

MICHIGAN TRADESMAN

Nineteenth Year

GRAND RAPIDS, WEDNESDAY, APRIL 23, 1902.

Number 970

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.

Country Merchants City Merchants Traveling Salesmen

Your personal bank account is solicited.

A feature of this bank is that the moderate deposit of the merchant or individual in our commercial department is acceptable.

3½ per cent. interest paid on savings certificates of deposit.

Kent County Savings Bank

Corner Canal and Lyon Streets,
Grand Rapids, Mich.



L. J. Stevenson, Manager

Widdcomb Building, Grand Rapids, Michigan.
Don. E. Minor and W. J. Gillett, Attorneys.

Detroit Opera House Block, Detroit, Mich.

R. J. Cleland, A. H. Covert, J. D. Harger and
R. H. Lane, Attorneys.

A complete mortgage and judgment record; the Compiled Ledger Experience of 1,300 members in all trades and professions, over 200,000 detailed reports of responsibility, moral and business history, paying ability and habits on file in our offices, enable us to protect our members against worthless accounts, and assist us in collecting all others.

WILLIAM CONNOR

WHOLESALE
READYMADE CLOTHING

of every kind and for all ages.

All manner of summer goods: Alpaca, Linen, Duck, Crash, Fancy Vests, etc., direct from factory.

28 and 30 South Ionia Street,
Grand Rapids, Mich.

Mail orders promptly seen to. Open daily from 7:30 a. m. to 6 p. m., except Saturdays to 1 p. m. Customers' expenses allowed. Citizens phone, 1987. Bell phone, Main 1282.

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.

Tradesman Coupons

IMPORTANT FEATURES.

Page.

2. Getting the People.
3. Got the Clothes.
4. Around the State.
5. Grand Rapids Gossip.
6. Clerks' Corner.
8. Editorial.
10. Dry Goods.
12. Shoes and Rubbers.
14. Clothing.
15. Representative Retailer.
16. Hardware.
18. Butter and Eggs.
20. Woman's World.
22. The New York Market.
23. Pleasures of Frog Hunting.
23. Village Improvement.
24. So Much a Week.
25. Commercial Travelers.
26. Drugs and Chemicals.
27. Drug Price Current.
28. Grocery Price Current.
29. Grocery Price Current.
30. Grocery Price Current.
- Window Dressing.
32. Unfortunate Supreme Court Decision.

THE PERSONAL FACTOR.

Whether Napoleon did or did not say that success depends upon three things, energy, system and perseverance, it is a fact known and acknowledged long before that famous general's time as it has been admitted since; but always with the understanding that the three are only agents of the personal factor behind them. Nobody claims for a moment that this trinity of success does not make a powerful combination and that the warrior of all time shows what can be done with it, but it is a truism to say that it needed Napoleon to show what can be done with it, exactly as it called for the personality of Wellington with the same agent to furnish St. Helena its distinguished prisoner. It is the personal factor that settles the question and it makes no difference in what field of effort it shows itself.

Great surprise has been frequently expressed at the growing omnipresence of the American machine. It is everywhere and always winning the favor of the ownership into whose hands it falls. The symbol of this, the machinery age, is the engine and the American production easily takes the lead. As a matter of course the United States has the largest one—it is symbolic of the country making it. Up the steepest grade in the world, the largest locomotive ever built is hauling its tremendous loads. Under the burning sun of Bengal the American-made machine is exciting the wonder of the Bengalese, who, wondering at it and at the work it does, have dubbed it the "bleating horse." Egypt hungered and thirsted after what she supposed was the unattainable and today a Baldwin mogul, an American locomotive, is the largest machine disturbing the tranquility of the Nile. New Zealand must have the best engine in the world for her railroads and the American shop builds it. It is the Yankee-whistling machine that is waking up Siberian Russia; the Cape of Good Hope has learned that this country can best fill her engine orders, and the Midland Railway of England has found it to its advantage to order from our workshops the machinery and boilers. The energy, system and persever-

ance that disposed of Napoleon by the national personal factor has found its master in the field of industry and acknowledges its own Waterloo.

Should the far-reaching why be presented the answer is found in the workmanship itself. The American locomotive has its equal nowhere. From first to last the idea and its realization are peculiarly its own and not a machine but shows its intelligent adaptability to the work required of it. The "I must have" in every instance is answered, and promptly answered, by the ready, "Here it is." The growing needs of an exacting generation have long since passed the old-time limit of the blacksmith's brawn. Iron has given way to steel in consequence until intelligence itself seems to have passed from the workman's brain to the work of his hands, and the whole shows not only the old-time energy, system and perseverance, but in addition to that the national personal factor that has made the American locomotive "the best machine on earth!"

That same trinity is the underlying cause of our commercial prosperity. German energy, British system, Russian perseverance—Old World everything—taken, as they must be, at their best, lack the American spirit which is the requisite personal factor. It has the gift of seeing and the gift of supplying the world's wants. It feeds, it clothes, it satisfies with its best and so uplifts. For this reason the Northwestern wheat field is driving out of the peasant's kitchen the European black bread of the ages. For this reason the Austrian shoemaker wonders if he can much longer stick to his last. For this reason the gates of trade are swung wide open to American enterprise. It is not the old, much-talked-of and over-praised energy and perseverance that the nations of the earth are after. They want the America that is behind them and without it the result is "flat, stale and unprofitable."

In all that pertains to the world's best, it is the personal factor that tells. It is the Thackeray in Vanity Fair that has made Becky Sharp a success. It is the Emerson of it that has made the Concord Sage, the philosopher of all time, just as it is the inborn something that throbs behind everything that is American and makes it the personal factor which is making itself felt to-day in every department of human life.

GENERAL TRADE REVIEW.

As nearly all elements of restriction, such as the recent financial stringency and possibilities of labor troubles, have been eliminated during the past few days the course of trading has been upward as to prices and onward as to activity. Recent reports as to crop situation tend to conservatism in some of the granger railway securities, but as a whole the stock market is making new records in many lines. There is an evident desire to prevent corners and to keep the advances within bounds, which promises well for the permanence of the movement. The worst that can be feared is an undue mania for speculation that

may bring boom conditions, with the inevitable reaction.

The conditions in Wall Street are an indication of the course of trade all over the country. There is so much less of speculative trading in the New York markets that bank clearings are much less in that city than last year, but the general activity elsewhere is enough to overbalance the decline from a year ago. General merchandise is moving freely everywhere and reports are unanimous as to unusual demands of consumers. Another favorable indication is the fact that building materials, especially lumber, are in great demand and prices well sustained. Supplies are reported short in many localities.

Wool stocks in the hands of Eastern dealers are light, and Western growers are stubbornly holding for full values, and there is additional support in foreign conditions, the London auction sale next month being expected to bring good prices. Sales at the Eastern cities are restricted, however, manufacturers taking raw material with caution while the strike is pending. Cotton has developed further strength amid much excitement in speculation, but a wide difference of opinion exists between Northern and Southern operators. The cereals have attracted a large share of attention, a high level of prices prevailing and no reaction being long sustained. Lack of rain in a few winter wheat states, together with a large domestic flour output and well sustained exports, was the element of strength in wheat, while reduced stocks and a better foreign enquiry held corn twenty cents a bushel above the quotation a year ago.

New England textile and shoe factories are turning out large quantities of goods, less interruption being experienced on account of labor disputes. Cotton goods are in especially brisk request, with most encouraging gains in foreign shipments. Although still insignificant compared with exports of the raw material, the outgo of the finished product is gradually expanding, and there is reason to hope that some day this country will do its share in the world's markets and retain the profit of manufacturing. Woolens are reasonably quiet now that the temporary urgency of clothing manufacturers has ended. Considering the growth of the shoe manufacture at the South and West it is not surprising that Boston shipments of footwear have decreased; in fact, it is more remarkable that they are so well maintained. Much new business has recently been placed, and there is a better enquiry for leather, resulting in fairly firm prices. At iron and steel mills activity continues, nor is there prospect of any decrease, with the capacity sold to the end of the year in many cases.

It is an old saying that if you take care of the pennies the dollars will take care of themselves. A grocer in Indiana began saving pennies as a lad twenty years ago, and has just given it up. He had accumulated 19,700 pennies in the twenty years, and concluded that he might have done far better had he saved dollars.

Getting the People

The Advertising of Passing Fads and Novelties.

One of the most deceptive things in trade is the permanence, or the opposite, of fads and crazes. For instance, a new sport or recreation comes out and takes the world by storm and the dealer who can first get in the field considers himself lucky. And usually he is lucky provided he gets out again soon enough. A third of a century ago there was a considerable rush into the manufacture and sale of base ball bats and croquet sets. The former had a varying permanence, but croquet fell flat, leaving many a stranded manufacturer and more stranded dealers. But no lesson was learned from this experience—the period since has been a constant succession of similar shipwrecks.

Two or three years ago it became my duty to design some advertising for an extensive manufacturer of crokinole boards. There was a large edition of illustrated booklets, showing the goods in the natural colors, gotten up at considerable cost. It transpired shortly after the advertising was delivered to the manufacturer that the concern received a visit from the buying representative of a Chicago house. Negotiations were opened for contracting the output of the plant for a year, but a condition was made that the booklets, cuts and electrotypes which carried the makers' names should be destroyed; and to make sure that this part of the contract was carried out the buyer accompanied the stuff to the furnace room and watched that the conflagration was complete.

The terms of the contract required the delivery of a carload per week. All went well for a few months until it became suddenly manifest that the crokinole fad was over. The jobber made an offer of \$5,000 for the abrogation of the balance of the contract, but as the goods were in process of making it could not be accepted. Week after week, for the remainder of the year, the regular carload was started on its way, and the consignees have enough crokinole boards to last for the next 500 years—unless there comes another craze for them. The contract expired and, learning wisdom, the factory was put at work making chairs, as being liable to more permanent use.

Doubtless the manufacture of novelties in toy and game goods is a standard business, but it is one requiring the utmost discretion on the part of the management to discriminate in which lines hay must be made while the sun shines. A factory or business established for any exclusive novelty is at best a risky speculation.

The judicious dealer goes slow in the quantities of such goods laid in and is not apt to feel bad if stock needs frequent renewing. But there is a considerable advertising value while such crazes last. The dealer who is talking about that which is in the minds of the people is most apt to gain a hearing, but it is well to know when to stop.

* * *

Friedman shows a well planned department advertisement which is well handled by the printer. My suggestion would be a plainer letter for the firm name, because the eye does not catch this readily. The best features are the prices and the best of these, to my thinking, are the first and the last. However, I suppose experiment must

Cash.	FRIEDMAN'S	One Price.
Dry Goods Dept. WASH GOODS. An unsurpassed showing of the new and Novel Wash Fabrics, in the chic and correct; a gathering that baffles description. To do the stock justice, as well as yourself, come and share our wonders at such low prices. SPECIAL, SATURDAY ONLY APRIL 12, 1902. 40 pieces A. F. C. and Toile de Nords Olinghams sold for 12 1-2 yd., at the amazingly low price of, per yard..... 8c.		
Clothing Dept. One Collar, Coot & Co collar free with every Negligee Shirt for..... 63c. We place on sale Saturday and Monday, April 12th and 14th, 75c. men's and boys' Negligee Shirts for..... 63c. Collar Free With Every Shirt. These shirts are made with madras fronts and cuffs, and percale bodies but the pattern in the two materials match so closely in color and design that the difference is scarcely perceptible. If the shirts were made entirely of madras they would be \$1.60 but made up in this manner they look as though they were madras throughout and the price is only..... 63c. See the Monarch Shirts. New shipment just received for..... \$1.00		
Millinery Sale For One Week. We place on sale Saturday, April 12, 1902, 28 trimmed hats, worth \$5.50 and \$4.00, at each..... \$2.48		
DRY GOODS, MILLINERY, CLOTHING.	FRIEDMAN'S	Belding, Michigan.

\$500 REWARD

The above reward of \$500 will be paid to anyone furnishing me a buyer for two lots on Woodward Avenue at assessed valuation.

E. W. ABBOTT
 10 Whitney Opera House Block
 PHONE M. 1730. DETROIT.

New Goods

To meet the demand of our increasing business we have added quite extensively to each department of our store. A full line of Shoes of all styles and prices Rubber Boots to fit everybody at right prices Our Groceries are the BEST.

C. MOORE

Isn't it wonderful?

Yes, that is true. Mr. Morris is making a great offer to ladies. The finest and latest style SUITS at very reasonable prices. About fitting and styles, I don't need to mention, for nearly every lady in Detroit knows that. Yes, this is the same Mr. Morris that was with the late W. R. Amory for the past two years until September last, so don't lose the opportunity to call, also to see the offer and prices of the original French models.

S. MORRIS
 Ferguson Bldg., 232 Woodward Ave. Tel. M. 1490

Bread Baking

Made a pleasure by the use of Fleischmann & Co's

Yellow Label Compressed YEAST

For sale by all dealers.

ALEX C. HORNKOHL, AGENT

Your Teeth

Are an important part of your digestive economy. We have a fine line of

Tooth Brushes, Tooth Powder, Tooth Paste.

Call at.....

Peckham's Drug Store

The Store That Made Home Furnishing Easy.

The Refrigerators

that we are selling this season are the Gurney, this make is one of the best: made of hard wood, finely finished, lined with "mineral wool." We have all sizes, starting at \$7 and up to some as big as \$25 in price.

In Mattings

we sell both the Chinese and Japanese makes, but not the cheap ones at all. We don't handle the kind at 10 cents or thereabouts to put which on the floor is a waste of time. But if you want a good matting for 20 to 25 cents a yard, we want you to see our line. We have an elegant assortment of patterns.

Go Carts

Forty styles, mostly with reclining backs. They're all the famous Whitney make, too: you know Whitney made carriages for babies for over 45 years and he knows how. A first-class cart, with patent reclining back and front, rubber tire wheels, foot brake, pretty rattan body, all-iron gear, fitted with a velvet covered cushion, and silk or lace parasol, \$12.50.

Iron Beds.

"Why! You've got beds till you can't rest," said a customer one day last week; he meant of course that he was surprised at the number of beds we had in stock. Anyone else would be too, for we show at least 70 styles at this writing of metal beds; we have them in white, light and dark green, blue, pink, terra cotta, ivory, and in combination of colors; we are very strong on such as sell from \$4.00 to \$15.00, having a large range of patterns from which one can choose.

Young Couples

Who are about to go to house-keeping are particularly invited to call and look around; we shall be pleased to show them through the store, furnish estimates and give such other information as we possess.

Easy to Buy And Easy to Pay

That's in buying from us on our easy payment system. People who buy on charge account are not charged interest nor is there any advance in price. We make the terms so easy and liberal that there is no hardship felt in furnishing your home and paying for it.

People's Outfitting Company,
 215-221 N. Bardick St.

justify the \$2.48 idea or it would not be so long pursued.

The announcement of E. W. Abbott is reproduced for three reasons—because it is an excellent example of terse, concise statement, because it is so composed by the printer that it presents the idea of the advertiser in the most emphatic manner possible and also because it affords one of the best samples of indirect advertising I have ever seen. Mr. Abbott does not expect to sell any lots as the result of the announcement. He makes the statement he does to convince the taxpayers of Detroit of the injustice of the present system of assessing real estate, with a view to creating a public sentiment against unfairness and injustice which will ultimately result in a reform of the present method or in abolishing the present system altogether. Such an advertisement is calculated to draw to Mr. Abbott men who have met with a similar experience at the hands of the assessors, and in some cases these acquaintances will be of value to him in his future career. Some men are content to take a broad view of advertising of this character and insist that the money is well spent, even if an equivalent does not come back to their money till the same day, the same week or the same month in which the expenditure is made. Mr. Abbott evidently belongs to this class.

C. Moore writes a pointed and businesslike announcement which the printer adapts to the space in the best manner. It will be seen and read.

S. Morris presents a curiosity of phrasing in modern style with saying nothing. The only two things expressed are that Mr. Morris is making a great offer to ladies, and who Mr. Morris is. The inference is that the offer is "Suits at very reasonable prices." Nothing so very wonderful about that! It would be wonderful if a dealer claimed less than that. The next sentence needs only to be read to be appreciated. It would not say anything even if it were grammatical. The grammar is no better in the next sentence and the inferential egotism he tries to express is very funny. The last phrase is still more bungling if possible. The printer's work is about as weak and eccentric as that of the writer. He should strike out all but the name and address, which are good, and put in the name of the business to have a good advertisement, or better, employ one that knows something of advertising and of "English as she is writ."

Alex C. Hornkohl is more happy in saying that which will reach the eye and attention of those he wishes to interest. The display and use of space are good.

Dr. Peckham will attract attention and other trade than tooth brushes by his display. The printer's work is a model. The advertisement is a good one.

Aside from the mourning suggestion the use of space by the People's Outfitting Co. is interesting to those who may not think the solid paragraphs too hard. I would cut out half and use a lighter border and so gain more readers.

If men could shed tears as easily as women can, the recording angel would have much less profanity to charge up against them.

Men invariably overestimate their capacity. They never know when they have enough until after they acquire too much.

A dead sure way to get poor is to try to get rich too fast.

GOT THE CLOTHES.

Where There's a Will There's Always a Way.

Written for the Tradesman.

Chapter I.

It was late autumn time in Northern Michigan.

A chill northeast wind swept fitfully down the valley.

The leaden sky hung low and great masses of clouds scudded across the landscape, their trailing tentacles almost touching the tall trees upon the hillsides.

The grass along the highway was heavy with moisture and, although the rain no longer fell, the turf was soaked and sodden, and it squashed sullenly beneath the tread of the old man who, drawing his threadbare coat closer and still more closely about his shrunken form, quickened his pace along the dreary way.

The name of the man was Grosshawk and he was headed for town.

Chapter II.

Nellie Grosshawk sat by the fire, dreaming.

About her were bare walls and rickety furnishings, but she did not see them.

The fire had died out in the broken stove before her and the wind blew in about the edges of the outer door, but she did not feel the chill that was in the morning air.

A yellow story book that she had but finished slid unheeded from her lap and she dreamed on.

The orphan maiden in the tale had just married the duke and the whole thing finished in a blaze of light. It was again Cinderella and the shoes of glass. And again came Prince Charming, the shabby gown was changed to a robe of gold, and, and, and—

"Moo-o-o-o!" sounded a familiar note from the near outside.

"Blame the cow!" ejaculated Nellie. "I clean ferget 'twas arter milkin' time. Wall, I'll pail her this once, but if dad don't git me them things to-day, blamed ef I ever do ag'in, so now!"

Chapter III.

Grosshawk stumbled into the village store.

He was spent and nervous from his long walk, and he hung shivering over the fire for a long time before he made known his needs.

"I wanten git—" he hesitated, "ter git—ter git—"

The words stuck in his wrinkled throat.

"I was wantin' ter git a little stuff on time," he finally managed to say.

"Haven't I got an account against you now?" enquired the merchant in evident surprise. "Seems to me that it's a good ways past due, too," he continued, as the old man seemed to be about to press his case.

"O, I'll pay, I'll pay," said Grosshawk. "Jest a few things, ye know. Jest a little more stuff—stuff what I gotter have. But I'll pay—sometime—sometime pooty soon. Hard times fer me, awful hard times, but I allers pay—allers."

"How much do you want?" asked the dealer, pitying the old man's evident need. "How much m-u-s-t you have?"

"Not much—jest a leetle—jest what I've gotter have."

"Two dollars' worth?"

"Mebbe. Jest a few things. Not much."

"When can you pay?"

"Pretty quick. Jest as soon as I kin. It won't be long."

"Two weeks?"

"Mebbe. Pay ye all right. I allers do—allers."

"Well, if you don't know how much or when you can pay, suppose you tell me what it is you want."

"Jest a little stuff—stuff fer the gal," he added apologetically as he handed up a piece of soiled note paper and eyed the merchant apprehensively as he narrowly scanned the items that had been written upon it.

"Flour, three yards pink ribbon, ladies' fine shoes, tea, jockey club perfume, five yards lace, quite wide, bottle hair oil, pound of soda, nine yards nice dress goods, pair kid gloves, piece barrel pork, eight yards embroidery, box face powder" "Why, man!" ejaculated the merchant, "most of these are things you can get along without. I am too good a friend of yours to want you to go in debt for goods that will keep you hard up all winter. No, I don't see how I can do it."

"That's what I told Nell. But she's got to have 'em, an' I'll pay—sometime I'll pay. I allers do."

But the merchant was obdurate.

Chapter IV.

Nellie Grosshawk's brow was dark and threatening.

"Them things has got to be got!" she exclaimed, with an emphatic movement of her closed right hand that jarred the cracked dishes upon the palsied table.

"Seems to me we've come to a nice pass when Jones won't let ye have a couple o' dollars' worth without the money. Did ye try Williams?"

"No, I didn't," answered the old man with averted eyes. "I reckon I'm no good there no more—no good."

"Wall, now you jest hike back an' git them things. They've got to be got. Understand that? They got to be got."

Chapter V.

He was a "string butcher." He was short and thick-set, with red hair and a face to match.

If any of the finer instincts of man were originally born into his soggy brain, he had masterfully extinguished them, every one, or thrust them bravely aside.

His favorite pastime consisted in tying a high-strung heifer to the rear axle of his wagon, for it amused him greatly to watch her frantic efforts to escape while his rawboned horses dragged her relentlessly toward the shambles.

As a buyer of cattle he was a success, because he managed to get stock at considerably below the market price and to dispose of it at a figure more or less in excess of its real value.

"Any critters for sale?" he enquired at the Grosshawk door, and Nellie, who was alone at the time, started into animation as she grasped the unlooked-for opportunity and answered:

"You jest bet!"

"Don't want no cows," said he, as the animal was pointed out to him.

Nellie's face betrayed her disappointment.

"No cows?" she asked.

"No, nothin' but young stock to-day. Oh, I mought gin ye a leetle suthin' fer her, but I'd druther not."

"How much?"

"Twelve dollars 'd be an extry price, but seein' it's you," and he leered suggestively, "seein' it's you," he repeated, "I mought make it fifteen."

Nellie took him up so quickly that he gasped for breath. He had expected to pay a higher price. As for this girl she knew not the value of the animal and didn't care. She wanted some fin-

ery and the means to obtain it having presented itself, she made the most of the chance. The butcher handed her the money and was inclined to prolong the interview, but she slammed the door in his face, so he abandoned the idea and, after tying the cow safely to his wagon, drove away.

Nellie donned her best clothes, carefully crimped her hair and started off on foot toward the village.

Chapter VI.

When Mr. Grosshawk again arrived in the little town he felt so weak and nervous from his double journey that he decided to take a tonic at Hank's saloon, and while there he met Zenas Doublederry, who, as everyone knows, has made his money by loaning small sums to the needy natives at so much per.

Grosshawk had been several times in the clutches of Zene and escaped only with the loss of considerable interest money, to say nothing of bonus, and had sworn that no straits, however great, would ever again lure him into the Doublederry net. But as it is the unexpected that always happens, and as Zenas seemed unusually friendly and obliging, Grosshawk finally negotiated a loan of fifteen dollars, giving therefor his note for twenty, payable sixty days hence, and bearing yearly interest at the rate of 7 per cent. There was also another paper, given merely as a matter of form, of course, and of no particular consequence, but rather insisted upon by Doublederry. It was a chattel mortgage on Grosshawk's only cow.

Grosshawk went back to Jones' store, paid up the old score and then bought the things his daughter wanted.

Chapter VII.

Nellie felt rather resentful toward Jones and when she got to town she bought her goods from Mr. Williams. Her means were rather inadequate, but Williams kindly allowed her to get more than her money would pay for as Nellie assured him that either she or her father would settle the balance in a short time.

Chapter VIII.

The tongue of every gossip in the country was wagging.

"Hain't it a terror about old man Grosshawk?"

"Yes, it's a fright!"

"Seems queer he'd go an' drowned himself that way, though, an' never say nothin' about it."

"Yas, awful funny, take it up one side an' down t'other. Still ye can't most allays tell what's goan' tub happen these times."

"Waal but what d'ye reely s'pose made him do it? I've heered fust one thing an' then another. I don't jestly un'er-

stan' it right."

"Why, I wouldn't go fer to say it was so, but they be'n a tellin' aroun' that he gi'n a mortgage to Doublederry on a cow what had be'n sold, an' ye know what Zene is. Guess when Grosshawk got to thinkin' what'd happen to him, he got scairt. Say, d'ye s'pose he lef' any propety?"

Chapter IX.

The sky still hung low and dark, but the wind had shifted slightly and a few desultory snowflakes chased each other across the wooded hills.

The little country school house where the funeral services were held was filled with folk from far and near—a great concourse for the time and place.

The minister talked for an hour and a half and the ladies wept copiously from start to finish.

Nellie looked very tearful and very sweet, and was dressed rather better than usual, and everyone said: "What a pity! She otter have a gardeen."

And then, when all was over and the coffin had been placed beneath the

moldering sod, everyone went home straightway and ate his dinner and Nellie was forgotten.

But she had her new clothes, just the same. Geo. L. Thurston.

Merchants Rice Sales

INCREASE

50 per cent.

BY
SELLING
THESE

24 lb. pocket, 40 to bale



Retails 25 cents

AND

3 lb. pocket, 33 to bale



Im-
ported
Japan

Retails 25 cents

RICES

TRY AN ORDER AND
WATCH RESULTS

Orme & Sutton
Rice Co.

Chicago

Branches—St. Paul, New Orleans,
St. Louis.

Around the State

Movements of Merchants.

Muskegon—Jacob Hoekenga has sold his grocery stock to Peter Zuidema.

Pinckney—Geo. W. Collins has purchased the meat market of Floyd Reason.

Boyer—W. B. Livingston has purchased the harness stock of J. W. Randall.

Traverse City—J. W. Morse has purchased the grocery stock of the Carroll Sisters.

Ruth—Jos. Schweigert, dealer in harnesses and hardware, has sold out to A. Sellers.

Coloma—Simon Hosbein has purchased the meat market of Frank S. Marvin.

Lansing—Carl J. Blanchard has sold his boot and shoe stock to Geo. W. Watrous.

Traverse City—W. H. Brownell, of Battle Creek, has engaged in the bazaar business.

Kalamazoo—Albert L. Southwick has purchased the grocery stock of Miner S. Scoville.

Alpena—C. F. Hiser has opened a bakery on Second avenue in the Opera House block.

Alpena—A. M. McLearn is erecting a stone business block on his Chishold street property.

Adrian—Geo. F. Ball, blacksmith, has taken a partner under the style of Ball & Vedder.

Beulah—Frank L. Orcutt, general merchandise dealer, has sold his stock to P. H. Reed.

Republic—Van Dyk Bros., of Champion, have purchased the meat business of Winter & Sues.

Bangor—Whitbeck & Grills have purchased the grocery stock and meat market of M. R. Reams.

Jasper—Billings & Wyman, general dealers, have dissolved partnership, A. D. Billings succeeding.

Escanaba—The Kellogg Mercantile & Cedar Co. has filed articles of incorporation. It is capitalized at \$5,000.

Saginaw—The Saginaw Medicine Co. is the style of a new enterprise at this place. The capital stock is \$5,000.

Jones—Louis Lurie, dealer in dry goods, clothing and notions, has removed from Cassopolis to this place.

Clare—Frank H. Russell has purchased the interest of his partner in the notion and tinware firm of Carlson & Russell.

Harbor Springs—The hardware firm of Foster, Burke & Wilson has been dissolved. Foster & Wilson continue the business.

Kinde—Sarah A. (Mrs. August) Kinde has purchased the general merchandise and implement stock of James E. Bond.

Marshall—Maurice A. Manning has purchased the interest of his partner in the grocery and meat firm of Manning & Wilson.

Lansing—Robert W. Langenbacher has withdrawn from P. E. Lacy & Co., dealers in feed, grain, produce, hides and pelts.

Lansing—David E. Brackett has retired from the clothing and men's furnishing goods business of Brackett, Rogers & Co.

Houghton—The annual meeting of the directors of the Lake Superior Produce & Cold Storage Co. will be held May 14, when a proposition will be submitted to increase the capital stock from \$100,000 to \$500,000.

Orono—P. M. Slaybough has sold his dry goods and grocery stock and also leased his store building to Peter & Charles Nelson.

Bay City—Ben Fox & Son, dealers in oysters and fish, have dissolved partnership, Ben Fox continuing the business in his own name.

Hillman—David Levyn, of Alpena, has been taken into partnership in the drug business of W. M. Levyn. The new style is the Wm. M. Levyn Co.

Lewiston—O. S. Kneeland, dealer in meats, has purchased the general merchandise stock of T. H. Deyarmond and will take possession in about thirty days.

Kalamazoo—L. G. Clapp has sold his drug stock to Ernest Royce, of Lowell, and Arthur Royce, of Lansing, who will continue the business under the style of Royce Bros.

Middleville—L. S. Gale has sold his stock of men's furnishing goods and shoes to E. B. Mowers, dealer in boots and shoes at Eaton Rapids, who has removed the stock to that place.

Detroit—The Geo. G. Harris Co., wholesale dealer in candies and manufacturers' agent for grocery sundries, has merged its business into a corporation under the same style.

West Bay City—W. H. Keyes, druggist on Center street, was found dead in bed in a rear room in his drug store. He had been grieving over the death of his mother for the past two months.

Negaunee—The Negaunee branch of the lumber and merchandise firm of F. W. Read & Co. has been sold to the Consolidated Fuel & Lumber Co., which recently acquired the lumber, wood and coal business of F. Braastad & Co. and F. W. Read & Co., at Ishpeming.

Durand—A new establishment has been located at this place and will do a wholesale fruit business, having located here on account of shipping facilities. The new concern is composed of P. C. Fires, N. J. Howard and W. T. Rattenburg, the latter gentleman being from Chicago.

Manufacturing Matters.

Lulu—The Lulu Cheese Co. has been organized with a capital stock of \$1,000.

Detroit—The American Precision Tool Co. has removed its plant to Boston.

Hudson—Samuel Stephenson & Co., flouring mill operators, are succeeded by the Avis Milling Co.

Houghton—The Atlantic Mining Co. has increased its capital stock from \$1,000,000 to \$2,500,000.

Petoskey—The capital stock of the W. W. Rice Leather Co. has been increased from \$60,000 to \$250,000.

South Frankfort—The Crane Lumber Co. has increased its capital stock from \$75,000 to \$125,000.

South Haven—The South Haven Preserving Co. has increased its capital stock from \$12,000 to \$15,000.

Vermontville—The capital stock of the Vermontville Creamery Co. has been increased from \$4,000 to \$5,500.

Alpena—Harry Gittelson, partner in the cigar factory of Gittelson Bros., has gone to New York to purchase stock.

Detroit—A. M. Belford, E. A. Grosby and Joseph Delor have organized the Michigan Snell Vapor Lamp Co., to make vapor lamps, with \$20,000 capital.

Vickeryville—The Rockafellow Grain Co., Ltd., which has maintained a warehouse here for several years, is erecting an elevator with a capacity of 10,000 bushels of grain.

Lansing—The Michigan Condensed Milk Co. has notified the farmers that during May the price of milk will be increased 20 cents per 100 and that during the summer they will receive 10 cents per 100 more than last year.

Augusta—The Augusta Basket Co.'s plant, which was destroyed by fire some months ago, has been rebuilt and has resumed operations, giving employment to a large number of hands. Other new industries which are to start work soon give an encouraging appearance to this village, which has had several severe setbacks.

Detroit—The Adder Machine Co. has begun manufacturing adding machines in the Boydell building on Champlain street. It will employ about seventy-five men. Corwin H. Spencer, of St. Louis, is President of the company; T. K. Simpson, Vice-President; J. R. Searight, Treasurer, and Charles Wales, Secretary.

Frankfort—Building operations have started on the canning factory by the Benzie County Canning Co., which has been organized here with a capital of \$20,000. Contracts have been let for the machinery with a Chicago firm. K. S. Rozenbeek is President of the company; William Upton, Vice-President; Leo F. Hale, Secretary, and Elwin Bellows, Treasurer.

Sault Ste. Marie—McTavish & Cullis, proprietors of the Soo woolen mill, at the corner of Ridge and Douglas streets, have nearly completed improvements that will about double that establishment's former capacity of 40,000 pounds of wool annually. Among the new machinery added are a large set of cards, a self-operating spinner, a loom and a fulling mill.

Clio—E. M. Everts, of Nashville, and Wm. Boyd, of Grand Rapids, representing the Hastings Industrial Co., of Chicago, are meeting with good success in soliciting stock for a butter factory to be established at this place. Creameries have recently been established by this house at Albion, Marshall and Charlotte and one is now being built at Flushing.

Detroit—The salt business established by G. N. Skinner, will be merged into a stock company under the style of the G. N. Skinner Salt Co., with a capital of \$25,000, of which \$2,460 is held by President G. N. Skinner, \$100 by Secretary Francis E. McCarthy, \$100 by Treasurer John A. Russell and similar amounts by Thomas E. Griffin and Fred S. Ross, the other stockholders.

Detroit—The Comstock-Haigh-Walker Co. has filed articles of association with a capital stock of \$10,000, divided into 1,000 shares of the par value of \$10 each. The stockholders are: William B. Comstock, Alpena, 225 shares; Henry A. Haigh, 225 shares; William A. Comstock, 225 shares; Frederick W. Walker, New York, 225 shares; A. Lindsley Parker, 100 shares. The company will construct and equip railways, power plants, lighting plants, manufacturing plants, water works, canals, bridges, roads, buildings, or other structures.

Commercial Credit Co.'s direct demand letters collect 100 per cent. net.

The Boys Behind the Counter.

Alpena—C. M. Douglas, of Saginaw, is now head confectioner at Robert Ellsworth's ice cream parlors. John Joslyn, who formerly held the position, has gone to Detroit.

Allegan—J. B. Wood has returned from Grand Rapids, where he served four weeks on the grand jury. He has parted company with G. M. Wirick to become an employe of Baker & Co. H. D. Franks has succeeded him as clerk at Mr. Wirick's.

Petoskey—Roy Bower is home, having finished his freshman year at the Detroit College of Medicine, and has taken a position with the Eckel Drug Co. for the summer.

Alpena—The next meeting of the Retail Clerks' Association will be an interesting one. A debate is to be had on the question, "Resolved, that the United States Should Annex Cuba." Charles Richel and Fred L. Olds will take the affirmative side and J. L. Bertrand and Fred Van Kennel will take the negative.

Traverse City—Miss Capitola Vader has resigned her position with Straub Bros. & Amiotte, and Miss Bertha Holcomb, formerly cashier for the Boston Store, has taken the position.

Allegan—F. E. Donoghue, who has been in the employ of Kolloff & Marty until recently, has taken a clerkship in the clothing department of the Sherwood & Griswold Co.

Alpena—Hough McGregor, clerk at H. H. Wittelschofer's, has removed to Ypsilanti.

The Boston Egg and Butter Market.

Boston, April 21—Receipts of eggs for the past week have been liberal, nearly as many as for the same time last year, but there has been a sharp demand both for consumption and cold storage, which has kept the market well cleaned up and prices have advanced. Regular Western are selling to-day at 18c, fine assorted Michigan and Northern Indiana at 18½c.

Receipts of butter were exceedingly light all last week, nearly 350,000 pounds short of the supply of the same week last year, and by the middle of the week prices had reached 32@33c, but the extreme high prices made buyers cautious and checked the consumption to some extent, and later in the week the market was easier, and to-day the price has dropped to 30c for the best Northern creamery and 27@28c for dairies. It is a time of year when we must expect an increase in the supply and lower prices, although we do not expect to see prices go very low at any time this season.

Smith, McFarland Co.

Sticking Stoppers.

At a recent meeting of the Philadelphia College of Pharmacy, Mr. Fred T. Gordon brought up the matter of preventing the stoppers of bottles containing syrups, solutions of alkalies, etc., from sticking, and stated that he found it advantageous to use mixtures of petrolatum with either wax, rosin, or paraffin on the stoppers, and that, so far as syrup bottles were more especially concerned, he had found the rosin and paraffin mixtures better. Mr. Boring replied that the late Dr. Squibb's idea of using a little petrolatum was all that was necessary to keep stoppers from sticking, and, for syrups, thought the use of loose stoppers the best.

REMEMBER

We job Iron Pipe, Fittings, Valves, Points and Tubular Well Supplies at lowest Chicago prices and give you prompt service and low freight rates.

GRAND RAPIDS SUPPLY COMPANY

30 Pearl Street

Grand Rapids, Mich.

Grand Rapids Gossip

A. D. Castle has engaged in the grocery business at Coopersville. The stock was purchased of the Worden Grocer Co.

Barth & Warren, druggists at 668 Wealthy avenue, have dissolved partnership. The business is continued under the style of Barth & Stonehouse.

C. E. Kellogg, who conducts a drug store at the corner of Madison avenue and Hall street, has sold his North End drug stock, at the corner of College avenue and Carrier street, to Adolph H. Eckert, who will continue the business at the same location.

The Herold-Bertsch Shoe Co. reports the sale of new stocks to the following: A. McDonald & Son, Newaygo; Brink & Co., Tustin; C. E. Cartwright, Yuma; Smith & McClure, Rapid City; M. D. Crane & Co., Walton; Henry Younker, South Blendon; A. F. Carlson & Co., Stephenson; J. K. Koopman, Huber; J. F. Devereaux & Co., Morrice; Hurst & Whitehead, Cadillac.

The Grain Market.

Wheat seems to have been looked on with more favor during the past week and futures—that is, May as well as July wheat—made a gain of $2\frac{1}{2}$ ¢ per bushel, while cash No. 2 red winter made a gain of nearly 4¢ per bushel. Whether this advance will hold is largely dependent on the weather conditions. The drouth in the winter wheat belt, especially in the Southwest, is such as to cause serious trouble. I might also add that the small receipts in the Northwest, where the elevators seem to be empty, also helped the good cause along. The visible supply made a large decrease of 2,300,000 bushels, leaving the amount in sight 44,211,000 bushels, against 49,868,000 bushels at the corresponding time last year. Exports are large, but, as stated, a good soaking rain may change conditions and let wheat drop back.

Corn, owing to the small receipts, advanced 2¢ per bushel and will probably show more of an advance later on, on account of the small amount in farmers' hands.

Oats are steady at former prices. I might state that they go up and down about 1¢ per bushel.

In rye there is nothing doing. Prices remain where they were. The demand is slack. However, not much is being offered. We look for receding prices from the present, as rye is high enough.

Beans have taken a sudden notion to advance and the advance has been 10¢ per bushel in carlots since the last writing.

Flour, owing to the advance in wheat, has been marked up fully 20¢ per barrel.

Mill feed is hardly as firm as last week. However, good clean bran is bringing a premium, especially the Michigan product.

Receipts during the past week have been below normal, as follows: wheat, 41 cars; oats, 5 cars; flour, 2 cars; potatoes, 9 cars.

Millers are paying 80¢ for wheat.
C. G. A. Voigt.

Hides, Pelts, Tallow and Wool.

The hide market is in an uncertain position. The asking price is far in advance of all offers and stocks are firmly held. Some few sales have been made at an advance over last week. Stocks are virtually held out of the market. Receipts are light. Some dealers

are filled up and only waiting for the top to be reached, but are uncertain as to where the top is to be found. Both buyer and seller are on the anxious seat.

Pelts are stagnant. Wool is low and the puller can see no margin. Stocks are fair, but the quality is not good.

Tallow is in good demand, with a firm market at relatively higher values. Soapers' stock is scarce, while edible has advanced materially. No lower prices are looked for in the near future.

Wools are extremely quiet. No sales of consequence have been reported, while the mills are running night and day to fill orders. There is little old wool held back, as compared with last year, and the new clip comes into empty lofts. Last year's prices are talked and offered with an uncertain future.

Wm. T. Hess.

The Produce Market.

Apples—Spys fetch \$5@5.25; Baldwin command \$4.25@4.50; Ben Davis and Russets are taken readily at \$4@4.50.

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

Beeswax—Dealers pay 25¢ for prime yellow stock.

Beets—\$2 per bbl.

Butter—Creamery took a tumble Monday in consequence of a sharp decline of the Elgin market. Dealers hold fancy at 28¢ and choice at 27¢. Dairy grades are steady and strong at 23@24¢ for fancy and 21@22¢ for common. Receipts are increasing and the quality runs good.

Cabbage—65@75¢ per doz.

Carrots—\$1.25 per bbl.

Celery—California Jumbo commands 80¢ per doz.

Cranberries—\$2.50 per crate for Waltons.

Dates—4½@5¢ per lb.

Eggs—The market is strong and active on the basis of 14@15¢. Receipts are large, but an outlet could be found for five times as much stock. Eastern buyers insist that the market will remain strong and high for at least twenty days yet.

Figs—Five crown Turkey command 14¢.

Green Onions—12¢ per doz.

Honey—White stock is in ample supply at 15@16¢. Amber is in active demand at 13@14¢ and dark is in moderate demand at 10@11¢.

Lemons—Californias \$3.50, Messinas \$3.60@3.75.

Lettuce—13¢ per lb. for hot-house.

Maple Sugar—10½¢ per lb.

Maple Syrup—\$1 per gal. for fancy.

Onions—Stock is scarce and the market is stronger, quotations ranging from \$1.35@1.50 per bu.

Onion Sets—Top, \$1.25 per bu.; yellow, \$1.75; red, \$2; white, \$3.

Oranges—California navels fetch \$4 per box for fancy. St. Michaels and Fancy Mediterranean Sweets command \$3.50@3.75.

Parsley—30¢ per doz.

Parsnips—\$1.50 per bbl.

Pieplant—5@6¢ per lb.

Potatoes—The price continues to move upward and is now in the vicinity of 75@80¢ for carlots. Every indication points to still higher values.

Radishes—30¢ per doz.

Spinach—75¢ per bu.

Strawberries—\$2.50 for 24 pints.

Vegetable Oysters—20¢ per doz.

Henry J. Schaberg, Secretary of the Kalamazoo Retail Grocers' Association, was married April 12 to Miss Anna M. Vander Maas. The happy couple will be at home to their friends at 727 South Burdick street after May 10. The Tradesman extends congratulations.

The Clare Courier has in preparation the only authentic map of Clare county ever issued, including every highway, lake, stream, church and school house.

The Grocery Market.

Sugars—The raw sugar market is much firmer in tone and prices have advanced 1-32¢ on 96 deg. test centrifugals, with demand good at the advance. Holders appear very confident in the future of the market and positively no concessions in price are granted. The world's visible supply of raw sugar is 3,400,000 tons, showing an increase of 81,000 tons over last year. The refined sugar market is practically unchanged from last week. As the trade in general have sufficient supplies to carry them along for a short time, there is very little disposition shown to make purchases and the general inclination is to hold aloof pending further developments. The market is steady but quiet, with no special indications of any immediate change.

Canned Goods—The demand for the entire line of canned goods is rather quiet. Some buying of spot tomatoes is reported at full prices. Stocks in first hands are almost exhausted. The situation on futures is unchanged. Prices are steady and only a moderate business is reported. Corn is so quiet that it would almost look as if people had stopped eating it entirely. There is very little demand for the better grades, but the medium and low grades are exceedingly dull. This is to some extent the result of careless packing. Some packers put up any old kind of field corn and put a handsome label on it and sell it as "Sugar Corn," and this has had a tendency to cause a great deal of dissatisfaction regarding the lower grades. Futures of all grades are decidedly dull and no interest is taken in them. There is a fair enquiry for spot peas at unchanged prices. Futures are dull, with very little interest shown, most of the trade having supplied their wants for future goods. Fruits continue in fair request for the general line. Prices, as a rule, are steady and the outlook for a good trade in May is promising. Peaches are meeting with a fair sale at unchanged prices. Pineapples are selling moderately well and gallon apples are in some request at previous prices. Prices on new pack Columbia River salmon have just been named. They are practically the same as last year's opening prices, but very little interest is manifested by buyers, owing to their present liberal stocks and the fact that the demand for the Columbia River salmon is growing less every year and the trade on Alaska fish increasing. There is a slightly better demand for sardines, but prices remain unchanged.

Dried Fruits—The dried fruit line is moderately active, sales being chiefly of small lots, but in the aggregate they amount to as good a business as is usually experienced at this time of the year. Prunes continue in fair request at unchanged prices. The demand continues to be mostly for the large sizes, which remain firm. The smaller sizes are inclined to be dull and have an easier tendency, although there is no change in price. Consumptive demand continues very good. California loose and seeded raisins are in good position statistically, but there is only a light demand felt at present. Apricots continue strong and in good request. Stocks are light and are very firmly held. Peaches are dull and easy, the demand being very light. Dates show a decided improvement and are strong. Stocks are exceedingly light and are very firmly held. Figs are strong and in good demand at previous prices. There is some enquiry for evaporated apples. Stocks

are very light, but demand is also light.

Rice—The rice market is very firm, with moderate demand for all grades. The spot supply is fair and is firmly held at quotations. It is stated that although business at present is only moderate, the total sales up to date are larger than last year's and at a ratio sufficient to carry the crop out before the marketing of the new crop in any large quantities. Indications point to a steady market for some time to come and, with continued favorable weather, a renewed demand is expected.

Teas—The statistical position of the tea market continues strong and holders in most instances refuse to make any concessions in price. Spot stocks are moderate. Sales were of a general assortment of medium and low grades, for which steady quoted prices were obtained. The market is reported as being in a healthy condition and from all appearances it looks as if prices will remain stationary for some time.

Molasses and Syrups—There is nothing of special interest in the molasses market and a firmer tone prevails with prices for all grades unchanged. Supplies are moderate and, as a result of the continued steady demand, it is expected that supplies will not be sufficient to meet requirements before the arrival of the new crop. The corn syrup market shows added strength and prices have advanced ½¢ per gallon and 3¢ per case.

Fish—Trade in the principal varieties of the fish line remains quiet. Supplies of mackerel are being reduced gradually and, as stocks are not heavy, some slight advances are noted.

Nuts—Trade in nuts, as a rule, is very quiet. There is, however, some demand for peanuts, which show an advance of ¼¢.

Rolled Oats—The rolled oats market is very strong and prices have advanced 25¢ per barrel and 10¢ per case.

Pickles—Owing to the short crop of last year and the exceedingly small stocks of pickles now on hand, holders have advanced prices \$1.50 per bbl.

Didn't Know His Own Reflection.

From the Philadelphia Telegraph.

In a town not far from this city are twin brothers engaged in business together, who so closely resemble each other that those who meet them every day are not able to tell which one they have conversed with. Each has a family, and on more than one occasion their own children have addressed them as "uncle," when they should have said "papa," and "papa," when they should have said "uncle." One night not long ago a customer went into the store and asked one of the brothers for an article which unfortunately could not be found on the first floor. The second floor was in darkness, so, taking a lamp in hand, he wearily climbed the stairs. Hardly had he reached the top, however, before he saw what he supposed to be his brother, also walking around the room with a lighted lamp in his hand.

"I didn't know that you were waiting on that customer, James," he remarked, "or I certainly would not have climbed all the way up those stairs."

There was no reply, even although the figure ahead glanced up and looked directly at him. The twin could not understand the silence and began to think that his brother was walking around in his sleep, and with a lighted lamp, too. "James!" he said again.

Still no reply, and as he advanced to investigate the truth dawned upon him. At one end of the room was an immense mirror. The twin had simply seen his own reflection and accused it of being his brother.

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

Clerks' Corner.

The Secret of Always Looking Well Dressed.
Written for the Tradesman.

The clerks at Barnard & Blair's were no exception to the average young man and no sooner had the crocuses in favored spots pushed the lingering snows aside and given the March winds a chance to flaunt their gay banners in the face of the delaying winter than the human crocuses began to have something to say about living between "hay and grass" and to tell each other what new beauties they had seen in the shop windows of the smart merchant tailors.

"Sneider 'round on Fourteenth street has just opened up a splendid invoice of summer suitings that are enough to make a fellow's eyes water. The prices are not bad either—twenty-two dollars for a sack suit is not going to ruin anybody. Seen 'em, Joe?"

"No, and I don't want to. I never can see any use in paying any twenty-two dollars when I can step next door and get me a suit of better goods than you can find at any tailor shop on earth. I know my size and I can get what I want—splendid fit and splendid cloth and all for fifteen dollars. If they don't quite fit I don't care—a little take-in here or a bit of a let-out there and I'm all right. When the season's over they are worn out and ready to be thrown away and I'm ready with my three fives to have a new suit. The difference between twenty-two and fifteen is enough to keep me in the other things a fellow has to have, and when I get rigged out there I am from head to shoe toe, all correct. No, sir; I don't think enough of Sneider or any other tailor to work to keep him in business, and don't you forget it. Just look at Heminway's nose! You'd better hang on to it, Bob, or it will turn upside down and you will be a sight to look at then. Honestly now, why isn't it a great deal better to encourage the hand-me-down and save your money?"

"Honest it is then: Because I can't afford it. I know how you fellows will howl, but I won't wear hand-me-downs and I won't wear Sneider's clothes because it costs too much. If I had money to burn and didn't care how I looked, I'd wear the fifteen or the ten dollar suit, but I simply can't afford it. It lies right there and not as some of you think—and as some of you have told me—because I'm stuck up and want to pass off for a fellow with a bank account. I'm not ashamed to say that I have a little one over here at the First National, and I think a good deal of it, and I like to see it grow, which I couldn't if I spent as much as you fellows do for clothes as often as the season comes around."

"Let's see, you patronize Blumenthal up here opposite the Brown Palace, don't you? What do you pay him for a suit?"

"The last he made me cost \$40."

"Forty dollars! Great Scott! and I pay fifteen. Twenty-five dollars difference in my favor, and yet he can't afford it!"

A hearty laugh was generally indulged in, but Bob took it in good part, as anybody would who felt as thoroughly as he did that he had the best of the argument.

"To make it short, I like good handsome cloth, then I like to have it well made inside and out—no make-believe about me!—and up-to-date. Then I like to have everything I have

on correspond with it. Then I take good care of my clothes and they wear longer and look first class all the time and so I find it cheaper. Get ready to laugh again—I like to feel respectable and I couldn't do it in that kind of clothes. Go ahead now and enjoy yourselves at my expense."

They did not improve the opportunity. Fred Brown, who began to think he saw something in what Heminway had been saying, exclaimed, "Never mind the laugh but go ahead and tell us how you accomplish results."

"There isn't any more to tell. It's all summed up in this: Cheap things are always the dearest. Last summer Blumenthal made me that suit I told about. It cost \$40. When I stopped wearing it last fall I put it carefully away and when it is warm enough I shall let him give it a good going over and it will be just as handsome a suit this season. It will cost a dollar to clean and press it, so with that \$20.50—the cost and repairs divided by two—I shall be handsomely dressed. So much for the suit. Then, take footgear. I paid \$6 for a first class pair of summer shoes two years ago. They were good shoes to start with and I wore them two summers without repairing. I took them to a good cobbler yesterday and he says the uppers are equal to another season and he's going to repair them for a dollar and a half. Now it isn't much of a problem to add a dollar and a half to \$6 and divide by three to find that my costly(?) shoes come just to \$2.50 a season. The common shoe costs at least \$3.50, which gives me a gain of a dollar for my bank account—small, but 'Large streams from little fountains flow.'

"Now, as to economy in hats. One good 'dice' is worth three make-believes every time; only, when you come to straw it doesn't pay to fool there. You can have it whitened and a new ribbon put on and all that and it'll cost a dollar and something; but, to my mind, it is better to put another dollar with it and put your head under something that

Tired of Working for Someone Else?

If so, write me. I can help you open a new store with a fraction of the money you probably think necessary. Best business on earth for moderate investment. Full information concerning goods and methods. If you like, I will find you a location. NO EXPENSE to you in any event.

G. S. BUCK, 185 Quincy St., CHICAGO.

If You Are In Need of a Good Harness

write us. We make them to order according to your own idea and taste. Expert workmen.

Sherwood Hall,
Grand Rapids, Mich.

Butter

I always
want it.

E. F. Dudley

Owosso, Mich.

Asphalt Torpedo-Gravel

Ready
Roofing

SUITABLE FOR
BOTH STEEP AND FLAT
ROOFS

Manufactured by H. M. REYNOLDS ROOFING CO.,
GRAND RAPIDS, MICH.

THE FRANK B. TAYLOR COMPANY

IMPORTERS AND MANUFACTURERS' AGENTS

135 JEFFERSON AVENUE

DETROIT, Mich.,

April 16, 1902.

MR. MERCHANT,

Dear Sir:

Only ten weeks to "THE FOURTH OF JULY."

If you sell Fireworks don't fail to send for our Price List.

A postal card does the business, and insures you against paying the other fellow TOO MUCH.

Yours for business,

THE FRANK B. TAYLOR COMPANY.

won't show you've been 'penny wise and pound foolish.'

"You can see I've not been extravagant so far, but now if you boys want something to make fun of I'm going to let you into my bottom dollar extravagance—be ready to yelp—it's underwear! I wouldn't put on that two for a quarter stuff that some of you do if it were given to me—it hasn't a single virtue in it. It's what they call out West 'dog-gone,' and, in my opinion, only a degenerate will wear the truck. No; I say that for me, I go in for a little better than I ought to be willing to pay for, but I am willing. I want it soft and fine. It comes next to me and I know that a first-class garment makes me feel first class. I won't tell you what I pay for it, but I will tell you how I even things up with my conscience: I know that my wages don't warrant any such outlay and this is the way I look at it: We all of us have some little pet extravagance. You fellows smoke and, on occasion, rather drink a glass of beer than lose a leg. Every blessed one of you smoke at least three cigars a day. That's fifteen cents—and how you smoke the rank stuff I can't understand. Well, there goes four dollars and a half a month—times twelve gives \$54, if I know my multiplication table. That money I give up to my whim. I like the money in that form better, so I allow it to myself and what is left I turn over to the First National. When I come out in one of Blumenthal's bang-ups you howl. When a gem from the haberdasher's—that's Henglish, you know—appears on me you howl and when I come out in my 'new' last year's suit you'll howl again, and I'll howl with you; but when I put what I've saved by using a little common sense into the bank I shall howl alone. See?"

In due time the old-new suit appeared and the wearer of it was the best dressed young fellow in the crowd.

Richard Malcolm Strong.

Always Put the Best Side Out.

"I always make a point of wearing my best clothes whenever I go out anywhere," remarked a pretty and very popular business woman. "People are so apt to say it is not worth while to put on a smart gown for such and such a function, etc. Now, I find it is always worth while. If you look dowdy there is invariably somebody to say how dreadfully you have gone off; and if you are well turned out it is much more apt to be commented upon than at a place where every one is equally well dressed; beside, the unexpected is always the most likely to happen, and the feeling of reward on being ready for an emergency is most gratifying."

"The clever girl," says a modern writer on such topics, "is never taken at a disadvantage." An obvious fact, but, oddly enough, one that is seldom realized or practiced. "But this involves so much labor and expense," says an impecunious maiden, who makes perforce many of her own frocks and who is obliged to be economical about laundry work. Not necessarily. A brown Holland apron will always protect a nice looking gown from harm, and it has the becomingness of fitness in itself. A certain young woman who has a taste for carpentry and handles her tools with the ability of an expert never looks prettier than in her workman's apron of blue ticking, with its deep pockets for her nails and tools, while her sleeves and cuffs are protected by muslin gathered into an elastic top and

bottom. No danger of this young person being taken at a disadvantage.

"Talking of wearing one's best clothes," continued the first speaker, "I know a mother and daughter who get several gowns apiece from the best dressmaker in New York every year, but never wear them regularly until the season comes around again, the consequence being, although they spend more than most of us upon their clothes, they always look old fashioned. 'No, my dear,' I often hear the mother say to the daughter, 'do not put on the new P., it is too good for such an occasion; I should think your old blue velvet that X. made you last winter would be quite dressy enough.' So it would, but if the girl had a better, why not wear it and get the credit of it!"

Shrewdly Swindled by a Mexican Girl.

From the Mexican Herald.

A well-known apothecary of the city has been the victim of a curious deceit. The other day he bought a lottery ticket from a girl in the street. Yesterday morning the same girl called at the apothecary's house before he had arisen and sent word to him that he had won the \$10,000 prize, in confirmation of which she also showed the list of winning numbers. The apothecary fully believed the good news and gave the girl \$20 for a present. On going to the offices of the lottery company, however, he discovered that the list was an old one, doctored by the wily girl for the occasion, and that his ticket had won nothing.

A widow never pretends to a man that she is worried about the way he is interested in other women: she pretends she is worried about the way other men are interested in her.

The need of an excuse is the step-mother of invention.

To Cigar Manufacturers

GENTLEMEN—We manufacture first class Cigar Boxes complete. We are supplying some of the best Cigar Factories in this and adjoining states.

We want your trade. Send us by mail or express, at our expense, samples of the Cigar Boxes you are using and let us name you prices on goods to match.

We can not do you any harm in this and promise to do you some good.

Yours truly,

Craverse City Cigar Box Co.
Craverse City, Michigan

Aluminum Money

Will Increase Your Business.



Cheap and Effective.
Send for samples and prices.

C. H. HANSON,

44 S. Clark St., Chicago, Ill.



Imported
KOBE

JAPAN RICE

BLUE PAPER LINED POCKETS



The Imperial Gas Lamp

Is an absolutely safe lamp. It burns without odor or smoke. Common stove gas-oil 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



Grant's Berry Cooler

Will pay for itself in one season by the saving of decayed and spoiled berries. Keeps berries fresh and at an even temperature. Prevents them from dust, flies and samplers, besides making an elegant display. There is sure to be a wonderful demand for this cooler. The fact is, if you handle berries you want one, and this is an opportune time to send in your order. Circular free.

Folding Bath Tub Co.,
Marshall, Mich.

Manufacturers of Store Fixtures and Bath
Tubs.

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.

A Portable Gas Plant

You can pack it in your trunk. Just what all summer resorters want. Why, you can cook with it, light your lawn as well as house, store, hall or park. The half has never been told nor can it be here. Just write us for the rest.

M. B. Allen Gas Light Company
54 1/2 West Main Street Battle Creek, Michigan

THE NULITE VAPOR GAS LAMPS

For Home, Store and Street.
The Nearest Approach to Sunlight and Almost as Cheap.
**ARC ILLUMINATORS 750 CANDLE POWER.
7 HOURS TWO CENTS.**
Make your stores light as day. A Hardware house writes us:
We like your lamps so well we are now working nights instead of days.

We also manufacture TABLE LAMPS, WALL LAMPS, CHANDELIERS, STREET LAMPS, Etc. 100 Candle Power seven hours ONE CENT. No wicks. No Smoke. No Odor. Absolutely safe. **THEY SELL AT SIGHT.** Exclusive territory to good agents. Write for catalogue and prices.
CHICAGO SOLAR LIGHT CO., DEPT. L, CHICAGO.

Viletta Chocolates

S. B. & A. on every piece. They are put up in 1/2 lb., 1 lb and 5 lb. fancy boxes. Manufactured by

**Straub Bros.
& Amiotte,**
Traverse City, Mich.



Devoted to the Best Interests of Business Men

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

One Dollar a Year, Payable in Advance.

Advertising Rates on Application.

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

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

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

E. A. STOWE, EDITOR.

WEDNESDAY, - - APRIL 23, 1902.

STATE OF MICHIGAN } ss.
County of Kent

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

I am pressman in the office of the Tradesman Company and have charge of the presses and folding machine in that establishment. I printed and folded 7,000 copies of the issue of April 16, 1902, 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 nineteenth day of April, 1902.

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

NOVELS AND MORALS.

There are writers who tell us that such a light form of literature as the novel has no moral responsibility whatever. They think of a novel as Johnson defined it in his dictionary, "a smooth tale, generally of love." A novel to such persons is merely a piece of recreative reading, and the chief question to ask about it is, Did it amuse? As Sidney Smith says: "Were you, while reading it, surprised at dinner coming so soon? Did you mistake 11 o'clock for 10? Did you sit up beyond the usual hour? If a novel produces these effects it is good. It is only meant to please."

Now, no one will deny that it is a good thing to minister to the idle hours of busy men and women, but neither will many persons deny that the novelist has an opportunity not only to do that well, but also to hold a better place in the economy of life than that of a literary merry-andrew. The question of the place of morals in a novel is an art question perhaps as much as an ethical one. People do not object to being preached at if they know about it beforehand and believe in the preacher's sincerity, but they do hate to be led into it unsuspectingly, as one often is by a patent medicine advertisement. People are in terror lest the novel should prove as dull as a sermon sometimes is and the book turn out a tract. Give us freedom, says the reader to the novelist; in a word, give us nature, and we will get the preachers to give us the sermons.

Still, is it true that conscience has no place in the novel? Is it true that, although there is no moral idea in the work as a motive, therefore the work is immoral? Is not Hall Caine right when he says to his brother novelists, "Your work is what you are; it will carry with it the moral atmosphere in which you live. Strip it of all moralizing and

platitudes, but do not imagine you are stripping it of moral effect." And Emerson says, "Every fact is related on one side to sensation and on the other to morals." So it would seem that, according to these gentlemen, the author can not escape morality in his books and his plays. Indeed, many of our great English novelists have been more or less conscious moralists. Richardson and Fielding, De Foe and Dickens, Charlotte Bronte and George Eliot, were all moralizers in one way or another.

Dickens' morality was, as Leslie Stephen says, as sharply cut as that of Aesop's Fables. But how about Scott and Shakespeare, the greatest of them all? They truly seem unaware of any moral aim in speaking. "Beyond drawing audiences in the Globe Theater," says Carlyle, "Shakespeare contemplated no results in those plays of his. Beyond earning fifteen thousand a year to buy farms with, Scott contemplated no result from his novels." Probably the great majority of writers and readers of to-day have concluded that in a novel or a drama it is best to say nothing directly about morality; but indirectly a good deal may be said. If the moral conscience is informed by knowledge, we can not well have too much of it. What we want is freedom and truth. If the novel is to act upon life it must be free to represent it, not in one aspect only, but in all aspects. Some of our modern novels, and more especially the modern dramas, are saturated with a corroding cynicism that accepts only evil as a matter of course. Virtue is ignored; evil is not defended, but it is assumed that every man has his price, and at the core all is bad. Professor Peck well says: "After seeing one of these adroit productions we wonder whether the world has really undergone a change whereby truth has ceased to be inseparable from manliness and modesty from womanhood, and whether we ought to hold that nothing is worth while." Surely it is reasonable to ask those who set themselves to amuse and teach us in books and plays that they make their works at least as moral as life, and not less so.

Why do we like a book or play to have a happy ending? Is it not because the human heart realizes that life has a moral meaning? It craves a proper compensation for the ills of life. We like the hero to win out and receive a recompense somewhere where we can see it. And this is the very essence of art. Life is made up of fragments; wrong-doing seems to be victorious: the evil man dies rich and in his bed; the good man becomes poor and dies in the street. But our days are few, our view is limited. We can not watch long enough to see the real end. But we ask of our great novelist and dramatist that they shall answer our craving for compensation; bring the end into our view; show that success may be the worst failure and poverty better than riches. That is what art is for at its highest, and he is the greatest genius who "touches the divine chord in humanity which is always waiting to vibrate to the sublime hope of recompense." He is the greatest man who teaches men that the world is ruled in righteousness.

Philip D. Armour was one millionaire whose estate did not shrink when he passed out of life. It is finally appraised at a figure just under \$15,000,000. This is a pretty good showing for one who began life as a farmer's boy. Armour had absolutely no advantages except those that he gained by his own energy and ability.

ELECTRICITY VERSUS STEAM.

The triumph of electricity over steam as a motive power has only been partial. This is particularly so in railroading. In street railroading, where comparatively low potentials are required, electricity is superior to any form of motive power yet applied; but in the heavier work, which steam railroads perform, the higher potentials in electricity, when applied to their operation, introduce undesirable factors which electricians have not been able thus far to overcome. About a year ago a section of the Pennsylvania Railroad system, which was operated experimentally by electric power for a time, returned to the use of steam. Now the Prussian Minister of Public Works reports to the Diet that recent experiments with electricity as a motive power on a long-distance suburban broad-gauge road, near Berlin, previously operated by steam, have been abandoned. He informed the Diet that, owing to imperfections in insulation which electricians have not succeeded, up to date, in correcting, the leakage made electricity twice as expensive as steam and gave less security against accidents.

This does not mean, after all, that the supremacy of electricity as a motive power over steam will never be established in the performance of the heavy long-distance work of the railroads now operated by steam. As a motive power this element is in its infancy. Ten years ago its success in street railroading had not been fully established. But to-day no other kind of power can compete against it in the short distance street and suburban traffic. Again, ten years ago transmission of electric power was restricted to comparatively short distances. Now it can be as profitably and effectively transmitted for distances of at least 200 miles. The experiments made on the Pennsylvania Railroad and in Germany were by trolley, and the damaging leakage occurred in the wires transmitting the current from the source of generation to the motor car. There is no telling how soon a locomotive will be produced which will carry its stock of electric power in storage just as the steam locomotive carries the water and fuel it consumes without possibility of loss through leakage. We are living in an age of invention and improvement. The limit of improvements in the insulation of transmission plants and wires and in electrical storage is a long way off. Until an absolute limit is reached in these the possibilities of electric power must remain a matter of speculation and theory.

In countries where an abundance of water power is available adjacent to the railroads it is probable that no form of power can be employed in their operation which will equal electricity in cheapness, even with existing defects in insulation and difficulties in transmission. This is particularly true in countries where water is abundant and fuel scarce and dear. In Switzerland electricity is occupying the industrial field almost exclusively, crowding out steam and all other forms of motive power. The railroads have begun to adopt it, and there are indications that electricity will soon crowd steam out of the long Alpine tunnels if it does not enter more extensively into railroad operation. And in Norway and Sweden, and the mountainous sections on the Pacific coast, electrical engineers expect in time to be able to operate the railroads traversing them with electric power generated by the streams and waterfalls adjacent to

them. It is too soon to condemn this new agent as a substitute for steam for railroad purposes, notwithstanding the failures on the Pennsylvania Company's lines and in Germany.

AN INTERESTING EXPERIMENT.

It is the general impression that ladies pay more attention to clothes and their appearance than men. It is sometimes intimated, however, that this is merely a male insinuation and is not based upon any real fact and that fondness for dress and excessive recognition of it and admiration for it is not entirely a feminine characteristic. Along this line interest attaches to some tests and sociological investigations that have been carried on in South Germany, where the people are fond of solving problems. The presumption is that boys and girls and men and women are much the same in Germany as in the United States or England. This test was in a school room, into which was brought a man of ordinary appearance, dressed in workman's clothes, and the children passed in single file before him and were required to write out a description of what they saw.

The boys and girls filed by and took their look and returning to their desks put down what they could remember. When the papers had all been examined it appeared that nearly 80 per cent. of the girls were fairly accurate in their description of the clothes the man wore saying nothing whatever of his appearance, size, height, weight or features. The other 20 per cent. spoke of some of the other things along with mention of his attire. Nearly 70 per cent. of the boys described the man's face and features and said not a word about the clothes he wore. The other 30 per cent. were only moderately successful in describing both clothes and features. Not a single boy limited himself to a description of what the man wore. The girls seem to have been rather more accurately observant than the boys. The point proved by the investigation is that even among school children the feminine mind, through some inherited characteristic, is prone to pay more attention to clothes and looks at them as of more importance. The great percentage of the boys took no account at all of what the visitor wore. It would be interesting if such an experiment could be made in every school just to see what would come of it. Aside from the problem feature, that is very good practice for school children or anybody else to look at somebody or something for a minute or two and then see how accurate a description thereof can be made.

One of the speakers at a meeting of the New York Society for the Study of Life declared that the unfortunate children of the rich are disreputably clean. Their homes, where "the very pictures on the walls are panting for space," are not the homes for light-hearted, nimble-limbed childhood. The little prisoners behind the gilded bars, as it were, are painful examples of a lack of understanding of the child nature. They have too much, these pampered heirs of an enslaving wealth. They have too many servants, too many tutors, too many toys, for too many tutors and servants destroy the vitality and the self-reliance of the child, while too many toys rob him of imagination.

It is cheaper to get married than to stay engaged and have to go on buying flowers, theater seats, suppers and presents.

305 Grand Rapids Grocers Sell

LILY WHITE FLOUR

“The flour the best cooks use”

Some days ago we sent letters to all the grocers in the city asking the following questions:

1. Do you sell Lily White Flour?
2. Do you sell more Lily White than any other flour?
3. If so, how much more?

305 grocers answered “Yes” to the first question.

188 grocers say they sell more Lily White than any other kind of flour.

12 did not reply, but the chances are they sell it.

1 does not handle flour.

3 do not sell Lily White.

1 grocer sells twenty sacks of Lily White to one of any other flour.

1 grocer sells sixteen sacks of Lily White to one of any other flour.

5 grocers sell ten sacks of Lily White to one of any other flour.

2 grocers sell nine sacks of Lily White to one of any other flour.

1 grocer sells eight sacks of Lily White to one of any other flour.

19 grocers sell three times as much Lily White as of any other flour.

23 grocers sell twice as much Lily White as of any other flour.

14 grocers sell one-half more Lily White than of any other flour.

13 grocers sell one-third more Lily White than of any other flour.

5 grocers sell two-thirds more Lily White than of any other flour.

4 grocers sell one-quarter more Lily White than of any other flour.

7 say that three-quarters of entire flour sale is Lily White.

2 say that seven eighths of entire flour sale is Lily White.

1 grocer can't sell any other flour.

5 sell nothing but Lily White.

3 sell more Lily White than all other kinds of flour put together.

3 sell as much Lily White as of all other kinds of flour put together.

4 sell a great deal more Lily White than of any other flour.

In addition to these retail grocers, all the jobbing houses and feed dealers sell Lily White. The above figures show conclusively that Lily White is the most popular flour in Grand Rapids. No other flour can show such a record as this.

We make over 800 barrels of flour every day. Our mills are provided with modern machinery throughout. We grind only the choicest wheat, which is thoroughly cleaned by machinery before entering the grinding rooms. Our millers are experienced. Our flour is uniform and reliable. It is put up in neat attractive packages and every one is guaranteed to contain the best flour you can get for the money anywhere.

Lily White, “the flour the best cooks use,” is the kind you ought to sell.

VALLEY CITY MILLING CO.

GRAND RAPIDS, MICH.

Dry Goods

Weekly Market Review of the Principal Staples.

Staple Cottons—Orders are being received for small quantities of bleached cottons daily, and while the tone of the market is firm, there is no quotable change; strength, however, is noted in both leading tickets and outside brands. Wide sheetings are quiet. There has been an improvement in the business transacted in coarse colored cottons, buyers being more willing to meet the prevailing prices.

Cotton Dress Goods—There is a moderate business under way in the cotton dress goods end of the market and the demand for both fancy and staple prints has shown some increase and reorders for the present season slightly improved. Buyers, however, do not seem inclined to give much thought to the next season. The tone of the market is firm throughout and the sellers are using no pressure to do business. Stocks on hand are very limited everywhere, and we can not find any sellers willing to make the slightest concession. Several offers for large quantities at a small fraction less than the asking price have been turned down. Percales are quiet in all grades and printed flannel effects are slightly better. Fine printed fabrics are in an excellent condition and prices steady. The leading grades of staple ginghams are well sold up and lower grades are well conditioned. All fine ginghams are well in hand and prices very firm.

Wool Dress Goods—There is little that is new to be said in connection with the dress goods trade. The volume of business coming forward is of a modest character. In the primary market there is a continued movement in a modest way in such goods as have shown up best since the season opened, but the attitude of the buyer indicates that he practically completed his initial purchases and is simply doing a little filling in here and there. It is hardly to be expected that much further buying will be done by jobbers and cutters-up until there has been some substantial progress made in securing the retailer's heavyweight orders. The progress made by the jobber in marketing his heavyweight goods so far is not of satisfactory character. The explanation of this fact is to be found in the disappointing character of the spring retail trade in many sections of the country during the past two or three weeks, owing to the unfavorable weather conditions that have prevailed. The retail fraternity are naturally averse to making any extended provision for the fall season until they are enabled to cut down their stock of lightweights; for this reason, business has been waiting on the weather.

Underwear—Duplicate orders on fleeced goods continue to come to hand, but as agents frequently turn down such orders, it is very evident that they are not necessary to them and that the market is in a pretty well sold-up condition. Buyers have certainly arrived at the conclusion that their early purchases were considerably below their actual needs, hence their anxiety to increase their orders. Many jobbers have sent their traveling representatives on the road and the reports indicate a larger business than usual. Already prices have been stiffening very perceptibly, and buyers will have to pay more for their duplicate goods than for their original orders; this, however, is not

general throughout the market, although some mills are not yet well sold up, and are looking for more business. Wool goods of various styles are not quite as well situated as fleeces, although all well-known brands are fairly taken care of and it has been no trouble to secure regular prices.

Hosiery—The primary hosiery market is rather quiet just at present, but prices are firm all along the line. A part of this is naturally due to the higher cost of yarns and also to the good business transpired this season. Advances, however, are not as important just now as they would have been earlier, owing to the fact that the season's business is pretty well completed. Buyers are complaining about slow deliveries and letters and telegrams are received daily complaining of this. It is probable, several agents said, that there will be plenty of cotton hosiery to supply the market, and the only trouble there will be will be found in making the deliveries as quickly as buyers desire. Lace effects are most notably behind both for men's and women's wear. Nearly all agents are obliged to refuse a part or all of the orders that are coming in to-day, and, of course, it is not difficult to secure full prices whenever stocks of these goods are to be found. Advances are expected right along now and prices may be considered pretty high before the season is over. Both wool and cotton staple hosiery are quiet, but even on these lines, deliveries are frequently behind.

Carpets—The carpet trade continues to experience the same healthy condition that has prevailed for so many weeks past. Manufacturers are giving more of their attention, it is true, to preparations for the coming season than to the selling end of the market, but the work of filling orders keeps on apace in a more or less pronounced way just at present, as the season draws near to the end, in order that, when the opening is at hand, the new season can be commenced with as clean books as possible. In view of this, many of the Philadelphia mills are not closing early on Saturdays, as was formerly their custom. All the time that can be found is put to the best possible use in efforts to increase the production of each mill as much as possible. Every loom in the several mill districts is in operation and, in many instances, orders have been placed in the machine builders' hands for some very material increases which are to be made in weaving capacity. The situation continues exceedingly healthy and consumers seem hungry for carpets of all grades, cheap or fine. A review of the present season is well worth while, now that a new season is about to begin, and especially interesting, at later dates, for comparison of the conditions which have been in evidence with those that are likely to be seen in the near future. The present season opened with a satisfactory business in the three-quarter goods, but, in ingrain, it was some little time before weavers felt the demand. When business did come, it came with a rush and to some manufacturers hardly gave time to satisfy the demands of their trade. Today the demand is at its height, with no immediate prospects of becoming reduced, even in the smallest way. If the anticipations of the trade are taken for granted, the new season seems likely to begin with very different conditions from those experienced at the beginning of the one now so near an end. Prices on carpets in all grades were at

THE CORRECT SHAPE



Perfect and snug fit. Curves over the hips. Gives the drop effect. Prevents sagging of skirts. Specially adapted for the new style of waists now in vogue. In all the popular leathers and fabrics. Popular prices. Send for samples.

Manufactured by

THE NOVELTY LEATHER WORKS, JACKSON, MICHIGAN

Floor Coverings



We carry a complete line of Mattings, Oil Cloth and Linoleums.

Mattings at 10½c per yard and better.

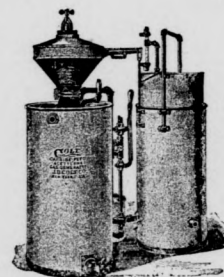
Floor Oil Cloth at 18c per yard and better.

Linoleum at 40c per yard and better.

Our goods are new and the patterns are neat and desirable.

P. Steketee & Sons

Wholesale Dry Goods
Grand Rapids, Mich.



Clear, White Store Light

of 16 times greater illuminating power than city gas and at an average saving of 40 per cent. In the cost—this, in brief, is the description of

Acetylene

"The Twentieth Century Light"

In safety, convenience and economy it is far and away the best lighting system on the market. You own your own gas plant, and the cost is much less than you'd think. Catalog describing our "Colt Carbide Feed" and "New Model Eagle" and estimates on necessary equipment for your store will be sent at your request.

Acetylene Apparatus Manufacturing Co.,

157 Michigan Ave., Chicago

Branch Offices and Salesrooms: Louisville, 310 W. Jefferson St.; Buffalo, 145-147 Ellcott Street; Dayton, 226 South Ludlow St.; Sioux City, 417 Jackson St.; Minneapolis, 7 Washington Av. N.

The Clearing House of Disease

is the school room, says an authority on hygiene

Dust is the agent that carries contagious germs, says an eminent bacteriologist

The World's Only Sanitary Dustless Floor Brush

reduces dust 97 per cent., say the Milwaukee School Board. We recommend its use in public schools, says the Milwaukee Health Department. Become our representative in your town, say we.

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

that time exceptionally cheap. This was due to the methods of certain New Yorkers, and perhaps this cheapness has been of some effect in stimulating the buying which has grown into the present demands. These comparatively low prices are not likely to be in evidence at the opening next month, that is, if what we hear materializes. On account of the advances made in the different materials used in the manufacture of the goods, manufacturers are anxious that an advance be made in all goods for the new season, but whether such a general advance will be made and whether the almost unanimous wishes of the manufacturers will materialize depend upon what action certain large New York and New England factors take in the matter. As in the past, their word or action has been taken as the law. The retail trade, although somewhat set back by the damp and cold weather of the past few weeks, is showing much promise, and dealers anticipate one of the largest seasons the trade has ever experienced. The regular spring trade is coming in quite heavy for three-quarter goods as well as the ingrain.

Rugs—Manufacturers of rugs are exceptionally busy on orders that will last for some weeks. Art square manufacturers are also busy, and the amount of orders on hand is very large. In rugs, the demand runs more to the Wiltons, but other pile fabric rugs are in good request. Smyrnas are well sold up in the small sizes, but not so well in the larger sizes.

Keep a Good Stock of Bunting and Flags.

Just at present, Mr. Merchant, is a good time to think of adding a line of flags and bunting. Keep this in mind and when the traveler visits you for the wholesale house next time or when you go to the city make arrangements for a good assortment of flags to sell at Memorial Day time and prior to the Fourth of July.

Then add a good line of bunting and you will be surprised next fall to find that you have disposed of a large quantity of this class of goods. Flags are gaining more and more prominence for decorative purposes. Memorial Day you will see them on many houses in your neighborhood, farmers' teams coming to town on that occasion will be decorated with them and the body of democrat wagons and even lumber wagons will be hid under a cloud of bunting. The American people may not always show their patriotism, but on national holidays they do so and to secure this trade, which may be small in extent, but beneficial inasmuch as it brings in other business, all you must do is to have a stock of these goods to select from.

Be patriotic yourself, Mr. Merchant, if you handle these goods. Have a large flagstaff erected over your store or projecting over the street and display a large American flag there on every public occasion. You might, if you desired, secure the list of flag days generally observed by the schools of the State and exhibit this large flag on these occasions in such a way that people will comment on it and ask you about it. All this will keep up the public interest and among a certain class of people, especially those who are native born or have fought in our wars the sight of the old flag will be an inspiration and will create a feeling of fellowship.

In selecting a stock of flags do not confine your purchases entirely to the small flags used merely for decorative purposes. Secure one or more each of

the larger sizes, so that they can be procured from you if wanted. The country boy of an historical inclination may have a greater desire to erect a large flag pole and mount the stars and stripes in his front yard than to invest in a baseball and other athletic goods. The old soldier may also have the same inclination and you can sell these flags in the course of time.

There is always a demand for bunting. Churches use it frequently in decorating their parlors for social purposes, it is required in making special costumes for masquerade parties and similar purposes and many private citizens use large quantities of it to decorate their homes on national occasions. Immense quantities of bunting were sold at the time of the assassination of President McKinley last fall and were draped with black to show the great grief that was felt by the people of this nation. It would seem, therefore, that bunting is always in demand and to a somewhat lesser extent this is true of flags. Keep a good stock of these goods, Mr. Merchant, even if they do not move every day in the year. Generally when they do sell there is a good profit in them. Advertise them occasionally in your general advertisements and just before the approach of national holidays advertise them extensively.—Commercial Bulletin.

Better Informed.

"Now, I rather pride myself on my ability to read character," said the man who was given to buying detective tales, "and yet why should I? It is really a very simple thing—requires nothing but close observation. For instance, it is very easy to tell a man's occupation. His facial expression, his actions, even his dress, are stamped by his daily work. You see that man sitting opposite us? Well, I'm just as sure as though he had told me that he is a barber."

"You are mistaken," replied his friend. "That man is a butcher."

"Impossible," exclaimed the amateur detective. "You never saw a butcher with slim, white hands like his."

"Perhaps not," admitted the other, "but he is a butcher just the same."

"How do you know he is?"

"How do I know? Why, the scoundrel shaved me once."

Influence of Food.

"What do you think of the theory that food has a potent influence in determining character?" asked Mr. Smithfield, as he put three lumps of sugar in his coffee.

"I guess it's all right," replied Mr. Wood, as he severed a portion of his beefsteak. "It always seems a little cannibalistic to me when you order lobster."

"Well," retorted Mr. Smithfield, good humoredly "I ought to have known it was dangerous to lend you money after I discovered your fondness for beets. But, seriously, if there were anything in the theory, wouldn't it make a man sheepish to eat mutton?"

"It would and prize fighters ought to restrict themselves to a diet of scraps."

Courtship Too Expensive.

Tess—You don't mean to say they have broken off their engagement?

Jess—Yes.

Tess—Why, I thought they were perfectly devoted to each other.

Jess—So they are. You see, they have broken off the engagement so that he may save enough money to enable them to get married.

True Enough.

"What do you mean by saying she just celebrated her wooden wedding?"

"She married a blockhead."

One who predicts thunder storms isn't necessarily a lightning calculator.

Rugs from Old Carpets

Retailer of Fine Rugs and Carpets.

Absolute cleanliness is our hobby as well as our endeavor to make rugs better, closer woven, more durable than others. We cater to first class trade and if you write for our 16 page illustrated booklet it will make you better acquainted with our methods and new process. We have no agents. We pay the freight. Largest looms in United States.

Petoskey Rug Mfg. & Carpet Co.,
Limited
455-457 Mitchell St., Petoskey, Mich.

CAPSHEAF
THE MODERN
SAFETY PIN
Highly Endorsed
by TRAINED
NURSES



Will not Pull Out in Use

STIFF STRONG COILLESS

THE ONLY SAFETY PIN MADE THAT CANNOT CATCH IN THE FABRIC.

JUDSON PIN CO. MFGRS.
ROCHESTER, N.Y.

Send Postal to 101 Franklin St., N.Y. City
FOR FREE SAMPLES.

Made in all Sizes

A Gold Mine for Merchants

The Kirkwood Short Credit System of Accounts Method Explained

A system large enough to accommodate each customer with one of the system books. The first leaf is printed in the form of a bill and perforated near the top so it can easily be torn off. The second sheet is of yellow paper. Draw off a list of the balances of all your unsettled accounts and open a book for each customer by entering on the "amount brought forward" line the balance now due on the account.

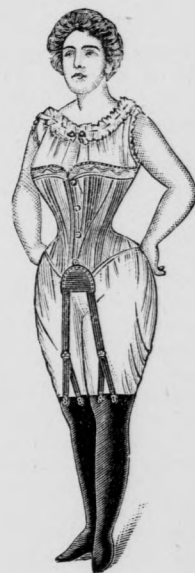
Be sure that the carbon sheet is between the bill leaf and the yellow one, so that everything written on the bill will be copied on the duplicate sheet. Write the customers' names on the back of the books, on the pink strip near the top, and file them in the system in alphabetical order.

Suppose a customer buys a bill of goods, take their book from the system and, with the carbon paper still between the bill and the yellow sheet, write their order with an ordinary lead pencil, extend the price of the goods ordered, foot the bill and deliver it to the customer with the goods. Place the carbon sheet between the next two sheets of bill and copy paper, carry the sum due, as shown by the footing of the last bill, forward to the "amount brought forward" line of the next bill and place the book back in the system. It will be clearly seen by this method of keeping customers' accounts, the customer receives a bill of each lot of goods bought, the charge is made, and the bill is written out at one time, the merchant can tell at any time just how much a customer owes by looking at the book; there is no posting to be done and no writing up of pass books.

The customers will soon get to expect a bill with each purchase, which will show the entire amount of their indebtedness, and having it will naturally have greater confidence in the dealer, and will be more apt to settle the account at more frequent intervals instead of allowing it to run until it is so large that it can not be paid and then change to another store, causing the dealer the loss of a customer and leaving him with a large and doubtful account to collect. Cabinet patented March 8, 1898. Book patented June 14, 1898 and March 19, 1901.

For further particulars write or call on
A. H. MORRILL, Manfrs. Agent
105 Ottawa Street Grand Rapids, Mich.
Manufactured by
Cosby-Wirth Ptg. Co., St. Paul, Minn.

HOOK ON



Supporters are among the best sellers in the hose supporter line. We have them in assorted colors to the dozen at \$2.25 and \$4.50.

Our "Ketchon" in the common side elastic is an extra value for those not wishing to pay more than a dime. Prices are: Children's, 75c; Misses', 80c; Young Ladies', 85c; Ladies', 90c. It has the rubber button.

Grand Rapids Dry Goods Company,

Grand Rapids,
Michigan

Exclusively Wholesale

Formerly Voigt, Herpolsheimer & Co.

Shoes and Rubbers

How to Make a Shoe Store Pay.

After an experience of many years in the shoe business a few suggestions to young men about to embark in the retail trade may be of some use to them and perhaps prompt some other dealer to make more valuable suggestions that may be of help to all of us. The more experience we have the more willing we are to listen to advice and suggestions, especially from those who have made a greater success than ourselves.

The first thing, and a very important factor, is the location of your store. Do not let a few dollars a month prevent you from getting the best in your town as to size and location. Generally speaking, the center of the business portion is the best. Before you stock your store consult with some one of experience as to the needs of your particular town; or, better yet, if possible go to work in some shoe store already established for a few months and find out for yourself what the needs are, the grades of shoes most in demand, etc.

Be very careful about getting stocked up with small sizes, narrow widths and extreme styles. You will need some of them, but handle them with extreme caution. Nearly every jobber has on hand many slow sellers, and the dealer who starts in business without proper experience will find that he has been persuaded by the smooth talking drummer (or commercial traveler) into making some selections that he would not have made had he taken the proper course of instruction before he launched out into the business world.

Have your store tastily but not gaudily furnished. Do not, above all things, let the idea be conveyed that you are catering to the "tony" trade. Do not forget that the great middle class is what supports the business of every thriving and bustling business center.

Mark your goods in plain figures on every carton. Most customers like to know for a certainty that there is no mistake about the price, as many times it may happen that you have to employ extra help and the customer might think sometimes that the price was a little higher or lower than his judgment would allow and he or she could easily look at the carton and confirm what the salesman had quoted as the price. Then, again, if for some reason you had made selections that proved slow sellers, and you thought by cutting the price you could move them, you could explain to your customer that the price of that shoe had been as marked, but to reduce stock or close out the line you had decided to mark them down, they could readily see such was the fact, and go away satisfied they had been fairly dealt with and that they had truly got a bargain.

After giving the price of article asked for, do not deviate from it, insist that your salesmen sell every article to every customer for the same price. I have known instances where shopmates have bought shoes at the same store, the shoes and cartons being exactly alike so there could possibly be no reason for difference in price, and one paid 50 cents more than the other and both paid cash. Such cases make customers angry, and they generally go elsewhere to trade when they buy again.

Do not dispute with your customers when they say that they can buy the same thing much cheaper elsewhere. Tell them pleasantly that there are

many grades of shoes of nearly the same price, and that it is very easy to be deceived as to quality when the goods are seen in different stores, that your goods are from the best houses in the trade, and that you sell them as low as the same quality can be sold elsewhere, and that if they buy at lower prices they will get cheaper made goods. If you can not persuade them to buy, let them go out after telling them that perhaps some other time you may be able to suit them better, and if they have gone and bought some cheap shoddy goods they will soon find out that you are right, and will the next time come to your store and will often let you make the selection for them. In such cases try to give them the best wearing goods you have and you have a customer for years. When on the other hand, if you had got angry and snubbed them, they would have never come back.

Do not deal in shoddy goods. There will always be a call for something that is too cheap to have any service. Let your competitor have all of that class of trade. After a while they will come to you and buy honest, serviceable goods.

Avoid carrying too many lines. It is much better to have always on hand the best selling sizes and widths of a few lines that you know to be reliable than to have a few pairs of many lines. If you can get all the goods you need from four or five houses, it is better to do so; the more business you can give a good reliable firm the better care they will take of your orders, often going outside to get what they may be short of and thus saving you time and additional express or freight charges.

Another important feature is insurance. Keep your stock insured at all times for at least 75 per cent. of its value. Many shoe dealers neglect this important feature of their business. The laws governing adjustment of losses by fire will leave the merchant who carries but partial insurance in poor shape to resume business, unless he has ample capital outside of his investment in his stock. Should he be so unfortunate as to have his stock ruined by fire or water, as he could only collect in proportion to the amount of his insurance, a \$5,000 stock should always be insured for at least \$4,000.

One of the most valuable traits in a salesman or proprietor is to cultivate the memory and be able to call as many by name as possible when they enter the store. Especially is this true when your customer has come from out of town. Many people are sensitive and bashful, and after they have gone into a store to make a purchase and are greeted by name they feel as if they were welcome, and when they leave it is with the impression that they are trading where their trade is appreciated, and there they will direct their neighbors to go when coming to town. Courtesy and politeness are just as much appreciated among the people in humble circumstances as among those who have been more favored in life and, as a matter of fact, my experience is that there are more true ladies and gentlemen among the people in modest circumstances in proportion to numbers than there are among the so-called upper ten. If you could get the experiences of many of the intelligent clerks in large stores I am sure they would corroborate this statement.

Try to do as nearly a cash business as possible. If you have some customers who wish to have an account with you

We carry the finest fitting rubbers made.

The Goodyear Glove



British and English Toe. Try them.

We also carry French Heel Rubbers.

Boots in light and heavy weight.

Send us your mail order.

HIRTH, KRAUSE & CO., Grand Rapids, Mich.

We Build Shoes That Build Your Business

Try our shoes

Herold-Bertsch Shoe Co.

Makers of Shoes,
Grand Rapids, Mich.



THERE IS NOTHING LIKE
LEATHER
WHEN WELL PUT
TOGETHER.

In the joining together of the various parts of a shoe the importance of using a good thread cannot be underestimated. The workmanship may be excellent, the uppers cut from a good grade of stock; yet if the thread be of an inferior quality the shoe cannot give the wearer his money's worth in durability.

The thread we use is of the highest grade procurable.

Careful attention to this and every other detail in shoe construction is the reason our shoes give meritorious satisfaction.

RINDGE, KALMBACH, LOGIE & CO., LTD.
GRAND RAPIDS, MICH.

Here is a genuine

COLT SKIN

Although the leather is quite thin it is warranted not to skin; and if you buy it it will surely win. Send for sample pair by mail.

Price, wholesale, \$1.50.

The Western Shoe Co.,

Toledo, Ohio



have it understood when the account is opened when you are to present your bill, and when that time comes present it promptly. If there is any dispute about the bill take each item separately, go back to your day book and see if the item in dispute has not been returned or exchanged for something costing less than the original charges. Sometimes goods are returned after having been charged, and the person to whom they were returned neglected to credit it at the time and then forgot it entirely. It is therefore policy to make enquiry as to where and how the mistake occurred. I have found in several instances where mistakes were ferreted out and proved in my favor. If your customer can not be convinced when an apparent error is claimed it is often policy to let it go, and thereby retain your customer, but if you do not let your accounts run very long you can generally remember all the circumstances and amicably settle the misunderstanding.

I would say in closing that if you wish to get the best results from your business, give it as much of your personal attention as possible. Keep your store neat and comfortable. Advertise constantly, especially in your local paper. Get good space and keep the same all through the year, but change your advertisement at least once a week—twice is better. Never advertise what you have not got. Do not make your advertisement too long; the more conspicuously it is set up and the quicker it can be read the more people will read it. If you have a special sale twice a year, as all shoe stores should, it is advisable to get out some dodgers, as they will reach many who may not read the local papers.

I am not much in favor of jobs. As a general thing they do not fit prevailing styles of shoes. Usually they are jobs because they are slow sellers, and with the utmost care you will accumulate jobs of your own without taking on any other dealers' unsalable goods. One word about rubbers: do not be enticed into buying cheap rubbers unless you are in a location where your trade is mostly transient. We often hear a customer say they only want to wear them once or twice, they have plenty at home that are first class, that a cheap pair will do for now. They go away and in a few days they come into the store when you are busy and make a great fuss about the poor rubbers you gave them and demand a new pair, utterly ignoring the fact that they said they only wanted to wear them once and wanted cheap ones. We have all had this experience many times and it is cheaper in the long run to lose that class of trade.

Last of all I want to say, do not be afraid to spend time to look at samples when they are offered by traveling men. Do not be tempted into buying too many lines, but keep posted as to what is being made and what goods are worth. Go to the wholesale market at least twice a year; look around and see if you are trading with the best houses. Go into some of the most prosperous and successful retail stores, see what kinds of goods they carry. Get any ideas you can from proprietors or clerks as to best sellers, margin of profit, styles that move quickly, best firms to deal with, and any other information that may be of use in the transaction of your business. It costs nothing to be observant, and the most successful of our merchants are those who do not sit down and wait for trade but who get a-gait on them and keep up the pace.—Harry Howe in Boot and Shoe Recorder.

A Shoemaker's Idea as to Squeaking Shoes.

"What is it that makes my shoes creak?"

The little shoemaker looked up and smiled for a moment and then went on for a time with his tapping. It was an old, old question and it was not easy to answer it with anything new.

"Take them off, first one, then the other," he said, "and I'll see if I can fix 'em—while you wait."

Off came one shoe and the owner of it sat down with his stockinged foot over his knee to watch the squeak-curing process. The shoemaker simply pulled the shoe over an iron last and drove four or five nails straight up the middle of the sole, covering, perhaps, three inches. Then he flanked this row with two on each side.

"Try that," said he.

The man tried it and found himself walking around the shop with one silent shoe and the other a mass of squeakings. So the process was repeated on the noisy foot covering and the man went off down the street in silence and in comfort.

The next day, when he had more time, the man sought the shoemaker for more information.

"Once," said this man of lasts and waxed string, "people seemed to think you had not given them their money's worth if the shoes you made or mended for them did not squeak. That was about the time that swells were reluctantly giving up hair oil and similar things."

"It is usually easy enough to make shoes that will not squeak and all but the cheapest kinds are supposed to be anti-squeakers. The noise comes from the chafing of the two pieces of leather that compose the sole, not counting the welts. If left to themselves these pieces will sooner or later part sufficiently to make a place about the point where the ball of the foot come, where there is not perfect contact and this is where the noise comes from."

"The cheapest shoe should be the noisiest, for the leather their soles are made of is tanned in hemlock bark. This makes what we call red leather. It is rough and harsh. The next grade is union, a combination of hemlock and oak bark for tanning giving it its name. The next highest grade is white oak, and with this we have the least trouble, so far as squeaking is concerned."

"When the public made up its mind that its shoes must not squeak, we had to stir about and find something to put between the soles. For the cheaper grades we use leather chips and for more expensive shoes we have cork, and then there is this specially prepared paper. We put a little of any of these materials between the two soles and there is an end to the squeak usually. Sometimes, however, the chips of the paper get out of place or are ground into powder and then the creaking is heard from."

"It is very strange how some shoes will wear for six months without a murmur and their owners will tread life's pathway in peace and comfort. Then, without the slightest apparent reason for it, they will set up such a din that the wearer's life will be made almost unendurable if he be a nervous man."

"It seems almost as if they were tired and wanted a rest and I honestly believe shoes do get tired. Sounds odd, but I am satisfied it is a fact. Chuck a pair of shoes into the closet and let them alone for a couple of weeks and see how comfortable they will feel when you put them on again."—Shoe Retailer.

The Other Fellow's Girl.

She cost me not a cent for flowers,
Nor yet a single cent for sweets;
If to the theater she goes
I never have to buy the seats.
She does not squelch my evening pipe
To drag me in the social whirl;
She leaves me to my quiet smoke—
I hymn the other fellow's girl!

I have to hear no tales of woe,
To wipe no briny tears away;
I do not have to sympathize
O'er what her treacherous friends may say;
We never quarrel; hence I'm spared
The epithets that women hurl,
And, too, the silly making up—
I hymn the other fellow's girl!

Her moods to me no difference make;
I quite enjoy a change, you see;
And she be cold, I like her so;
She's handsome on her dignity.
If, otherwise, she's moved to doze,
And to a manly breast would curl,
There's no face powder on my coat—
I hymn the other fellow's girl!

Artists and poets frequently get their high ideals, by living up close to the roof.



Get our prices and try our work when you need

Rubber and Steel Stamps Seals, etc.

Send for Catalogue and see what we offer.

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

Men's Work Shoes



Snedicor & Hathaway Line

No. 743. Kangaroo Calf.
Bal. Bellow's Tongue. ½ D.
S. Standard Screw. \$1.75.
Carried in sizes 6 to 12.

Geo. H. Reeder & Co.
Grand Rapids

THE WONDERFUL

"DORAN LIGHT"

We Not

Are Afraid

to refer to our customers. They all have a good word for "Doran Lights."

DICKSON, TENN., October 20, 1900.

ACORN BRASS WORKS, Chicago, Ills.

Gentlemen:—In answer to your query will say that we have now used your light 18 months and have had little or no trouble with it, and as to the supply wire, it has never caused us the least trouble, having never been stopped up since in use.

We consider it the best light of all the lights in our town, and we have about all makes represented here. Yours truly, DICKSON DRUG CO.

We have hundreds of testimonials like the above. "Doran Lights" are made to give a light equal to any electric arc for the man in the small town where gas and electricity are not obtainable. They're also made to save at least three-fourths on light bills for the man who does use gas or electricity. A safe, satisfactory and economical lighting system which it will pay you to investigate. Write for catalog—sent free.

ACORN BRASS WORKS

Dept. W.

20 Jefferson St., Chicago, Ill.

Agents wanted for "Doran Light" Systems (1200 candle power to each light), also for "M. & M." Portable Lamps (600 candle power.) Exclusive territory.

Plaited Bosoms and General Light Tones to Prevail.

Orders placed for midsummer negligee shirts are now so far advanced that the favorites are established and the styles to prevail are recognized.

Never in the history of negligee shirts has so much attention been given the subject, nor has there ever been such a handsome array of shirtings offered the retailer to select from.

All negligee shirts have been designed with a view to their sightliness when worn without a coat. As much attention has been given to the finish of the back and shoulders as to any other portion of the shirt.

The general style of the best grades of white negligees is: the long bosom extending below the waist line; six plaits, three on either side of the center box plait; cuffs attached, narrow widths with square or slightly rounded square points; small pearl buttons.

For the colored shirt the adopted style is the long bosom with four plaits, two on either side of the center box plait; attached or detached cuffs with slightly rounded points; small pearl buttons.

Plain bosoms have been ordered in about equal proportions with the plaited shirts in the colored patterns.

The coat shirt has been more freely ordered than ever. This style is said to be especially comfortable for midsummer wear.

In the cheaper grades of shirts plain and plaited bosoms have been ordered in about equal proportions. Cuffs detached, well rounded corners.

In the high grade white shirts the French long-cloth, batiste, corded linens and India linen are favored in the order named.

The French long-cloth, which is an exceedingly lightweight, plain weave, makes up to what is claimed to be the lightestweight shirt shown. It is called the "One Ounce Shirt." The fabric is new and seems to fill every requirement for lightness in weight and body to launder well. It is a firmly woven cloth, consequently is shape-retaining and comfortable for wear under the most uncomfortable climatic conditions.

Corded linens will be very extensively worn. These fancy weaves offer great opportunities for shirt designers to display their artistic skill in folding and plaiting the bosoms. The cuffs, in corded linens, do not have the plain linen appearance that would mar the finish of a shirt made up of these cloths.

Next to the white come the white grounds with small set figure in black, navy blue and oxblood. This class of shirts will open the season with as much of a demand for them as was experi-

enced near the close of the season last year, when they could not be had to supply the want.

Fine stripes, widely set, in this class of shirtings, are not as good as the figures, although orders have been placed for enough to complete an assortment.

A new cloth in the white ground and small figure is called the "Piccardy." It is a novelty and one of the most slightly shirtings brought out this year. This cloth has white mercerized stripes set about one and one-half inches apart. The stripes are five-sixteenths of an inch wide and fancy woven—in herring bone, pebble and natte effects. Over this white ground the small figures are printed.

This cloth was late to come out and it is claimed that the supply will be much less than the demand when once the shirt is displayed.

Biding His Time.

"Johnny," said his father, "the very next time you are impertinent I'll send you to bed at once."

The boy went back and sat down. "Never mind," he told his sister, "I'll get even with him all right enough."

"How?" she asked, curiously, for she had great confidence in her brother's resourcefulness.

"I'll wait until it's bedtime, and then I'll sass him good and plenty."

But for the little men in the world great men would never be noticed.

M. Wile & Co.

Famous Makers of Clothing
Buffalo, N. Y.

Samples on Request Prepaid

We'll Give You Fits

this season and also increase your glove trade if you will purchase the celebrated glove line of

MASON, CAMPBELL & CO.,
JOHNSTOWN, N. Y.

If our salesmen do not call on you, drop them a line at Lansing, Mich.

C. H. BALL,
Central and Northern Michigan.
P. D. ROGERS,
Northern Ohio and Indiana and Southern Michigan.

Ask to see Samples of
Pan-American
Guaranteed Clothing
Makers

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

Facts

We have never tried to mislead our customers. One inch of facts goes farther than a yard of falsehoods or misrepresentations. When we say to you that our line for the coming fall season will surpass all our previous efforts

We Mean Just What We Say

Our line of Pants, consisting of fine Cassimeres, Worsteds, Unions and Kerseys in Men's, Youths' and Boys' could positively be sold as merchant tailor make. Sizes, fit and make perfect.

The Peerless Shirts are too well and extensively known to need any comments. The same also applies to our Mackinaws, Triplex and Duck Coats; in fact, to all of our own make Peerless brand of goods. An endless assortment of Shirts, Drawers, Sweaters, Hosiery, Gloves and Mitts.

If in Grand Rapids call at our office, 28 S. Ionia St., and inspect our line. Otherwise please wait for our representative, who will call upon you soon.

The Peerless Manufacturing Co.
Detroit, Michigan

Over Two Million and a Quarter Dollars' Worth

It is true that my samples represent the above amount; of course people who have not seen them mistrust. It is truth, nevertheless; but ask my honorable competitors, such as John Tripp, who, when he recently visited me, expressed his amazement and once said: "Connor, you may well sell so many goods, they are as staple as flour." My friend Rogan, when he called, expressed intense surprise and once said: "Mr. Connor, I wish I had such a line." Space will not permit me to mention other good names of competitors and many merchants. I have samples in everything that is made and worn in ready made clothing by men, youths, boys and children in Suits, Overcoats and Pants from very, very lowest prices up, adapted to all classes. Summer goods, such as Linen, Alpaca, Crash, Duck, Fancy Vests, etc. Everything direct from the factory. No two prices. I have trade calling upon me from Indiana, Ohio and most parts of Michigan. Customers' expenses allowed. Office open daily. Nearly quarter century in business. Best selection of Clay and fancy worsteds from \$5 up. Pants of every kind. Call; you won't regret it. Mail orders promptly attended to.

WILLIAM CONNOR, Wholesale Ready Made Clothing

28 and 30 South Ionia Street, Grand Rapids, Michigan

Citizens Phone 1957, Bell Phone Main 1282

SCOTTEN-DILLON COMPANY

TOBACCO MANUFACTURERS

INDEPENDENT FACTORY

DETROIT, MICHIGAN

OUR LEADING BRANDS. KEEP THEM IN MIND.

FINE CUT

UNCLE DANIEL,
OJIBWA.

FOREST GIANT.
SWEET SPRAY.

SMOKING

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

PLUG

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

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

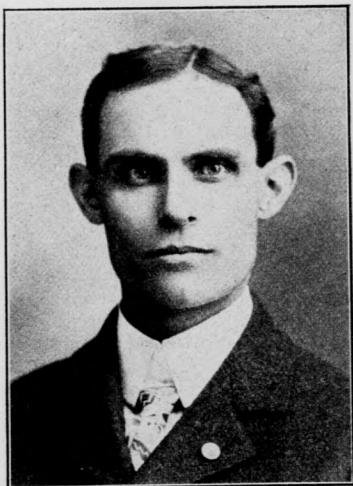
REPRESENTATIVE RETAILERS.

F. W. Fuller, President Grand Rapids Retail Grocers' Association.

Frederick W. Fuller, President of the Retail Grocers' Association, has been identified with the business interests of this city since a child. His father, Bethuel Fuller, was a Vermont man and his mother was a native of Pennsylvania.

The family moved here in the early fifties. During the civil war the father was a member of the Twenty-first Volunteers. After the war he was a contractor, employing many men. Fred attended the city schools until he was in his sixteenth year, when he decided to hustle for himself. The last five years he was in school he was an enterprising newsboy, carrying routes for the Eagle and Democrat enabling him to buy his own clothing and books.

His first position was with George Lehman, the grocer on West Bridge street. He worked there two years, when he went into a commission merchant's office, where he remained a year and a



half. During that time he kept books for the late Alois Rasch, who at that time kept a grocery on Canal street. Mr. Fuller also attended Swensberg's business college during the evening.

In February, 1886, although not a graduate of the business college, Mr. Fuller was accepted as book-keeper for the Osterhout & Fox Lumber Co., at Deer Lake. He remained there two years and a half, during which time he occupied various political positions. He was justice of the peace, deputy postmaster and deputy township clerk.

In 1889 Mr. Fuller resigned his position with the Osterhout & Fox Lumber Co. and went on the road for Theodore Kemink, who was then engaged in the manufacture of flavoring extracts.

In August, 1890, Mr. Fuller engaged in the grocery and meat business with O. A. Anderson at the corner of Fifth and Stocking streets. At the end of two years he sold out his interest to Mr. Anderson. Mr. Fuller next bought out the little store at 143 Livingston street. He had tried to rent the store at 152 North Division street, but had been unsuccessful. The store on Livingston street soon became known as "Fuller's Handy Grocery." He worked up a fine trade here and secured for himself the reputation of being a thoroughly trustworthy man to deal with. Within two years Mr. Fuller succeeded in buying out the grocery stock of Frank Winsor, at 152 North Division street. He gradually removed his stock from the Livingston street store to his new stand on North Division street. Here, by reason of the

same conscientious dealing that had been instrumental in working up a good trade on the hill, his business rapidly increased.

Two years ago Mr. Fuller bought from M. C. Vergiver the grocery at the corner of Lyon and Union streets. It is no exaggeration to say that during the last two years the business has increased 125 per cent. It is in part through the valuable assistance of Mr. Bratt, who has been with Mr. Fuller a number of years, that Mr. Fuller has been able to run both stores. He has the greatest confidence in Mr. Bratt and leaves much of the buying to him.

Mr. Fuller is another example of the successful business man who believes that "Honesty is the best policy." He believes that treating his customers fairly and squarely is the only way to gain their patronage and support.

When not engaged in superintending the affairs of his two stores, Mr. Fuller is busy in attending to the details of the Retail Grocers' Association. During his administration the Association has increased in numbers and enthusiasm. More attention has been paid to the affairs of the Association than ever before. Mr. Fuller declines to take any credit to himself for this satisfactory condition, but his friends in the Association say otherwise.

Mr. Fuller was married October 28, 1886, to Miss Della Wright, of this city. They have one child, a boy three and a half years old. Mr. Fuller is a member of Kent Camp, Modern Woodmen of America. He is also a member of Enterprise Lodge, I. O. O. F., the Fraternal Mystic Circle, and a member of the Board of Trade.

Spanked the Wrong Boy.

A Detroit man was traveling with his son, and wishing to transact some business with the conductor, he said, "Now, Willie, I'm going to be away just a few minutes. You sit right here, and don't move a bit. If you do, I'll spank you good and hard. So don't stick your head out of the window. You might have it taken off, if you do; then you wouldn't have any head, and you'd get a spanking besides."

The father went away to find the conductor. After a few minutes he came back.

There was little Willie just his feet and the seat of his trousers sticking in through the window. He appeared to be more outside than inside, and whenever a telegraph pole whizzed by and looked especially close, he would make a lunge for it, as if trying to catch it.

The father did not hesitate. He made a grab for the boy just as the latter made a lunge for a pole. He pulled him in by the heels, laid him over his knees, and began to fulfill his promise. The little fellow yelled and yelled until he almost drowned out the noise of the train, but during a lull in the uproar the father heard a snicker behind him. He laid the boy down and turned to see what it meant.

There, two seats behind and across the aisle, was his son, with two fingers stuffed in his mouth to keep his merriment in. The man rubbed his eyes, and looked again, but there was no mistake.

He looked at the boy in his lap. Behind the tears was a face he had never seen before. He had spanked some other man's son.

Mindful of the Risk.

One of the converts at a colored baptizing said to the preacher as they were going down into the millpond:

"Any alligators in dis yer millpon'?"

"My brudder," said the preacher, "de Lawd'll take keer er you."

"Mebbe He will," mumbled the doubtful candidate for baptism, "but alligators is mighty hungry in de fust er de springtime!"

THOMPSON BROS. & CO.,
GROCERS.

Newaygo, Mich., 3 15 1902

National Biscuit Co.

Grand Rapids, Mich.

Gentlemen: We wish to congratulate you on presenting to the trade the finer sweet goods ever offered, namely: Orange Lemon Ice. We placed on sale one box at 9 a.m. this day and at 6 p.m. not a one remained, all sold in small quantities.

Thanking you for giving us a "summer."

Very truly yours

Thompson Bros. & Co.

When a customer is in the act of buying, price may be especially in his mind; but after the purchase, when the article is in his possession, quality is his particular concern. The buying occupies but a few minutes, or a few hours, and price quickly passes out of the mind. But possession is continuous; the virtue or the shortcomings of the article are in perpetual evidence; and the quality of the article measures the lasting praise or blame of the man who sold it. Always urge the best goods upon the buyer, argue quality before price; and so may your days be happy and your end peace!

NATIONAL BISCUIT CO., Grand Rapids, Mich.

Facts in a Nutshell

BOUR'S

COFFEES

MAKE BUSINESS

WHY?

They Are Scientifically

PERFECT

129 Jefferson Avenue
Detroit, Mich.

113-115-117 Ontario Street
Toledo, Ohio

Hardware

Illegitimate Competition in the Distribution of Merchandise.

I believe that my readers will agree with me when I say that illegitimate competition is one of the paramount issues of the day among retailers.

Every hardware merchant must have at some time during his mercantile career come in contact with competition which he feels and knows to be illegitimate, and it should be the ambition of every dealer to overcome this difficulty in an honest fashion.

I can not expect within the course of this article to present any new ideas and only hope to impress some which have already been considered in the past.

There are natural trade rights which the commercial world has established, not because of some fixed law, but due to an outgrowth of circumstances. The retail dealer with honest rights and principles is a natural production of this outgrowth. Why should this growth be torn down by illegitimate competition? Shall we as retail dealers stand idle and talk of passing away? I say No. We certainly have a right to exercise our ability and privilege in fighting such an existing evil. It has been demonstrated in the past that the retail hardware store is an essential medium, through which the distribution of the manufactured product is most economically and legitimately distributed. Therefore, it is very evident that, to maintain this necessary channel of distribution which rightly belongs to us, we must necessarily resort to extreme measures and good business sense to overcome the disastrous effect of such competition.

Are we powerless to exercise measures which will replace the trade which has been taken from us by the bazaar and racket stores? Does the tendency to trespass on retail territory stop here? No, we are sorry to say it manifests itself in many lines. For example, the dealer is compelled to stand with his arms folded and see the contractor furnish the hardware for many of the large buildings and he not so much as granted an opportunity to compete for the job. Can we expect anything different when some of the so-called jobbers continue to solicit their patronage and often quote them a lower price than they give the home merchants?

Now, is this legitimate competition? Judging from my past personal experience, I must say No. Granting this to be true, it is not unjust to ask a few of the so-called jobbers who do not deserve our patronage to discontinue soliciting our trade, for their course demoralizes our business and encourages undue and illegitimate competition. They solicit the jeweler, druggist, grocer, department store, millman, blacksmith, lumberman, contractor, and even consumer, and then expect the retail dealer to buy of them! A more absurd proposition would be hard to name, yet some dealers patronize them knowing this condition. This branch of trade has been spreading out much more than most of us realize. It will not do to ignore this condition of affairs and some step to check it is absolutely necessary. The longer this action is postponed just so much the harder will the problem be. These parties may say that they are doing a retail business not because they like it but because other jobbers are retailing. This plausible excuse can not be accepted.

While the above mentioned conditions

are detrimental to the advancement of the retail hardware trade, it is my personal experience that the catalogue house is by far the most serious problem. Customers quite frequently quote prices from their catalogues, which have a prominent place in almost every home. If the customer does not buy goods of the house represented by such catalogues he certainly uses them as a leverage when purchasing of the hardware dealer, which frequently results in the loss of the latter's profits. And just so long as catalogue competition is permitted to quote lower prices than we are able to meet at a margin, just so long will such houses obtain the preference among many of our customers.

Often the consumer does not stop to think that when buying of the catalogue house the deal is ended; but when he decides to make his purchase of the retailer the deal does not end until the article is worn out! Much more is demanded of the home dealer than is expected of the catalogue house. However, it is "up to us," if possible, to convince our customers that it is their duty to deal with us on the same basis that they are compelled to deal with the catalogue house.

I will offer the following suggestions that may be instrumental to retard the progress of the catalogue house and better our condition in regard to this great evil:

It seems to me absolutely necessary for the dealers, one and all, to co-operate with the Protective Association, for in union there is strength. Then I would recommend that the Association prevail on manufacturers not to sell catalogue houses, confining the trade as nearly as possible to the legitimate channels. I think it erroneous to insist on Congress enacting legislation against such evils, inasmuch as it would be almost impossible for it to pass an act that would not be declared unconstitutional. Through the co-operation of the Association keep yourself posted up to date. Put your shoulder to the wheel of progress. Keep continually before the people in the vicinity from which you expect to draw trade these important facts: that you are a dealer; that you pay taxes which go to assist in the improvement of their and your property; that you intend to live and let live; that you do not expect to sell all the people all of their goods but do intend to sell all the people part of their supplies.

Will R. Powell.

Converse, Ind.

Don't Stop Advertising.

George Washington died and yet the country survived. His death was a ten days' talk and then people talked of somebody else. Napoleon went to St. Helena and a Bourbon occupied the throne of France. What is true of illustrious men is true in greater degree of those who have not achieved eminent distinction. To succeed in advertising one must keep himself constantly before the public. When he ceases to advertise people forget him. Who remembers Helmbold now? Yet time was when he and his buch preparation were the talk of the country. When a man ceases to work he deteriorates mentally; when a business man stops advertising his sales decrease visibly.

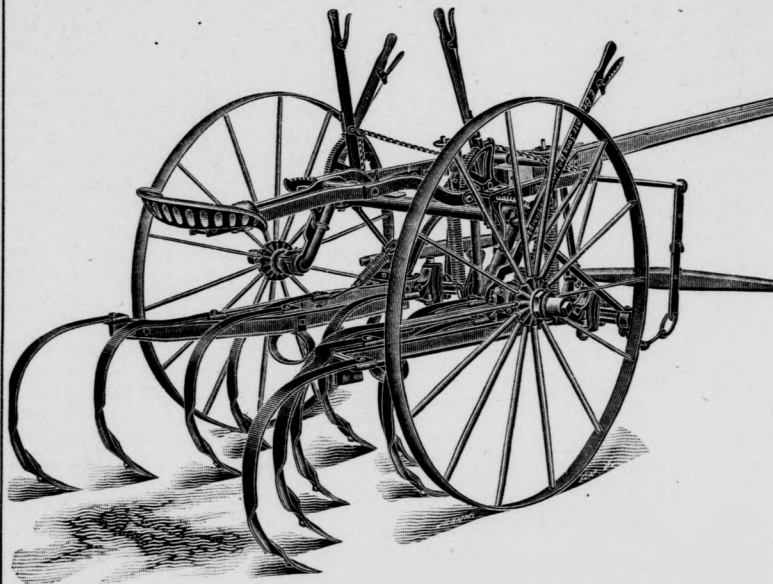
Her Rivals.

Mrs. Hoyle—My husband says that I am one woman in a thousand.

Mrs. Doyle—Aren't you jealous of the nine hundred and ninety-nine?

If every man is the architect of his own destiny he should pay particular attention to the fire escapes.

E. Bement's Sons Lansing Michigan.



BEMENT PEERLESS CULTIVATOR

Narrow enough for beans and wide enough for corn.

Spring teeth may be taken off and replaced by shovels.

With the center section in place it makes a perfect riding harrow.

We make a full line of tilling tools. Send for price list.

Bement Plows
TURN THE EARTH.

E. Bement's Sons

Lansing Michigan.

ALL GENUINE BEMENT PEERLESS REPAIRS

BEAR THIS LABEL

BEWARE OF IMITATIONS!

Our Legal Rights as Original Manufacturers
will be protected by Law.

Necessity of Supporting the National Association.

I have always entertained the highest appreciation for the good results possible to be derived from a proper association of dealers, and I believe that the objects so far accomplished will, when properly analyzed, fully substantiate the wisdom of those who struggled to organize and thus far develop the various hardware dealers' associations. From a very small beginning, with but a handful of members in each of the associations, unacquainted with the task before them, and without definite knowledge as to how their purpose was to be accomplished, yet undaunted with the seeming hopelessness of their cause, they accomplished a great deal more than could reasonably be hoped for in so brief a time.

Several state associations have been in operation for eight or nine years. A number of others four to six years, yet outside of local matters, state associations accomplished but little until their forces were merged into a national association. Three years ago the retail peddling propensities of our jobbing houses and manufacturers were steadily increasing and the rights of the retailer were beginning to be a totally unrecognized quantity in spite of state associations.

The courteous attention to-day given by nearly every manufacturing and jobbing concern to the complaints filed against them; the numbers of goods catalogued by illegitimate concerns they cannot supply; the number of articles upon which these illegitimate concerns have been obliged to maintain a proper retail price; the influence the association wielded in shelving the parcels post bill; the preventing of rural delivery men from distributing illegitimate catalogues as freight or express matter in opposition to the service for which they were paid; stopping postmasters from acting as soliciting agents for catalogue houses, and the correcting or even entire abrogation of a number of matters of too private a nature to be mentioned here, but whose effects for better or for worse to the retail trade were of equal importance, should be conclusive evidence that the association has rendered a service to the dealer a hundredfold greater than the price of his dues, as well as a service beyond every possibility of accomplishment by the single individual. The results thus far accomplished, the objects yet to be accomplished and the new issues the future will present along this line show the great necessity of an effective national association.

I know by experience the labor attached to both state and national associations and it has often appeared a mystery to me that so many fail to appreciate the work that is being done. I am not here as the representative of any state or national association, in fact, I am entirely out of the hardware business, and speaking from this entirely disinterested standpoint, I would urge every hardware dealer to be a member of some state association and through it contribute liberally to the support of the national association. Those who have never been called upon to take part in the duties of the National Association have but little idea of the labors of its officers.

The thousands of letters that must be written by the National Secretary in the course of a year, the time and study required by the peculiar nature of each case, together with the diplomacy and points of law involved, the getting out

of the quarterly report, which is developing to where it alone requires almost the entire time of one man, and the many other duties devolving upon him, must certainly leave but little time to devote to his individual interests. Inasmuch as all share alike in the benefits of this work, justice would naturally demand that its burdens be equally divided and the National Secretary receive a salary fully compensating him for the time and energy devoted to this work. If every hardware dealer would join his respective state association, and subscribe for the Quarterly Bulletin, his dues and subscriptions would supply an ample fund for such a salary to conduct the affairs of the association as they should be. It really passes my understanding how in this day of association, any hardware dealer can consider his business too unnoticeable a force to be felt or consider his personality above the need of association influences.

I know that some of the dealers outside of the association have their minds full of excuses for not becoming a member, and, if excuses for our errors would open the gates of heaven, I believe that every hardware dealer would have a master key that would put his future abode beyond the question of a doubt.

Quite recently I heard a prominent concern say: "We are really with the association, but we do a little jobbing business, and are afraid to identify ourselves with the retail trade, lest it hurt us in our jobbing rating." That is quite an excuse, and as we have both a jobbers' and a retailers' association, it might work both ways, save a few dollars, and let others do the work. That this excuse is based upon a false theory is very evident from the fact that we have a number of just such concerns in our Association, whose long-continued membership proves the proposition false. Take, for instance, I. A. Sibley, an extensive retailer and jobber of South Bend, Indiana, who has been one of the foremost and hardest workers in the Indiana State and our National Retail Association ever since their organization and whose continued enthusiasm and effort should be conclusive proof that membership in the Association has been an aid and not an injury to his business.

Z. T. Miller.

Ephrum Eels.

Ephrum Eels he had to scratch durned hard to keep ahead,
—But he always kept three dogs.
He couldn't keep a dollar, bill to save his life, they said,
—But he always kept three dogs.
He said he might have been some one if he'd had half a chance,
But getting grub from day to day give Ephrum such a dance
He never got where he could shed the patches off his pants;
—But he always kept three dogs.

They 'bated Ephrum's poll-tax 'cause he was too poor to pay,
—But Ephrum kept his dogs.
How he scraped up cash to license 'em it ain't in me to say,
—But I know he kept his dogs.
And when a suff'rin' neighbor ambuscaded 'em Eph swore—
Then in a kind of homesick way he hustled 'round for more;
He struck a lucky bargain, and, by thunder, he bought four!
—Jes' kept on a-keepin' dogs.

Holman F. Day.

Chinese Repartee.

An English sailor was watching a Chinaman who was placing a dish of rice by a grave. "When do you expect your friend to come out and eat that?" the sailor asked. "Samee time as your frien come out to smellee flowers you fellow put," retorted Li.

While the under dog usually has the sympathy of the crowd, the one on top gets the gate receipts.

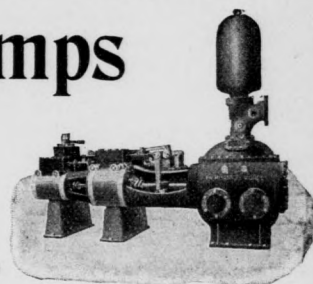
Fairbanks=Morse Steam Pumps

Compound and
Duplex Patterns

Write

Fairbanks, Morse & Co.,

Chicago or Detroit



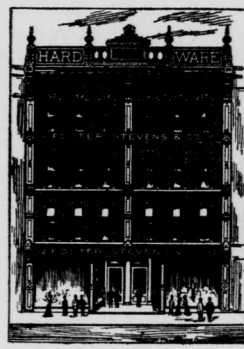
Buckeye Paint & Varnish Co.

PAINT, COLOR AND VARNISH MAKERS

Mixed Paint, White Lead, Shingle Stains, Wood Fillers

Sole Manufacturers CRYSTAL ROCK FINISH for Interior and Exterior Use.

Corner 15th and Lucas Streets, Toledo, Ohio.



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.

A Summer Light

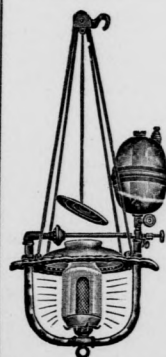
For Stores, Halls, Homes, Schools, Streets, etc., that will light but not heat or make your premises like an oven.

Brilliant or Halo Gasoline Gas Lamps

Having sold over 100,000 of these lamps during the last four years that are giving such perfect satisfaction, we are justified in making this claim and that we have the best and only always reliable lamp in the market. A 15-foot room can be lighted by one Brilliant, or a 40-foot hall by one Halo Lamp at

15 to 30 cents a month

No heat, smoke, smell or greasy wick.



Halo Pressure Lamp
500 Candle Power



100 Candle Power

Brilliant Gas Lamp Company

George Bohner

42 State St., Chicago

Butter and Eggs

Observations by a Gotham Egg Man.

The storage demand for April eggs continues so free as to keep prices on the upward turn. From country stations reports of sales on track have shown an advance of fully $\frac{3}{4}$ @1c per dozen over the prices at which the first withdrawals to storage were made and yet the demand continues as large as the supply of eggs selected and packed especially for storage purposes. Of late $15\frac{1}{2}$ c delivered at Chicago has been freely bid, some lines have been taken as high as $15\frac{3}{4}$ c, and we hear of instances where even a slightly higher rate has been paid in that city for special brands of favorite reputation. There have been many sales of storage packed eggs on track at shipping stations equal to $16\frac{3}{4}$ c net at seaboard markets and some equal to 17c.

* * *

But in spite of the extreme prices ruling for storage packed eggs it is generally estimated that the quantity accumulated up to this time is considerably less than at the middle of April a year ago. This fact proves a lighter production, a stronger consumption or both. The general feeling seems to be that the country is using fully as many eggs in the current consumptive channels as in former seasons when prices were lower, but that the slower accumulation of eggs in cold storage is chiefly due to lessened total production.

* * *

But even admitting a lessened egg production this season it is a seriously doubtful matter that the fact is sufficient to justify a reasonable expectation of profit on April eggs stored at the prices now ruling. Even although consumptive demand may now be abnormally large in relation to the prices ruling it is quite possible that it may become more nearly normal later in the season when warm weather prevails and the eggs become more irregular in quality. It is also to be remembered that the "suction power" of the storage houses is very great and persistent until all available room is occupied. Every downward step in value after the height of April storage demand is past is a new incentive to store and with April prices ranging $16\frac{1}{2}$ @17c cost in seaboard storage there is room for several downward steps before midsummer. With a moderate summer season and no abnormal wastage there would seem good reason to anticipate an unusually long period of accumulation after so high a beginning.

* * *

Looking back over the past records one can not but be impressed with the close analogy existing between the general features of the egg market in the early months of 1899 and 1902. In both years the previous season's storage accumulations were well in hand by Jan. 1 and the goods carried over were all closed out during January; in both years the weather was mild in January and severely cold in February; in both the January and February receipts were almost identical and the March receipts only some 20,000 cases different; in both we had the same pinch for eggs late in February and early in March. And then, as now, storage operations in April were conducted on a higher level than in preceding seasons under a general cry of "short crop." Of course the fact that receipts here since January this year have been only about the same as three years ago proves a relatively smaller supply because of the natural

increase in consumption incident to a continuous growth of population, and is sufficient to account in part for the higher range of prices that has been maintained. But storage operations on a basis of $14\frac{1}{2}$ @ $14\frac{1}{2}$ c for April packings at seaboard points proved very disastrous in 1899 and as the average value of eggs in 1901 was only about 1c more than in 1899 it would seem that a speculative basis $2\frac{1}{2}$ c higher might easily encourage a continuation of the analogy between the disastrous year of 1899 and the present. Of course it seems very like gross pessimism to conjure up visions of a bad wind-up of any kind of a speculative deal in these days of high prices and unusual conditions of prosperity; but if one watches the produce markets closely, he may observe that a little over-stock still has the effect of breaking values as of old, and when all are trying to sell the real conditions of supply and demand come to the surface much more truly than when all are scrambling for stock to hold for the future.—N. Y. Produce Review.

Thought C. O. D. Meant Cod.

An amusing story is told of an enterprising although verdant young man who lives in a small town up the State.

He wished to embark on the sea of matrimony, but, finding his income entirely insufficient for the purpose, he cast about to see if he could not find some avocation which would yield him enough to support a wife on.

After considerable reflection he decided that, since there was no fish dealer in the village, it would be a wise plan to engage in that line of business.

He was totally ignorant of what the demands of the public required and, as many another young man had done before him, consulted his fiancée on the subject. She told her lover that once when she was on a visit to the city she had eaten some haddock and that it was delicious, and advised him to lay in a stock of that kind of fish.

The young man went to the local express office and told the agent what he wanted to do. The latter said that he would order the fish from New York, and that the young man could pay for it when it was delivered.

The barrel of fish came in due time, and, of course, it was marked "C. O. D." When the goods were delivered to the prospective fish dealer he looked at the barrel for a moment and, turning to the expressman, said in a tone of great disgust, "I ordered haddock and they sent me cod."

The story was too good for the expressman to keep himself, and the fish dealer, who made a success of his new business, is often greeted by the housewives on his morning calls with the sly question, "Have you got any cod?" To this he replies, "I pay for my fish when I order it now, so I never get any cod."—New York Tribune.

Travel Like Princes.

Those who saw the special train in which H. R. H. Prince Henry of Prussia made his tour of the United States are comparing it with other trains in regular service, and it is admitted that none of the cars in the train compare favorably with the buffet, compartment and standard sleeping cars of the Pioneer Limited trains of the Chicago, Milwaukee & St. Paul Railway in daily service between Chicago, St. Paul and Minneapolis. The people of this country have the satisfaction of knowing that at any time they can not only travel like princes, but can get much better service.

What a politician says is one thing and what he does is another.

We want---and need for our trade---

Butter and Eggs

In large or small lots

It's easy enough to find some one to handle your goods—any house will do it—and a good many of them just handle them in "any old way." But it's not so easy to pick out a firm that will give you **satisfactory service**. This we strive to do. And our large outlets, long experience and ample capital aid us greatly. Let us show you. We refer you to the Commercial Agencies, Bankers anywhere, or to this paper.

HILTON & ALDRICH CO.,

39 SOUTH MARKET STREET, BOSTON, MASS.

Mention Michigan Tradesman.

Smith, McFarland Co.,

Produce Commission Merchants

Boston is the best market for Michigan and Indiana eggs. We want carlots or less. Liberal advances, highest prices, prompt returns. All eggs sold case count.

69 and 71 Clinton St.,
Boston, Mass.

REFERENCES: Fourth National Bank and Commercial Agencies.

Famine on Butter

We want all grades of butter, also

Fresh Eggs and Live Poultry

Our Motto: PROMPTNESS.

Geo. R. Williams, Produce Commission Merchant

Successor to

Mackey & Williams, 62 W. Market and 125 Michigan Sts.
BUFFALO, NEW YORK

References—Dun & Co., Bradstreet Agencies, Columbia National Bank, all Express Companies.
Member—National League of C. M. U. S., Buffalo Produce Exchange.

Butter, Eggs and Beans

shipped to Boston should go to

Fowle, Hibbard & Co.

174 and 176 State and 5 and 7 Commerce Sts.

to secure the highest market price.
Established 1866.

Some of the Advantages of Packing Frozen Eggs.

The past season frozen eggs filled quite a gap. The shortage in storage eggs and, consequently, the very high price, brought these prominently before the bakers of the country, and, without doubt, there will be an increasing demand for this stock. More frozen eggs will be put up this season than ever before, as they have given good satisfaction to the bakers and large users; so much so that we have already heard of large contracts being made on the basis of 13½¢@14¢ for next fall delivery at Eastern points.

We have kept closely in touch with the situation, and the information that we have given so far about this business has been absolutely correct, and the people that followed our advice last year and the year before have, no doubt, reason to congratulate themselves.

Large packing points in Iowa, Kansas, Nebraska, Illinois and Minnesota have made big savings in freezing their checks, leaky and, in quite a measure, dirty-shelled eggs.

We have some improvements to suggest, brought about by experience the past year. One point is the absolute necessity of keeping the eggs as much as possible away from the air in the coolers. We have been advised that the best possible package to use is a long, narrow round can with simply an opening large enough to pour the eggs into. The opening can either be a screw top, or what is known as an oyster lap, and after freezing the same can be soldered on. There is still another method that a numbers of packers are using, and that is sealing up before freezing and punching a very small hole in the top of the can. The small hole punched in the top allows the gas that is formed by freezing to escape. The reason that the round, long can is preferable is it is very quickly frozen, which is essential to properly preserved eggs.

It has been suggested to us that a still better method is that when the eggs are partly frozen an opening in the mass should be made with a long, small rod and the eggs stirred up, as the gases seem to gather in the center. This will admit of the entire animal heat being taken out. Some objection to last year's stock arose from the fact that the eggs had been churned too much. We advise that the better way is when the eggs are frozen to force them through a large, coarse sieve.

One of the serious dangers to be avoided is the souring of the eggs. This comes from slow freezing. A low temperature is absolutely necessary. It is probable that some of the complaints from sour eggs may have come from bakers thawing out cans containing too large a quantity to be used every day. We suggest that this trouble can be obviated by packers putting up part of their stock in small cans. We noted in Chicago a lot of these eggs put up in common, ordinary, ten-pound lard pails. Enquiry brought forth the information that a great many small bakers would buy a number of these cans and call for them as needed, thus insuring good stock.

There has been some complaint about the use of preservatives. They should not be used, as, in a measure, they destroy the flavor of the eggs.

There is quite a demand for separated eggs, and in the past year we have heard of sales of the whites, or albumen, as high as 26¢@28¢ a pound. In the separating of the yolk from the white we

have not yet heard of any machine that will do as good work as can be done by hand. It is essential that not a single speck of yolk go in with the white. Care should be taken to keep the whites thoroughly mixed because the thin or watery part, being the heavier, will sink to the bottom; the top will contain the lighter part, and this will beat up in splendid shape, while the bottom of the can will not be satisfactory.

In regard to breaking of the whole egg, we have yet to hear of a satisfactory machine. Some packers claim they can get several pounds per hundred dozen by using a centrifugal machine, but it is done at the expense of quality, especially in breaking dirty-shelled eggs, as more or less dirt gets into the meat. The advice of one of the most prominent packers is that all this business should be done by hand, and as quickly as the eggs are broken they should be examined and put into the freezers. They should not be allowed to stand in a warm place at all, for if they do they will surely sour. In one large packing house in Iowa we noted the method of breaking. The work was done by girls, and each girl had in front of her three small dishes, holding about one pint each. The egg is broken, examined and graded according to quality. These dishes are frequently emptied. On a stand is a pail of clean water and every few minutes the dishes are washed in it.—Egg Reporter.

Bad Egg Trust in Philadelphia.

Plans are forming for the merging of the interests of all dealers in stale and defective eggs. A process for condensing the albumen and yolk of bad eggs is soon to be patented. The sharpest kind of competition now exists in all large cities for the stale and defective eggs thrown out by the commission men. It is estimated that in Philadelphia alone the farmer and shipper lose in a year about \$68,000 in bad and broken eggs. There is an average loss of nine eggs in each thirty dozen case, and out of the 450,000 cases shipped here in a year, there is a loss of 11,300 cases or 4,068,000 eggs. Men who deal in these stale eggs contract with the commission merchants to take all rejected eggs for the year, at sums ranging from \$25 to \$100, according to the extent of the business done. The eggs are then taken in closed iron wagons to laboratories, and the albumen separated from the yolk. The albumen is put into casks and shipped to Europe, and the yolk is burned to an ash and shipped abroad. There the albumen is crystallized and sent back, and sold to sugar refiners, bakers, chemists, photographers, tanners and others. Now it is proposed to keep this at home. The promoters of the Bad Egg trust think there is big money in keeping the rejected eggs at home and realizing on them here.

Should Assert Himself.

"It's no use," said the man with the seedy coat, "I might as well give up. My last dollar is gone."
"Pshaw," exclaimed the prosperous looking individual who makes bluffing a specialty, "Brace up, borrow some money and be somebody."

A drop of ink is black, but it serves to enlighten many.

BUTTER, EGGS AND POULTRY WANTED

With an honorable business record of more than fifty years we solicit consignments on commission, or will buy eggs on track. Prompt returns at right market prices.

LAMSON & CO., Blackstone St., BOSTON, MASS.

MICHIGAN EGGS

Have a great reputation in the Boston market. We handle nothing but Michigan Extras and Indiana Selects. Finest eggs produced. The demand is great. We need more fine eggs. Your shipments will meet with ready sale on arrival at mark; your check mailed same day. We don't brag—our sales talk! Write for stencil.

Wiener Bros. & Co.

46 Clinton St., BOSTON, MASS.

References: Faneuil Hall National Bank, Boston; White National Bank, Ft. Wayne, Ind.; F. H. Foust & Co., Columbia City, Ind.

Ship your

Butter, Eggs and Poultry

to

Fred Unger,

175-177 Perry Street,

BUFFALO, N. Y.

We can handle them in any quantity and will guarantee prompt returns and highest market prices.

References: Buffalo Commercial Bank, Fidelity Trust Co., Erie County Savings Bank, Dun and Bradstreet, and any of our shippers.

I Want Large Quantities of

Eggs, Butter, Potatoes

I want Eggs. No quantity too large or too small to receive my prompt attention. I am in the market the year around for Spot Cash or to place for your account.

Whenever you have any to sell, consign or store wire me. I am at your command, but kindly remember I want nothing in the egg line except fancy goods.

I am in touch with buyers all over the East and can place goods to advantage; no shipments too large.

Liberal Advances

when requested, on consignments. Ship me your butter and eggs. Write or wire me and I will give you full particulars. I handle more eggs than any other man in the State of Pennsylvania.

C. B. CLARK

Produce and Commission Broker, Second Nat'l Bank Bldg.
PITTSBURG, PENN.

References by permission: Diamond Nat'l Bank, U. S. Nat'l Bank, Second Nat'l Bank, Bank of Pittsburg, Liberty Nat'l Bank, Pittsburg.

gaining an insight into a thousand subjects of which their husbands remain blissfully and totally ignorant.

This is so subversive of all the ancient theories on the subject, in which woman was supposed to be the weaker vessel, intellectually as well as physically, and to take all her opinions and ideas ready-made from man, that one wonders where it will stop. Is man going to let woman climb the heights of culture while he stays in the valley? Is the husband to know nothing but Anheuser, while the wife understands Schopenhauer? Certainly if St. Paul were writing his epistles to-day he would modify his advice to women about taking counsel of their husbands, when they wanted to know of literary things.

So far the most practical effect of this state of affairs is that it puts a distinct ban on the higher education of girls. Young men won't educate themselves, and they flee from an educated girl, if they know her, as they would from the pestilence. As a matrimonial drawback, having cross eyes or a red head or a snub nose is nothing to the hoodoo that a college education is to a woman. No woman having a young girl coming to visit her would be indiscreet enough to mention that she was a graduate of Vassar, of Byrn Mawr or of Smith's for she would know that she could not drag young men to see her with wild horses if the rumor went abroad that the maiden was clever.

It has been repeatedly pointed out by the opponents of the higher education for women that college-bred women are not apt to marry. There are two good reasons for this. One of them is that no man wants to marry a woman who knows more than he does, and no woman wants to marry a man who knows less than she does. For say what you will, a wife yearns always to look up and not down, and no woman is so happy as she who sits at the feet of some man and believes him to be an inspired oracle—who thinks Kipling a great poet, because John speaks well of him, and does not believe Bacon wrote Shakespeare because John says he did not.

It may be said, and truly, that, after all, books are a small part of education. Many a man who knows nothing of books has a profound philosophy that he has gotten out of the conflict with others in the busy workaday world, a keen logic that he has derived from experiences and a mental depth and breadth and poise that few women ever achieve. He has the wide, free, bookless lore—the wisdom that the hills and fields and toiling men have brought him. This is the splendid, steel-ribbed structure of which the mental edifice is reared, but for all that it is gaunt and bare and unbeautiful unless it is adorned with the pictures and the frescoes and the sculpture—the poetry and the romance—of culture.

There can be no parting of the ways between the sexes. To be happy men and women must think the same thoughts, have the same ideals, speak the same tongue. The man who can not read aloud his favorite author to his wife and feel that she thrills to the same passage as he does, who does not know that she can finish the quotation that he begins, and that the half-spoken allusion calls up to her mind the same vision that it does to his, is a half-starved creature who has missed the best in life.

Once upon a time a delicate and sensitive man—artist and poet to his finger tips—told me, with an expression of concentrated bitterness that I shall

never forget, that his wife went to sleep when he tried to read the Rubaiyat to her, and in that one phrase he gave me, as he could not in a volume of complaints, a glimpse into the disappointment, the loneliness and lack of companionship between himself and the pretty foolish little creature he had married.

But if this is hard on men, it is doubly hard when the case is reversed and the woman lives in a world of books and thoughts and aspirations that her husband does not understand, and is ridiculed for her fineness. I have known a woman with undoubted literary power who had the flower of her genius crushed beneath her husband's brutal heel and who was mocked and glibed at because she dared to publish a little poem. Such a case is unusual, but there are thousands and thousands of women married to men who can not follow their thoughts, who are starving for some real companionship, and it is these women who now and then grow desperate, throw duty and prudence and honor to the wind and go off with some man whom they believe to be their affinity.

What will the end of this be? I believe that it will be a revival of letters and culture. For the past few years we have worshiped the golden calf simply and solely. If a man could make money it did not make any difference about his grammar. The only education that counted was the knowledge of how to pile up dollars, and it is the educated woman who is going to change all that. The bookish mother is going to see that her sons have a good education, and that they are as cultured and refined as her daughters. The man of the future will be more than a business man. He will be a "gentleman and a scholar," as the quaint old phrase has it, besides.

Dorothy Dix.

Made-Over Wedding Rings.

Have you had your wedding ring made over? No? Astonishing! Not to be cognizant of the new fad argues one's self—well, certainly not thoroughly up to date. And you, oh matron fair, fat and forty, with aspirations toward social leadership, are you violating fashion's latest mandate? Is there displayed upon the third finger of your left hand the broad golden memento of that occasion which occurred ten or fifteen years ago?

It was then your best beloved, taking your plump little hand in his, placed the ring thereupon, and, in consequence, "until death does ye part" acquired the joyous right to liquidate your gas bills.

Proud you may be of the evidence of your matrimonial fetters, but if that same evidence still retains its original proportions, do not, I pray you, jeopardize your reputation for correctness. With your precious circlet, hie, oh, hie you to the nearest jeweler, and, in obedience of the latest decree, have it meet the fate of a passee gown, and be "made over."

The dictatorial lady, to whom we all more or less bow the knee, has decreed that the broad solid band must be relegated to the realms of the past, and in its place be substituted a "curtain ring."

This appellation, as you doubtless will suppose, derives its cognomen from the similarity to a curtain ring. In point of fact, it is a facsimile in miniature. It is of exceedingly slender proportions and excessively thick in the center. It is not a comfortable ring to wear, as the sides, necessarily projecting, press into the soft flesh of the fingers.

This is especially noticeable after the gloves have been donned. However, this is a mere bagatelle to what the fair sex suffer daily for fashion's sake. What though a long lost friend, through sheer excess of cordiality, grasp your hands in a grip that would put a champion pugilist to the blush! What though the tears are made to start! What if the smile be strained! When that curtain ring is cutting almost to the bone, the proud consciousness of being thoroughly "smart" and up to date fully offsets the pain and proves a soothing panacea.

The idea of remodeling the ring originated with a prominent member of the four hundred. Desirous of wearing her wedding ring in connection with numerous other jeweled finger ornaments, she found the width inconvenient. The cost of remodeling varies according to the standing of the jeweler and the amount of gold required to be added in building out the center of the ring. The jeweler is also obliged to make allow-

ances for the waste. Then, again, in remodeling, the inscription which almost invariably accompanies a wedding ring, is completely obliterated. An additional cost is required to renew it.

Cora Stowell

So Different.

"Papa, how often do you have to get the carriage horse shod?"

"Oh, I don't know, Tommy. Whenever the coachman says the horse needs a new set of shoes I tell him to go to the blacksmith's and have them put on."

"How much does it cost when he has to have a new set?"

"I don't know. I leave all that to the coachman."

"Don't you ever ask him what's the reason the horse wears 'em out so fast?"

"Certainly not."

"Don't you ever make any fuss about the expense?"

"No. Why should I?"

(Pause.)

"Papa, I wish I was a horse."

1902 Souvenir Glassware

Engraved with the name of your town on each piece.

12 dozen articles for \$14.40.

HERE THEY ARE

20 cent Flyers
2 dozen 6 inch Vases
2 dozen Tumblers
2 dozen Wines

15 cent Flyers
2 dozen Salts and Peppers
2 dozen Hld Mugs
2 dozen Whiskeys

Cost \$14.40. Retail \$25.20. Profit \$10.80.

Could you ask for more? Our travelers will tell you all about it.

GEO. H. WHELOCK & CO., South Bend, Ind.

Can
not stand
still. Must
go forward
or back-
ward

Uneeda Biscuit

have
gone
forward.
They're
better now
than ever

NATIONAL BISCUIT COMPANY

The New York Market

Special Features of the Grocery and Produce Trades.

Special Correspondence.

New York, April 19—Coffee remains dull. Sales, as usual, have been only of small quantities, so far as the grocery trade is concerned, and, indeed, there is no reason why dealers should do otherwise than purchase from hand to mouth. Receipts of coffee at Rio and Santos since July 1 have aggregated 13,596,000 bags, against 9,659,000 bags at the same time last year. In store and afloat there are 2,339,574 bags, against 1,263,167 bags last year. Mild grades are selling in a moderate way. Good Cucuta is worth 8½c. East Indias are quiet.

Possibly there is a little better outlook in sugar than last week, but nothing approaching activity prevails. Orders are for small lots and both sides appear to be waiting. A turn must certainly come soon. Warmer weather will start things in this line.

There is a more cheerful undertone to the tea market, some little strength being shown in Pingsueys and country greens, but the tea market can stand a good deal more prosperity without going to pieces.

Rice is steady. There is no undue accumulation and, with a fair, steady demand, the situation favors the seller, although quotations have shown no advance. Prime to choice, 5@5½c.

Pepper is doing better right along. Other articles in the spice line are selling as well as might be expected at this season of the year. Quotations are practically unchanged.

Bakers are still taking more molasses than grocers and the condition of the market is firm and steady, especially for the better sorts. Syrups are meeting with fair request. Prime to fancy, 20@30c.

Jersey standard tomatoes, 3s, are worth \$1.37½@1.40 and are hard to find at any price. Quite an active trade has been done in futures. It seems that raising tomatoes is not what it used to be. Land will not produce such large crops as formerly and farmers are giving up the cultivation. Salmon prices opened at \$1.50, but many are disposed to regard this as too high in view of the rather large stock of old fish carried over. A dollar thirty-five is deemed high enough, and it is thought by some large dealers that no great amount of business can be done at \$1.50. Corn, peas, beans, vegetables—in fact, the whole line of goods in cans—are selling freely at well held prices.

In dried fruits, dullness characterizes the whole situation. This is disappointing, too, for usually a good trade is looked for at this time. It may spring up in a day, and anyway matters might be worse—have been, in fact, more than once.

Sicily lemons are worth \$2.30@2.70; Californias, \$2.30@3.10.

Oranges, California, \$2.75@4; Floridas, \$2@3.50@4.50.

The demand has been fairly active and quotations are generally firmly held. Bananas, pineapples and the rest are steady and unchanged.

Butter is decidedly a luxury, even "renovated" selling up to 31c. Best Western creamery, 33c; seconds to first, 30@32½c. Prices have reached a stage that will check consumption; in fact, there is already a disposition to use something as a substitute. Here is where oleo comes handy. Imitation creamery, 29@31c; Western factory, 26@29c.

Old cheese is becoming pretty well cleaned up in this market and quotation of 13½c is firmly adhered to and possibly exceeded in some cases. There is little call for new and arrivals are not large.

Receipts of eggs are going to refrigerators at a lively rate and somebody is certainly gathering golden eggs. Western storage are held at 17½c and regular pack 17½c. The demand has been active and what stock has been offered has been quickly taken at full quotations. Receipts Friday were 10,74

cases. No one prophesies an immediate fall in the price of eggs, but the present is, perhaps, a good time to sell.

Recent Changes Among Indiana Merchants.

Bloomfield—John Cornett, grocer, has taken a partner, the style now being Cornett & Killian.

Brazil—The style of the dry goods house of D. Hawkins & Co. has been changed to the D. Hawkins Co.

Bryant—L. King has discontinued the hardware business and retired from trade.

Buffalo—J. A. Aubry has removed his drug stock to Hammond.

Cornelius—Long & Merriman is the style of the new firm which succeeds Lewis Long in general trade.

Craig—Shaw & Crittenden, general merchandise dealers, have dissolved partnership. E. W. Shaw continues the business in his own name.

Dunlapville—A. A. Weeks has purchased the grocery stock of J. T. Gardner.

Fort Wayne—E. F. Zelt succeeds the Dewey Grocery Co. in the grocery business.

Indianapolis—Pasquire & Johnson, grocers, have dissolved partnership, Edgar E. Johnson succeeding.

Indianapolis—The Puritan Bed Spring Co. has increased its capital stock from \$10,000 to \$25,000.

Lebanon—D. W. Harmon has closed out his grocery stock and discontinued business.

Martinsville—Wilbite & Son succeed Wilbite & Shireman in the furniture business.

Montpelier—Paul Humrichause has sold his grocery stock and retired from trade.

Muncie—Walker Bros., who conducted a drug store here, have discontinued business.

Paoli—Osborn & Ham is the style of the new firm which succeeds Allen & Ham in the flour and coal business.

Richmond—The department store of A. W. Gregg has been discontinued.

Roachdale—Asa Gillen has purchased the grocery stock of W. D. Parker & Son.

Roachdale—Rich & Rice continue the harness business formerly conducted by W. H. Rich.

Salem—Wm. Rudder & Co. succeed Wm. Rudder in the drug business.

Union City—The boot and shoe firm of the Coddington & Lewis Co. has disposed of its stock and discontinued business.

Whitestown—S. R. Neese has sold his general stock and retired from trade.

Winchester—Fudge & Martin, meat dealers, have dissolved. A. S. Martin continues the business in his own name.

Windfall—Graham & Middletown succeed Graham & Graham in the mercantile business.

Worthington—Edward W. Ellingsworth, butcher, has sold out to W. H. Osborn.

Do You Want

The services of a prompt, reliable EGG HOUSE during the spring and summer to handle your large or small shipments for you?

Ship now to

L. O. Snedecor & Son,

Egg Receivers,

36 Harrison Street, N. Y.

Est. 1865. Reference N. Y. Nat. Ex. Bank.

SEEDS CLOVER, TIMOTHY, FIELD PEAS SEEDS

Send us your orders for seeds. Fill promptly.

MOSELEY BROS., GRAND RAPIDS, MICH.
26-28-30-32 OTTAWA ST.

WANTED

10,000,000 Dozen Fresh April Eggs. Guarantee top market and prompt returns.

Write or wire for further information.

GEO. N. HUFF & CO.,
55 CADILLAC SQUARE, DETROIT, MICH.

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

SEEDS { FIELD SEEDS GARDEN SEEDS

Our stocks are complete, quality the best, prices the lowest.

ALFRED J. BROWN SEED CO.

SEED GROWERS, MERCHANTS, IMPORTERS, GRAND RAPIDS, MICH.

SEND YOUR

BUTTER AND EGGS TO GRAND RAPIDS

And receive highest prices and quick returns.

C. D. CRITTENDEN, 98 South Division Street
Successor to C. H. Libby
Both Phones 1300

EGGS AND BUTTER

WANTED—We guarantee prompt returns and full market value for any shipment consigned, or if you prefer, will buy outright.

Reference: Fourth National Bank.

S. C. WOOLETT, - - GRAND RAPIDS, MICH.
673 MADISON AVE. CITIZENS PHONE 1294.

SHIP YOUR

BUTTER AND EGGS

TO

R. HIRT, JR., DETROIT, MICH.,
and be sure of getting the Highest Market Price.

EGGS WANTED

We want several thousand cases eggs for storage, and when you have any to offer write for prices or call us up by phone if we fail to quote you.

Butter

Scarce and wanted also.

WHELOCK PRODUCE CO.
106 SOUTH DIVISION STREET, GRAND RAPIDS, MICH.
Citizens Phone 3232.

Some of the Pleasures of Frog Hunting.

If the law against the taking of bass has not lifted a man may have some fun in April days with a rod, line, hook and piece of red flannel tied to it. If he prefers he may use a 22-calibre rifle for these are the days when the bullfrog sits upon the lily-pad, or old stump, with his hind-feet lying along his yellowish belly, and chants basso madrigals to the moon. Frog-fishing is a sport not commended to the sentimentalist because it is cruel, but there is no more to be said against frog-hunting than against any other form of taking wild life.

In fishing for the frog red flannel is used as bait because it is to him the prettiest thing in the world and as soon as he sees it he desires to possess it. The rag at the end of a ten-foot line attached to a long pole, is skittered upon the surface just as if a man were trying for a sleepy pickerel.

The frog may be near to the water's top or ten feet under. If the fluid be clear he will see the lure.

Rising within a yard of it, only his nose and small black eyes out of water, he surveys it eagerly and says, "Ah!" A couple of small strokes bring him within six inches of it and he says, "Oh!" Then he grabs it frantically, the hook enters his throat and he utters a short grunt of pain.

He does not understand the matter, nor realize that he is in deep trouble, until lifted from the water. Then he tears roughly at the line with his forearms and jerks his muscular thighs up and down in a vain effort to break away. He is soundless now, either because he can not croak, or is too busy, but tears form in his eyes and run down his cheeks as he is swung in toward the boat.

Really a frog so suspended bears some resemblance to a small child and is apt to get upon the nerves of the least hardened. Once within hand, however, a sharp crack upon the head allays his woes for all time. The hind legs are severed from the body, tossed into a bucket of cold water and fishing is resumed.

The small rifle is more humane. A BB cap is sufficient ammunition for it, although the 22-short gives greater range and is more accurate. Up to thirty feet, however, on a windless day the cap sends its tiny bullet correctly enough and has the advantage of making so little noise that other frogs are not frightened by it.

The hunter will wait until the sun has warmed the air thoroughly and will select a cloudless day with little air stirring. A day when the face of the lake or pond is like a mirror and the buds at the tops of tall trees do not stir is best. There is no chill to bother the trigger-finger and keep the frogs in the warmer water.

If the air be right they will come out for sunning about 11 o'clock in the forenoon and will remain for hours with the warm beams beating down upon their backs and not a drop of moisture upon their skins. Much of the time they pass in sleeping, occasionally half waking, uttering a drowsy, sonorous call and relapsing into unconsciousness.

They are wary, however, and he who wishes to fill his bucket with their toothsome limbs must approach them cautiously and keep his eyes skinned. It is marvelous how many big frogs a man will pass all within ten yards of him and plainly within view and never have a suspicion of their presence.

The first intimation received is a small grunt, then a splash, which means that the game has leaped three feet high and two yards out and is safe. A frog on a log, or a bare branch, or a lily pad, is distinct enough if the hunter knows how to look for it.

The bull frog full grown is a mark nearly as large as a man's fist. It is easy enough to hit. The science of frog-shooting lies in hitting the target in exactly the right spot. If this is not achieved the shot is worse than thrown away.

If the frog be shot squarely through the head it will remain motionless in general and may be retrieved easily. If struck through the body it will invariably leap, and leap far, going under and remaining there, since it will not rise although dead.

The head itself is not so large as a silver quarter of a dollar. This is not an exceedingly difficult mark at ten yards, but may be missed easily enough.

For successful frog-shooting a rifle is required which is not only accurate to a hair, but has sights as fine as can be made. For the front sight a small bead of ivory is better than any metal, and the rear sight should be simply a plain thin bar of steel without any notch in it. With a plain bar the front sight is caught much more readily than if one looks for it through the common V-shaped notch; and, if the frog be awake, quick shooting will be found necessary.

One may hunt frogs from the bank and shoot many of them if waders are used. Waders, however, are exceedingly hot and laborious, and some men not subject to rheumatism do not mind getting wet. These men, if they know enough, will wear woolen socks and shoes with large holes in them. If one is going to get wet the best thing to do is to get wet right away and have holes in the shoes so that the water may escape readily.

In a boat, however, the hunter will get more shots and consequently more frogs. With a light craft and a paddle he can slip quietly along, soundlessly, except for the boat's sides brushing against lilies or water weeds, and if he be alone in the boat he can stop in the knowledge that it will float steadily and he will not be jarred from his aim by a companion moving. He can also light his pipe and become just as lazy as the frogs which he is seeking to slay.

Of a still April morning, what with the shining of the sun on the mirror water, the drowsy wooing of half-awakened birds, the dull droning of faraway frogs, the sedative influence of tobacco, the heat, the loneliness and the sweet air, almost any man will be content with a half-bucket of legs; getting the other half will be entirely too much like work.—N. Y. Sun.

The man who goes all the gaits will become unhinged after awhile.

If You Want

intelligent activity in your behalf, ship your Butter, Eggs and Cheese to

Stephen Underhill,
Commission Merchant,
7 and 9 Harrison Street,
New York City.

Ship me your Fresh Butter and Eggs. Old established; thoroughly reliable; strong financially. Reference: Any Bank or Commercial Agency.

Onions Apples Honey

Our specialties this week are **Mediterranean Sweet Oranges** and **Messina Lemons**. Five cars just received. The finest fruit and packing we have seen this season. The quality is excellent and our prices are right. Send us your liberal orders. **The Vinkemulder Company**

14 and 16 Ottawa St., Grand Rapids

We want to buy your eggs; also potatoes.

JACOB HOEHN, JR.

Established 1864

MAX MAYER

HOEHN & MAYER

Produce Commission Merchants

295 Washington Street and 15 Bloomfield Street (op. West Washington Market), New York

SPECIALTIES:

DRESSED POULTRY, GAME AND EGGS

Stencils Furnished Upon Application

Correspondence Solicited

References—Irrving National Bank, New York County National Bank.

JOHN H. HOLSTEN, Commission Merchant

75 Warren Street,

New York City

Specialties: EGGS AND BUTTER.

Special attention given to small shipments of eggs. Quick sales. Prompt returns. Consignments solicited. Stencils furnished on application.

References: N. Y. National Ex. Bank, Irving National Bank, N. Y., N. Y. Produce Review and American Creamery.

EGGS

We are the largest receivers of eggs in this section. We have a large and growing demand for Michigan eggs and can handle all you can send. We guarantee prompt returns and full market value on all consignments. We have been established 35 years and have a reputation for honesty and fair dealing. We refer you to the Third National Bank of Baltimore or the Mercantile Agencies.

G. M. Lamb & Bro.

301 Exchange Place,
corner South Street,
BALTIMORE, Md.

C. N. RAPP & CO.

..Butter, Eggs and Poultry..

56 West Market and 135 Michigan Sts., Buffalo, N. Y.

Immediate sales and prompt returns. Highest market price guaranteed.

Village Improvement

The Church in the City Beautiful.
Written for the Tradesman.

If it is a peculiarity of the American republic to work by committees it is a peculiarly American feature to make that creature of the masses do all the work. Bother of any kind is intolerable and the easiest way out of it is to appoint a committee and, throwing upon it all the responsibility, leave it to work out its own salvation. If success follows, the public nods its wise head and complacently takes to itself the honors. If failure crowns the work the committee shoulders the blame and bears frown and reproof as best it may. In this respect the improvement society can take its place beside the school committee. Both are public benefactors, and as such are expected to give time and the best that is in them to the advancement of the public good. Having once elected the committee, home and society have done their duty and proceed at once to throw upon that body every responsibility that both can shirk. So the wayward boy, spoiled by a vicious hometraining, is pointed out as the result of a defective school system and the mudhole in the town's busiest street is nicknamed "the pride of the improvement society."

The redeeming feature of both organizations is the enthusiasm which can not be lessened or put down. Once a purpose has been fixed upon it is never lost sight of. In season and out of season the single aim is kept constantly in view and finally when jeers and contumely have done their work there stands the thing hoped for a realized fact. A certain city on the Western plains has made up its mind to be a credit to the great state of which it is the capital. With that end in view it "got up" its improvement society and with rare wisdom made the ladies of the city its members. The reasoning is based upon experience. If once a year we are turned out of house and home and for days if not for weeks there are turmoil and confusion from garret to cellar—the chaos to end in order and harmony—the same indomitable energy applied to the home exterior must bring about corresponding results. The ladies assumed the trust thus wisely committed to them and the city shows that they have been at work. They have had a recent meeting at which the progress made was reported.

The first fact presented is full of suggestion and recommendation: "The trustees of several down town churches have been seen relative to the improvement of church property. Upon suggestion from the committee the Ladies' Society of the First Baptist church has decided to beautify the unsightly corner at K and Fourteenth streets, where the grass has been worn off by passing diagonally to and from from the capitol. A bed of cannas will probably be placed on that corner." The ladies of that society in that city are to be commended for the easy—let us hope it was easy—success that came to them.

Among the earlier papers of this department it was stated that improvement societies must not be surprised if they do not find hearty co-operation among the churches in their community. The reasons may be as plenty as blackberries, but with them we have nothing to do. The fact is, it too often happens that the churches and their surroundings are not the models they

should be. Neglect is the leading feature. The buildings are run down. In hard times nobody has any money to lay out on the church property and in good times everybody is too busy, and the merciless sun and rain accomplish their purpose of destruction unhindered. So the trees, uncared for, die and stand begging for burial. So the warped shingles gather moss and rot, every one of them telling its pitiful story of the Christianity which in its decay it represents. The fence has got tired of standing and, if not already fallen, leans and sways with the wind. The leaves last fall were not raked up. The weeds last summer were not cut and the plank walk around the lot—the church stands on a corner—and the one leading from the street to the door are rotten and full of started nails, the only evidence anywhere that heaven is remembered and frequently and feelingly called upon by that congregation.

My readers either of town or country know that this is no work of the imagination. They know, too, that the indifference behind this neglect is the hardest feature to face and to overcome and if they do not the members of the improvement societies do, so that when the ladies of the society in question called upon the trustees of the several churches and got what they came for, for the asking, there was every reason for the congratulations that followed. That corner to be taken care of has long been an eyesore, the more so because of the utter needlessness of its existence. The society worshipping there are blessed with an abundance of this world's goods, many of them live in cultured homes and wonder at their indifference and, when "the bare spot" bristles with the canna's green leaves and bright blossoms, they will go home remembering with delight that "Solomon in all his glory was not arrayed like one of these."

The leading thought of the improvement society in appealing to the church trustees needs little explanation. The churches in most villages are so scattered that each building in the center of a circle takes in with its fellows the whole community, and with the beauty spots thus established, they who live within the charmed circumference are inclined to copy on their own possessions the model which the church affords. There is a town not far from this table that will serve as an apt illustration. Five years ago it was not a waste or a wilderness, but it was given up to weeds and neglect. The denominations were well represented and one was almost as bad as the other. Of course the village took its cue from these centers of modern civilization and a more unattractive place could not easily be found than that village of four thousand. When things were at their worst one of the clergymen died and was appropriately buried among the weeds in the graveyard. His successor in due time came and took charge of the ugliest church and the wholly-in-keeping parsonage. The first morning after preaching his first sermon with a vigor that laughed at "blue Mondays" he was out with hammer and nails and giving the community a lively instance of a charity that begins at home but does not end there. The fence came next. Then the trees became aware of the presence of a father in Israel and before the second Sunday came around he had preached in the parsonage doorway the liveliest, most practical sermon that lifeless village had ever listened to, and he did not take his text from the

Bible either. The village heard it and heeded it and by the time the summer had come, the rake and the pruning hook, with considerable resurrected determination, gave an impulse to the expiring town which has kept it flourishing to this very day.

In the same way the canna bed on the street corner will find more than one admirer in the capital city I have spoken of and, copied as it will be by those impressed with its beauty, will help to carry out the far-reaching idea which the ladies of that improvement society had in mind when they called upon the church trustees to mend their ways.

R. M. Streeter.

AWNINGS

FOR STORES AND HOUSES



TENTS, FLAGS AND COVERS.

We can save you money on your awnings as we carry a large stock of Cotton Ducks and Awning Stripes.

Directions for Measuring.

Measure 7½ feet from sidewalk—this is where frame fastens to building—then send distance 1 to 2, 2 to 3, 3 to 4 (see cut.) Upon receipt of same we will send samples and bottom prices.

CHAS. A. COYE,
11 and 9 Pearl St.,
GRAND RAPIDS, MICH.

The Finest The Newest The Latest

Designs in Wall Paper
are always in our
stock.

Our Paints Are Pure and Fresh

We carry the finest
line of Picture Mould-
ings in the city and
our Frame-makers are
experts.

A complete Artists'
Material Catalogue for
the asking.

C. L. Harvey & Co.

59 Monroe Street,
Grand Rapids, Mich.

Exclusively Retail.

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.

Commercial Travelers

Michigan Knights of the Grip
President, JOHN A. WESTON, Lansing; Secretary, M. S. BROWN, Saginaw; Treasurer, JOHN W. SCHRAM, Detroit.

United Commercial Travelers of Michigan
Grand Counselor, H. E. BARTLETT, Flint; Grand Secretary, A. KENDALL, Hillsdale; Grand Treasurer, C. M. EDELMAN, Saginaw.

Grand Rapids Council No. 131, U. C. T.
Senior Counselor, W. S. BURNS; Secretary, Treasurer, L. F. Baker.

Gripsack Brigade.

E. A. Sutor, who has represented Lautz Bros. & Co. in Michigan for the past four years, has removed to Buffalo, and will cover the territory between Buffalo and Rochester for the same house.

Owosso Times: This is L. D. Wilson's last week as traveling salesman for the wholesale grocery house of W. J. Gould & Co., Detroit. The house is going out of business. Mr. Wilson will re-enter D. M. Christian's employ.

James A. Morrison, who was city salesman for the Lemon & Wheeler Company and the Olney & Judson Grocer Co. for sixteen years, and for the past six years Vice-President of the Shields-Morley Grocer Co., of Colorado Springs, has severed his connection with that house to take the positions of Vice-President and General Manager of the Globe Copper Mining Co., of Laramie Co., Wyoming. Mr. Morrison is spending a couple of weeks in the city, visiting relatives and calling on old acquaintances.

Salesmanship as a Science.

Since salesmanship is really a science and a profession and is fast becoming recognized as such, salesmen as a class, should go at their work more scientifically. Take, for example, the case of a man who is selling some high class specialty. In most cases when he calls on a customer he begins his story wherever he happens to and goes through it in a sort of haphazard way. Not once in a hundred times does he cover all the strong points of his goods, and he is extremely likely to omit exactly the point which would have been strongest with the man he is talking to. There is only one logical and convincing way to tell any story or make any argument, and many of the best salesmen I know have gone so far as to write out exactly what they want to say to a customer and commit it to memory. To some people this may seem like a parrot-like performance, but it does not work that way in practice. At any rate every salesman would find it a good plan to write out his argument in the strongest way he can and then, if he does not memorize it, at least get firmly fixed in his mind the main points in the argument in their proper order.

Another thing. A first-class salesman does not let a customer interrupt him and throw him off the track. When a customer says, "Yes, but I think I can get a larger discount somewhere else," the up-to-date salesman answers, "Possibly. We'll talk about that in a minute. Just now I want to show you exactly how this gas engine or typewriter or automobile works," and goes ahead with his argument. If he stops to answer, he loses his stride, and may make a balk. If he keeps right on, he will finish and clinch his argument.

At any rate the customer will have all that strong points of the goods in his mind when the argument is completed, and minor objections will not then look so large to him.

So thoroughly do expert salesmen realize that they are engaged in one of the learned professions that I have known some of the most successful men in New York and elsewhere to take special courses in psychology, in logic, and even in elocution in order to prepare themselves for still greater successes. Several great firms which employ only experts have regular training schools for the men they employ to sell their goods in which these men spend sometimes months before they are allowed to go out into the field at all. These schools have regular text books prepared for their students, and expert professors of salesmanship are employed to lecture to them and to put them through practical demonstrations of their ability or lack of it.

Last Party of the Season.

Grand Rapids, April 21—Saturday evening, April 19, Grand Rapids Council No. 131, gave their last indoor party for this season, which was in the nature of a card party, twelve tables being required to keep all busy who wanted to play. The first prize for the ladies, which was a handsome bon bon dish, was awarded to Mrs. Henry Snitseler. Three ladies tied for highest honors—Mrs. Snitseler, Mrs. Franklin Pierce and Miss Cady—but in the draw Mrs. Snitseler won. W. S. Lawton scored the largest number of points among the gentlemen and took "first money" and everybody playing got consolation prizes. The committee in charge, J. H. Taylor, J. G. Benjamin and G. G. Watson, by their very able management brought to a close what has proved a very enjoyable series of parties and just as soon as the weather is warm enough outdoor picnics and excursions will be in order. Ja Dee.

One of the national anthems of the United States is the familiar hymn beginning, "My Country, 'Tis of Thee." It is sung on many important occasions and always to the same tune. It is said that a very distinguished company of musical historians will soon provide the familiar words with an unfamiliar tune especially built for the purpose. The Rhode Island branch of the Society of the Cincinnati is interested in the undertaking. The old words and the old hymn go best together. A new tune, however full of frills and melodious measures, will never be as popular as the old. This is one of the times when it would be best to let well enough alone.

The Warwick

Strictly first class.
Rates \$2 per day. Central location.
Trade of visiting merchants and traveling men solicited.

A. B. GARDNER, Manager.

Dinners

at the
Livingston Hotel
Grand Rapids

Especially Sunday dinners, the best in Western Michigan.

Who says so?

EVERYBODY; business men, traveling men, professional men, ladies, the leading citizens of Grand Rapids and vicinity all agree that the LIVINGSTON has taken the lead and is going to keep it.

The John G. Doan Company

Manufacturers' Agent
for all kinds of

Fruit Packages

Bushels, Half Bushels and Covers; Berry Crates and Boxes;
Climax Grape and Peach Baskets.
Write us for prices on carlots or less.

Warehouse, corner E. Fulton and Ferry Sts., Grand Rapids
Citizens Phone 1881.

"THE TRIUMPH" Fruit Jar Wrench

Fits any Mason Jar. Works both ways—opens and tightens the cover.



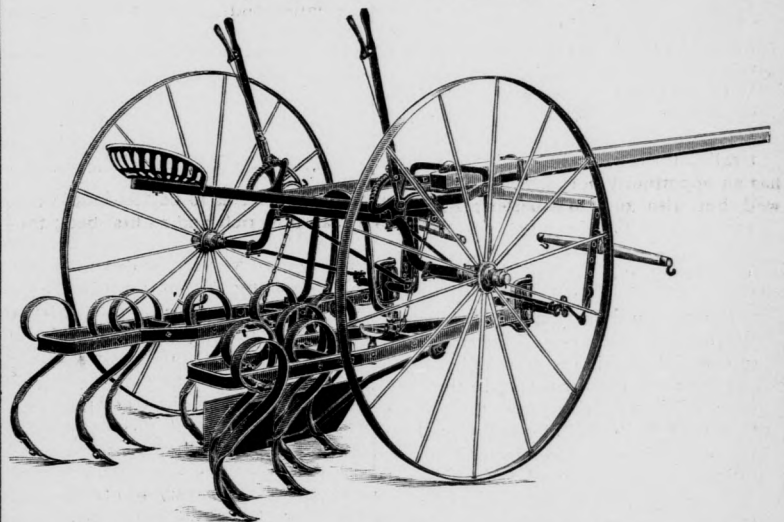
Durable, as it is stamped from steel and riveted together. Cannot break the jar or cover—this is the common fault with other wrenches. Housewives will buy the Triumph on sight. 50 per cent profit to dealers. Sold by grocery jobbers. Retail for 10c.

FORBES CHOCOLATE CO.

229-233 SHERIFF STREET, CLEVELAND, OHIO

You Can Add Many Dollars

to your profits this year by selling the



Reed Spring Tooth Cultivators

They give satisfaction and stay sold. Especially adapted for use among roots and snags and in stony land. Our spring teeth are practically unbreakable and better pulverizers than any other style made.

When fitted with the center gang, this tool does better work than any ordinary spring tooth harrow on the market.

We want good agents and will give ample, exclusive territory. Write for price and terms.

Reed Manufacturing Co.

Kalamazoo, Mich.

Drugs==Chemicals

Michigan State Board of Pharmacy

Term expires
HENRY HEIM, Saginaw - Dec. 31, 1902
WERT P. DOTY, Detroit - Dec. 31, 1903
JOHN D. MUIR, Grand Rapids - Dec. 31, 1905
ARTHUR H. WEBBER, Cadillac - Dec. 31, 1906
 President,
Secretary, HENRY HEIM, Saginaw.
 Treasurer, **W. P. DOTY, Detroit.**

Examination Sessions.

Star Island, June 16 and 17.
 Sault Ste. Marie, August 27 and 28.
 Lansing, November 5 and 6.

Mich. State Pharmaceutical Association.

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

Why Is the U. S. P. Collodion Often Too Thick?

At the last meeting of the Pennsylvania Pharmaceutical Association, Frederick T. Gordon answered the query: "The U. S. P. process for collodion often gives a product too thick for practical use. Is the fault in the gun-cotton or in the process?"

"A fair answer to the query," said Mr. Gordon, "would be that fault lies with the gun-cotton, for there are wide variations in quality in the commercial article offered. Unless the greatest care and skill are used in the manufacture there will result a mixture of the three nitrates of cellulose instead of the dinitro cellulose of the Pharmacopoeia, the soluble gun-cotton alone and because of this varying composition of his 'pyroxylinum' the druggist often has great trouble in preparing an acceptable collodion. There is also the question of decomposition to be considered, gun-cotton gradually decomposing, especially if not thoroughly freed from acids. Another point, and probably the most important one," continued Mr. Gordon, "is the peculiar behavior of gun-cotton solutions. From a certain batch of gun-cotton a collodion may be made that is almost jelly-like, yet when this is allowed to stand for some time it will gradually become fluid. I am informed by a prominent manufacturer that all of his collodion is aged at least six months before being sent out, and that he has no complaint from its being too thick unless the ether happens to evaporate. However, he uses a slightly greater proportion of alcohol than is called for by the U. S. P. formula, claiming that this gives a more limpid preparation. With this slight increase in alcoholic strength, the U. S. P. formula yields good results if a gun-cotton that is practically all dinitro cellulose is used, with the reservation that there sometimes comes a batch that will only get the proper consistency through age."

Concerning the Coloration of Carbolic Acid.

Recent investigations by Walther indicate that the cause of the reddening of carbolic acid is the ozone or hydrogen peroxide of the air acting in the presence of iron, derived from the glass of bottles or the "tin" of containers. Like the coloration of resorcin and hydroquinone, this reddening is the effect of the two substances, iron and hydrogen peroxide, acting together; the latter is formed from the slow oxidation of the iron (in bottles or in the substance itself) in the presence of air and moisture. Several experiments have been made by Frederick T. Gordon (Proceedings Pennsylvania Pharmaceutical Association) to corroborate this theory. A carbolic acid free from iron gave a marked reaction for the metal after being kept in green glass bottles for six months, and this acid, once pure white, is now a deep

red color. Five cubic centimeters (portions) of iron-free and white carbolic acid were placed in bottles and the following tests made: No. 1 in a green glass bottle, coated inside with paraffin and tightly corked, remained white after two months' standing; another five cubic centimeters in the same kind of bottle, uncoated and uncorked, became of a light red color in the same time. Five cubic centimeters acid in an iron-free bottle, with two drops of iron sulphate solution, became red in three days; another sample with five drops of peroxide of hydrogen, became red in a few hours. An iron-free acid in a paraffin-coated bottle with five drops of peroxide of hydrogen, remained white; but when a tiny bit of iron wire was dropped in, a red color appeared in about ten days. Mr. Gordon concluded that to prevent the reddening of carbolic acid, it must be free from iron and be kept in iron-free containers (bottles coated inside thickly with paraffin are very good), and kept tightly corked. Exposure to light seems to bleach reddened crystals. If red crystals are melted and the first crystallization separated, this will often give a white acid.

The Drug Market.

Opium—Continues dull and another decline is noted. The growing crop will be a large one and lower prices will probably rule for some time to come.

Morphine—New York and Malinckrodt have declined 5c per oz.

Quinine—New York costs 2c above P. & W. and German brands, but is being sold at the same price.

Acetanilid—Is firm at recent advance.

Grain Alcohol—Is very firm, on account of the high price of corn. An advance is expected.

Cod Liver Oil—The import cost in large quantities to-day is said to be \$31 per barrel of 30 gallons. Higher prices will rule during the coming year.

Insect Powder—Best brands have been advanced 2c per pound since the first of the year. Price will probably remain the same during the balance of the season.

Oil Bergamot—Has declined, on account of large stocks.

Oil Sassafras—Is very firm and tending higher.

Oil True Cedar Leaf—Is very scarce and has advanced.

Short Buchu Leaves—Are dull and lower.

Linseed Oil—Has advanced 1c per gallon, on account of higher price for seed.

Cough Syrup Display.

Make as elaborate a window display of the product as facilities will permit. Pile the preparation high in the window; attach a placard with the name and price of the article plainly and neatly written. On the pavement close to the curb set a large packing case; on each of its four sides print, in large, black letters, "Smith's Honey of Horehound and Tar," or whatever may be the title of the preparation displayed. The greater percentage of the people who pass the store will look at that packing case, read the inscription and instinctively glance in the window. Far more definite results can be realized from an advertisement of this description than from a commonplace sign. If a red lantern be placed on top of the case after dark, a curiosity will be aroused that will result in the sale of some cough syrup. Joseph Hostelley.

Widows know too much to let on they know anything.

American Ginseng in China.

The demand for American ginseng root, according to the U. S. Consul at Hong Kong, is much greater than the supply. The ginseng root is as indispensable to the well-to-do Chinese as is their rice. The growth of the ginseng trade has been marked in recent years, and higher prices are now being paid by dealers than ever before. Hong Kong is the distributing center for ginseng. The root is prepared there for the market. The skin is cleaned and smoothed by a special process, sorted out in equal sizes, put up in neat boxes of various capacities, according to quality, and re-exported to all the consuming districts in China. The bulk of the shipment goes to the northern parts, such as Shanghai, Hankan, Tien-tsin and Che-fu, although a fair proportion finds its way to Canton and the coast ports, Amoy, Swatow and Fuchu; also to Formosa and other markets where there are Chinese.

The average value of American ginseng annually received at Hong Kong is about \$763,300 to \$808,200. The value of the Chinese ginseng annually imported is estimated at about \$44,900. The importation of Korean ginseng root is valued at about \$359,200 a year. The price varies according to quality. The wild, dried American root, as imported at Hong Kong may be classified into three grades, generally known to the trade as "fair," "good" and "extra" or "selected." The present values of these grades is respectively \$4.05, \$5.25 and \$6.18 per pound after deducting charges, trade discount, selling and guarantee commissions.

Caffeine as a Carbolic Antidote.

Reasoning from the fact that caffeine is added to phenacetin to prevent respiratory and circulatory depression, Dr. G. A. Ferraby tried hypodermic injections of caffeine in a case of carbolic acid poisoning. The patient, a young man, was deeply comatose and markedly cyanotic, but a hypodermic injection of 2½ grains of caffeine dissolved in water with the aid of sodium salicylate improved his condition in about an hour. After another injection the patient recovered consciousness and was able to speak. The stomach had previously been washed out, but Dr. Ferraby thinks the caffeine had a considerable influence in combating the tonic effects of the phenol and cresols absorbed.

Salt as an Antidote to Strychnine.

An observant friend tells me that he has frequently seen the lives of dogs saved from strychnine poisoning by the use of large doses of common salt—this after the dog was in spasms. He first saw some boys recovering a dog that had been treated to a dose of strychnine by the police. The method used was to fill the dog's mouth with a big handful of salt and wash it down with water from an old tin can. The dog soon straightened out and was all right. Is it a chemical antidote or does it cause elimination of the poison by creating an active exosmosis? Who knows? Who has made the same observation? Does it apply to the human family?

Alkaloid.

To Destroy Moss on Fruit Trees.

Every second year scrub the trunk of the tree affected with a stiff brush dipped in strong brine. This not only kills the mosses and lichens, but the insects that make their habitat there, and their eggs and larvae as well.

It's Like

Throwing money to the birds paying a fabulous price for a soda apparatus when our

\$20 FOUNTAIN

Will do the business just as well. Over 10,000 in use. No tanks, no charging apparatus required. Makes finest Soda Water for one-half cent a glass. Send address for particulars and endorsements.

Grant Manufacturing Co., Inc.
 Pittsburg, Pa.

FIREWORKS

Flags and
 Celebration Goods for

July 4th

Public
 Displays
 a Specialty

Our line will be shown
 by our travelers,

A. W. Stevenson
 Wm. H. Vaughan

and, as usual, will be

The Largest in Michigan

Many new and popular novelties and all the staples. Place your orders early and get your share of the plums. We solicit your orders for

Fishing Tackle, Sporting Goods,
 Hammocks and School Supplies

FRED BRUNDAGE
 Wholesale Druggist, Muskegon, Mich.

SEE OUR WALL PAPERS

before you buy. We show the best patterns that the fifteen leading factories make. Our showing is not equaled. Prices lower than ever. A card will bring salesman or samples.

HEYSTEK & CANFIELD CO.
 Grand Rapids, Mich.
 The Michigan Wall Paper Jobbers.

PARIS GREEN LABELS

The Paris Green season is at hand and those dealers who break bulk must label their packages according to law. We are prepared to furnish labels which meet the requirements of the law, as follows:

100 labels, 25 cents
 200 labels, 40 cents
 500 labels, 75 cents
 1000 labels, \$1.00

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

TRADESMAN
 COMPANY,
 GRAND RAPIDS, MICH.

WHOLESALE DRUG PRICE CURRENT

Advanced—Oil Cedar.

Declined—N. Y. Morphia, Mal. Morphia, Oil Bergamont.

Acidum		Conium Mac.		Sellae Co.	
Aceticum	62 8	Copaiba	1 15 2 25	Tolutan	50 50
Benzoleum, German.	70 75	Cubebae	1 30 2 35	Prunus virg.	50 50
Boracic	43 45	Erigeron	1 00 2 10	Tinctures	
Carbolicum	24 29	Gaultheria	2 00 2 10	Aconitum Napellis R	50 50
Citricum	3 5	Geranium, ounce	75 75	Aconitum Napellis F	50 50
Hydrochlor.	3 5	Hedeoma	1 50 2 00	Aloes	50 50
Nitrosum	12 14	Juniper	1 50 2 00	Aloes and Myrrh	50 50
Oxalicum	50 53	Lavendula	1 50 2 00	Arnica	50 50
Phosphoricum, dil.	13 15	Limonia	1 50 2 00	Aurant Cortex	50 50
Salicylicum	1 10 2 20	Mentha Piper.	1 50 2 00	Piper Nigra	50 50
Sulphuricum	38 40	Mentha Verid.	1 50 2 00	Piper Alba	50 50
Tartaricum	38 40	Morruha, gal.	1 50 2 00	Plix Burgun.	50 50
Ammonia		Myrcia	4 00 4 50	Plumbi Acet.	50 50
Aqua, 16 deg.	4 6	Olive	75 3 00	Purvis Ipecac et Opi	50 50
Aqua, 20 deg.	6 8	Picis Liquida	10 12	Pyrethrum, boxes H.	50 50
Carbonas	13 15	Picis Liquida, gal.	35 35	& P. D. Co., doz.	50 50
Chloridum	12 14	Ricina	1 00 2 06	Pyrethrum, pv.	50 50
Aniline		Rosmarini	1 00 2 00	Quassia	50 50
Black	2 00 2 25	Rosa, ounce	6 00 6 50	Quinla, S. P. & W.	50 50
Brown	80 2 00	Succini	40 45	Quinla, S. German.	50 50
Red	45 50	Sabina	1 50 2 00	Quinla, N. Y.	50 50
Yellow	2 50 3 00	Santal	2 75 7 00	Rubia Tinctorum	50 50
Baccae		Sassafras	55 60	Saccharum Lactis pv	50 50
Cubebae, po. 25	22 24	Sinapis, ess., ounce	6 65	Saccharum	50 50
Juniperus	6 8	Tigil	1 50 2 10	Sanguis Draconis	50 50
Xanthoxylum	1 70 1 75	Thyme	40 50	Sapo, W.	50 50
Balsamum		Thyme, opt.	1 60	Sapo M.	50 50
Copaiba	50 55	Theobromas	15 20	Sapo G.	50 50
Peru	2 00	Potassium		Miscellaneous	
Terabin, Canada	60 65	Bi-Carb.	15 18	Aether, Spts. Nit. F	30 35
Tolutan	45 50	Bichromate	13 15	Aether, Spts. Nit. 4 F	34 38
Cortex		Bromide	52 57	Alumen	24 30
Ables, Canadian.	18	Carb	12 15	Alumen, gro'd., po. 7	30 40
Cassia	12	Chlorate, po. 17@19	16 18	Annatto	40 50
Cinchona Flava	30	Cyanide	34 38	Antimon, po.	40 50
Euonymus atropurp.	30	Iodide	2 30 2 40	Antimoniet Potass T	40 50
Myrica Cerifera, po.	20	Potassa, Bitart. pure	28 30	Antipyrin	20 25
Prunus Virgin.	18	Potassa, Bitart. com.	7 10	Antifebrin	20 25
Quillala, gr'd.	12	Potass Nitras, opt.	6 8	Argenti Nitras, oz.	10 12
Sassafras, po. 15	12	Potass Nitras	23 26	Arsenicum	10 12
Ulmus, po. 18, gr'd	20	Prussiate	15 18	Balm Gilead Buds	1 65 1 70
Extractum		Sulphate po.	15 18	Calcium Chlor., 18.	10 12
Glycerhiza Glabra	24 25	Radix		Calcium Chlor., 1/4s.	10 12
Glycerhiza, po.	23 25	Aconitum	20 25	Calcium Chlor., 1/4s.	10 12
Hamatox, 15 lb. box	11 12	Althae	30 33	Cantharides, Rus. po	10 12
Hamatox, 18.	13 14	Anchusa	10 12	Capsici Fructus, af.	10 12
Hamatox, 1/4s.	14 15	Arum po.	25 30	Capsici Fructus, po.	10 12
Hamatox, 1/4s.	16 17	Calamus	20 40	Capsici Fructus B, po.	10 12
Ferru		Gentiana, po. 15	12 15	Caryophyllus, po. 15	12 14
Carbonate Precip.	15	Glycerhiza, pv. 15	16 18	Carmine, No. 40	3 00
Citrate and Quinla	2 25	Hydrastis Canaden.	7 75	Cera Alba	55 60
Citrate Soluble	75	Heilebore, Alba, po.	12 15	Cera Flava	40 42
Ferrocyanidum Sol.	15	Inula, po.	18 22	Coccus	40 45
Solut. Chloride	2	Ipecac, po.	3 60 3 75	Cassia Fructus	30 35
Sulphate, com'l, by	80	Iris plox, po. 35@38	35 40	Centraria	10 15
bbl, per cwt.	7	Malapa, pr.	25 30	Cetaceum	45 50
Sulphate, pure	7	Maranta	25 30	Chloroform	50 60
Flora		Podophyllum, po.	22 25	Chloroform, squibbs	1 10
Arnica	15 18	Rhel	75 1 00	Chloral Hyd Crst.	1 35 2 00
Anthemis	22 25	Rhel, cut.	1 25	Chondrus	20 25
Matricaria	30 35	Rhel, pv.	75 1 35	Cinchonidine, P. & W	38 48
Folia		Spigella	35 38	Cinchonidine, Germ.	38 48
Barosma	30 40	Sanguinaria, po. 15	18	Cocaine	4 55 4 75
Cassia Acutifol, Tin-	20 25	Serpentaria	50 55	Corks, list, dis. pr. ct.	75 75
nevely	25 30	Senega	60 65	Creosotum	40 45
Cassia Acutifol, Alx.	25 30	Smilax, officinalis H.	10 12	Creta, prep.	9 11
Salvia officinalis, 1/4s	12 20	Smilax, M.	10 12	Creta, precip.	9 11
Uva Ursi	8 10	Sellae	10 12	Creta, Rubra	25 30
Gummi		Symplocarpus, Foeti-	25 30	Crocus	25 30
Acacia, 1st picked	45 65	us, po.	25 30	Cudbear	64 80
Acacia, 2d picked	45 65	Valeriana, Eng. po. 30	15 20	Cupri Sulph.	70 100
Acacia, 3d picked	45 65	Valeriana, German.	15 20	Dextrine	70 100
Acacia, sifted sorts.	45 65	Zingiber a	14 16	Emery, all numbers.	8 8
Acacia, po.	45 65	Zingiber j.	25 27	Emery, po.	8 8
Aloe, Barb. po. 18@20	12 14	Semen		Ergota	80 90
Aloe, Cape, po. 15	12 14	Anisum, po. 18	13 15	Flake White	12 15
Aloe, Socotri, po. 40	12 14	Apium (graveleons).	4 6	Galla	23 25
Ammoniac	55 60	Bird, is.	4 6	Gambler	80 90
Assafetida, po. 40	25 30	Carul, po. 15	10 11	Gelatin, Cooper	35 60
Benzoinum	50 55	Cardamon	1 25 1 75	Glassware, flint, box	75 75
Catechu, is.	13 15	Cardamon	1 25 1 75	Less than box	70 70
Catechu, 1/4s.	13 15	Cassia	1 25 1 75	Glue, brown	11 13
Catechu, 1/4s.	13 15	Cassia	1 25 1 75	Glue, white	15 25
Camphora	64 69	Cassia	1 25 1 75	Glycerina	174 25
Euphorbium, po. 35	40 45	Cassia	1 25 1 75	Grana Paradisi	25 25
Galbanum	40 45	Cassia	1 25 1 75	Humulus	25 25
Gamboge	80 85	Cassia	1 25 1 75	Hydrarg Chlor Cor.	100 110
Gualacum, po. 35	40 45	Cassia	1 25 1 75	Hydrarg Ox Rub'm	100 110
Kino	30 35	Cassia	1 25 1 75	Hydrarg Ammoniat	100 110
Mastic	40 45	Cassia	1 25 1 75	Hydrarg Unguentum	100 110
Myrrh, po. 40	45 50	Cassia	1 25 1 75	Hydrargyrum	100 110
Opil, po. 4.40@4.30	3 20 3 25	Cassia	1 25 1 75	Ichthyobolla, Am.	65 70
Shellac	35 45	Cassia	1 25 1 75	Indigo	75 100
Shellac, bleached	40 45	Cassia	1 25 1 75	Iodine, Resubl.	3 40 3 60
Tragacanth	70 1 00	Cassia	1 25 1 75	Iodoform	3 60 3 85
Herba		Cassia	1 25 1 75	Lupulin	65 70
Absinthium, oz. pkg	25	Cassia	1 25 1 75	Lycopodium	65 70
Eupatorium, oz. pkg	25	Cassia	1 25 1 75	Macle	65 70
Lobelia, oz. pkg	25	Cassia	1 25 1 75	Liquor Arsen et Hy-	25 25
Majorum, oz. pkg	25	Cassia	1 25 1 75	drarg Iod.	25 25
Mentha Pip. oz. pkg	25	Cassia	1 25 1 75	Liquor Potass Arsnit	100 110
Mentha Vir. oz. pkg	25	Cassia	1 25 1 75	Magnesia, Sulph.	20 3
Rue, oz. pkg	25	Cassia	1 25 1 75	Magnesia, Sulph, bbl	14 14
Tanacetum V oz. pkg	25	Cassia	1 25 1 75	Manna, S. F.	50 50
Thymus, V. oz. pkg	25	Cassia	1 25 1 75		
Magnesia		Cassia	1 25 1 75		
Calcined, Pat.	55 60	Cassia	1 25 1 75		
Carbonate, Pat.	18 20	Cassia	1 25 1 75		
Carbonate, K. & M.	18 20	Cassia	1 25 1 75		
Carbonate, Jennings	18 20	Cassia	1 25 1 75		
Oleum		Cassia	1 25 1 75		
Absinthium	7 00 7 20	Cassia	1 25 1 75		
Amygdala, Dulc.	50 60	Cassia	1 25 1 75		
Amygdala, Amara.	8 00 8 25	Cassia	1 25 1 75		
Anisi	1 60 1 65	Cassia	1 25 1 75		
Aurant Cortex	2 40 2 50	Cassia	1 25 1 75		
Bergamit	2 40 2 50	Cassia	1 25 1 75		
Calipputi	80 85	Cassia	1 25 1 75		
Caryophyll.	75 80	Cassia	1 25 1 75		
Cedar	80 85	Cassia	1 25 1 75		
Chenopadi	2 75	Cassia	1 25 1 75		
Cinnamoni	1 00 1 10	Cassia	1 25 1 75		
Citronella	35 40	Cassia	1 25 1 75		

Drugs

We are Importers and Jobbers of Drugs,
Chemicals and Patent Medicines.

We are dealers in Paints, Oils and
Varnishes.

We have a full line of Staple Druggists'
Sundries.

We are the sole proprietors of Weath-
erly's Michigan Catarrh Remedy.

We always have in stock a full line of
Whiskies, Brandies, Gins, Wines
and Rums for medical purposes
only.

We give our personal attention to mail
orders and guarantee satisfaction.

All orders shipped and invoiced the same
day received. Send a trial order.

Hazeltine & Perkins
Drug Co.
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

Standard Tubs and Pails
Cable Tubs and Pails
Spring Wheat Flour
Rolled Oats

DECLINED

Italian Prunes
Grits

Index to Markets

By Columns

A	Col.
Akron Stoneware.....	15
Alabastine.....	1
Ammonia.....	1
Axle Grease.....	1
B	
Baking Powder.....	1
Bath Brick.....	1
Bluing.....	1
Brooms.....	1
Brushes.....	1
Butter Color.....	1
C	
Candles.....	14
Canned Goods.....	2
Catsup.....	3
Carbon Oils.....	3
Cheese.....	3
Chewing Gum.....	3
Chicory.....	3
Chocolate.....	3
Clothes Lines.....	3
Cocoa.....	3
Cocanut.....	3
Cocoa Shells.....	3
Coffee.....	3
Condensed Milk.....	4
Coupon Books.....	15
Crackers.....	5
Cream Tartar.....	5
D	
Dried Fruits.....	5
F	
Farinaceous Goods.....	5
Fish and Oysters.....	13
Fishing Tackle.....	6
Flavoring Extracts.....	6
Fly Paper.....	6
Fresh Meats.....	6
Fruits.....	14
G	
Gelatine.....	6
Grain Bags.....	7
Grains and Flour.....	7
H	
Herbs.....	7
Hides and Pelts.....	13
I	
Indigo.....	7
J	
Jelly.....	7
L	
Lamp Burners.....	15
Lamp Chimneys.....	15
Lanterns.....	15
Lantern Globes.....	15
Licorice.....	7
Lye.....	7
M	
Meat Extracts.....	7
Molasses.....	7
Mustard.....	7
N	
Nuts.....	14
O	
Oil Cans.....	15
Olive.....	7
P	
Pickles.....	7
Pipes.....	7
Playing Cards.....	8
Potash.....	8
Provisions.....	8
R	
Rice.....	8
S	
Saleratus.....	9
Salt Soda.....	9
Salt.....	9
Salt Fish.....	9
Seeds.....	9
Shoe Blacking.....	9
Snuff.....	9
Soap.....	9
Soda.....	9
Spices.....	9
Starch.....	9
Stove Polish.....	9
Sugar.....	11
Syrups.....	10
T	
Table Sauce.....	12
Tea.....	11
Tobacco.....	11
Twine.....	12
V	
Vinegar.....	12
W	
Washing Powder.....	13
Wickling.....	13
Woodenware.....	13
Wrapping Paper.....	13
Y	
Yeast Cake.....	13



AXLE GREASE
doz. gross
Aurora.....55 6 00
Castor Oil.....50 7 00
Diamond.....50 4 25
Frazer's.....75 9 00
IXL Golden, tin boxes 75 9 00

BAKING POWDER
Egg
1/4 lb. cans, 4 doz. case.....3 75
1/2 lb. cans, 2 doz. case.....3 75
1 lb. cans, 1 doz. case.....3 75
5 lb. cans, 1/2 doz. case.....8 00

JAXON
10 size.....90
1/4 lb. cans 1 35
6 oz. cans 1 90
1/2 lb. cans 2 50
3/4 lb. cans 3 75
1 lb. cans 4 80
3 lb. cans 13 00
5 lb. cans 21 50

BATH BRICK
American.....70
English.....80

BLUING
Arctic, 4 oz. ovals, per gross 4 00
Arctic, 8 oz. ovals, per gross 6 00
Arctic 16 oz. round per gross 9 00

JENNINGS
CONDENSED PEARL
BLUING

2

CANNED GOODS

Apples

3 lb. Standards.....1 10
Gallons, standards.....3 25

Blackberries

Standards.....80

Beans

Baked.....1 00@1 30
Red Kidney.....75@ 85
String.....70
Wax.....70

Blueberries

Standard.....90

Brook Trout

2 lb. cans, Spiced.....1 90

Clams

Little Neck, 1 lb.....1 00
Little Neck, 2 lb.....1 50

Clam Bouillon

Burnham's, 1/2 pint.....1 92
Burnham's, pints.....3 60
Burnham's, quarts.....7 20

Cherries

Red Standards.....80
White.....1 00

Corn

Fair.....80
Good.....85
Fancy.....1 00

French Peas

Sur Extra Fine.....22
Extra Fine.....19
Fine.....15
Moyen.....11

Gooseberries

Standard.....90

Hominy

Standard.....85

Lobster

Star, 1/2 lb.....2 15
Star, 1 lb.....3 60
Picnic Tails.....2 40

Mackerel

Mustard, 1 lb.....1 75
Mustard, 2 lb.....2 80
Soused, 1 lb.....1 75
Soused, 2 lb.....2 80
Tomato, 1 lb.....1 75
Tomato, 2 lb.....2 80

Mushrooms

Hotels.....18@20
Buttons.....22@25

Oysters

Cove, 1 lb.....85
Cove, 2 lb.....1 55
Cove, 1 lb Oval.....95

Peaches

Pie.....1 65@1 85
Yellow.....1 65@1 85

Pears

Standard.....1 00
Fancy.....1 25

Peas

Marrowfat.....1 00
Early June.....1 00
Early June Sifted.....1 60

Plums

Plums.....85

Pineapple

Grated.....1 25@2 75
Sliced.....1 35@2 55

Pumpkin

Fair.....95
Good.....1 00
Fancy.....1 10

Raspberries

Standard.....1 15

Russian Caviar

1/4 lb. cans.....3 75
1/2 lb. cans.....7 00
1 lb. can.....12 00

Salmon

Columbia River, talls.....@ 85
Columbia River, flats.....@ 80
Red Alaska.....1 30@1 40
Pink Alaska.....1 00@1 15

Shrimps

Standard.....1 50

Sardines

Domestic, 1/4.....3 1/2
Domestic, 1/2.....3 1/2
Domestic, Mustard.....11@14
California, 1/4.....17@24
French, 1/4.....7@14
French, 1/2.....18@28

Strawberries

Standard.....1 25
Fancy.....1 25

Succotash

Fair.....95
Good.....1 00
Fancy.....1 20

Tomatoes

Fair.....1 25
Good.....1 30
Fancy.....1 35
Gallons.....8 60

3

CARBON OILS

Barrels

Rocone.....@11
Perfection.....@10
Diamond White.....@ 9
D. S. Gasoline.....@12 1/4
Deodorized Naphtha.....@10 1/4
Cylinder.....29 @34
Engine.....19 @22
Black, winter.....9 @10 1/4

CATSUP

Columbia, pints.....2 00
Columbia, 1/4 pints.....1 25

CHEESE

Aome.....2@13 1/4
Amboy.....2@13 1/4
Elsie.....@13
Emblem.....@ 2
Gem.....@ 2
Gold Medal.....@13
Ideal.....@ 2
Jersey.....2@13 1/4
Riverside.....@13
Brick.....14@15
Edam.....@20
Leiden.....@17
Limburger.....13@14
Pineapple.....50@75
Sap Sago.....19@20

CHEWING GUM

American Flag Spruce.....55
Beeman's Pepsin.....60
Black Jack.....60
Largest Gum Made.....60
Sen Sen.....60
Sen Sen Breath Perfume.....1 00
Sugar Loaf.....55
Yucatan.....55

CHICORY

Bulk.....5
Red.....12
Eagle.....4
Frank's.....6 1/2
Schener's.....6

CHOCOLATE

Walter Baker & Co.'s.....23
German Sweet.....23
Premium.....31
Breakfast Cocoa.....46
Belle Isle.....20
Vienna Sweet.....21
Vanilla.....28
Premium.....31

CLOTHES LINES

60 ft. 3 thread, extra.....1 00
72 ft. 3 thread, extra.....1 40
90 ft. 3 thread, extra.....1 70
60 ft. 6 thread, extra.....1 29
72 ft. 6 thread, extra.....1 50

Cotton Victor

50 ft.....95
60 ft.....95
70 ft.....1 10

Cotton Windsor

50 ft.....1 20
60 ft.....1 40
70 ft.....1 65
80 ft.....1 85

Cotton Braided

40 ft.....55
50 ft.....70
70 ft.....80

Galvanized Wire

No. 20, each 100 ft long.....1 90
No. 19, each 100 ft long.....2 10

COCOA

Cleveland.....41
Colonial, 1/4.....35
Colonial, 1/2.....33
Epps.....42
Huyler.....45
Van Houten, 1/4.....20
Van Houten, 1/2.....20
Van Houten, 1/4.....40
Van Houten, 1/2.....40
Webb.....41
Wilbur, 1/4.....42

COCOANUT

Dunham's 1/4.....26
Colonial, 1/4 and 1/2.....26 1/2
Dunham's 1/4.....27
Dunham's 1/2.....28
Bulk.....13

COCOA SHELLS

20 lb. bags.....2 1/2
Less quantity.....3
Pound packages.....4

COFFEE

Roasted

Special Combination.....15
French Breakfast.....17 1/2
Lemon, Mocha & Java.....21
Old Gov't Java and Mocha.....24
Private Estate, Java & Mocha.....27
Supreme, Java and Mocha.....27
F. M. C. brands

Mandehling.....30 1/2
Purity.....28
No 1 Hotel.....28
Monogram.....26
Special Hotel.....21
Parkerhouse.....23
Honolulu.....17
Fancy Maracaibo.....16
Maracaibo.....13
Porto Rican.....15
Marexo.....11 1/2

4

Dwinell-Wright Co.'s Brands.



White House, 1 lb. cans.....

White House, 2 lb. cans.....

Excelsior, M. & J. 1 lb. cans.....

Excelsior, M. & J. 2 lb. cans.....

Tip Top, M. & J., 1 lb. cans.....

Royal Java.....

Royal Java and Mocha.....

Java and Mocha Blend.....

Boston Combination.....

Ja-Vo Blend.....

Ja-Mo-Ka Blend.....

Distributed by Olney & Judson

Gro. Co., Grand Rapids, C. El-

lott & Co., Detroit, B. Desen-

berg & Co., Kalamazoo, Symons

Bros. & Co., Saginaw, Jackson

Grocer Co., Jackson, Meisel &

Goeschel, Bay City, Fielbach

Co., Toledo.

Teller Coffee Co. brands

No. 9.....8 1/2

No. 10.....9 1/2

No. 12.....12

No. 14.....14

No. 16.....16

No. 18.....18

No. 20.....20

No. 22.....22

No. 24.....24

No. 26.....26

No. 28.....28

Belle Isle.....20

Red Cross.....24

Colonial.....26

June.....28

Koran.....14

Delivered in 100 lb. lots.

Rio

Common.....8

Fair.....9

Choice.....10

Fancy.....15

Santos

Common.....8

Fair.....9

Choice.....10

Fancy.....15

Peaberry

11

Maracaibo

Fair.....13

Choice.....16

Mexican

Choice.....13

Fancy.....17

Guatemala

Choice.....13

Java

African.....12

Fancy African.....17

O. G.....25

P. G.....31

Mocha

Arabian.....21

Package

New York Basis.....

Arbuckle.....10 1/4

Dillworth.....10 1/4

Jersey.....10 1/4

Lion.....10 1/4

McLaughlin's XXXX.....10

McLaughlin's XXXX sold to

retailers only. Mail all orders

direct to W. F. McLaughlin &

Co., Chicago.

Extract

Valley City 1/4 gross.....75

1 1/2 gross.....1 15

Hummel's full 1/4 gross.....85

Hummel's tin 1/4 gross.....1 43

CONDENSED MILK

4 doz in case.....

Gall Borden Eagle.....5 95

Crown.....5 90

Daisy.....4 70

Champion.....4 25

Window Dressing

Practical Tips For Progressive Window Trimmers.

In order to be practical and progressive and to keep up with the times, it is almost imperative to keep a record of any useful hint you may observe. To do this it is a very great help to have a vest pocket note book, in which you may write, at the time, an odd formation, a pleasing combination of color, a new unit for display, or anything which may become useful in the future. It only takes a moment to do this. It is time expended to save future time and worry. An earnest, hard working trimmer will take thinking spells sometimes under the most unlikely conditions; an odd idea will get into his head, he elaborates it, builds it up into a swell window for future use, stows it away in his think box, and forgets all about it, if he is not wise enough to make a memorandum of it in his note book.

It is the hardest thing imaginable to think out something strictly original, be it a mechanical display or otherwise, so that when you do get something new, send it in, to be of use to others, after you have shown it, of course; do not hide it away; by the time you want it again it will be out of date, or some other fellow may get up the same thing only better, therefore be first with the idea and let others only improve it.

Of all the variously designed cards exhibited, none can compare as a business card, it is my experience, with the old style white card plainly and neatly lettered in black. Beyond all question, in the experience of the oldest card writers, they are the most effective, having a certain telling effect which can not be obtained in anyway by the so-called artistic or combination card.

A really artistic card takes too long to make and requires an equipment seldom if ever carried by the card writer for business houses. The card writers, usually very young, aspiring men, try to show all they know, and their ability as paint mixers on each card, generally with a very disparaging result, detrimental to the good taste of the store, of which the window is a strong indication.

They are also offensive to people of refined taste and to those who are color educated or color sensitive. Card writers who are color educated, or who have the color instinct seldom produce a card of this nature.

Artistic, elaborate or expensively gotten up cards are not called for in the case of a window card and are entirely out of place as a business proposition, nor is a window card usually required as a decoration or to decorate a window. Its business is simply to tell the story, and to do this in the easiest and quickest manner it should be perfectly plain, simple, neat, properly spaced and brief—qualities not easily put in a card by an unskilled writer.

Pictorial cards, in the nature of caricatures or having grotesque figures thereon, are vulgar, a cheap bid for attention, not compatible with a progressive house, the window trim being a reflection of the store and its management. It is very seldom indeed that anything but the plain statement ought to go on a card, when it should be of the most conservative nature or design.

I find that invariably for a neat and effective business card, the experienced writer will turn to black and white, with the best results. It is undisputed that black letters on a white card can be eas-

12

Jolly Tar	38
Old Honesty	44
Toddy	34
J. T.	38
Piper Heldsick	63
Boot Jack	81
Jelly Cake	36
Plumb Bob	32
Honey Dip Twist	39

Smoking

Hand Pressed	40
Ibex	28
Sweet Core	36
Flat Car	35
Great Navy	37
Warpath	27
Bamboo, 8 oz.	29
Bamboo, 16 oz.	27
1 X L, 5 lb. pails	27
1 X L, 16 oz. pails	31
Honey Dew	37
Gold Block	37
Flagman	41
Chips	34
Klin Dried	22
Duke's Mixture	38
Duke's Cameo	40
Myrtle Navy	40
Yum Yum, 1 lb. oz.	38
Yum Yum, 1 lb. pails	38
Cream	37
Corn Cake, 2 1/2 oz.	24
Corn Cake, 1 lb.	22
Plow Boy, 1 1/2 oz.	40
Plow Boy, 3 1/2 oz.	39
Peerless, 3 1/2 oz.	34
Peerless, 1 1/2 oz.	35
Indicator, 2 1/2 oz.	28
Indicator, 1 lb. pails	31
Col. Choice, 2 1/2 oz.	21
Col. Choice, 8 oz.	21

TABLE SAUCES

LEA & PERRINS' SAUCE	
The Original and Genuine Worcestershire	
Lea & Perrin's, large	3 75
Lea & Perrin's, small	2 50
Halford, large	3 75
Halford, small	2 25
Salad Dressing, large	4 55
Salad Dressing, small	2 75

TWIN

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

VINEGAR

Malt White Wine, 40 grain	8
Pure Cider, B. & B. brand	11
Pure Cider, Red Star	12
Pure Cider, Robinson	12
Pure Cider, Silver	12

WASHING POWDER

Diamond Flake	2 75
Gold Brick	3 25
Gold Dust, regular	3 95
Gold Dust, 5c.	3 75
Kirkoline, 24 lb.	3 75
Pearline	2 65
Soapine	2 45
Soapine	3 80
Babbitt's 1776	2 75
Roseline	3 00
Armour's	3 70
Nine O'clock	3 35
Wisdom	3 80

Rub-No-More

Rub-No-More	3 50
Scourine	3 50

WICKING

No. 6, per gross	20
No. 1, per gross	25
No. 2, per gross	35
No. 3, per gross	55

WOODENWARE

Baskets	
Bushels	85
Bushels, wide band	1 15
Market	30
Splint, large	6 00
Splint, medium	5 00
Splint, small	4 00
Willow Clothes, large	5 50
Willow Clothes, medium	5 00
Willow Clothes, small	4 75
Bradley Butter Boxes	
2 lb. size, 24 in case	72
3 lb. size, 16 in case	68
5 lb. size, 12 in case	63
10 lb. size, 6 in case	60
Butter Plates	
No. 1 Oval, 250 in crate	45
No. 2 Oval, 250 in crate	50
No. 3 Oval, 250 in crate	55
No. 5 Oval, 250 in crate	65
Churns	
Barrel, 5 gals., each	2 40
Barrel, 10 gals., each	2 55
Barrel, 15 gals., each	2 70
Clothes Pins	
Round head, 5 gross box	45
Round head, cartons	62
Egg Crates	
Humpty Dumpty	2 25
No. 1, complete	29
No. 2, complete	18
Faucets	
Cork lined, 8 in.	38
Cork lined, 9 in.	65
Cork lined, 10 in.	85
Cedar, 8 in.	60

13

Mop Sticks	
Trojan spring	90
Eclipse patent spring	85
No. 1 common	75
No. 2 patent brush holder	85
12 lb. cotton mop heads	1 25
Ideal No. 7	90

Falls

2-hoop Standard	1 40
3-hoop Standard	1 60
2-wire, Cable	1 50
3-wire, Cable	1 70
Cedar, all red, brass bound	1 25
Paper, Eureka	2 25
Fibre	2 40

Toothpicks

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

Traps

Mouse, wood, 2 holes	22
Mouse, wood, 4 holes	45
Mouse, wood, 6 holes	70
Mouse, tin, 5 holes	65
Rat, wood	80
Rat, spring	75

Tubs

20-inch, Standard, No. 1	6 00
18-inch, Standard, No. 2	5 00
16-inch, Standard, No. 3	4 00
20-inch, Cable, No. 1	6 50
18-inch, Cable, No. 2	6 00
16-inch, Cable, No. 3	5 00
No. 1 Fibre	9 45
No. 2 Fibre	7 95
No. 3 Fibre	7 20

Wash Boards

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

Window Cleaners

12 in.	1 65
14 in.	1 85
16 in.	2 30

Wood Bowls

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

WRAPPING PAPER

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

YEAST CAKE

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

FRESH FISH

White fish	92 8
Trout	82 8
Black Bass	102 11
Hallbut	10 16
Ciscoes or Herring	2 5
Bluefish	12 12
Live Lobster	20 20
Boiled Lobster	22 22
Cod	10 10
Hadlock	10 10
No. 1 Pickerel	8 8
Pike	7 1/4
Perch	5 5
Smoked White	1 1
Red Snapper	10 1/2
Col River Salmon	12 1/2
Mackerel	15 15

Oysters

Can Oysters	
F. H. Counts	40
F. S. D. Selects	33
Selects	27
Bulk Oysters	
Counts	1 75
Extra Selects	1 60
Selects	1 40
Standards	1 20

HIDES AND PELTS

Hides	
Green No. 1	6 1/4
Green No. 2	6 1/4
Cured No. 1	7 1/4
Cured No. 2	7 1/4
Calfskins, green No. 1	9 1/4
Calfskins, green No. 2	7 1/4
Calfskins, cured No. 1	10 1/4
Calfskins, cured No. 2	9 1/4
Pelts	
Old Wool	50 21 00
Lamb	15 30
Shearings	10 20

Tallow

No. 1	2 5
No. 2	2 5
Washed, fine	20 20
Washed, medium	23 23
Unwashed, fine	12 1/2
Unwashed, medium	16 1/2

CANDIES

Stick Candy	
Standard	7 1/4
Standard H. H.	7 1/4
Standard Twist	8 1/4
Cut Leaf	9 1/4
Jumbo, 32 lb.	7 1/4
Extra H. H.	10 1/4
Boston Cream	10 1/4
Beet Root	8 1/4

14

Mixed Candy

Grocers	6 1/4
Competition	7 1/4
Special	7 1/4
Conserve	7 1/4
Royal	8 1/4
Ribbon	9 1/4
Broken	8 1/4
Cut Leaf	8 1/4
English Rock	9 1/4
Kinderarten	9 1/4
Bon Ton Cream	9 1/4
French Cream	10 1/4
Dandy Pan	10 1/4
Hand Made Cream	10 1/4
Crystal Cream mix.	13 1/4

Fancy-In Pails

Champ, Crys. Gums	8 1/4
Pony Hearts	15 1/4
Fairy Cream Squares	12 1/4
Fudge Squares	12 1/4
Peanut Squares	9 1/4
Sugared Peanuts	11 1/4
Salted Peanuts	12 1/4
Starlight Kisses	10 1/4
San Blas Goodies	12 1/4
Lozenges, plain	9 1/4
Lozenges, printed	10 1/4
Choc. Drops	11 1/4
Eclipse Chocolates	13 1/4
Quintette Choc.	14 1/4
Victoria Chocolate	15 1/4
Gum Drops	5 1/4
Moss Drops	9 1/4
Lemon Sours	9 1/4
Imperial	9 1/4
Ital. Cream Opera	12 1/4
Ital. Cream Bonbons	12 1/4
20 lb. pails	12 1/4
Molasses Chews, 15 lb. pails	13 1/4
Golden Waffles	12 1/4

Fancy-In 5 lb. Boxes

Lemon Sours	25 1/4
Peppermint Drops	25 1/4
Chocolate Drops	25 1/4
H. M. Choc. Drops	25 1/4
H. M. Choc. Lt. and	25 1/4
Dk. No. 12	25 1/4
Gum Drops	25 1/4
Licorice Drops	25 1/4
Lozenges, plain	25 1/4
Lozenges, printed	25 1/4
Imperial	25 1/4
Molasses	25 1/4
Cream Bar	25 1/4
Molasses Bar	25 1/4
Hand Made Creams	25 1/4
Cream Buttons, Pep.	25 1/4
and Wint.	25 1/4
String Rock	25 1/4
Wintergreen Berries	25 1/4

Caramels

Clipper, 20 lb. pails	9 1/4
Standard, 20 lb. pails	10 1/4
Perfection, 20 lb. pails	12 1/4
Amazoon, Choc. Cov'd	15 1/4
Korker 2 for 1c pr bx	55 1/4
Big 3, 3 for 1c pr bx	55 1/4
Dukes, 2 for 1c pr bx	60 1/4
Favorite, 4 for 1c, bx	60 1/4
AA Cream Car's 3 lb	50 1/4

FRUITS

Oranges	
Florida Russett	2 1/4
Florida Bright	2 1/4
Fancy Navel	2 1/4
Extra Choice	2 1/4
Late Valencia	2 1/4
Seedlings	2 1/4
Medt. Sweets	3 50
Jamaicas	2 1/4
Rodi	2 1/4

Lemons

Verdell, ex fcy 300	2 1/4
Verdell, fcy 300	2 1/4
Verdell, ex chco 300	2 1/4
Verdell, fcy 360	2 1/4
Cal Lemons, 300	2 1/4
Messinas 300s	3 50
Messinas 360s	3 50

Bananas

Medium bunches	1 50
Large bunches	2 00

Foreign Dried Fruits

Fig	
California, Fancy	2 1/4
Cal. pkg, 10 lb. boxes	2 1/4
Extra Choice, Turk.	2 1/4
10 lb. boxes	2 1/4
Fancy, Turk., 12 lb. boxes	2 1/4
Pulled, 6 lb. boxes	2 1/4
Natural, in bags	2 1/4

Figs

Figs in 10 lb. boxes	2 1/4
Figs in 60 lb. cases	2 1/4
Hallow	5 1/4
lb. cases, new	4 1/4
Sals, 60 lb. cases	4 1/4

NUTS

Almonds, Tarragona	16 1/4
Almonds, Ivica	16 1/4
Almonds, California	15 1/4
soft shelled	15 1/4
Brazils	10 1/4
Walnuts	13 1/4
Walnuts, soft shelled	12 1/4
California No. 1	11 1/4
Table Nuts, fancy	13 1/4
Pecans, Med	13 1/4
Pecans, Ex. Large	13 1/4
Pecans, Jumbos	14 1/4
Hickory Nuts per bu.	14 1/4
Ohio, new	23 1/4
Cocanuts, full socks	23 1/4
Chestnuts, per bu.	15 1/4
Peanuts	5 1/4
Fancy, H. P., Suns	6 1/4
Fancy, H. P., Suns	6 1/4
Roasted	6 1/4
Choice, H. P., Extras	6 1/4
Choice, H. P., Extras	6 1/4
Roasted	6 1/4
Span. Shld No. 1 n'w	5 1/4

15

STONEWARE

Butters

1/2 gal., per doz.	48
1 to 6 gal., per gal.	5 1/4
8 gal. each	48
10 gal. each	60
12 gal. each	72
15 gal. meat-tubs, each	1 12

iest read at a distance, anyone can observe the fact. The white card reflects all the rays of light that strike it, while the black (if perfect black) absorbs them all and reflects none. Here then is the very best contrast of color, just what we want. This perfect contrast gives the sharpest outline to the letters, which makes them easily read, a very great advantage if at a distance, or if read by one with impaired or old sight, and there are very many such.

The lettering should be perfectly plain, preferably something in general use, or, in other words, a standard letter.

About the best to be found is the upper and lower case "Romans," such as newspapers use in the body of the paper. No other letters are so easily read, their very general use makes them so, and they are so from the fact of their lower half being most distinct. This is the part of the letter invariably seen by the retina of the eye. Take a line of newspaper print and cover the lower half with a sheet of note paper having a straight edge and try to read the upper half—now cover the upper half and read the lower half, noting the difference.

If it should be necessary to introduce other colors on the card, they should be kept subservient to the lettering and in harmony with the surrounding colors. For this purpose the aquarelle colors in pans are admirable, or water simply tinted with body colors, yet showing no body, will give the best effects. Let me add also that all shading or scroll effects, according to their color value mark the general effectiveness of the card. Note the distance of their effective range or the distance at which they can be read and the difference between the photographs of a plain card and the same card shaded, etc. As it is with the camera so it is with the eye.

Just another point, all colors which show a glazed or varnished surface ought to be avoided. The glaze reflects light very strongly, oftentimes making white patches, as it were, on the letter face. Opaque colors are the only proper colors for paper signs. The observation of long experience teaches that these colors are the best, quickest, cleanest and easiest to use; they are also the cheapest in every way.—Wm. M. Conran in Apparel Gazette.

New Process of Preserving Butter.

The researches of Fehling have established the fact that gum-arabic and its concentrated solutions are not fermentable. Emile de Meulemeester, of Brussels, Belgium, has found by numerous experiments that, by mixing powdered gum-arabic with butter in the requisite proportions for absorbing the water, the butter can be kept for a long period without becoming rancid. If a small quantity of salt be added the butter will preserve its aroma. This method of procedure is objectionable because it requires too large a proportion of gum-arabic and because the gum should be free from impurities. It is difficult to procure pure gum in large quantities, and its price would speedily become prohibitive if the consumption were large. In order to obviate these disadvantages M. de Meulemeester proceeds in the following manner: Raw gum-arabic is dissolved in water and the solution filtered to remove the impurities. The filtered solution is then mixed with the butter and the excess of liquid contained in the mixture is finally extracted.

April Bargains in GLASSWARE

We were the originators of the assortment plan, and the fact that we have since sold more low priced glassware than any other three houses in the country indicates that merchants generally have become convinced that there is better satisfaction and bigger profits in handling these assortments than in selling the straight line. Send us a trial order from this page and see if you are not convinced—as others have been—that our goods are the best and our prices the lowest.

Our "SENSATION" Assortment of 5-Cent Leaders.

You Can Advertise Yourself and Make a Profit by Offering This Rare Collection "Your Choice for 5 Cents."



C107XJ—Twenty of the most staple sellers in crystal glass, all in bright attractive patterns and well finished. Although offered as a 5-cent assortment, more than half of them retail regularly for 10 cents.

Assortment Comprises 1-2 Doz. Each of the Following:

Extra Large and Brilliant Sugar Bowl and Cover—Large Handled and Footed Milk or Cream Pitcher—7½-inch Extra Large Flanged Butter Dish and Cover—Large Footed Spoonholder—4-inch Deep Footed Comport—7½-inch Deep Oval Pickle Dish—5½-inch Serpentine Flower Vase—5½-inch Deep Handled Bonbon or Olive Dish—7-inch Round Scalloped Edge Plate—4½-inch Deep Bonbon or Utility Dish—Large and Shapely Goblet—5¼x5¼ Extra Heavy Square Deep Table Dish—Large Handled and Footed Mug—8½x4½ Large Oval Utility Dish—Medium Size Brilliant Wine Glass—6¼-inch Extra Deep Round Bowl—4½-inch Extra Deep Footed Bonbon Dish—4½-inch High Footed Comport—6¼-inch Round Deep Table Dish—5½-inch Tall Footed Flaring Flower Vase, Beautiful Prism Panel Pattern. (Total 10 dozen in bbl. Bbl. 35c.) Per dozen, 36c

These are but fair examples of the prices quoted in our April catalogue. Our three houses are full of bargains, which cannot be duplicated elsewhere. Our catalogue—J406—will tell you all about them. Send for it. It is yours for the asking.

Our "LATEST YET" Table Set Assortment.

Two bouncing big sets as 25-cent Bargain Day Leaders.



C526XJ—Not the small ones usually sold at this price, but both extra large full size sets. Assortment comprises 12 sets each of two entirely new and brilliant patterns, both footed and well finished. Total 24 sets in bbl. (Bbl. 35c.) Per set, 15½c

"SPECIAL" LEMONADE OR ICED TEA TUMBLER.

A big 5-cent leader and a profit payer.

C634XJ—Capacity about 12-oz., medium heavy bottom, long flat flute, neat mold bands. Size most universally used for lemonade, iced tea, etc. 6 doz in case. (Case 30c.) Per dozen, 27c

Our "Six Panel" CRYSTAL & GOLD VASE.

A new and shapely 10-center.

C142XJ—Ht. 6¼-in., rich panel design in new cut pattern fancy wide foot, scalloped flaring top, panels and edge elaborately decorated in burnt-in gold. Easily worth 15 cents—a rare bargain at a dime. 1 doz. in box, no package charge. Per dozen, 75c

Our "SURE THING" NEST EGG.

An exceptionally low price is here named.

C126XJ—Most natural of all nest eggs. Heavy opal glass. "Firsts." Safely packed. 1 doz. in spaced box. Per dozen, 14c Case of 1 gross (no pkg. charge) \$1.60 gross.

"CUT DIAMOND" SAUCE DISH.

An exceptional 3c bargain.

C160XJ—Round shape, diameter 4½ inches, brilliant genuine cut glass pattern, extra deep, scalloped edge. 1 doz. in box. Per dozen, 22c

BUTLER BROTHERS 230 to 240 ADAMS STREET CHICAGO

WE SELL AT WHOLESALE ONLY.

SENT ON APPROVAL!



THE STAR PEANUT VENDING MACHINE

For automatically selling salted shelled peanuts. Operates with a cent and is perfectly legitimate. It is attractive and lucrative—not an experiment, but actual facts from actual results. Handsomely finished, and will increase your sales at large profit. Try it; that's the test! My circular gives full description and brings price and terms. Shall I send it to you?

Manufactured by

W. G. HENSHAW, Kalamazoo, Mich.

All Kinds of Solid

PAPER BOXES

All Kinds of Folding

Do you wish to put your goods up in neat, attractive packages? Then write us for estimates and samples.

GRAND RAPIDS PAPER BOX CO.

GRAND RAPIDS, MICHIGAN

Box Makers

Die Cutters

Printers

Unfortunate Decision by the Michigan Supreme Court.

The rights of a person who does not travel on the same train with a trunk which he has checked as baggage are surprisingly limited in the recent Michigan case of Marshall vs. Pontiac, Oxford & Northern Railroad Company. The court holds that, if he purchased the ticket for the sole purpose of checking baggage, with the intention of himself going to the place of destination in a private conveyance, the carrier could be held liable for the baggage only as a gratuitous bailee and, therefore, was not responsible, in the absence of gross negligence, if the trunk was stolen from its baggage room. In these days when baggage is very frequently sent on a train other than that on which the passenger rides it is somewhat startling to be told, in the language of the court in this case, that "baggage implies a passenger who intends to go upon a train with his baggage and receive it upon arrival of the train at the end of the journey." If that was ever true, it has certainly ceased to be true, for it is an everyday occurrence that railroad companies, either for their own convenience or for the convenience of a passenger by train, carry his trunk on an earlier or later train. In fact, their time tables expressly say that certain trains which carry passengers will not take baggage, and that this must go by other trains. The court says that a baggage master has no authority or right to check baggage for any other than a passenger and, therefore, if the purchaser of the ticket had disclosed to the baggage master the fact that he intended not to go upon the train, but to travel by his private conveyance, "he would have been refused the check." It is, of course, impossible to say that no baggage master would ever refuse to check baggage under such circumstances; but it is not easy to believe that any baggage master or any railroad official would decline to check a trunk on a ticket regularly purchased, merely because he knew that the company would not have to carry its owner also.

The reason of the matter seems plain under the modern customs of transportation. When a person buys a railroad ticket, by common understanding it gives him two privileges: First, to ride as a passenger on the train; second, to have his baggage checked and transported. To hold that he must necessarily avail himself of both privileges in order to have either does not seem reasonable. The waiver of one privilege or right under a contract does not imply the waiver of another and distinct right or privilege. If the transportation of the baggage were, in the nature of things, so intimately connected with the transportation of the passenger that the railroad company's obligation with respect to the baggage would be made more onerous by the passenger's failure to ride on the train, there would be good reason for holding that such failure on his part might reduce the company's liability for the baggage; but no one can contend that such is the case.

The present custom of checking and carrying baggage is very different from the old practice of allowing a passenger by stage to take his luggage along with him under his own eye, without having obtained any check for it. Now the passenger gets a check for his baggage. It is taken under the carrier's exclusive control and severed from the owner for the purpose of transportation as utterly as if it belonged to another passenger.

It is put in a car beyond the owner's reach and beyond his sight. He has no authority over it. It is not in his custody. He could not get to it if he would, and, so far as the company's care of it is concerned, he might as well be nonexistent until the destination is reached. Of course, the carrier is entitled to have the baggage called for and taken away within a reasonable time after it reaches destination, but this right is no less because the passenger travels on the same train, or no greater if he does not. In any event the liability as carrier changes to a liability as warehouseman after a reasonable time to claim the baggage. When passenger transportation was chiefly by stage and the baggage constantly under the passenger's eye, there might have been some reason in holding that the passenger must accompany his baggage, but for modern railroad transportation the necessity of the passenger's traveling with his baggage, if it exists, must be based, not on reason, but upon precedents that have outlived the reasons which created them.

The authorities relied upon by the Michigan court for this decision do not sustain it. The first one is the case of The Elvira Harbeck, 2 Blatchf. 336. This was the case of baggage not checked as such, but which was left behind by a passenger on a vessel and taken by a later vessel, which gave a receipt or bill of lading for it. The United States District Court held that this baggage was carried gratuitously, but this decision was reversed by the Circuit Court on the ground that the carrier was entitled to reasonable freight money and to a lien therefor, and therefore the vessel was held liable for the loss of the baggage. So far from supporting the Michigan decision, this case, to the extent that it is pertinent, is opposed to it, and holds the carrier liable for the loss. Another authority cited is that of Wilson vs. Railway Company, 56 Me. 60. But neither was this a case of baggage regularly checked for a person who did not go with it. It was a case in which the owner went forward without his baggage and made no arrangement for its transportation. Two or three days afterward someone brought his trunk to the station, and, on representing that the owner had previously gone over the road, the trunk was taken and sent forward, but no check was given for it and nothing was said with respect to its being considered as baggage. The trunk was lost. A judgment against the railroad company was reversed on exceptions to instructions in 56 Me. 60. After another trial the case was again passed upon in 57 Me. 138, where the court held that it made no difference whether the parcel carried was a trunk or a barrel of flour; that there was no evidence of any agreement to carry it as baggage. The case was disposed of as one for the transportation of freight, and the owner was held to be under an implied obligation to pay for carrying it, and the railroad company was held liable for its loss. This case also is therefore an authority, so far as it is pertinent, not in support of, but against, the Michigan decision. These are the only cases which the court cites that involved any question of liability for carrying baggage without a passenger.

The high respect paid to the decisions of the Supreme Court of Michigan makes this decision unfortunate, and emphasizes the need of showing the error therein, if any, before it is followed

by other courts. Not even the decision of so eminent a court can make it appear reasonable to hold that baggage regularly checked on a ticket bought and paid for is transported by the carrier as a gratuitous bailee merely because the owner does not ride with it—especially when it is a common practice to carry them on different trains. The court, without going into any elaborate argument on the reason of the matter, seems to have felt bound by the precedents cited, but these were certainly misinterpreted.—Case and Comment.

A remarkable fact about the British debt is that it has practically all been contracted in connection with wars. In the twenty years preceding the outbreak of the Transvaal war there were only three years when the exchequer's receipts fell below disbursements. Great Britain is still paying interest to the amount of more than \$100,000,000 annually on debt created during the wars with Napoleon.

You must catch your hare before you can cook for him.

Business Wants

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

BUSINESS CHANCES.

FOR SALE CHEAP—MOSLER SAFE, NEW; weight, 3,500 pounds; fire proof. Address R. G. Burlingame, Niles, Mich. 433

WANTED—TO SELL OR EXCHANGE for stock of general merchandise two stores, 50 feet front, 70 feet long, at Shelby, Mich., right in the center of the business portion and Oceana fruit belt; will give any one a bargain. Write me at once. Box 618, Shelby, Mich. 428

FOR SALE—A GOOD OPPORTUNITY for a stock and dairy farm, situated eight miles from Marquette, four miles from Negaunee, Marquette county, Michigan, on the D. S. & A. Railway. Good markets; the best of water; buildings and railway station on the property. F. W. Read & Co., Marquette, Mich. 427

FOR SALE—IMPROVED FARM for stock of general merchandise. John W. Curtis, Whittemore, Mich. 434

WE HAVE TO OFFER ONE OF THE best localities for a planing mill in Southern Michigan; no opposition. This will best be investigating. Address Meyers & Deville, Hudson, Mich. 432

WANTED—A GOOD PRACTICAL HOTEL man to build and run a hotel in a hustling country town. Assistance will be furnished in the form of a cash bonus or a stock company. Address No. 431, care Michigan Tradesman. 431

A GENERAL STOCK IN THE BEST farming community in Michigan for sale; no old goods; the price right to the right man for cash; a money maker. Reason for selling, poor health. Address No. 430, care Michigan Tradesman. 430

FOR SALE—40 ACRE FRUIT FARM in Oceana county, five miles from Shelby; good buildings, well, etc.; will take good second hand sausage chopper and gasoline engine as part payment. W. H. Griffin, Shelby, Mich. 426

FOR SALE—SMALL, WELL-PAYING DRUG store, \$1,200; in a good town in Eaton county, Michigan; excellent surrounding country; very little competition. Reason for selling, business elsewhere. Address No. 425, care Michigan Tradesman. 425

FOR SALE—A WELL-ESTABLISHED retail and wholesale queensware business; sales \$22,000 per year; will inventory about \$7,000; also nice residence near electric car line; best business point in the State. For further information write F. M. Smith, Pine Bluff, Ark. 422

FOR SALE—GRANDFATHER CLOCK (photo). Box 309, Westerville, Ohio. 419

FOR SALE—LARGE GRAIN ELEVATOR; doing profitable business; can be paid for from profits by responsible parties; owner unable to give same personal attention; might sell half interest. Address H. S., care Michigan Tradesman. 418

FOR SALE—A CLEAN STOCK OF STAPLE groceries in a flourishing railroad town of 3,500 inhabitants; complete stock and fixtures; will go at a great sacrifice. Reason for selling, death of proprietor. Address C. H. Hoffman, Executor, 715 Michigan Trust Building, Grand Rapids, Mich. 416

FOR SALE—COUNTRY STORE AND dwelling; general stock, doing good business. J. B. Adams, Frost, Mich. 420

FOR SALE OR RENT—GOOD COUNTRY store and dwelling combined; also good horse barn; in the very best of fruit and farming section; situated on railroad, telephone office and postoffice. If you wish good place it will pay you to investigate. Reason for selling or renting, other business. For particulars address J., care Michigan Tradesman. 414

FOR SALE CHEAP—TUFTS' 20 SYRUP soda fountain, with all appurtenances. Will sell cheap. Address Bradford & Co., St. Joseph, Mich. 311

TO RENT—FIVE STORES IN A NEW modern block to be erected and ready for occupancy in September, in the most central location in the city of Flint. There is not a vacant store in the city at present. Address F. H. Rankin, Sec'y. 408

FOR SALE—214 SHELDON STREET, GRAND Rapids, Michigan, ten room house; lot 67 foot front. Enquire of J. M. Stanley, 200 Sheldon street. 406

FOR SALE—STOCK OF GENERAL MER-chandise in thriving town of Lum; profitable business; postoffice in connection; a good chance to make money. Address Box 120, Lum, Mich. 405

FOR SALE—A LIVE UP-TO-DATE CROCK-ery and house furnishing store in Sault Ste. Marie, the best and busiest city in the State; stock is new, clean, well-bought and well-selected; the only store of its kind in the city; right in the heart of the business district; a splendid business chance for some person. W. K. Parsille, Sault Ste. Marie, Mich. 404

FOR SALE—MY STOCK OF DRY GOODS, groceries, boots and shoes, carpets and crockery. Stock and fixtures will inventory \$9,500; cleanest general stock in Michigan and one of the best towns of 1,200 people in Southern Michigan; last year's business, \$28,000 cash; will sell at a right price for cash; this is a golden opportunity for some good hustling merchant; the largest business in the town; brick store; rent and insurance low; reasons for selling, have larger interests north. For further information write Lock Box 17, Bellevue, Mich. 393

FOR SALE AT A GREAT BARGAIN—Stock of general merchandise in the city of Ionia, one of Michigan's best towns; stock practically new, consisting of dry goods, clothing, men's furnishings, boots, shoes and notions; a sure winner for right person. Address No. 392, care Michigan Tradesman. 392

FOR SALE—GOOD DRUG STOCK, INVOIC-ing \$2,800, in one of the best Southern Michigan towns. Terms on application. Address No. 389, care Michigan Tradesman. 389

FOR SALE—FINE YIELDING 40 ACRE farm in Kalamazoo county; buildings; all under cultivation; value, \$1,200. Address No. 390, care Michigan Tradesman. 390

FOR SALE—A FINE STOCK OF UP-TO-date groceries, located in one of the best 3,000 towns in Northern Indiana; best location in town; fine brick building to do business in; doing a paying business; excellent reason for selling made known on application; stock invoices \$1,500 to \$1,700; no speculators need apply. I am no professional. Terms, cash. Address W. D. Decker, Ligonier, Ind. 359

FOR SALE—MOSLER, BAHMANN & CO. fire proof safe. Outside measurement—36 inches high, 27 inches wide and 24 inches deep. Inside measurement—16½ inches high, 14 inches wide and 10 inches deep. Will sell for \$50 cash. Tradesman Company, Grand Rapids. 368

FOR SALE—DRUG STOCK AND FIXTURES, invoicing about \$2,000. Situated in center of Michigan Fruit Belt, one-half mile from Lake Michigan. Good resort trade. Living rooms over store; water inside building. Rent, \$12.50 per month. Good reason for selling. Address No. 334, care Michigan Tradesman. 334

SAFES—NEW AND SECOND-HAND FIRE and burglar proof safes. Geo. M. Smith Wood & Brick Building Moving Co., 376 South Ionia St., Grand Rapids. 321

PROPOSITIONS FOR FACTORIES FROM responsible parties at Ithaca, Mich., best agricultural county in the State. A. McCall, Secretary, Ithaca, Mich. 401

FOR SALE—STOCK OF BOOTS AND shoes; fine location; well established business. For information address Parker Bros., Traverse City, Mich. 248

FOR SALE—A NEW AND THE ONLY BA-zaar stock in the city or county; population, 7,000; population of county, 23,000; the county seat; stock invoices \$2,500; sales, \$40 per day; expenses low. Address J. Clark, care Michigan Tradesman. 157

MISCELLANEOUS

POSITION WANTED—BY ENERGETIC young man with several years' experience in department store management, advertising, accounting and correspondence; capable of taking full responsibility; extremely systematic, thorough, accurate; would take charge of branch store. Address W. L. Haver, 1503 Addison Ave., Chicago. 437

WANTED—POSITION IN GROCERY store by young man 21 years old; wages moderate; good references furnished. Address Box 372, Lakeview, Mich. 436

PHARMACIST, REGISTERED, CAPABLE and reliable, wishes steady position. Address No. 435, care Michigan Tradesman. 435

WANTED—A FIRST CLASS SALESMAN who can handle high grade canned goods both to the best retail and jobbing grocery trade. Only a first class experienced man need apply. Dunkley Company, Kalamazoo, Mich. 433

WANTED—REGISTERED OR REGIS-tered assistant pharmacist. Address No. 429, care Michigan Tradesman. 429

WANTED—SALESMAN FOR MEN'S clothing houses to travel in Pennsylvania, Ohio, Indiana, Kentucky and Michigan; only such having first-class trade. Address Thahelmer Bros., Baltimore, Md. 417

WANTED—SITUATION BY AN EXPERI-enced salesman in a general store. Newer quick. Address S. W., care Michigan Tradesman. 409

WANTED—SITUATION AS CLERK IN A grocery, hardware or general store. Have had experience in each line of business. Can furnish good references if desired. Wish to secure a permanent position. Address No. 382, care Michigan Tradesman. 382