for which most of them are still in debt. When they have come to an agreement it happens that adult persons bind themselves in writing to serve three, four, five or six years for the amount due by them, according to their age and strength. But very young people, from 10 to 15 years, must serve until they are 21 years old. Many persons must sell and trade away their children like so many head of cattle."

This is not a very pleasant picture, and yet, redemptioners were not always such great sufferers, after all. There is a brighter side. The immigrants were nearly all peasants—but another name for serfs in Germany in the eighteenth century. They left little that was joyful behind them. Like the slave, the lot of the indentured servant was better or worse accordingly as he found good or bad masters.

Mr. Diffenderfer's study, especially as it relates to the redemptioners, is a valuable one. It will tell many Pennsylvanians a great deal about their ancestors, and lead them to feel better satisfied with their own lot in the world after they have considered what their immigrant forebears had to pass through, when each packed up his chest of goods and came across the sea to establish himself in William Penn's wilderness among the Indians as a buffer for the Quakers in Philadelphia. Mr. Diffenderfer mentions the Quakers' boast that they never had any quarrels or unpleasantness with the Indians. He sees good reason for this in the fact that the Germans surrounded them on all sides, and their bodies became the shields to protect the English colonists, who were more happily situated. Moreover—and this was for long ground for bitter difference between the Quakers and the Dutch—the Quaker assembly, opposed to warlike measures, steadfastly refused to vote money for the defense of the frontiersmen against the Indians. But this old score may have evened up by this time, for Mr. Diffenderfer says that the Quakers have now lost control of everything, while the Pennsylvania Germans are triumphant

in all departments of life. If this be true, time has brought them their justification, and they should be happy to have come into their rights at last.

Weapon with Which to Fight the Mail Order House.

It is surprising to learn that considerable opposition is being manifested by country merchants to the extension of the rural mail delivery service. I should think these merchants would be the ones to derive the most benefit from the system and would naturally do all in their power to have it extended. The dealers who are not in favor of the system, however, argue that where the farmer does not have to come in for his mail he will not make as many visits to town as he now does and that there will be a consequent falling off in the trade of the farmer class; and, further, that with the present wide circulation of the mail order house catalogues the farmers' trade will be diverted to these channels to a greater extent than at present, owing to the ease with which transactions will be facilitated.

It is not contended that because the rural resident has his mail delivered his bodily wants will decrease to any noticeable extent, so it is safe to assume that the first part of the argument is without a foundation. As the small town retailer now has to contend with more or less mail order competition, it is not reasonable to suppose he will be compelled to go out of business entirely because a country purchaser writes out his order and delivers it to the mail carrier instead of bringing it to town and depositing it in the postoffice. As a matter of fact, the rural mail delivery service will be one of the greatest weapons with which to fight the mail order man at his own game. It will permit

the country retailer to do a mail order business on his own account with the advantage all on his side. In the first place, the country merchant is more or less familiar with the farmer class in the territory tributary to his town, and will, therefore, be enabled to reach every resident of the district, whereas the mail order house can only get their advertising matter into the hands of a certain proportion. Another thing favorable to the local dealer is the fact that he is known to the farmers, and any business literature that may come from his store will receive the purchaser's best attention.

There are a number of ways to get after this trade by utilizing the free delivery service to place your advertising matter in the hands of the farmer, but to my mind the one that would be productive of greatest results would be the mailing of a personal typewritten letter to each resident in the district at least once a week, or oftener if possible. These letters should be of a semi-personal nature, but should contain the announcement of some special bargain or other inducement to bring the farmer to your place of business. An ordinarily bright young man, a typewriter and a stock of good stationery are all that is necessary to put this plan in operation. If so desired, the letters could be supplemented by circulars or other advertising matter that might be gotten out. If this or a similar plan is adopted I do not believe the country retailer need worry over the fact that his farmer customers have copies of the catalogues of mail order houses.—Apparel Gazette.

A new and odd cut glass pattern in a circular spiral effect is called the "orchid."

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

Worden Grocer Co.
Sole Agents, Grand Rapids, Mich.

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

- Limburger Cheese
Swiss Cheese
Brick Cheese
Pecan Nuts
Brazil Nuts

DECLINED

- Scotch Peas
Lemons
Navy Beans

Index to Markets

By Columns

Table listing various grocery items and their prices, organized by columns A through Y.

1

Table listing AXLE GREASE and BAKING POWDER prices.



Table listing Mica tin boxes and Paragon prices.



Table listing 1/2 lb. cans, 4 doz. case prices.

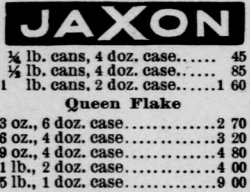


Table listing 3 oz., 6 doz. case and other prices.



Table listing American and English prices.



Table listing Small size, per doz. and Large size, per doz. prices.

Table listing BROOMS and BRUSHES prices.

2

Table listing Stove, BUTTER COLOR, and CANDLES prices.

Table listing CANNED GOODS including Apples, Blackberries, Beans, etc.

Table listing Clams, Clam Bouillon, and other items.

Table listing French Peas, Lobster, and other items.

Table listing Mushrooms, Oysters, and other items.

Table listing Peaches, Pears, and other items.

Table listing Raspberries, Salmon, and other items.

Table listing Sardines, Strawberries, and other items.

3

Table listing Tomatoes prices.

Table listing CATSUP prices.

Table listing CARBON OILS and CHEESE prices.

Table listing CHEWING GUM and CHICORY prices.

Table listing CHOCOLATE and CLOTHES LINES prices.

Table listing COCOA and COCOA SHELLS prices.

Table listing COFFEES prices.

Table listing COCOANUT prices.

Table listing COFFEE Roasted prices.

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Table listing COFFEE prices.

4

Table listing Mexican prices.

Table listing Guatemala prices.

Table listing Java prices.

Table listing Mocha prices.

Table listing Package prices.

Table listing New York Basis prices.

Table listing CONDENSED MILK prices.

Table listing COUPON BOOKS prices.

Table listing Credit Checks prices.

Table listing CRACKERS prices.

Table listing Butter prices.

Table listing Soda prices.

Table listing Oyster prices.

Table listing Sweet Goods-Boxes prices.

Table listing Assorted Cake prices.

Table listing various other items.

5

Table listing Sugar Squares prices.

Table listing Standard Crackers prices.

Table listing CREAM TARTAR prices.

Table listing DRIED FRUITS prices.

Table listing Apples prices.

Table listing California Fruits prices.

Table listing Currants prices.

Table listing FARINACEOUS GOODS prices.

Table listing Beans prices.

Table listing Cereals prices.

Table listing Honey prices.

Table listing various other items.



Table with 2 columns, items 6-11. Includes Coleman's High Foot & Jenks Class Extracts, JENNINGS FLAVORING EXTRACTS, and various food items like Vanilla, Lemon, Beef, Pork, etc.

Table with 2 columns, items 12-18. Includes Indigo, Jelly, Licorice, Lye, Matches, Meat Extracts, Molasses, Mustard, Olives, Paper Bags, Paris Green, Pickles, Potash, Provisions, Barreled Pork, Dry Salt Meats, Smoked Meats, Lards-In Tierces.

Table with 2 columns, items 19-25. Includes Sausages, Beef, Pigs' Feet, Tripe, Casings, Butterine, Canned Meats, Rice, Imported, Salaratus, Diamond Crystal, Common Grades, Warsaw, Ashton, Higgins, Solar Rock, Common, Salt Fish, Cod, Herring, Trout, Mackerel.

Table with 2 columns, items 26-32. Includes Whitefish, Skeds, Shoe Blacking, Snuff, Soap, Grandpa's Wonder Soap, Jaxon, Spices, Whole Spices, Pure Ground in Bulk, Syrups, Corn.

Advertisement for Best Gloss Starch and Enameline. Includes product images, descriptions, and prices. Text: 'Best Gloss Starch, 50 lb. ... Best Gloss Starch, 6 lb. ... Enameline ... Below are given New York prices on sugars ...'

Table with 2 columns, items 33-40. Includes Young Hyson, Oolong, English Breakfast, India, Tobacco, Cigar, A. Bomers' brand, Plaindealer, Fortune Teller, Our Manager, Quintette, G. J. Johnson Cigar Co's Brand, S.C.W., Libetsky Bros' Brands, B. I., Gold Star, Fine Cut, Uncle Daniel, Ojilwa, Forest Giant, Sweet Spray, Cadillac, Sweet Loma, Golden Top, Hlawatha, Telegram, Pay Car, Prairie Rose.

"Summer Light"

Light your Hotels, Cottages and Camps with the

"NULITE"



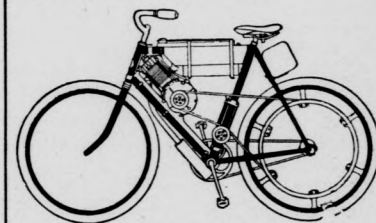
Table Lamp, Outdoor Arc.

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

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

A Suggestion

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



Auto-Bi, \$200

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

ADAMS & HART, Grand Rapids Michigan Sales Agents

Simple Account File

Simplest and Most Economical Method of Keeping Petit Accounts

- File and 1,000 printed blank bill heads. \$2 75
File and 1,000 specially printed bill heads. 3 00
Printed blank bill heads, per thousand. 1 25
Specially printed bill heads, per thousand. 1 50

Tradesman Company, Grand Rapids.

12

Table of various goods including Protection, Sweet Burley, Sweet Loma, Flat Iron, Plug, Hand Pressed, Ibex, etc.

LEA & PERRIN'S SAUCE



The Original and Genuine Worcestershire.

Table listing various sizes and types of Lea & Perrin's Sauce.

TWINE

Table listing different types of twine such as Cotton, Jute, Flax, Wool.

VINEGAR

Table listing types of vinegar like Malt White Wine, Pure Cider, etc.

WASHING POWDER

Table listing Gold Dust, regular and extra select.

Rub-No-More

Table listing Pearline, Scourline, and Wicking products.

WOODENWARE

Large table listing various woodenware items like Baskets, Splint, Willow Clothes, Butter Plates, Humpty Dumpty, etc.

13

Table of Mop Sticks, Pails, Toothpicks, and Tubs.

Table of Wash Boards and Wood Bowls.

Table of WRAPPING PAPER.

Table of YEAST CAKE.

Table of FRESH FISH including White fish, Trout, Halibut, etc.

Table of Oysters, F. H. Counts, and F. S. D. Selects.

Table of HIDES AND PELTS.

Table of Hides and Pelts with various animal skins.

Table of Tallow and Wool.

Table of CANDIES including Stick Candy and various chocolates.

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Table of Mixed Candy including Grocers, Competition, Special, etc.

Table of Fancy-In Pails including Champ. Crys. Gums, Pony Hearts, etc.

Table of Caramels including Clipper, Standard, Perfection, etc.

Table of FRUITS including Florida Russett, Florida Bright, etc.

Table of Foreign Dried Fruits including California, Fancy, etc.

Table of NUTS including Almonds, Brazil, Pecans, etc.

15

Table of AKRON STONWARE including Butters, Churns, Milkpans, Stewpans, Jugs, Sealing Wax, LAMP BURNERS.

Table of LAMP CHIMNEYS-Seconds and First Quality.

Table of Electric lamps including No. 2 Lime, No. 2 Flint, etc.

Table of OIL CANS including 1 gal. tin cans with spout, etc.

Table of LANTERNS including No. 0 Tubular, No. 1 B Tubular, etc.

Table of LANTERN GLOBES and MASON FRUIT JARS.

Advertisement for Office Stationery, Letter, Note, and Bill Heads, Statements, Envelopes, Counter Bills, etc.

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

