

MICHIGAN TRADESMAN

Nineteenth Year

GRAND RAPIDS, WEDNESDAY, APRIL 30, 1902.

Number 971

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

Widdicomb 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' ex-
penses allowed. Citizens phone, 1957.
Bell phone, Main 1282.

THE MERCANTILE AGENCY

Established 1841.

R. G. DUN & CO.

Widdicomb Bld'g, Grand Rapids, Mich.

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

C. E. McCrone, Manager.

ELLIOT O. GROSVENOR

Late State Food Commissioner

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

1232 Majestic Building, Detroit, Mich.

Tradesman Coupons

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NOT SO BAD AFTER ALL.

It is a commonplace observation that a large part of the news printed in the daily papers is concerned with irregularities, immoralities and crimes. Too much space is given to details of wrong doing. The murderer, the defaulter, the thief, the dishonest politician, the betrayer of innocence, gets columns, and his portrait, embellished with a halo of filigree work, is beside us at our breakfast table and looks into the faces of our children, although the man himself we would order thrown out of doors. Meanwhile the honest man is not greatly in evidence; a half page for the dishonest cashier; not a line, not a word for the thousands of cashiers who are not dishonest. Now why? Is it because wrong doing is so common and there is so much more of it than of virtue? Or is it because virtue is taken for granted it is not remarkable, and, therefore, it is not news that a man should live rightly. That is only what is expected and it occasions no comment. The great mass of men who are doing the world's work do not cheat nor steal nor murder, and so the exceptions are of interest and are notable. This is a grand good thing to bear in mind.

Now and then we read in the papers about matters that are, indeed, quite as remarkable for their exceeding goodness as are the other things for their atrocious badness. During the last week or two there have been several such first rate things and it may be a good plan to call attention to some of them. The last will and testament of Cecil Rhodes almost took the world's breath away—that is, the part of the world that felt cocksure it knew and understood Cecil Rhodes clear through—for it was the disclosure of the unsuspected real spirit of the man. Here was a person believed to be wholly given to imperialism and commercialism of the bad kind, and lo! he turned out in the end to be really an idealist, a dreamer of fair dreams, devoting his princely fortune to forwarding what he believed to be the cause of the brotherhood of man and the peace and good will of nations.

Then we read the other day of President Roosevelt's general order to the Army, calling upon officers and men to live clean lives. "Try by precept and example," he says to the officers, "to

point out to the men, and particularly to the younger men, the inevitable misery and disaster which follow intemperance and upon moral uncleanness and vicious living." Preaching depends for its force a good deal upon who the preacher is, and so, as one journal says, this order comes with particularly good grace from the President, "who is an affirmative moralist and as strenuous in good living as in other detail of conduct." Whatever one may think of the expediency of the President calling attention to the immoralities many persons believe to be inseparable from Army life, it is surely a fine thing for the President to wish to do what he can to raise the moral standard of living, and thus to indicate his belief, as a man who has seen something of Army life and the rough life of the plains, that the majority of men in the service are capable of temperance and good conduct.

Another recent notable event chronicled in the newspapers and having to do with the really good things of life is the subscription for the widows and children of the seven members of the lifeboat crew of the Monomoy, Mass., life-saving station, who were drowned while trying to rescue a shipwrecked crew. The story is one of great heroism; it makes one's blood tingle with pride and warms the cockles of the heart, as it shows what splendid things our much-abused human nature is capable of when at its best. A subscription was started at once and \$40,000 or more came right in promptly, chiefly from Boston. It does one good to read of the heroism of these seafaring men and the quick response of their brother landmen to the call for aid.

There was in the daily papers a short account of a dinner given a little while ago in honor of Frederick MacMonnies in Brooklyn. Such an example of appreciation of a great artist proves some of our foreign critics wrong by demonstrating that after all we are not altogether given over to material things and commercialism. We have in this blessed country great power and great wealth, but our creators of beauty, our artists and musicians, have been too often neglected and suffered to live in cellars and attics. The flood of traffic in crude things has almost submerged some of our choicest spirits and they have received in this country only a sort of half-hearted encouragement. Our true musicians are not honored as they should be and as they are in every other civilized land. Here women patronize artists; elsewhere men are proud to honor them. We can not too much honor the painters and sculptors, the writers and musicians, who speak to our higher natures and lift us up out of the dust into the clearer air of our own best selves.

English insurance companies have turned their attention to smallpox risks. For 28 cents an insurer can obtain a policy extending over one year entitling his heirs to \$500 in the event of his death from smallpox within the period named, and entitling him to \$5 weekly for five weeks of a non-fatal attack of the disease.

GENERAL TRADE REVIEW.

There are so few pretexts for bear activity that speculators are finding it difficult to control the steady advance in security values. There are few properties, like copper, which give both sides a chance, but as a rule the changes are to higher values. Thus the leading transportation stocks and many of the industrials are making new high records, and that without comment.

One favorable result of the advance is a lessening of buying in the higher priced securities, as the public is slow to learn that the general conditions warrant such values. There is relatively more demand for lower priced shares, so that many of these are rapidly advancing to the higher classes.

Clearing house reports at New York are of uncertain value as measures of business, owing to the heavy payments on speculative account during the last week, and also the corresponding week last year, but exchanges at other cities show by an advance of 6 per cent. that the movement in commercial channels is of satisfactory volume. Warmer weather accelerated the demand in special lines, the change coming so suddenly as to find many dealers unprepared, and produced urgent calls for delivery from jobbers and mills. On the other hand there was much interruption to trade at points where low temperature and snowstorms prevailed. The worse menace to trade, however, is the spread of labor disagreements, even more than the customary threats of suspension on May 1 having been issued. Many settlements have been effected, but there is still prospect of a large amount of idleness unless higher wages or shorter hours are granted.

The manufactured product has not followed the advance in raw material, yet cotton goods are firmly held and stocks are not at all burdensome, while the rising temperature has made orders more urgent. On the other hand export business has not kept up to the liberal movement of preceding weeks. It is reported that despite the inclusion of another mill in the strike the American Woolen Company has over half its capacity still active, and outside mills keep their machinery running constantly. Nevertheless, the demand for raw material naturally decreases, making sales in the Boston market light.

Iron and steel plants are striving to overtake orders, but new contracts for delivery in 1903 indicate that there is no prospect of idleness unless the labor element repeats last summer's performances. Imports are still necessitated where shapes are required promptly, but prices abroad are keeping pace with the domestic markets, which tends to curtail purchases in foreign markets.

The summer rush of American visitors to Europe has begun. Every steamship sailing from New York these days is crowded with passengers. This annual invasion is one the Europeans do not resent. In fact, they would not know what to do were it to be stopped. They live through the winter on the money Americans spend among them in the summer.

Getting the People

Striving For That Which Is Distinctive in Advertising.

Every dealer is on common ground with his competitors so far as the generalities of his business are concerned. If advertising in any given town were confined to ringing the changes on the merits of the competitors as vending staple wares under their general names the possibilities of building up trade would be greatly limited. There is, therefore, a constant struggle to find specialties, exclusive brands—anything distinctive which may serve to remove the competition from the general field.

The value of names is possibly most forcibly illustrated in the cigar and tobacco trades, especially the first. The proposition to offer a cigar for sale without a name would be considered rather absurd. There must be something distinctive, usually arbitrary, which will serve to convey the idea of exclusiveness. There are no doubt some smokers who can distinguish as to flavors to an extent that induces the careful manufacturer to keep up some degree of uniformity; but there is a larger contingent of those who are none the wiser if the goods are replenished from almost any source. It is the name which is valuable. The history of the trade for many years has been a constant striving for something as unique and euphonic as possible, although later it is coming to be recognized that there is not so much in the style of the name as in the way it is handled.

As long as oatmeal was sold under the general designation no one could build up much trade on it. Some shrewd student of human nature conceived that if the product could be made distinctive in form and a catchy designation appended a fortune would result. Growing out of this idea we see the host of breakfast and health foods, which are more valuable in name than in form, however meritorious the latter may be.

The dealer who can secure an exclusive agency is most concerned as to the name. Of course if it is one which has had a wide general advertising he reaps the benefit. But in many cases the local dealer depends on his own advertising and so invents a name for goods which may be obtained anywhere. The great thing is to have distinction and an appearance of exclusiveness.

This mania for names is being carried to an extent which injures the value of all, but in the hands of a careful buyer and discriminating advertiser there is yet much profitable significance in trade designations.

P. T. H. Pierson presents a well thought out and convincingly expressed seed argument which will be studied by many growers to his profit. My criticism on the arrangement is that there is no rest or break in the wording. To be sure there are paragraphs indicated by short lines, but the eye and attention look for a resting place at the beginning. Care should be exercised in the introduction of novelties of arrangement that the essentials of clearness and ease of reading be not sacrificed. However, the advertisement is a good one and will influence sales.

The writing of Merrell's wall paper announcement has the true ring and will bring business. The wording is well adapted to the space and the printer's work is a model for imitation. I can but think, however, that the addition of

SEED TALK.

If the seed planter cares anything for quality, he will look to us for his wants in the Garden Seed line. Our Seeds are fresh from the World's best Seed Garden, Cambridge Valley, N. Y., and are sold as low as is consistent with good value.

Three kinds of Sweet Corn at 10c per quart, lower price in quantity.
 Large Blackeye Marrowfat, Champion of England, McLean's Little Gem.
 Bliss's American Wonder Peas, ranging in price from 10 cents to 20 cents per quart.
 Prolific Black Wax or Butter Beans, 10 cents per pint.
 Golden Wax Beans 10 cents per pint.
 Onion Seed \$1 per pound.
 Sugar Beet Seed 20 cents per pound, lower price in quantity.
 Carrot Seed at 60 and 65 cents per pound, lower price in quantity.
 Besides the above mentioned, we have in bulk the following varieties: Asparagus, Long Dark Blood Beet, Turnip Beet, Lima Beans, Mangel Wurzel, Early Winnistadt Cabbage, Early and Late Dutch Cabbage, Marblehead Mammoth Cabbage, three or four kinds of Carrot, four kinds of Cucumber, White Dutch Clover for Lawns, two kinds of Lettuce, two kinds of Muskmelon, two kinds of Watermelon, Tall and Dwarf Nasturtiums, Sweet Peas, Parsnip, Pumpkin, four kinds of Radishes, Summer and Hubbard Squash, Tomato, several kinds of Turnip and Ruta Baga and other Seeds.
 We can sell you an ounce of most of them for 5 cents and guarantee them to grow, unless conditions of soil or climate are unfavorable.
 We guarantee there is a living germ in every Seed you get of us.
 We do what no other dealer we know of does, to-wit:

GUARANTEE YOU NO OLD SEED.

THE GOOD MARKET,
 P. T. H. PIERSON,
 Stanton, Mich.

MERRELL'S NEW WALL PAPER

The Largest and Most Complete Line of WALL PAPER DECORATIONS ever shown in Newaygo County.

Money Saving Sale.

By buying our goods direct from the manufacturer, in car load lots, enables us to give you the newest Styles and Colorings in WALL PAPER at VERY LOW FIGURES.

29,000 Rolls

To select from. We start in to give you big money's worth, and will keep it up, and invite you to come in and see this wonderful display of WALL PAPER whether you want to buy or not. We are proud of our stock and will gladly show you samples.

MERRELL'S Furniture Store.

Not Quite Moved

BUT READY FOR BUSINESS
 First door East of Desenberg's on Front Street.

To celebrate our change of location you should avail yourself of these sample prices

A 5 year gold filled case with Elgin movement, ladies' size

\$6.00

Gent's Elgin watch in silverine screw case

\$5.00

The above are only two of the many bargains to be had at our new store, and we will have others to tell you about when we get settled

We are a little behind in our work owing to moving but will be caught up in a few days. Bring us your work, absolute satisfaction guaranteed.

A. JONES & CO.

WHAT IS IN A BAZAAR?

To enumerate the different articles for sale in our store would require columns of advertising space. Among our leaders will be found a complete line of crockery, lamps, hosiery and, in fact, the thousand and one articles that go to make up a stock of this kind.

MRS. R. N. MIDDLETON.

BOWER'S MISTIC HEADACHE POWDERS
 Always Safe and Sure, and more popular today than ever before.
 A Pleasant Remedy for all Aches and Pains

TOO BUSY TO BRAG

But we can positively assure you that when you are buying furniture, carpets, rugs, linoleum, matting, it pays to call at our store.

Carpets cleaned promptly and properly.

Emil Schlegelmilch

STOP

If you want your Furnace Steam or Hot Water heater repaired and put in first-class order and guaranteed for the winter, or your Roofs, Gutters or Plumbing examined.

JAMES FLEMING,
 309 Washington Ave. S.

the name of the city would not have detracted in any way and would have reached some eyes not familiar with the location.

A gossipy, readable notice of continued business during removal is the advertisement of A. Jones & Co. A good feature is the definite price of a couple of popular leaders. The printer makes the mistake of putting in a heavy dash where white paper would be better. The lower dash should be a short one. More white space next the border would also be an improvement.

Mrs. R. N. Middleton gives a happy suggestion of a bazaar business which the printer handles in excellent taste. I should give location to make it complete.

The dizzy black border used with Bower's advertisement always seems to me calculated to produce the malady the remedy is supposed to alleviate. I never see such a border in a paper without an involuntary shudder. The border is such a pervading feature that all others are dwarfed and lost.

Emil Schlegelmilch writes a readable suggestion of his business, but I am of the opinion that the display of some word indicating the business would bring more trade. Display of generalities of this kind fails to arrest the attention.

The advertisement of James Fleming is open to the same criticism. I would make some word relating to the business prominent

The Tea Duty and Tea Consumption.

Considerable interest is felt as to the effect that the removal of tea import duties will have upon the consumption of that article in the United States. The average annual importation of tea since the enactment of the law, June 13, 1898, which placed a duty upon tea, has been about 93,000,000 pounds per annum. The average during the preceding three years was about 83,000,000 pounds per annum. The total importation of tea in the three fiscal years following June 30, 1898, was 248,741,159 pounds, and in the three fiscal years immediately preceding that date was 278,303,262 pounds. Deducting the amount re-exported, the net imports stand: For the three years following June 30, 1898, 244,640,547 pounds; for the three years immediately preceding June 30, 1898, 273,945,001 pounds. This reduction in the importations of tea since the imposition of the customs duty upon that article has been accompanied by a corresponding increase in the importation of coffee. In the three years following June 30, 1898, the total importation of coffee was 2,474,690,284 pounds, against 2,188,758,040 pounds in the three years immediately preceding.

The Small Stores.

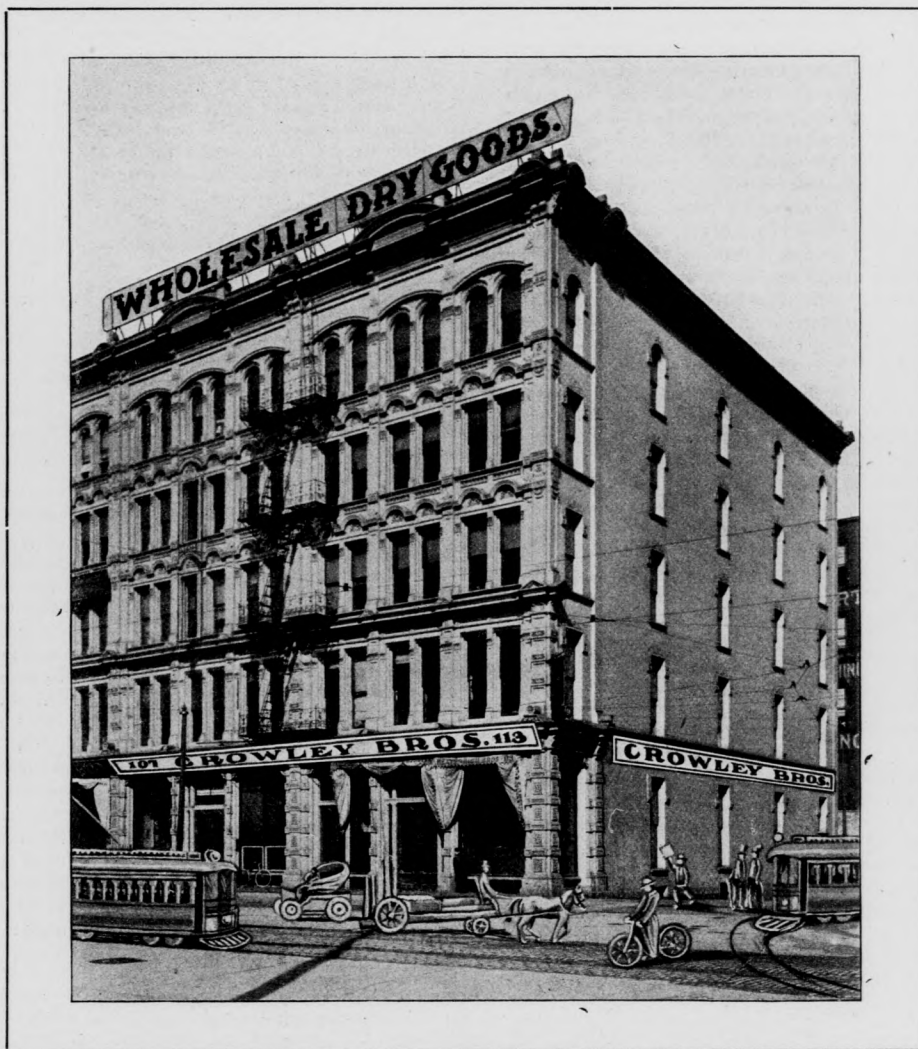
Many small merchants in the cities are apt to think that, while the department stores should advertise, advertising is a profitless expenditure for the small business that finds its custom only in the immediate neighborhood of the store. These men fail to take into consideration the fact that in many instances the department store began life as a neighborhood store and increased its business by judicious advertising. Advertising is just as profitable for the small business as for the large one. Judicious newspaper publicity comes first, of course. But in connection with his newspaper advertising the small merchant may issue, from time to time, a store paper. Some kind of an advertisement should be placed in every bundle of goods sent out of the store, and in every way the merchant should endeavor to keep his establishment before the eyes of the public.—Ad-Writer.

Crowley Brothers

Wholesale
Dry Goods, Notions and Furnishings

WILL REMOVE MAY FIRST TO

Heavenrich Building, 111 and 113 Jefferson Ave., corner Shelby St.



Compelled by our increasing business to seek larger quarters, and to properly care for our customers by providing every facility to promote prompt shipments, we at this time invite the trade generally to visit us in our new quarters, promising to display a new stock of up-to-date merchandise, "priced right."

Our Fall stock contains the best things obtainable, and we particularly wish to lay stress on our Dress Goods Department, presided over by L. P. Laurandau, formerly buyer and manager for J. Sparling & Co. Only strictly saleable Dress Goods and Silks will be carried and the Trade can rely upon splendid values being offered.

We are gratified at the large sales in the lines of Underwear, Hosiery, Gloves, Blankets, Flannels and Outings for Fall and all we ask is an opportunity to show our samples.

Our Mail Order Department guarantees prompt shipments and goods priced as though bought in person.

WE INVITE A VISIT.

CROWLEY BROTHERS, Detroit, Mich.

Around the State

Movements of Merchants.

Newaygo—L. W. Pickett has opened a new meat market.

Oral—James Chapman has discontinued the grocery business.

Union City—Chas. Rogers has purchased the grocery stock of L. L. Johnson.

White Pigeon—H. B. Mason succeeds S. L. Wyman & Co. in the drug business.

Holland—C. Kiaasen & Co. have opened a new meat market at 240 River street.

Monroe—Leonard Bros. have purchased the grocery stock of James N. Bentley.

Utica—Leroy Decker, undertaker and dealer in furniture, is succeeded by F. J. Dusenbury.

Newark—Bert F. Wood has sold his general merchandise stock to I. E. Chapman & Co.

Port Huron—Edgerton Wing, of Detroit, will open a drug store in the new Jenks building.

Marlette—Wm. Hoist, undertaker and dealer in picture frames, has sold out to Leroy Decker.

Gaylord—Shepard & Martindale succeed Chase & Shepard in the grocery and feed business.

Amasa—The Burr & Clark Mercantile Co. has been organized with a capital stock of \$15,000.

Cheboygan—F. L. (Mrs. J. S.) Thompson, general dealer, is succeeded by the New York Racket store.

Linkville—John G. Regenscheid has purchased the elevator and general merchandise stock of Aaron Buschleu.

Houghton—Graham Pope intends to close out his general merchandise stock and discontinue business the latter part of May.

Stanton—M. W. Stevenson has opened a branch mercantile establishment at Entrican, placing R. M. King in charge thereof.

Hudson—F. F. Palmer, who had been engaged in the hardware business here since 1865, died Monday as the result of heart trouble. He was 72 years of age.

Bauer—Haas Bros. have begun work on a new frame store building, 24x50 feet in dimensions, two stories. It is expected to complete the building by June 1.

Ann Arbor—Harry T. Perkins, who has conducted a men's furnishing goods store on Liberty street since last September, has discontinued business and will shortly remove to Britton.

Lake City—Winter & Ashbaugh have purchased the grocery stock and meat market of John E. Gleason. They will close out the market and confine their business to groceries, hardware and implements.

Milan—James Gauntlett & Son have merged their dry goods, clothing, boot and shoe and wall paper business into a stock company, with a capital stock of \$15,000. The corporation will be known as the Gauntlett Dry Goods Co.

Otsego—H. C. Trabert, for several years engaged in the shoe business at this place, has sold his stock to Frank Williams, of Charlotte, and M. R. Gamble, who has been engaged in the clothing business here for the past year.

Detroit—L. P. Laurandea, for the past fourteen years manager and buyer for the retail dry goods house of J. Sparling & Co., has resigned to take charge of the dress goods and silk department of Crowley Bros. Mr. Laurandea is a

recognized authority on this line of goods.

Cassopolis—Coulter & Higley, grain and coal dealers, have dissolved partnership, Wm. H. Coulter having purchased the interest of O. G. Higley. Mr. Coulter has formed a copartnership with Jas. Johnston and the business will be continued under the style of Coulter & Johnston.

Detroit—Crowley Bros. are taking possession of the Heavenrich building, corner Jefferson avenue and Shelby street, which they have leased for a term of years. They will retain their present quarters at 81, 83 and 96 Jefferson avenue, using them for warehouse purposes.

Manufacturing Matters.

Morrice—The Morrice Canning Co. has been incorporated with a capital stock of \$15,000.

Chelsea—The Chelsea Lumber Co. has been organized at this place. It is capitalized at \$5,000.

Schoolcraft—The Adam Buttell & Sons Piano Co., manufacturer of piano, have discontinued business.

Grayling—The Grayling Dowel Co. has embarked in the manufacturing business, with a capital stock of \$10,000.

Quincy—A new enterprise has been established here under the style of the Quincy Creamery Co. It has a capital stock of \$5,000.

Maple Rapids—The cheese factory commenced business under the supervision of Daniel Hickey, of the Michigan Agricultural College.

Ithaca—Work has begun on the new cheese factory plant located near the depot. The main building will be 28x56 feet in dimensions, with a 14x14 engine room.

Pontiac—The Pontiac Knitting Co. has been organized to continue the business formerly conducted by the Pontiac Knitting Works Co. The capital stock is \$50,000.

New Holland—The Harlem Creamery Co. is building a creamery two miles east of this place. It is composed of thirty-seven stockholders, who have subscribed amounts ranging from \$25 to \$100.

Lyons—Local business men have purchased the plant of the Muir Washing Machine Co. and will remove same to this place, where it will be conducted under the management of Chas. R. Herrick.

Lyons—Johnson & Love, of Shepardsville, have leased the creamery building here for one year and are putting it in condition for a co-operative cheese factory. They will begin manufacturing cheese May 1.

Cass City—The elevator firm of Frutchey, McGeorge & Co. have dissolved partnership. A. Frutchey & Sons will continue the business. Elmer A. McGeorge will engage in the elevator business at Brown City.

Erie—The Erie Preserving Co. has been organized with a capital of \$12,000, and will immediately begin building a factory. The company will can tomatoes, peaches, pears and apples and expects to employ seventy-five hands from August 1 to December 1 each year, which will mean much to the village.

Lansing—The Lansing Sugar Co.'s annual meeting has been postponed until May 6, at which time it is understood there will be a proposition before the stockholders to dispose of a portion of their stock to the Havemeyer interests. The company has contracted for 8,000 acres of beets, and is distributing the seed for crop.

Hudson—The D. H. Hoffman Canning Co., of Indianapolis, has arranged to establish a branch factory in this city which will give employment to a considerable number of people. The company has contracted with farmers for 200 acres of cucumbers and a large acreage of cabbage. Sauerkraut and pickles will be the product of the factory.

Hastings—The Hastings Check Hook Manufacturing Co., Limited, has been formed with a capital stock of \$20,000. The officers are A. J. Woodmansee, Chairman; Gordon W. Begole, Secretary, and C. H. Thomas, Treasurer. The company will manufacture the check rein hook patented Jan. 28, 1902, by Mr. Begole. They expect to begin operations in about thirty days.

Caro—The projected new shoe factory for Caro is now an assured fact, the papers organizing the Lacy Shoe Manufacturing Co. having been prepared and sent on to Lansing for filing. This company is a reorganization of the Middletown Shoe Manufacturing Co., of Middletown, Ohio, which has been for some months looking for a new location with increased capital and manufacturing facilities. The plans for the building are now being made, and it is expected to have it ready for the reception of the machinery by July 1, when the entire equipment will be moved here, including all the skilled operatives. The new company is capitalized at \$60,000, and Senator Atwood has been the moving spirit in securing the enterprise for Caro. The other directors are W. H. Carson, T. C. Quinn, Herman Himelboch, G. H. Slocum and N. M. Lacy, the latter being the manager of the old company, who will probably act in that capacity here.

Status of the Pittsburg Produce Market.

Pittsburg, April 28—Butter has undergone the most radical change of all, selling at 30c on the 14th, 27c on the 21st and 22c to-day, making a decline of 8c in two weeks, although Chicago on Saturday last wired sales at 21c.

Potatoes have had an unprecedented advance and not altogether unexpected. The market on Monday, April 21, opened up strong at 90c@1 per bushel, track, carlots or less, but before Saturday, April 26, had tipped a record price for years and sold readily at \$1.20 per bushel, bulk track and \$1.25 sacked, and to-day are firm at \$1.20 for fancy white stock, with very moderate receipts.

Eggs hold up, contrary to all expectations, ruling firm at a range of 16@17c for current receipts, while storage packed stock that should command at least a half cent more can not be placed above 17c, and many storers have positively refused to pay even this price, knowing it to be unprecedented and almost certain to prove disastrous. At the close to-day our market remains firm at 16@17c. C. B. Clark.

His Only Chance.

"Henry!" said Mrs. Enpeck in a tone of voice that was meant to command attention.

"Yes, my dear," meekly answered Henry.

"I'm actually ashamed of you," said the strenuous ash of the aggregation. "Are you aware that you deliberately yawned while Mrs. Neighbors was here this evening?"

"Of course I am, my dear," replied the unhappy man. "You certainly did not expect me to sit all the evening without opening my mouth, did you?"

Partial Early Closing in Marquette.

Marquette, April 28—A meeting of the merchants of the city was held at the City Hall Friday evening to discuss early closing. The clerks' petition praying for the closing of the stores three nights a week, with the indorsement of twenty-three societies and labor unions, was presented. The subject was discussed at length, with the result that a motion prevailed to close the stores at 6 o'clock p. m. on Tuesday, Wednesday and Thursday nights of each week and at 8 o'clock on Monday and Friday nights, at 6:30 o'clock on Lake Shore Engine Works pay days, with Saturday and railway pay days unrestricted.

A committee was appointed who waited upon every merchant of the city Saturday, and secured the signatures of all who were willing to close their places of business as above stated, regardless of any who might refuse to endorse the movement, with the result that nearly every merchant signed.

In justice to all, it might be said that some of the merchants differed as to the advisability of the movement, and its effect upon the trade, and also as to the number of nights to close, but the majority of those present favored the nights finally decided upon, and it was accepted in good faith by practically all the merchants in the lines represented, a few only refusing to co-operate. There was no effort made to induce the drug or jewelry stores to join the movement, as there seemed to be plausible reasons for keeping their stores open until a later hour.

The movement is in keeping with the trend of the times all over the land to shorten the hours of business, and the merchants are only too glad to meet the expression of popular approval in favor of early closing. The business men feel that by giving up three nights a week to their employes, in response to public sentiment, they will suffer no loss of business and feel assured they will be loyally supported in so doing.

Investors who gleefully put their money into the American Can Co. are wondering where that dividend the promoters hinted at has gone. At the annual meeting of the stockholders the other day the manager had a far-away, preoccupied look in his eyes whenever the subject of a dividend was mentioned. Finally when some rude, impulsive person put the question directly as to where the stockholders came in, he blandly informed them that the management thought best to pile up several cans of surplus in order to make the company strong. As the stockholders who wanted the money to spend on summer vacations were in the minority all they could do was to look annoyed, which did not cause the manager any loss of sleep that night. There is a moral in this story, but it is the same old moral.

Clarence B. Stoddard, the Monroe druggist, has been appointed by Governor Bliss to fill the vacancy on the State Board of Pharmacy caused by the death of the late A. B. Schumacher, of Ann Arbor.

Arthur A. Scott, Treasurer of the Clark-Jewell-Wells Co., is walking on air these days on account of the advent of a new girl baby at his house.

The Wolverine Tea Co., at 429 East Bridge street, has added a line of groceries. The stock was purchased of the Musselman Grocer Co.

An old maid is good wine gone sour.

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

20 Pearl Street

Grand Rapids, Mich.

Grand Rapids Gossip

The Grain Market.

Wheat has been pounded down during the week. Every influence has been brought to bear to reduce prices, but the bears were unsuccessful, as winter wheat kept at full prices and spring options for May and July declined only about $\frac{1}{2}$ c and this in the face of a decrease in the visible of 3,800,000 bushels, which leaves the amount in sight 40,400,000 bushels, against 48,300,000 bushels last year, or about 8,000,000 bushels less. With fully two months before new wheat will be coming in, it looks to us as though we would see the visible as low as it has been in many years. However, that does not deter the Chicago crowd—Armour and others—from pounding it down to secure the small amount which comes in to fill up their elevators and, when they have cornered all the actual wheat in sight, they will do with grain as they are doing with beef—boost prices. Well, as the Government is taking a hand in the beef trust, it may take a hand later on with other trusts. Of course, the duty which England is going to put on wheat and flour will have its effect; flour will be taxed 10c per cwt., while wheat will only be taxed 6c per cwt., a difference of 9c per barrel in favor of wheat against flour, taking the mill feed into consideration. Besides, the freight rates are higher on flour than on wheat, which only goes to show the unfavorable conditions under which American millers are working, so far as exporting is concerned. There is strong talk of a further advance in freight rates, on account of the J. Pierpont Morgan new merger plans, but then we should not complain—that is, the milling interests of Michigan should not—as our honorable Senators and Congressmen cannot see any sense in reciprocity for American products, so long as beet sugar, the infant industry, is left to prosper. By the way, they have to bring Russian pauper labor to this State to raise the sugar beets, as it is beneath the American farmer to raise sugar beets. Besides, should the tariff on Cuban sugar be reduced, every laboring man who uses sugar would save at least \$10 per annum on his sugar bill; but, then, who cares for the laboring man? He can not afford to send a lobby to Washington to work for his rights. Sugar should come in free, so that the laboring man could get cheap sugar. There has been a great deal said about raising sugar beets. I believe there was only 20,000 acres in this State planted to sugar beets, while we usually plant as many as 1,500,000 acres to wheat. Why don't the philanthropists in Congress turn their attention to the equalization of freight rates between wheat and flour and see that the foreign countries do not put on such a tax for the farmers to pay? The merchants or manufacturers do not pay the tax that England has put on grain and flour, but the hard-toiling farmer has to stand the brunt. Here is something for President Roosevelt and our Senators and Congressmen to take in hand, for the benefit of the farmers as well as the millers of this State. This is a little diversion from the "Grain Market," but the readers of the Tradesman ought to know how things are going.

Corn has settled back about 1c per bushel. The demand seems to be slack, but, owing to the scarcity, prices will remain about at present value.

Oats are unchanged. They will re-

main at present prices until new oats come on the market.

Rye is steady at last week's quotations.

Beans also show no decline, but remain steady.

Flour is steady, with not much change to note.

Mill feed is still very strong and no shading of prices thus far.

Receipts have been very small during the week, being as follows: wheat, 39 cars; oats, 4 cars; flour, 4 cars; hay, 2 cars; potatoes, 14 cars.

Millers are paying 82c for wheat.

C. G. A. Voigt.

The Produce Market.

Apples—Baldwins command \$4.50@4.75; Ben Davis and Russets are taken readily at \$4.50.

Asparagus—\$1 per doz.

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

Beeswax—Dealers pay 25c for prime yellow stock.

Beets—\$2 per bbl.

Butter—The downward condition continues, factory creamery having dropped to 24c for fancy and 23c for choice. Dairy grades have dropped to 21@22c for fancy, 18@20c for choice and 15@16c for packing stock. Receipts are heavy.

Cabbage—Old stock has advanced to \$1.20 per doz. Florida, \$3.25 per crate.

Carrots—\$1.25 per bbl.

Celery—California Jumbo commands 80c per doz.

Cranberries—\$2.50 per crate for Cape Cod.

Cucumbers—\$1.20 per doz. for hothouse.

Figs—Five crown Turkey command 14c.

Green Onions—10c per doz.

Green Peas—\$1.50 per bu. box.

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

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

Lettuce—12c per lb. for hothouse.

Maple Sugar—10 $\frac{1}{2}$ c per lb.

Maple Syrup—\$1 per gal. for fancy.

Onions—Bermudas, \$3.25 per crate; Egyptian, \$3.75 per sack; Louisiana, \$4 per bbl. of 3 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—35c per doz.

Parsnips—\$1.50 per bbl.

Pieplant—4c per lb.

Pineapples—\$5 per crate for Havanas.

Potatoes—The high range of prices has tended to sober the market, which runs from 90c@\$1 per bu.

Poultry—The market is stronger and about 1c higher than a week ago.

Dressed hens fetch 10@11c, chickens command 12@13c, turkey hens fetch 13@14c; gobblers command 12@13c, ducks fetch 13@14c. Live pigeons are in moderate demand at 50@75c and squabs at \$1.20@2. Live poultry meets with active demand at the following prices: Spring broilers, 20@22c; chickens, 9@10c; hens, 8@9c; turkey hens, 10 $\frac{1}{2}$ @11 $\frac{1}{2}$ c; gobblers, 9@10c.

Radishes—25c per doz.

Spinach—80c per bu.

Strawberries—\$2.25 for 24 pints.

Vegetable Oysters—20c per doz.

Wax Beans—\$3 per bu. box.

J. P. McGaughey, Michigan manager for the Pillsbury-Washburn Flour Mills Co., Limited, of Minneapolis, has removed his office from 413 Michigan Trust building to 306 Clark building.

Priest & Jones have engaged in the drug business at Pellston. The Hazeltine & Perkins Drug Co. furnished the stock.

John Y. Dykstra, dealer in groceries and flour and feed, has sold out to A. E. Chamberlin.

The Grocery Market.

Sugars—The raw sugar market is quiet, with a rather weaker tendency. Offerings are limited to small lots and purchases are very light. The world's visible supply of raw sugar is 3,400,000 tons, showing an increase of 800,000 tons over last year. The refined market is quiet, with very light demand, and prices have declined five points on all grades. The trade have had very little confidence in the market and have shown a disposition to hold aloof, awaiting further developments. The position of the market is strong, statistically, and the trade have but very light stocks and, with the increased consumption expected to set in soon, stimulated by warm weather, buyers will be forced to replenish their stocks.

Canned Goods—Trade in all of the leading lines of canned goods continues quiet, with no special features noted. Orders are for small lots, as is customary at this season of the year, but are large enough to keep the market in good condition. Most interest centers in tomatoes, spot goods meeting with a fair sale at full prices. Considerable strength is noted and stocks are being rapidly reduced. As we still have before us three of the largest consumptive months of the year, there is every reason to believe that stocks will be closed out before new goods are ready. Futures are quiet, but prices remain firm, a number of bids at slightly lower prices than regular quotations having been turned down. Packers hold up to full prices and are rapidly selling their output at these prices. Corn is quiet and taken only in a small way. Futures are dull, with very little interest noted. Peas are quiet, with only small lots of the medium grades selling. Futures are quiet, most buyers having supplied their wants in this line. Future pineapple continues in fair demand at previous prices. Salmon is in good shape and is moving out well. Consumptive demand for this article is considerably stimulated by the present high price of beef. Stocks are cleaning up well and will probably all be closed out by the time new goods arrive. Sardines meet with a very good demand and are much stronger although prices are not quotably higher.

Dried Fruit—The dried fruit market is steady, with moderate demand for almost everything in the line. Prunes show some improvement, some sales of large lots being reported. The large sizes are in most demand, dealers reporting a very satisfactory consumptive demand in this line. Prices, however, show no change. Raisins are quiet, both loose and seeded. Prices are unchanged. Apricots are still selling well and the market is stronger. Peaches show decided improvement and prices are firmer. It is said that stocks in jobbers' hands are very light and good sized lots are difficult to obtain except at fancy prices. Persian dates are higher, owing to continued good demand and small spot stocks. Hallowi and Khadrawi show an advance over last quotations of $\frac{1}{2}$ c per pound. Fard dates show more interest and prices are steady. Figs continue strong and in good demand. It is estimated that spot stocks will be so closely sold up that but very few of these goods will be put in cold storage this year. Currants are in moderate demand at slightly lower prices. Evaporated apples during the past week experienced quite an active demand, sufficient to almost entirely clean up spot stock. Full prices were

obtained with some bids slightly lower than quotations turned down. The market continues strong, with some holders quoting at $\frac{1}{2}$ c advance.

Rice—Trade during the week in rice was of rather light proportions, buyers' views being $\frac{1}{2}$ @ $\frac{1}{4}$ c below those of holders. The better grades are very firm and dealers find it difficult to replace these grades at previous purchasing prices. Holders in general are firm and, with the improved weather, an increasing demand is expected.

Tea—Generally speaking, trade in teas continues very dull. Occasional purchases are made for good sized lots, but as a rule orders are for small lots for immediate use only, buyers not being inclined to accumulate supplies. Green teas are firmly held, but black teas are $\frac{1}{2}$ c per pound lower.

Molasses—The demand for molasses was about as usual at this season, when buyers only purchase such supplies as are actually needed, as the demand will gradually slacken with the approach of warmer weather. Spot stocks are moderate and firmly held. Indications do not point to lower prices, as the supply will hardly be sufficient to meet the regular wants of the consuming trade before the arrival of new crop.

Fish—Business in the fish line, as usual at this season of the year, is very dull, except for mackerel, for which there is a fair demand. Prices are very strong on all grades, as stocks are light and holders are very firm in their views.

Nuts—Trade in nuts is quiet, with no change in prices.

Rolled Oats—The first of the week the rolled oats market was very strong and prices advanced 20c per barrel and 10c per case, but later, on account of the weaker grain markets, prices declined 20c per barrel and 10c per case, bringing prices back to their former basis.

Hides, Pelts, Tallow and Wool.

The hide market is still unsettled, but stocks are firmly held, while scarcity is claimed to still further advance prices. Stocks held are large, both in city and at country points. Sales are being made on the quiet, as prices are high and holders fear a slump. Many sales are not reported. Tanners hold off and, where not supplied, work in less hides. The leather market does not respond to the high cost of manufacturing. Trade is blocked by the difference in value between seller and buyer. Lower prices are looked for.

There is a good demand for wool pelts when the price is right. Shearlings and lambs do not sell readily at prices asked. Pullers do not have to keep running, and will not do so except as they can see a margin. Trade is quiet.

Tallow is strong and high. Fully half of the packers' product is being used for lard purposes. This limits soapers' stock. There is little of edible stock being offered. Greases are well sold up, all offerings being readily taken.

Wool is dull and, in reality, lower if sales are made. The demand is not good, and the little which is being sold is for specials. Stocks at seaboard are larger than one year ago, but the State holdings are lighter. Altogether, there is not so much in sight as last year, with mills running full time. Buyers in the country anticipate purchases at last year's prices, while the large operators hesitate on taking wool at any increased value over last year. The future is uncertain, while the wools are at a low point as to price. Wm. T. Hess.

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

EMBRACE OF THE INFINITE.

Discourse by Wm. Connor, the Veteran Clothing Salesman.

St. John, 17th chapter 3d verse: "And this is life eternal, that they might know Thee, the only true God, and Jesus Christ, whom Thou hast sent."

So spake the Master we follow in His great prayer the night before He died on the cross; and the church has taken His words into one of her daily collects, speaking of God "in knowledge of whom (that is, of course, in the knowing of whom) standeth our eternal life," as well as into the collect for St. Philip's and St. James' days, "whom truly to know is everlasting life." But men say, "We can not know God; we do not deny the existence of God, but we affirm that, if there be a God, He is unknowable."

Now let me at once allow that there is a great truth underlying this agnosticism. There generally is a truth at the root of all error, for error is mostly partial or one-sided truth, erring in its ignoring of other truth. It is true, then, that a finite being like man can not know, with any complete or commensurate knowledge, an Infinite Being like God. God is expressly called by us "incomprehensible," which means, not One whom we can not understand, whether that be true or not, but One whom we can not grasp and embrace, just because the finite can not grasp or embrace the Infinite. But, just because we can not know God with such a knowledge as could embrace a full and complete conception of that which He is, it does not follow that we can not know that which is, or that we can not know many things about God. But, it is said, "There are things to which we can attain with certainty. We can study physical facts—material things are at least real and true—we can trust the evidence of our senses." And so a positivist theory is built up, based upon the conviction of the trustworthiness of such evidence as is supplied by our senses. But let us think. Are we sure we know so much about outward objects? Have we really ascertained what an outward object is? Take a tree. You say it is plain enough that the tree is tall and is covered with green leaves and has a hard rough trunk, and so on. But all you really do know is that an impression, which you describe in this way, is somehow made upon the nerves connected with the retina of your eye. The color is in your brain, not in the tree. The hardness and roughness are sensations of your touch, but you do not know what produces them. All you can say about the tree is that there is an object there which has certain qualities which produce in you sensations which you have learned to call height and greenness and hardness, etc. In reality you can make out very little in any external object except what may be called a sort of core of being—the various things your senses tell you of being in yourself and not in the thing. You will very clearly see that this is true in the case of sound. There is no sound where there is no ear to hear it. There may be rapid vibrations of the air, but sound is the effect of such vibrations upon a sensitive membrane in the living being.

I might draw out this thought much more fully, but I have simply touched upon it to show you that there is as true and legitimate an agnosticism with regard to the physical world and the things of sense as there is with regard

to the spiritual world and the things of faith. In both fields man's finite understanding moves within very narrow bounds, and, while he is right in saying he knows, and can know, but little of the true nature either of God or of created things, he is wrong in saying he can not know God but can know the material things which his senses bring to him. But, then, while man can not know the essence and true nature of any external object, but only the phenomena presented to his senses, he can, by means of these phenomena, know a great deal about external objects and their relation to himself and to each other. Yes; and so, although he can not grasp and comprehend the essence of an Infinite God, he can, if he have the guidance of any suitable phenomena, know much about God and His relation to himself; and it is quite possible that he may find that the phenomena which seem to him to reveal the existence and attributes of God are as trustworthy in their evidence as those which reveal to him the existence and attributes of material things. For example, I judge of the existence and nature of the tree by the peculiar sensations which the presence of that tree causes in my brain, although I can not tell what the real essence of that tree is nor what are the qualities in it which produce the sensations I am conscious of. So I judge of the existence and of the power and wisdom and goodness of God by the impressions produced on my reasoning powers, although I can not know God's essence nor understand all His methods and purposes. Of course, all that I am so far attempting to show is that it is unreasonable to deny the existence of God because we can not grasp the conception of His Infinity, and that it is unreasonable to assert that we can not know anything about God because we can not know all about Him—the same arguments would lead us to deny the existence of space and to affirm the impossibility of knowing anything about a tree.

O, my Father, my Father! Would they, then, tell me I can not know Thee? Would they shut me into a black dungeon and forbid me the sunlight of Thy presence and Thy love? I know I am illogical, I know I am calling upon a God as if I knew Him, when I am striving to show that He is knowable. I can not help it. Nay, am I, indeed, so illogical? Are all these yearnings of my soul, these cryings out of my inner self to One in Whom I feel I live and move and have my being, this fitness and adaptation of so much of which I am conscious for intercourse with a Supreme and Divine and personal Being, this sense of utter want and emptiness except in the assumption of such a Being—are all these facts of consciousness to count for nothing? Are they mere fantastic dreams and illusions, born but to vanish with the awakening to a harsh, cold, awful conviction of infinite nothingness? Nay, explain them away, tell me how they come, assure me they are self-evolved, but they stand there still. They decline to be philosophized away. They are obstinate and cling to my deepest, truest self as parts of my very life and being. But, in preaching upon the knowledge of God, there is one thing the preacher must always be long-ing to say: He admits how weak and narrow is man's understanding, he frequently allows how impossible it is for such an understanding to grasp and embrace the majesty and grandeur of God.

Nay, he denies not that, while in the flesh, it must always be a difficulty to conceive a Being purely spiritual—"God is a spirit"—and to make real to the mind the existence of a nature so different from and so far above our own. Well, but suppose that God knew this difficulty, too, and suppose that, knowing it, He designed to make Himself known to men in a new and clearer way through the incarnation of the Eternal Son? Mind, I am not saying that this is the only Divine purpose in the incarnation, but we are talking of knowing God, and it is not hard to see that, if God could be so united to one of ourselves that through the veil of manhood we might discern with unblinded eye something of the nature and character and purposes of God, we might know Him far more fully and truly than before. And surely this is true. Not in vain did the Savior say, "He that hath seen Me hath seen the Father also." Yes, we want to know God. Human nature is ever crying, "Show us the Father. Tell us what God is—what He is like, what His relations are to us." We have a strange, instinctive belief, imbedded in our very nature, ever rising in vast yearnings after clearer light—ever, even in darkest places, seeking the Lord "if haply we might feel after Him and find Him"—but an Infinite Being, omnipresent, omniscient, spiritual, is too far from our daily and hourly experiences for us to grasp and realize.

And so the answer comes. God Himself seems to speak from the awful depths of the light which no man can approach unto: "I know, my child, it is hard; and I have trained thee through all thy infancy to hope and expect and watch for the unveilings of My love, and lo! in the fulness of the times I have sent My well-beloved Son to make known to thee thy God." In our eternal union we are one, I in Him and He in me. But lo! he hath become man. He hath worn our flesh. He hath lived and died on this lower earth for us. And He hath shown us that which we are. He is the brightness of our glory and the express image of our person. In looking upon the boliness and wisdom and love and tenderness of God, in gazing upon His stupendous sacrifice, we have seen the will and the purpose of God for our salvation. Is it hard to know God? But we shall know Jesus,

and He is God. "This is the true God and eternal life."

GOD IS LOVE.

With doubts and cares and fears oppressed,
Man's wayward thoughts desponding rove;
Where shall the troubled soul find rest?
Oh, fly to God, for God is love.

When bowed beneath afflictions sent,
Thy frequent wanderings to reprove,
Hail them as Heaven's kind mercies meant
For thy soul's good, for God is love.

In Jesus hear His mercy speak,
Hear Him who reigns in Heaven above;
From Heaven He came the lost to seek;
Jesus is God, and God is love.

Trust, trust in Him—for you he died;
By works of love thy faith approve;
So shall thy soul in peace abide
And know and feel that God is love.

Thus may I live, thus let me die,
That when the summons calls, "Remove,"
My soul, redeemed, to heaven may fly.
To sing with saints, "Our God is love."

Recent Changes Among Indiana Merchants.

Advance—W. A. Walls has purchased the furniture stock of J. R. Sullivan.

Corunna—E. Knauer, of the general merchandise firm of E. Knauer & Son, is dead.

Cynthiana—V. D. Smith has sold his meat market to Geo. Duncan.

Darlington—Geo. Seybolt & Co., hardware dealers, have discontinued business.

Frankfort—E. Bond has purchased the drug stock of H. L. Rous.

Indianapolis—The Cerealine Manufacturing Co. is succeeded by the American Hominy Co.

Indianapolis—The style of the Indianapolis Mills has been changed to the American Hominy Co.

LaFayette—Loeb & Hene, dry goods dealers, have merged their business into a corporation under the style of the Loeb & Hene Co.

Mt. Pleasant—Geo. Sweat has purchased the general merchandise stock of J. A. Shircliff.

Muncie—Parson & Johnson, hardware dealers, have discontinued business.

Newcastle—The clothing firm of Taylor & Hughes has been dissolved.

Owensville—Grimwood & Co. is the new style which succeeds Keneipp & Grimwood in the hardware business.

Portland—Darrah & Wyckoff succeed Thomas W. Darrah in the meat business.

Circle on Rice pkgs
Indi- the
cates O&S CHOICEST

THE WORLD PRODUCES.

Butter

I always
want it.

E. F. Dudley
Owosso, Mich.

MEN OF MARK.

Chas. R. Sligh, President Sligh Furniture Co.

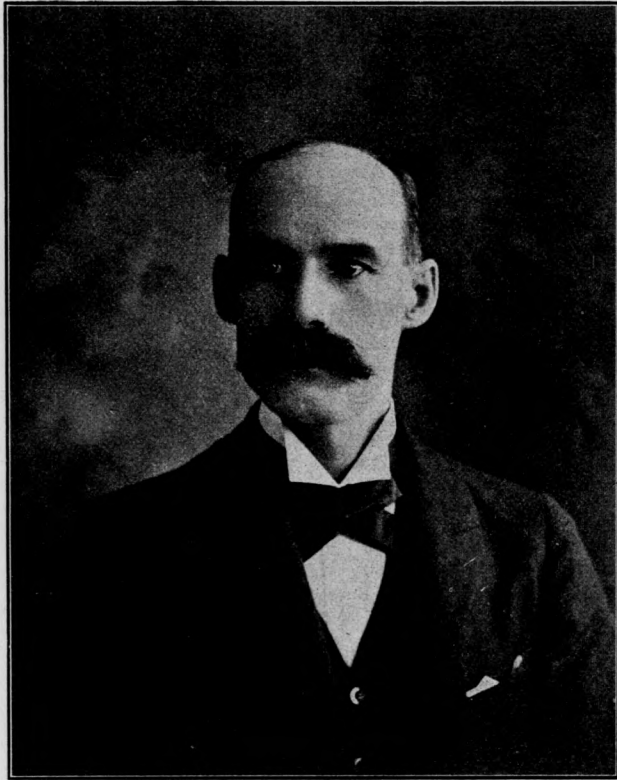
Charles Robert Sligh was born in Grand Rapids, Jan. 5, 1850. His father was a native of Scotland and his mother of Ireland. His grandfather came to Canada in 1833 and later removed to Rochester, N. Y., removing to Grand Rapids in 1846. His father was a captain in the Michigan Engineers and Mechanics' Regiment during the civil war and was wounded in battle and died in 1863.

Charles attended the common schools until he was 15 years old, when he realized that he would have to help support the family. He therefore learned the trade of tinsmith with the late Wilder D. Foster and, after that, spent one year as journeyman tinsmith, traveling through Michigan and Illinois. His life as journeyman was one of hardships, which tested the Scotch-Irish

done by the Bureau. The work of the Bureau was finally absorbed by the Board of Trade, which Mr. Sligh helped to organize. He was its first Vice-President and has been a director for ten years.

Mr. Sligh was one of the earliest advocates of the improvement of Grand River and to his persistence and patience is to be attributed, in great part, the gradual change in public sentiment which has taken place during the past dozen years. But for the constant agitation of this subject by himself and Charles H. Leonard it is doubtful if Grand Rapids would now be rejoicing over the prospective advantages of deep water navigation.

Mr. Sligh is a natural organizer and has taken an active part in several important movements. He was one of the first men in the city to advocate independent action on the telephone question and was one of the incorporators



metal in him and brought out all his powers of determination and perseverance. On his return to Grand Rapids he entered W. D. Foster's employ as a clerk, where he remained until he was engaged as traveling salesman by the Berkey & Gay Furniture Co. He remained with this house from 1874 to 1880, introducing Grand Rapids furniture farther south than it had ever before been introduced.

In 1880 Mr. Sligh organized the Sligh Furniture Co., which has steadily forged its way to the front and is now one of the foremost manufacturing establishments of the city.

Mr. Sligh has done much for the furniture trade in this city. In 1886 the Grand Rapids Freight Bureau was organized for the purpose of securing uniform freight rates and assisting in protecting Grand Rapids manufactories against unjust discrimination. George W. Gay was President and Mr. Sligh Secretary and some excellent work was

of the Citizens Telephone Co., serving that corporation as a director for several years. He was for many years President of the Grand Rapids Furniture Manufacturers' Association and also President of the National Furniture Manufacturers' Association from 1888 to 1892.

Mr. Sligh's success can not be attributed to luck merely, but rather to a steady, clear mind, the ability to see all around a business proposition, and determination and persistency to carry out and make a success of what he has undertaken. His judgment and clear-sightedness can be safely relied upon. In all that pertains to the industrial interests of the city he gives his best thought and care. A man who has the respect of the community must possess qualities that go for the making of a man of affairs and an influential, highly respected citizen; and these qualities Mr. Sligh possesses to an eminent degree.

He Knew the Lady.

"Yes," said the eminent professor at a social gathering, addressing his remarks to a small man to whom he had been introduced, "I flatter myself that I rarely fail to read a face correctly."

"So?" queried the small man.

"Yes. Now, there is a lady," continued the professor, pointing to a 200-pound specimen of the fair sex, "the lines of whose countenance are as clear as print to me. The chin shows firmness of disposition amounting to obstinacy; the pointed nose, a vicious temperament; the capacious mouth, volubility; the square chin denotes trouble for those who oppose her wishes; the eyes show a hardness of heart."

"Wonderful, truly wonderful, professor," interrupted the small man.

"You evidently know something of the lady then?" said the professor.

"Sure," replied the small man; "she is my wife."

California Raisin Trust Defunct.

The California Raisin Growers' Association, which has exerted an influence on the raisin market for several years past, is practically defunct, owing to a lack of interest on the part of its membership. A nominal organization will be continued until the affairs of the Association are settled, but after that it will probably cease to exist in its present form. President M. T. Kearney is hopeful, however, that it will be succeeded by an association which will exert a more powerful influence than that now about to go out of existence, and in a public statement the President calls attention to the good that was done by the former organization.

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

Cheaper Than a Candle

and many 100 times more light from
Brilliant and Halo
Gasoline Gas Lamps
Guaranteed good for any place. One agent in a town wanted. Big profits.
Brilliant Gas Lamp Co.
42 State Street, Chicago, Ill.

Now is the time
to buy
**Dusters and
Nets**
We have the correct styles
and our prices are very low.
Sherwood Hall
Grand Rapids, Michigan



It sells strictly on its merit. No prizes, no schemes, just Coffee—all Coffee
OLNEY & JUDSON GROCER CO., Grand Rapids

Asphalt Torpedo-Gravel

Ready
Roofing

SUITABLE FOR
BOTH STEEP AND FLAT
ROOFS

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

WORLD'S BEST
S.C.W.
5c. CIGAR. ALL JOBBERS and
G. J. JOHNSON CIGAR CO.
GRAND RAPIDS, MICHIGAN.



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Published at the New Blodgett Building,
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One Dollar a Year, Payable in Advance.

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

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

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

E. A. STOWE, EDITOR.

WEDNESDAY, - - APRIL 30, 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 23, 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 twenty-sixth day of April, 1902.

Henry B. Fairchild,

Notary Public in and for Kent County, Mich.

EQUAL TO THE REQUIREMENTS.

It begins to look as if human life were changing its ideals. Humanity is getting tired of phantom-chasing and is determined when the race is over to have something to show for its work. The ages have held up the glittering baubles of rank and power only to intensify the fact that their possession is not worth the striving after them. Seconded by the money that sustained them they have come to be subordinated to it and now after centuries of sway the three, together or apart, have shown their emptiness and their worthlessness and the long deluded world has concluded to base its happiness upon something else. The United States long ago turned its back upon crown and throne and, centering its hopes upon the dollar, has made that "Almighty," with the old result. Beyond the needs of the savage it can not go and too many of them have been found again and again to be a weariness of the flesh. The "pile" made, life has lost its zest and is hardly worth the living; and the man with his fortune has been on the lookout for another ideal.

On this side of the sea there has been a hungering after the fleshpots of the Old World, and now and then the multiplied millions have gone for the medieval title with the nonentity behind it. That bubble burst, the good sense inherited from "the third estate" has asserted itself and now we are teaching the unsatisfied that the best part of money is earning it and the next best part is spending it for the good of all mankind. For years there has been a fear among us that wealth was degrading us. The man with his hard-earned millions went from his work to his reward and his son piously and religiously scattered the money left him and slept with his fathers, leaving the next generation at the bottom of the hill to climb or not as it seemed best; but, here is

where the new ideal presents itself. The American idea is asserting itself and the man with the inherited fortune is no longer contented to be the hero of the golf links or the champion of the cue. The army of well-dressed masculine idleness that crowded the summer resorts forty years ago, the envy of their less fortunate brothers, are there no longer. Inherited worth, weary with the round of nothingness and disgusted with it, has given a new turn to the American spirit of the age and with coat off and sleeves up is showing his but-born brothers that they, the hutch-born, are no longer to hold unchallenged the best part of life. He has gone down into the mine and worked there. He has entered commercial life at the drudgery department and worked up. His bared arm has become acquainted with sledge and hammer, and the grime of toil has been washed from his forehead with streams of sweat. It was feared that money had weakened our patriotism and that, overtrained and purse proud, the money-blest—or cursed—young American had lost the valor of his Revolutionary ancestors; but when the Cuban trouble appeared there he was on foot and in the saddle, equal to the requirements and making his presence felt wherever and whenever it was called for.

The other day a gossipy newsmonger reported the astounding intelligence that a well-known member of American moneyocracy is learning to cook. She has actually taken a lesson in cooking from "Mother" Moreau, a character famous all over France. She took off her hat and put on a white apron and a pair of white sleeves and took a lesson that lasted two hours. The reporter has furnished the item as a world starter. It is only another fact strengthening the growing conviction that money has ceased to satisfy the woman side of the American household, that "the nameless longing" has not found content and that one of these days when the millionaire mechanic comes from his workshop to his million-dollar house his worthy wife will with her own hands set before him a meal which she, "in white apron and a pair of white sleeves," has prepared for him exactly as her great-grandmother prepared the wholesome and appetizing dinner when the toil-worn Cornelius came home from his hard day's work in the olden time.

That there has been great need for the super-well-to-do to take an active part in the strenuous life we have been entering upon goes without saying. It has taken long years to bring it about, but it has been accomplished. There will still be butterflies of fashion brightening the summer with their gaudy wings, but that kind of existence has had its day. The insect display and the insect life will be left to the insect by the human being tired of its emptiness and desirous of something useful and so of something better. The ideal has changed. The summum bonum is no longer shadow but substance. The billiard table has given place to the work bench, and if the piano is displaced by the kneading trough, the old home life and all that belongs to it will come back again, and the enormous bank account, now the characteristic of the American, will be the sign not only of the higher home life behind it, but of that still more important condition that the inmates of that home are proving themselves equal to the requirements which the country has every reason to demand of them.

CLOTHES AND THE SOLDIER.

A philosophical writer some years ago made the statement that the uniform of the soldier gave greater courage to the brave man and instilled the spirit of pluck in the heart of the coward. Judged from the history of recent events, the deductions of that writer are certainly false. He referred to the fighting in the Carlist war and declared that the feathers and ribbons which adorned the hats and the gaudy colors of the coats of the combatants inspired the wearers with pride and impelled them to acts of heroism rather than disgrace their showy garments. Following out his reasoning, he pointed out instances of birds and animals whose courage corresponded to the beauty of their plumage and their hide.

This is placing a somewhat low estimate on the intelligence and the courage of a man. If the writer were correct in his statement, then the world has made a distinct advance in courage and intelligence. Men to-day fight in clothes anything but gaudy, and they have given example of heroism in khaki uniforms, showing that the wearing of scarlet and gold, blue and green, feathers and ribbons, is not necessary for the display of bravery.

Colonel Charles W. Larned of the United States Military Academy says that the passing of the brilliant uniform is owing to the appearance of the American soldier. In an able paper entitled, "The Modern Soldier," he observes:

Alas for the cuirassier, the uhlan, the hussar, the grenadier of red, of white and of blue, with incredible headgear! Their splendor has set with the sun of romance and the glory of them will depart with the day of absolutism. Their passing began with the development of the American soldier of the frontier, was hastened by our Civil War, and is now being consummated by the alert, practical Yankee as he appeared at Santiago and in the Orient, and the uncouth, mobile, sharp-shooting Boer of the veldt.

With plain clothes has come different warfare. The gorgeous uniform made the soldier an automaton, his present equipment a rough and ready fellow, prepared for any emergency. The English soldier looked at the colonial with something like wonder. How a man could possibly go into action in shirt sleeves made Tommy Atkins shake his head and mutter strange things. This style of dress was not sanctioned by custom and the English soldier is a great stickler for form; but when he saw the colonial comfortable and able to work more easily, Tommy Atkins would have liked to shed his coat, too.

The Boer, who has no uniform, and the American soldier, whose garb is of the plainest and, most serviceable nature, are to-day the type of the modern soldier. Whether Europe will ever learn the lessons given them by Boer and American is problematical. Colonel Larned, while admiring the British soldier for his individual fighting qualities, has despairing words for the British officer, but he does say that it is his belief that no continental army could have made a better showing than did the English in South Africa.

THE TESTS OF GREATNESS.

According to the Hegelian philosophy, the development of the world is a logical process. Things are done when they have been made possible by a long course of preparatory history. Discoveries are made, new ideas conceived, when the human mind has brought them into view by rising to a higher standpoint. The great man is the organ of

time. He is the first to perceive the truth, the first to seize, or to announce, the opportunity of advance. Thomas Carlyle held that great men made history in the light of genius and by the force of character. He regarded greatness in man as something almost exclusively personal, and refused to adopt the theory that the great man is the creature of circumstances, and is, at the most, simply the most intelligent or the most earnest exponent of the tendencies of his time. However that may be, a man is measured in the long run by his work. There are men of a certain seeming brilliancy who enjoy among their associates a reputation for ability, because it is believed that they could achieve a considerable degree of success if they would make the requisite effort. But history has its positive tests. A man must say something truly memorable, or do something actually momentous, or posterity will not call him great. There is, however, a disposition to prize a man's memory for the greatness that was in him rather than for the extent of his conquest in any field of endeavor. What he has done shows something of what he was, but the world is inclined to credit him with a reserve of mind, and it may be of unconscious power. And after an actual and signal demonstration of his greatness, no subsequent security can disturb the serenity of his fame.

It is to be remembered, on the other hand, that the world's ideals of greatness have not been preserved in one invariable order of precedence from age to age. Homer could hardly have been regarded by his contemporaries as more worthy of renown than any of the heroes whose prowess is recorded in his Iliad. The prize-winners in the Olympic games were in their day the most honored citizens of Greece; but now their names have been for the most part utterly forgotten. An older and more cultivated era was needed to recognize the essential superiority of mental power. Poets, orators and artists had their day at last, and now even an eminent man of science is in some sort a popular hero. For obvious reasons, the successful soldier has held the stage from the first, and still holds it. Both courage and intellect are attributed to him, and the results which he achieves are of a character to arrest and startle the attention of all mankind. The present is called par excellence a practical age. It demands material results. The inventor, the organizer of industry and trade, the empire builder, are its heroes. At least this is the common view of the present age; but one can see that it still cherishes the sentiment of greatness in manhood, and is still capable of admiring men of lofty purposes and of ambitions that are not altogether personal.

Independent dealers say that the five packing concerns that compose the alleged beef trust do not control the bulk of the meat trade and do not establish prices, but unite to fix terms of credit. The list of packers outside the combination is a long one, including several firms that do a business of over \$60,000,000 per year, and over a hundred that do a business of from \$3,000,000 to \$8,000,000 each. Lower prices are promised in June when grass cattle will reach the market. Meantime investigations are in progress which are expected to make the situation entirely clear. If there is a beef trust a way will be found to crush it. The American people will not become vegetarians either from choice or necessity.

Viletta Chocolates

S. B. & A. on every piece. They are put up in ½ lb., 1 lb and 5 lb. fancy boxes. Manufactured by

Straub Bros. & Amiotte,
Traverse City, Mich.

"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

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

MICA AXLE GREASE

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

ILLUMINATING AND LUBRICATING OILS

**PERFECTION OIL IS THE STANDARD
THE WORLD OVER**

HIGHEST PRICE PAID FOR EMPTY CARBON AND GASOLINE BARRELS

STANDARD OIL CO.

SCOTTEN-DILLON COMPANY

TOBACCO MANUFACTURERS

INDEPENDENT FACTORY

DETROIT, MICHIGAN

OUR LEADING BRANDS. KEEP THEM IN MIND.

FINE CUT
UNCLE DANIEL.
OJIBWA.
FOREST GIANT.
SWEET SPRAY.

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

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

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

Clothing

Some Fashion Pointers Picked Up in Gay Gotham.

The delicacies in haberdashery—I am almost tempted to say "lingerie!"—are so extremely beautiful that I can not help thinking we mere men folks are receiving some luxuries beyond our deserts. The cost is not ruinous, either. On a very moderate outlay, the man of fashion will be able to dress this spring and summer more becomingly, not to say exquisitely, than he ever did in his life before. Easter always affords, even to the most conservative, the excuse for breaking out into the display of a little extra spring finery. The haberdashers recognize the occasion, and aid and abet it by making their windows and counters as tempting as they can. First and foremost I find something quite new in the direction of light washable waistcoats. The material is mercerized cotton duck, the effect being the same shiny, silken finish that is found in mercerized underwear. The patterns are in white and in moderate colors, with the figures slightly raised from the main surface. Properly laundered, such a garment is a delight to the eye and to the artistic sense. It is sufficiently guiltless of starch to be flexible, and when the fit is correct it can not be improved upon for elegance and comfort. These waistcoats are shown with the buttons sewed to the material, the movable mother-of-pearl ones having quite gone out of fashion.

* * *

The silk "squares"—why call them "squares," when they are indubitable oblongs?—that come from Manchester and Paris are veritable dreams this spring. The most attractive that I have seen are in ombre effects. That is to say, the tints of the silk grade from light into dark from the center, producing the effects seen in a sunset. The shades are in green, gray, violet, orange and palest blue and cream. The "squares," so-called, may be knotted in any manner one chooses, although the best effect is obtained with the "once-over" flatknot, secured in place with a pin. With one of the new waistcoats, the "ombre" silk scarf can not be improved upon for richness. Aside from the white, which is never out of place, the prettiest waistcoat I have found is one with a basket-weave effect on a white ground, with small figures in blue and black.

I find that these silk "squares" are luxuries, in a way. They sell for \$5 to \$7 each, which is out of all proportion to the original cost. Everyone knows that duties must be paid on such precious importations, but the exaction of a duty of 50 or 60 per cent. should not be made the excuse for a trebling of the amount of the original invoice. Still, I suppose our fashionable haberdashers must pay rent.

* * *

I spoke, a month ago, of the gorgeousness of the rainbow patterns of spring hosiery. Some of these were confections; others night-mares. All of them fade into insignificance beside the importance of my latest discovery that, we are to be invited to wear white—or practically white—hose this summer. They are shown in both cotton and silk, in solid surfaces and open work, and some have delicate blue and pink tracing running up the sides. Some devotees of fashion will go to any lengths to acquire majesty in the matter of dress, but these stockings are so exceedingly lovely that

if I were to find a friend of mine wearing them, I think I should be tempted to cut his acquaintance.

* * *

I have found a new collar that I do not exactly like. It is of the high turnover pattern, with rounded extremities, and the novelty consists of a double row of stitching around the edges. The effect is not unhappy, but looks a little too variety-showy for approval. There are symptoms, I am told, of a return to favor of the dog-eared, or "wing" style of collar. I am unprepared to believe it; for the reason that it is impossible to launder such a collar more than twice without fraying the edges.

* * *

I find a lot of the fellows returning to the chaste fashion of plain gold jewelry, engraved with the wearer's crest or initial. The scarfpin and sleeve buttons are of similar pattern, and if one desires to go a step further, he may have a plain gold fob-ornament, with the initial or crest on that, too. This is rather like rubbing it in, but the initialed gewgaws need not necessarily be worn every day. Indeed, some fastidious men that I know change their jewelry as often as their shirts.

And speaking of shirts reminds me that where shirts are concerned the present season is to be one of pleats. The white idea prevails here, too. Some very desirable ones that I have seen have a French pique bosom, with a corded madras body. The pleats vary in width from a quarter of an inch to a full inch, and the buttons are quite large. In some cases the pleats are infinitesimal at either side of the opening and increase in width as they reach the edges of the bosom. Such a garment ought to be fetching enough when worn with flannels or ducks, but its fate is entirely dependent on the skill of the laundress.

* * *

My tailor tells me that the frock coat is safely established as the half dress fashion for several seasons. This is gratifying to know, because there is no more graceful or becoming a garment than a man of passable figure can put upon his back. I find, too, that the fashion as to length is very rigid. On Easter Sunday morning, which is always an occasion for a sort of dress-parade after church, I had a chance to remark this. The rule seems to be that the skirts shall fall two inches below the knee. This gives the limbs free play, and preserves the aspect of smartness besides. Many well-dressed men passed me in the Drive, prayerbooks in hand, and I could not forbear congratulating them, as well as myself, on the disappearance (I hope forever!) of the long frock coat of 1894. Do you remember that preposterous satire upon good sense and taste? Who was responsible for its introduction I know not, but the innovation was taken up by our tailors, with the result that an entire generation of American men were made, for one season at least, to look ridiculous. The skirts of the coat came nearly to one's ankles, and one could not blame the ladies for laughing. The only comforting thing about this coat was that when the craze vanished, as all senseless crazes do, our tailors were able to saw

Ask to see Samples of

**Pan-American
Guaranteed Clothing**

Makers

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

half a foot or so off our skirts and return the coat looking like a rational article. The frock coat we are wearing this spring is both rational and artistic. The favorite material is a dead black worsted, with an almost invisible diagonal thread. It is also made in a vicuna, showing the dimmest possible suspicion of gray. There are four buttons on either side, but the coat is usually worn open, especially if the wearer is vain of his waistcoat and scarf than he is of his figure. I hope I have not descanted at too great length on the charm of the frock coat. I confess I am in love with it, and I find many others of my mind. Let us hope, if the style changes at all, the change will be in the direction of shortness rather than length. It is a simple matter for your tailor to scissor a few inches off the skirts of your coat, but difficult for him to add on as much.

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.

M. Wile & Co.

Famous Makers of Clothing

Buffalo, N. Y.

Samples on Request Prepaid

Summer Clothing

of every kind for a few days longer, then every sample must be returned to make way for

Fall Goods

Some great bargains in small lots. Kindly pay me a visit. Customers' expenses allowed.

William Connor

Wholesale Ready Made Clothier, 28 and 30 S. Ionia St.
Grand Rapids, Michigan

N. B.—I show everything direct from the factory—ten lines in all—no jobbers' prices.

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 and 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

This is a point that ought to be regarded as well taken, inasmuch as a frock coat made by a good tailor ought, considering the infrequency of the occasions on which it is worn, to last the purchaser at least three seasons. After that, the valet is welcome to it.

* * *

With the season of flannels approaching, some hints on the shrinking thereof, given me by a careful friend, seem worth quoting. This young man, who is fastidious to the limit as to the "set"—I believe that is the term—of his summer garments, makes a practice of buying his own flannel, shrinking it himself, and sending it afterwards to his tailor to be made up. He said to me, "Coats and trousers made of flannel improperly shrunk have gotten many a good man into difficulty, especially if he has been rained on or capsized from a yacht. This is the way I do it: I buy my flannel. I first soak it in warm water for a few minutes and then have my man wash it thoroughly with soap, adding warm water every so often, so as to preserve the correct temperature. The rinsing is done in clear warm water and the drying slowly—in the sun and never before a fire. This much done, the tailor cuts the clothes to fit me, and I am not afraid of anything—not even a ducking."

Very creditable and courageous, of course, but a lot of trouble. I should prefer to let the tailor shrink the flannels for me or else buy new ones when the first lot got wet.—Percy Shafton in *Apparel Gazette*.

Too Much For His Philosophy.

A Virginia member of Congress used many years ago to tell a story which may have been intended as a parable for politicians who approach questions from the wrong side. It is still capable of performing that office, not only for politicians, but for others.

The proprietor of a tanyard built a stand on one of the main streets of a Virginia town for the purpose of selling leather and buying raw hides.

When he had completed the building, he considered for a long time what sort of sign to put up to attract attention to the new establishment. Finally a happy thought struck him. He bored an auger hole through the door post and stuck a calf's tail into it with the tufted end outside.

After a while he saw a solemn-faced man standing near the door looking at the sign, his eyes in a round, meditative stare behind his spectacles. The tanner watched him a minute, then stepped out and addressed him.

"Good morning, sir!" he said.
"Morning!" said the other, without taking his eyes off the sign.
"Want to buy leather?" asked the tanner.

"No."
"Got any hides to sell?"
"No."
"Are you a farmer?"
"No."
"Merchant?"
"No."
"Lawyer?"
"No."
"Doctor?"
"No."
"What are you then?"
"I'm a philosopher. I've been standing here for an hour trying to figure out how that calf got through that auger hole."

Tartly Received.

"I am going to marry your daughter, sir," said the positive young man to the father.
"Well, you don't need to come to me for sympathy," replied the father, "I have troubles of my own. I married her mother."

People like jollity, but not being jolied.

High Price For an Egg.

At an auction sale in London the other day an egg of the great auk was offered for sale. The fact had been well advertised and quite a number of persons interested in these rare prizes were present. The egg was knocked down for \$1,260, a very good price, although eggs have been sold in London as high as \$1,500. Not over seventy of the eggs of this extinct bird are known to be preserved in collections. About twenty skeletons and eighty skins are also among the treasures of various museums.

These few remains of the great auk are highly prized because the bird was annihilated by the greed of hunters about sixty years ago. The time was when great numbers of this sea fowl lived along the shores of Iceland and Newfoundland. They fairly swarmed during the years of the early settlement of Newfoundland, and for some generations they were largely used for food by colonists and fishermen. The bird was strictly aquatic in its habits, coming ashore only to breed. Its wings were so small that it was incapable of flight.

It was found in time, when its downy feathers were very desirable and then it began to be killed to supply European markets with this new commodity. As it bred only in a few localities and was helpless when on land, it did not take very long to exterminate the species. The last blow came when its most secure breeding place, a small island off the south coast of Ireland, was destroyed by a volcanic eruption. The birds removed to a spot that was more accessible to hunters, who soon made an end of them. The last specimens were taken for their skins.

According to Prof. Holder, a good many other birds are in danger of extermination. He tells of deserted localities in Florida where forty years ago birds were seen in thousands. The great marsh by the sea in Southern California, which a number of years ago was the winter home of innumerable white herons, now sees them no more. According to all reports, the bird of paradise from New Guinea is doomed. The supply is decreasing so rapidly that it is now difficult to get the number required by the European feather markets.

Their Relationship.

"There are some queer couples in the world," remarked a real estate agent recently. "The other day a man and woman called to see me about renting a house. The woman did all the talking and turned to the man for confirmation or corroboration. He always agreed with her and did it very meekly.
"Well," said the woman, "I'll give you \$25 for the house. Won't we, John?"
"John—Yes."
"And I'll pay my rent promptly, too; won't we, John?"
"Yes."
"And I'll take good care of the house; won't we, John?"
"Yes."
"And I'll take it for three years; won't we, John?"
"Yes."
"But," I enquired, as is usual in such cases, "are you man and wife?"
"Man and wife," exclaimed the woman, sharply. "Indeed, we are not; are we, John?"
"No, my dear."
"What?" said I. "Not man and wife?"
"Not much," she retorted. "I'd have you know, too, that in this family we are wife and man; that's so, isn't it, John?"
"And John meekly agreed."

The beggar doesn't have to be weighed in the balance to be found wanting.

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

38 HIGHEST AWARDS in Europe and America

Walter Baker & Co.'s

PURE, HIGH GRADE

COCOAS

—AND—

CHOCOLATES



TRADE-MARK

Their preparations are put up in conformity to the Pure-Food Laws of all the States. Grocers will find them in the long run the most profitable to handle, as they are absolutely pure and of uniform quality.

In writing your order specify Walter Baker & Co.'s goods. If OTHER goods are substituted, please let us know.

Walter Baker & Co. Ltd.

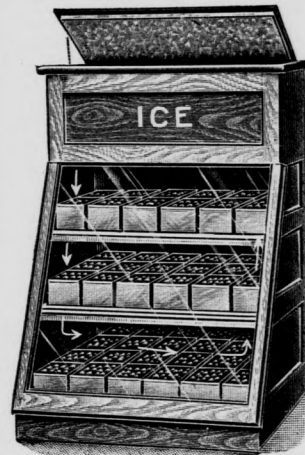
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If
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Grant's Berry Cooler

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.

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.

Shoes and Rubbers

How to Wait on a Shoe Customer.

The treatment of customers is the paramount question. Every reader needs but to ask himself why he trades at certain places. To prove this, I go to a merchant tailor, a druggist, a barber; invariably to certain ones. Why? Not because the prices are lower, the goods purer, the skill superior, but solely on account of the better treatment received; indeed for special reasons I would prefer to give my trade to others but their service repelled. Just dismiss the idea that your styles are later, your qualities better, your prices lower than anyone's else whether you be shoe man, or what not. Competition is too alert nowadays.

You must win customers and not lose them to succeed in business in this twentieth century. How? By treating them right.

A customer should be neither bulldozed nor cajoled. A swashbuckler never makes a good salesman.

In the first place see that your store is commodious, well-lighted, airy and have comfortable seats. Let everything be clean, neat and invitingly arranged. Let us please the eye of our customers by appearances the instant they enter.

Do not pounce too quickly upon the customers upon their entry and try and get your hand as soon as possible in their pockets. But bid them the time of day; pleasantly make some remark about the weather or speak a kindly greeting if acquainted with them. Invite them to a seat and show by a pleasant demeanor that you appreciate their call.

Never be too busy for customers—these are the main chance, the whole object of your storekeeping. Treat them as politely as a guest in your home; give all your attention to them while present if no other customers demand it. For an actual fact I know a business man who told a customer who requested to be promptly waited upon as she was in a hurry "that the sweeping had to done first" and allowed that customer—a lady—to leave the store angry to buy elsewhere. Impoliteness and the carelessness of clerks create stronger prejudices against a store than anything else I can think of. Goods that have proved inferior to representation may have a proper adjustment in the making of an allowance; complaints of many kinds may be explained away, but rudeness has no excuse coming from those or their employes who seek the trade of the public.

Do not trifle with something or talk unnecessarily with others while waiting on customers—they deserve all the attention you can give them. Do not ask, "Do you want something good," or "What price do you want to pay?" It serves the impudent clerks right who do this to be told, "I will look at what you have." After a customer has stated his wants try to fill them.

Show goods willingly, starting with such grades as your judgment dictates upwards from cheaper to better goods until you get an idea about what style and price are wanted. Then, taking your chance talk that particular kind and endeavor to secure the privilege of fitting a pair on. The customer that wants a cheap shoe if higher qualities are urged too strongly may decide "not to buy to-day," and the customer looking for a better grade if a profusion of cheap stuff is shown may think that he

wants something better than you keep or have.

With some customers talk style and show the new things; with others wear and point out the strong points; again with others comfort, and explain in the majority of cases price, give reasons, as out of style, special bargain, only pair, sale, plainly and strongly.

Do not talk size; fit the foot and get the size question out of your customer's head.

If you have not what a customer wants, push a substitute that will answer, but do not insist upon their taking it.

As for price concessions discourage the asking if you can do it, ignore or pass it over, but if you make a concession do it quickly without haggling.

When a sale is made let the buyer wear the shoes if he expresses or shows that inclination (it may save an exchange), and close the deal without much delay. If you stop and talk hard times too long the customer might decide to get along without a new pair of shoes just yet.

In the making of allowance upon complaint, although I consider nearly all cases "pure blackmail," I would counsel an adjustment satisfactory to the customer and charge it up to advertising. This method would be more pleasing to parents than the giving of jumping ropes to their children, I imagine. I know it would be abused, but if the advertising they would give you doing this may not pay the talk I am sure they would create among their coterie of associates will hurt you if you do not. If their trade is worth it to you, buy their good will in this way.

Treat customers fairly in all matters; don't "mint, anise and cummin" with them. I sold a \$10 bill of shoes to a customer once who got very talkative and told me that he had always traded at X's, but having purchased a pair of shoes for his wife there on Saturday and returned Monday to get one-half size larger he had to pay a difference of 17 cents, because this store's special sale ended Saturday. The shoes in stock had risen in price; his pair the same kind had not, of course.

As the treating of requests for credit and letting shoes out on approval (two evils that ought to be done away with) often create dissatisfaction, when possible have some other than the clerk who sells the goods do the refusing, and even the granting of this privilege in private. Let no customer have a grudge against a clerk. A little interest in a customer's welfare after acquaintance-ship ripens is a good thing.

A brother clerk once asked me why a customer he had turned over to me took a pair of felt boots from my hands, put them on and paid for them without a dissenting word, while he had seized the same thing, felt every square inch of it and said he did not want it when this clerk himself had shown it. The reason was because I knew his dealings with me, covering many years, had always been satisfactory, and this time he had confidence enough in me to take my word without questioning. Inspire confidence by just treatment; you will find that your treatment of customers will be a greater incentive for people to trade with you—a greater advertisement—than any other measure you can possibly employ.

People are not walking encyclopedias of styles, expert judges of qualities or criterions on lowness of price; but every one knows when he is treated like a gentleman and forgets not easily, you must remember, where and where not; by whom and by whom he is not.—Chas. M. Wyman in *Boot and Shoe Recorder*.



Shoes well Bought are Half-sold We offer at Right Prices

First. The shoes we manufacture, a line whose extra quality value is too well known to buyers of medium priced and heavy shoes to need special comment.

Second. A complete variety of careful selections in good wearing values in various styles of up to date and staple shoes in all grades demanded by to-day's public.

Third. The always durable Boston Shoe Co.'s rubbers. What you want, as you want it, the way you want it and when you want it.

Our representative will call any time with full particulars and samples.

Rindge, Kalmbach, Logie & Co., Ltd.
Grand Rapids, Mich.

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.

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



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

Buying Ahead of Season a Source of Trouble.

The custom of buying large stocks away ahead of time of demand I consider a fruitful source of many deplorable results in the shoe business. The retailer is only too likely to buy too much—more than is really necessary or can be sold—and the consequence is "an accumulation of old styles" from a mistaken purchasing of undesired kinds, or "he misses his guess" and gets an overstock of certain sizes and widths.

Buying heavily far in advance of need is pretty sure to cause an increase in certain sizes and widths at the end of the season, even if not a more serious piling up of "left-overs."

Just what will sell no one of us positively knows. We have our experience and judgment of course to guide us in the selecting of styles and quantity, but with a fine spread of shoes before us and a smooth salesman to "talk 'em up," if we have got into the habit of buying large stocks, we are apt to "go in deeper" every time.

Before the season opens, then we perhaps find that it is required of us to add "some new things" just now. Now again, when the trade really starts we often find that certain lines of our purchases are selling out and being called for and must be reordered, although for other large lines there is no demand, and these must be peddled out at no profit or a loss, or allowed to develop into "shelf-warmers."

The retailer in buying so far ahead of receiving often forgets what the shoes ordered really were like, and when the goods come in his feelings or other circumstances at that time determine whether or no "the shoes are up to sample." If trade is a bit discouraging, or a large portion of the past season's stock remains unsold, and the new goods come piling in in alarming quantities, there is temptation for the retailer (which is quietly succumbed to) to pack up and return to the manufacturer such shoes as he has a sufficiency already in stock, or he "repents him" of having bought.

An overloaded stock gives the dealer a surfeited feeling just as surely as an overloaded stomach, and both have the same effect, creating a genuine case of "the blues."

When there is a vast lot of shoes in the store the retailer gets anxious and in a hurry to dispose of them rapidly, commences to create a burrah by cutting prices and thereby losing profits. I venture the opinion that there are more buyers who overbuy than there are who underbuy, and, judging from the number of "at cost and less than cost" advertisements put forth by shoe stores, I suppose all of them are "making the best of a bad arrangement" and are "taking their medicine."

The very reverse of these things is secured by conducting the purchasing of goods in the new way and the best way—buying ahead in small quantity and as the need is apparent and what the demand calls for, and the sizes and widths that are necessary to keep an unbroken assortment. The dealer who purchases so that he always has room for "one more" is in a position that permits his picking up any good thing presented late in the season. A consultation of the advertisements in the trade papers, of the "leaders" manufacturers are putting forth, and "carrying in stock," will permit a dealer to get a quick shipment and many a good seller and snappy style.

The catalogues of jobbers kept handy about the store will make a "Saturday size up" easily procurable.

More and stricter attention should be given to the amount of stock purchased and carried. Let the retailer buy ahead in only moderate quantity.

Let the salesman only try to sell to him in quantities that can profitably be sold. The manufacturer will have time to get out duplicate orders quickly and will be sure of getting them, too, as the retailer will be able to use more of the shoes proving popular and good sellers, securing the right sizes and widths in these kinds. As far as I can judge I see no need of placing large orders in advance of the season.

I know the accumulation of odds and ends, and of unfrequently called for sizes and widths, much of the returning of shoes to manufacturers and necessity of "one-half price" sales will be rapidly lessened by the giving of more careful and smaller orders, and also that the purchasing of shoes "from a worriment" taken up by the buyer like a man without an appetite will become a "veritable feast" for the dealer that is "hungry for shoes."

Finally, I am sure "more profit can be made with a small assortment of all good sellers than with a big stock of uncertain styles," and it is for a showing in the bank book and not on the shelves that the retailer should strive.—Chas. M. Wyman in Shoe and Leather Gazette.

Antidote For Despondency.

There is no better antidote for despondency than to take a measure of your own community as it was ten years ago and as it is to-day—unless you live in an unrepresentative and stagnant community. You will be likely to find the roads or the streets better than they were; the railroad service better, the postal service, possibly even the telegraph and the telephone service, you will observe better houses, more attractive grounds; the people are better clad, or more are well clad. Inside their houses you will find more books or better, more bath rooms, better lights and better furniture. A larger proportion of children and youth are receiving good training at better schools. All this means more than prosperous years. It means a higher level of life and a stronger ambition. The well being of the people of the United States is rising higher, and especially is it diffusing itself wider. Life is constantly becoming more cheerful, as well as longer and safer—leading to better conditions for intellectual growth and social development.—World's Work.

From Tomahawk to Shoe Brush.

Sitting Bull's eldest son is a boot-black. His name is Montezuma, and he is a graduate of the Carlisle Indian School.

After his schooling he went to Philadelphia full of ambition, and musing over the profession he would adopt. At first it seemed to him that he might be a banker, and then, when no one seemed inclined to help him along that path, a master merchant. But he was beginning to learn that there is no royal road to riches, and he thereupon decided that he would black shoes.

For a few cents he bought the regulation kit, and it was not long before he could send for Winonah, from the Rosebud Agency, the girl who had promised to marry him. Instead of the soap-box which Montezuma once carried for an outfit, he now has a handsome stand, and this descendant of a line of chiefs is building up a more flourishing business every day. Best of all, he lays his success to Carlisle; for, as he says, he learned there how to do things well, the small as well as the great.



Mayer's

Shoes



Mayer's Shoes for the

FARMER, MINER, LABORER, etc., are made of strong and tough leather. They are reliable in every respect and are guaranteed to give satisfactory wear.

Dealers who want to sell shoes that give the best satisfaction and bring new trade want our line. Write for particulars.

F. MAYER BOOT & SHOE CO., Milwaukee, Wis.

**Grand Rapids
Bark and Lumber Co.**

Hemlock Bark, Lumber, Shingles, Railroad Ties, Posts, Wood. We pay highest market prices in spot cash and measure bark when loaded. Correspondence solicited.

W. A. Phelps, President
D. C. Oakes, Vice-President
C. A. Phelps, Sec'y and Treasurer

Michigan Trust Building
Grand Rapids, Mich.

For \$4.00

We will send you printed and complete

- 5,000 Bills
- 5,000 Duplicates
- 100 Sheets of Carbon Paper
- 2 Patent Leather Covers

We do this to have you give them a trial. We know if once you use our Duplicate system you will always use it, as it pays for itself in forgotten charges alone. For descriptive circular and special prices on large quantities address

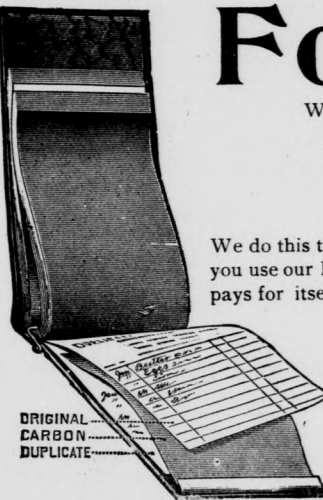
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105 Ottawa Street, Grand Rapids, Michigan

Manufactured by

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ORIGINAL
CARBON
DUPLICATE

All Kinds
of
Sold

PAPER BOXES

All Kinds
of
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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

Dry Goods

Weekly Market Review of the Principal Staples.

Staple Cottons—Buying continues to be for very limited quantities and practically all of it may be said to be on rush orders for export. There is a little more business in progress in heavy brown sheetings and drills, and in standard and three yard makes some lines are showing indications of early advances. There are very small stocks to be found anywhere. Four yard sheetings continue just the same as last reported and with cotton ducks there is a moderate amount of business. Bleached cottons are quiet for the present and the market shows no changes as far as prices are concerned. Wide sheetings are quiet. Cotton flannels and blankets are steady, showing no change since last reported. Coarse, colored cottons show a moderate demand but no new features of importance.

Cotton Dress Goods—There has been a moderate amount of business transacted in printed fabrics, somewhat more than that reported last week, but the demand is made up of a number of orders for small quantities and principally for fancies. In staple lines, buyers are less interested and placed orders only for limited quantities. The print market shows a firm tone. All offers by the buyers to-day even at slightly below quotations are promptly turned down by the sellers. It is reported, however, that there are a few seconds being disposed of in staple lines at what might be termed modified prices. Fine printed sheetings are quiet, but all lines are in a good condition. Napped fabrics are in good request, both in printed and woven patterned styles. The prices show no changes. There have been no new features to report in regard to ginghams in either staple or dress styles.

Linings—The market for cotton linings has been rather quiet for the last week, the orders being for small quantities for immediate delivery, as is the case with nearly every other part of the market. The clothing manufacturers have not placed orders of any consequence as they feel that they can get what they need at any time. Kid-finished cambrics have been rather slow, as far as fancy colors are concerned, but staples have shown a little better condition. There is considerable competition in the highly finished goods, which results in keeping prices down. Regular mercerized goods are fairly strong and steady in prices throughout with the exception of the above-mentioned lines. The clothing trade has

bought sparingly of cotton twills Alberts, Italians, cotton warp Italians, mohairs etc. Printed sleeve linings have been quiet but steady.

Wool Dress Goods—The initial dress goods market has settled down to the humdrum condition of a "betwixt and between" period. The fall business coming forward is of modest proportions and such as it is confined to sheer fabrics, waistings, staple dress weaves and skirtings. The skirt manufacturer is operating conservatively seeming desirous to get a tangible demonstration as to the consumer's preferences before committing himself to the placing of substantial orders. Melton-finished skirtings appeal to the buyer with greater strength than other fabrics, a very fair accumulation of business being reported on plain and mixed goods of this character. The dress goods mills are bending their efforts to the work of getting out deliveries promptly, and are making very fair progress. The primary market is expected to continue slow until some active development has occurred on fall goods in jobbing circles. Certain jobbers have already made a try for fall business, but it is still too early to make clear the attitude of the retail trade.

Carpets—The carpet trade continues active with no material change from conditions existing a week ago except that the new season is one week less distant, and that the preparation of sample pieces is much more advanced. Although, as a rule, all the mills are very busy on their last orders of the season, the period has come when business on hand commands no great amount of interest and most of the manufacturers are giving their attention to the preparation of the sample pieces and to studying up the prospects for the season that is so near at hand. For this reason there need not be a great deal said on the subject of present business or on the orders coming to the manufacturing end of the trade. More interest is taken in the outlook and in the predictions of different members of the trade. The prospects for the coming season in carpets are exceedingly favorable and all predictions to date point toward very satisfactory demand in all quarters with prices satisfactory throughout the new season. Western jobbers are still largely interested in the market and, it is believed, will be large factors at the opening. The consumption of carpets throughout the entire West and South, so traveling men report, has never been larger than during the past season, and, owing to the favorable financial conditions there, the goods purchased were of a much higher order than is usually the case.

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.

Aluminum Money

Will Increase Your Business.



Cheap and Effective.
Send for samples and prices.

C. H. HANSON,

44 S. Clark St., Chicago, Ill.

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.

That's the One!!



The Ann Arbor Quick Lighting Gasoline Lamps



Give the best satisfaction. New styles, new prices, catalogue free. Send for agency proposition at once.

The Superior Manufacturing Co.

20 S Main St., Ann Arbor, 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.

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 7/8 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 Keeley GRAND RAPIDS, MICH. Cure TREATMENT STRICTLY PRIVATE DRUNKENNESS AND ALL DRUG ADDICTIONS ABSOLUTELY CURED. ENDORSED BY U.S. GOVT. WRITE FOR PARTICULARS. KEELEY INSTITUTE, G.D. RAPIDS, MICH.

GRAND RAPIDS DRY GOODS CO.

FORMERLY VOIGT, HERPOLSHEIMER & CO.

EXCLUSIVELY WHOLESALE

Your orders will be promptly filled at BOTTOM PRICES and will be appreciated

This large volume of business, it is anticipated, will continue during the fall season. There is nothing in the air that points to any falling off in the demands. A great deal is being said just now, about the price basis on which the new season's goods will be quoted, and many are the predictions. Conditions point very strongly toward a substantial increase in the value put upon all carpets. Taking into consideration, however, what has been done in the past under similar conditions, it is not impossible that these predictions may fail to materialize, even although conditions point strongly to an advance. There is a more pronounced hope, nevertheless, than there was at the opening of the present spring season that prices will be more favorable, those who believe this are advancing a pretty convincing argument. They state that the demand for carpets has been so large that, at the present time, there is little, if any, left-over stock in the manufacturers' or jobbers' warehouses. This was not the case at the opening of this last season. At that time, stock on hand had a great deal to do with holding back prices. The raw material market, to-day, is in much better shape than it was during the period previous to the last opening, good wools being much more in evidence and the amount of stock in dealers' hands being sufficient to meet all demands. Prices, however, are quoted on nearly the same basis as then. The yarn market, and more particularly, the market for yarns used in ingrain, has shown a stronger tendency of late, and prices are quoted some few points higher. Ingrain yarns were sold right along on a very narrow margin during the period when wool was selling at its highest point. Now that spinners see the ingrain weavers having a pretty good business, they feel justified in asking more money for their yarns. With the higher prices on yarns, ingrain carpets are being sold on a higher basis, but the higher price is not affecting the demand in any way. The retailer of carpets and rugs is in his glory at present, the period of spring house-cleaning, and of the consequent purchasing of new carpets being at its height. Retailers report a very satisfactory business to date, although the continued cold weather has had some little effect on business. The demand, as a rule, runs toward the better lines of goods, particularly Wiltons, velvets and Brussels. Ingrains, nevertheless, are receiving their share of the attention.

Girls, Please Don't—

- Twist your face in a way to produce wrinkles.
- Presume upon the generosity of your men friends.
- Assume that your way is sure to be always acceptable.
- Carry your train so as to make it appear like a corkscrew.
- Think that continual chattering makes you appear entertaining.
- Thump on the piano keys as if you had a spite against them.
- Tell your girl friends the business confidences given you by men.
- Talk to men as if you knew the difference in taste of the various wines.
- Gush over a man simply to cause another girl to think you own him.
- Think it shows good breeding to order expensive dishes and then only mince over them.

Expert Opinion.

Madge—She says she would rather be a brunette than a blonde.
 Marjorie—She ought to know. She's been both.

Making the Most of One's Opportunities.

Unlike the example cited in Holy Writ, there are some people who contrive to make more out of the "one talent" in the way of position, looks or fortune that has been vouchsafed to them than those who have the "ten talents." To make what is called the best out of one's self or one's circumstances is a most enviable quality. In most cases such ability is inborn and develops itself naturally, but it can also be cultivated, if an individual possesses certain characteristics. Self-confidence is the greatest essential, but this must be tempered by a keen perception, or it will become boastful, a quality that is fatal to success; or obviously pushing, which is a predisposition that generally defeats its own end. A certain amount of the latter, however, is in a way necessary, as the world does not go out of its path to discover a rara avis, and is besides somewhat shortsighted, so that people must be brought under its nose, as it were, either through their own energy or the praise of others, to discover their merits. An admixture of tact, therefore, is a most necessary accompaniment; while last, but not least, ambition and good management should also be added as prime factors. With qualities such as these, an income of a few thousands per annum may keep up as creditable an establishment as to double the amount. A woman who happens to find the social door ajar can boldly enter in. Good looks will score as much as beauty, and no care or expense bestowed upon the house beautiful, clothes, entertainments, etc., will be lost. The woman who can do these things—and there are many such—would prove a veritable helpmeet to the ambitious man, who in this country especially is often greatly handicapped matrimonially, as fitness and ability are about the last things a man considers in choosing a wife.

The Semblance of Politeness.

A certain man of letters entertained at dinner a number of prominent contemporaries. Several of the courses had been served before it became obvious that Prof. Smythe and Prof. Browne, who were seated side by side, were apparently oblivious of each other's presence, while assiduously devoting themselves to the viands before them.
 Prof. Smythe, being rather a sensitive man, presently became cognizant of the attention he was inviting on himself. Therefore, crushing his enmity for the time being, he turned to his adversary, and, in a most engaging manner, said:
 "Browne, my head rings; can you account for it?"
 For a moment Prof. Browne's brows contracted, while courtesy and animosity contended. Then he smiled indulgently, as he replied:
 "Naturally; it is hollow."
 The silence became oppressive. Finally it was broken by Prof. Symthe, who asked:
 "And does your head never ring, my friend?"
 "Never," came the response.
 "Ah," reflectively, "so I thought. It is cracked!"
 And each philosopher applied himself diligently to the course before him.

Nothing Can Need a Lie.

We hear it frequently asserted that this is an age of trickery—an age of deception—an age in which the successful man is the "smart" man. That is untrue. It is false and misleading. No real, genuine success can be achieved unless it is based upon honesty and integrity, and the world has never known so high a standard of honesty and integrity as it knows to-day.

Remnants of A F C Ginghams, 100 yard bundles.....	7½c
Remnants of Staple Ginghams, 150 yard bundles.....	4½c
Full pieces Staple Ginghams, fast colors.....	4½c
Full pieces Staple Standard, fast colors.....	5 c
Short length, 10 to 20 yards, best percale.....	9 c
Full line of prints.....	3½ to 5 c
Print Remnants.....	4 c

P. Steketee & Sons,
 Wholesale Dry Goods Grand Rapids, Mich.

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

THE FRANK B. TAYLOR COMPANY
 IMPORTERS AND MANUFACTURERS' AGENTS
 135 JEFFERSON AVENUE
 DETROIT, Mich.,
 April 30, 1902.

MR. MERCHANT,
 Dear Sir:

We want to impress upon you the necessity of being thoroughly posted on "Fourth of July" goods. We can help POST you. If you don't think so send us a postal card and we will mail you our Price List. Get your order in early, and take no chances. We guarantee satisfaction to you if you will place yourself in our hands.

Yours for MORE business,
THE FRANK B. TAYLOR COMPANY.

Good bread is not all in the baking, nor all in the flour. A good baker can do well with ordinary flour, but she can do better with

CERESOTA.

OLNEY & JUDSON GROCER CO., Grand Rapids, Mich.
 Distributors for Western Michigan

Hardware

Reminiscences of the Trade by an Old Hardwareman.

I am a son of one of the earliest, if not the earliest, hardware merchants in the State. From my earliest recollection the hardware store was the source of the family revenue, and an ever present element in my life. I was born in the room directly over it, and from the time I was able to walk was in it almost daily and, in a sense, grew up in it. It was there I received the first money I ever earned, except that received as a soldier in our army. It furnished the means which sent me to college, and enabled me to marry and begin house-keeping.

I, therefore, have for a hardware store a respect and affection which neither time nor interest in other occupations has destroyed; and while I am getting along in years and am called "an old man," I dream to this day of the old store, selling locks and pocket knives and weighing out nails and strap hinges with as much zeal and earnestness as when a boy.

And I am glad to say that such dreams are happy ones; they are recollections of happy days. Those were days of hard work, but happy work, because while the work was in one sense not always clean; while it was work that would sometimes soil the hands and clothes, it was never work that soiled the soul.

I believed then and, with an experience of over half a century, believe today that there is no cleaner, better or happier merchandise business than that of the hardware store. It is a safe business. While the profits were never inordinately large, I believe from my knowledge of the business that any honest, intelligent, industrious hardware man, who will give his entire attention to his business and will not be tempted into speculation, either in his business or outside of it, is more certain of success than those in any other occupation whatsoever.

It is difficult for me to say which made the greatest impression on me, my first work as a clerk in a hardware store (I remember many of the incidents as well as if they were of yesterday) or my first experience as a drummer selling hardware on the road. The hardships of the latter were much the greater of the two, and possibly on this account my early impressions as a drummer are the most firmly impressed upon my mind. At any rate, I shall always have for the hardware commercial traveler a feeling of friendship and comradeship which can only be compared to the feeling which exists between those who have served as comrades together in the army.

All of us who are engaged in the hardware business know the important part sustained by the commercial traveler in the mechanism of that great engine, Trade, on the smooth working of which the prosperity of our country so largely depends. His work is as necessary for success in our business as the service of scouts is essential to the safety of an army.

Most of the merchants and manufacturers who have been successful have been students in this school—drummers in their line of business—and owe their success as much, if not more, than to anything else, to the knowledge of men and methods acquired by faithful work "on the road."

Instruction and experience in that school are as important for them as instructions are for those who would be lawyers, doctors, or preachers, and that man is a marked exception to the rule who has achieved a notable success as a merchant or manufacturer who has not had the training of a commercial traveler.

But commercial traveling is no longer merely a schooling for higher commercial life. Its work has so developed and has become of such importance that men of the highest ability, men whose qualities of mind would make them conspicuous in any calling, choose it as their life work. In its highest walks, art and skill and brains and courage and tact, are as necessary to success as in the professions, and are as well paid, or should be. I was four years in the army; I have spent more years than I care to tell with the labors and cares of a manufacturer; I think I have fairly won the little of fame or fortune acquired by either, but I am entirely sure that I never so fully earned my pay for any services as when a drummer on the road.

Of the hardships of the life, of its weariness and worry, its trials and tribulations, its fatigues, its disappointments, I need not write at length. They are, perhaps, no greater and no less than are found in many other occupations. Probably, however, to the younger men who constitute so large a part of the army of commercial travelers they appear greater. It is with them as it was with the married man, whom a young bachelor, contemplating matrimony, asked if he thought it were true, as some people said, that married men lived longer than unmarried ones. He replied: "I don't know about that, but it seems longer."

What some of these trials are I know very well through my own personal experience. One of them which made a lasting impression on me is the unnecessary delay to which travelers are at times called upon to submit, waiting and watching the moments slip by while anxious to close their business in time to catch their train, which failing to do, may mean a day lost, while the customer, the merchant, who has made an appointment with you, or has sent word that he will see you presently, calmly continues his political argument or chat with personal friends. The recollection of such experiences, while a traveler, has led me, as a manufacturer, to make it a rule to assume to have—no matter how occupied—a previous and imperative engagement with every commercial traveler who calls upon me on business, whether he calls by appointment or otherwise, or whether I know him or have never heard of him or his house before.

And here, owing to the fact that things frequently suggest their opposites, I am reminded of the story of the two Irish friends. They had been friends in the "Ould Country." They wanted to come to America, but all the money they had between them would only pay the passage of one. They drew lots for which one should go, with the understanding that the lucky one should, when he could, send back for the one left behind. The one who was successful in the drawing came to Chicago, got work at once, saved some money, invested in land at a lucky time, and made his pile. He immediately sent over to his friend in Ireland the money to pay his transportation to Chicago. The latter did not wait to notify his friend of his com-

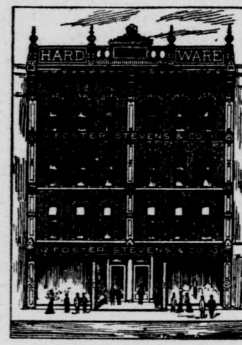
Buckeye Paint & Varnish Co.

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.

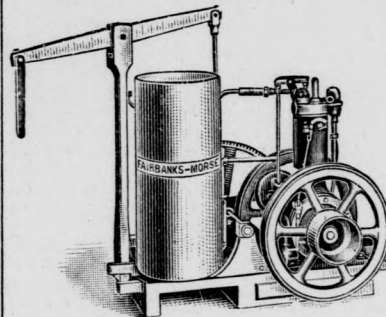
Foster, Stevens & Co.,

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

10 & 12 Monroe St.

Grand Rapids, Mich.

A-Jack-of-all-Trades Gasoline Engine



I can pump water, shell corn saw wood, grind feed, churn butter, run a small machine shop and am handy for a hundred other jobs.

I can work 24 hours a day—every day. Weather does not affect my work. It's all the same to me whether hot or cold, wet or dry.

I have the strength of 15 men. It costs **nothing** to keep me when not working, and costs about a cent and a half per hour when I am working. If you would know more about me ask

Adams & Hart, 12 West Bridge Street

Grand Rapids, Michigan

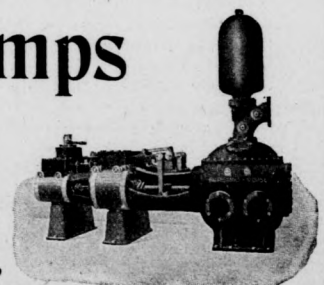
Fairbanks-Morse Steam Pumps

Compound and Duplex Patterns

Write

Fairbanks, Morse & Co.,

Chicago or Detroit



ing, but started at once. He had always lived in the country and on his arrival in New York, was greatly impressed with the many things he saw which were entirely new to him.

He took the emigrant train to Chicago, and at a little town in the northern part of this State, where the trains going West from New York and the train going East from Chicago pass each other, a culvert had been washed out by the train, and the two trains were delayed while it could be repaired. Our immigrant got out of his car and walking up the platform, whom should he meet but his old friend, who was going to New York in the best style. They rushed into each other's arms, and the new comer immediately began to tell of the wonderful inventions he had seen in this country. His friend asked him if he had ever seen a Pullman vestibule train. He said he had not, and his friend said, "Come with me." He took him into the dining car, pushed the button, and when the waiter came, ordered some whisky. They drank first to old Ireland, and then to various other patriotic toasts, as Irishmen will when meeting after long separation, and after awhile, through the fatigues of the journey and the many drinks, they both fell asleep.

When the culvert was repaired, the two trains started on their way—one going to Chicago and the other to New York. The jar of the train in starting awakened our two friends, and the immigrant looking out of the car window and seeing that the car was in motion, and looking down and seeing his friend sitting beside him, and having been convinced that nothing was impossible in America, he said, "I was telling you about the wonderful inventions I saw in New York, but this beats them all. Here we are, you and I, sitting side by side in the same car; you going East and I going West."

And so, my friends, while as competitors in business, we may be going in different directions as mutual interests bind us, we are all sitting in the same car. Here we are, men of different political and different religious views, yet all true Americans, all equally desiring the welfare of our common country, all equally united in seeking the welfare of our fellowmen. James Kilbourne.

Odd Prices Which Savor of Bargains.

Trade is very often attracted to a store through the use of odd cents in naming cash prices for goods. This is a well-known principle with the managers of department stores and large city retail establishments, and there is no reason why the Northwestern general merchant, who is continually on the lookout for new business methods and ideas can not profitably employ it.

The use of established prices on goods denotes either conservatism in business or an absence of progressiveness. If the ordinary person sees an article marked at 25 cents the inference is that the merchant is working in a rut and that he has become so accustomed to charging established figures for his goods he never thinks of doing anything else.

On the other hand, the use of odd figures, those at which goods are not ordinarily sold implies progressiveness on the part of the dealer and to many consumers it carries the impression that the goods are being offered at bargain prices. It is no doubt true some women would be convinced they were getting a genuine bargain if they paid 27 cents for an article that the conservative deal-

er around the corner was selling for 25 cents; they would think that it was of better quality and that ordinarily it would sell at 30 or 35 cents simply because they paid odd cents for it.

Old department store managers will confirm this statement, and they will tell you further, Mr. Merchant, that where goods have failed to move they have frequently either marked them up one or two cents or down one or two cents in order that there might be odd change and have sold them much more successfully than when the price was indicated in the old way.

Back of this theory there is a great deal of human nature and this is especially true of the feminine portion of the buying world. Most every woman goes on the principle that a penny saved is a penny earned, and if she receives odd pennies in change she reckons that she is the gainer that much.

The dealer who caters to this propensity in womankind is only recognizing an established law in the human make-up.

However, there is such a thing as overdoing the odd cent price business, and every general merchant and every retailer who resorts to this means to secure trade should be careful as to the general impression he conveys to the public. He should not mark down all his goods or mark them all up to the odd cent basis, but give the most prominence to those goods which he is offering as special bargains with a view to obtaining the best results.

Odd cents can be used effectively in bargain advertisements in which attention is directed to special lines, and they should also be given prominence in the newspaper advertisements. They may be employed in connection with many lines of notions and specialties in the dry goods and house furnishing trade. For instance, if an article costs too much to be sold at 4 cents or 5 cents, it may be advertised at 7 cents and yet a fair margin of profit will be obtained. This same idea will apply to goods costing more money. An article that costs 31 cents or 33 cents may be sold at 43 cents or 47 cents and there will be left a good margin. Ordinarily the conservative merchant might sell the article that costs him 31 cents for 40 cents and the one that costs him 33 cents for 45 cents, but if he asks 43 cents the inference is that he is selling on a closer margin of profit, and the consumer is buying the goods at nearer what they would cost at wholesale.

The odd price sale may be carried through successfully if there are seven cent tables and nine cent tables on which all articles are bunched which can be sold at this figure. Then there may be 12 cent tables and 17 cent tables and so on through the list.

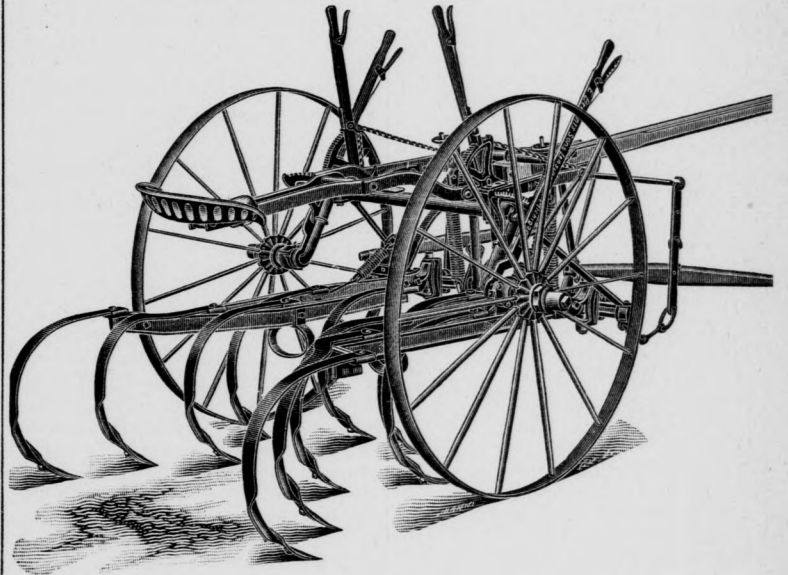
This odd price idea is an outgrowth of ingenuity in the management of large department stores. Yet it has won success in a great many instances, and it is worth trying on the part of the average merchant. It will indicate a progressive store policy and will create confidence in the merchant on the part of consumers who have no knowledge whatever of the cost price of goods, but go on exterior appearances largely in deciding where they shall make their purchases.—Commercial Bulletin.

Had What His Father Lacked.

Brown—That Jones boy has his father's honesty.

Mathers (who has had some dealings with Jones)—Well, I knew somebody had it.

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.

Butter and Eggs

Points and Pointers Picked Up on the Street.

"Did you ever see any Klondike butter?" was asked as I walked down the street one day last week. My first impression was that some enterprising fellow had started a creamery away up in the "land of the midnight sun," but on a second thought I realized that if there were enough cows up there to make any butter it would be worth far more there than here, so I begged my friend to tell something more about the goods he alluded to. "I have some of the Klondike butter in my store and I would like to show it to you, if you have a minute to spare," he replied. We went down to the store and in the rear of the building were a lot of boxes, about three feet long by 14 to 18 inches in width and depth. Each one of these contained 30 2-pound tin cans, closely sealed. The butter was packed last summer in one of the best creamery sections of Illinois and was intended for the Klondike trade. It missed this in some way and during the early spring was sent on here. We opened one of the cans and found that the butter was well made and the quality much better than I would have supposed considering the length of time that had elapsed since it was made. Quite frequently I have seen butter packed in a similar condition for shipment to the tropics, but I have no recollection of any such goods being sold on this market.

* * *

The butter that has been coming from Canada has also interested me greatly and I have examined a good deal of it, not only to get an idea of the quality of the product, but to see just what kinds of packages are used in the Dominion. My observation is that the square box, or Australian style, as it is generally known, is much more common than tubs, although the latter are used in some sections. The boxes are of full sizes, halves and quarters—56 pounds, 28 pounds and 14 pounds; but in addition to these much of the dairy butter, rolls and prints were packed in any sort of a box that was available. A local dealer who bought a lot of print butter in Montreal said that he found it in cases with slats, somewhat similar in style to the vegetable crates used so extensively by our Southern growers. Such a variety of qualities is beyond my ability to describe. There was common old dairy that had partly gone to tallow, better lots of farmers' rolls, some new and some old, creamery of different ages from four months to over a year, some with salt and some without salt. It was a novel thing for our friends across our Northern border to sell a lot of their surplus butter to the Yankees, and when they found that we wanted it and wanted it so badly as to take all that they could get regardless of the 6c a pound duty, they simply scoured the provinces from Quebec to Vancouver and as far north as Hudson Bay. I secured a tag that was taken off one of the boxes on which was marked, "From the Hudson Bay Stores." Another lot was marked Manitoba and had the Government inspection stamp. Four cars, aggregating 2,613 packages of these goods came in during the past week, and for the season thus far 14 carloads have come here, besides what went to Boston.

* * *

The demand for storage packed eggs has been so great, and so large a part of the supply has been packed with a

view to holding, that buyers of eggs for current trade needs, in order to secure an adequate supply of really fine goods, have been obliged to pay storage prices. The competition has forced the market here up to 18c for fancy selected eggs. So far as I can learn local dealers are not following this advance in their storage operations although a good many eggs are still going into the refrigerators—probably on previous contracts. Some goods are being drawn on the open market which were packed for storage and it seems quite probable that consumptive channels will get a larger part of the collections hereafter. Many of the goods now going in would be gladly sold at 18c, but the demand at that price is limited and it is difficult to find any large buyers.

* * *

The receipts of live poultry by express seem to be larger than a year or two ago. More shippers from nearby points crate their fowls up and ship direct to market instead of disposing to the country store or peddler. This is evidently more profitable for the farmer, as he gets the full market value less the express charges and the cost of the crate. In shipping live poultry to market this way shippers can usually realize better prices if sending their stock to firms making a specialty of live poultry. There are very few firms in New York that handle live poultry extensively—in fact, you can count them on your fingers—and as they are mostly bunched together in one locality, shippers can readily see the advantage of having their poultry in the hands of people in touch with the buyers. If a buyer wants to buy live poultry he is going where he can find it rather than in the butter or some other district. We do not feel justified in mentioning names here, but a glance through our advertising columns will show readers the firms to communicate with if they intend shipping. New shippers should be careful and use only the standard sized coops. The different sizes and full directions can be obtained upon request from the commission merchants.

* * *

We noticed a lot of poultry which had run short of ice and was not in strictly fine condition. The stock was what might be called useful stock if used quickly. The weather is getting pretty warm now and it is poor policy to try and save a little on ice. All through the iced poultry season more or less poultry is received short of ice and while it can not always be helped, in many cases it is due to carelessness. During the cool weather it is almost impossible to get the ice to thaw enough to drain through the poultry properly and then little ice is needed and the poultry is apt to spoil in the center, which can not be helped. This has been the case for some weeks, but now that the weather is warmer more ice is necessary and it is poor business policy to be sparing of the ice. No matter how much it costs it is cheap compared to the poultry and when the latter has to be shaded 1 to 3c per pound, because a few cents' worth of ice was saved by the shipper it means a big loss and an unnecessary one. The profit is small enough in the dressed poultry shipping business and every item should be taken advantage of by the shipper.—N. Y. Produce Review.

Few persons are as easily fooled by others as they are by themselves.

The man who is long on wheat may be short on dough.

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 Mich'gan 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.

Boston is the best market for

Butter, Eggs and Beans and Fowle, Hibbard & Co.

is the house that can get
the highest market price.

We Want Butter and Eggs

We will take care of your consignments, large or small, in a way which will be entirely satisfactory to you. We have been in business thirty-nine years and have the largest outlets of any firm in this section. We have a reputation for fair play and refer you to any bank anywhere, the commercial agencies, or this paper.

Hilton & Aldrich Co.,

39 South Market Street, Boston, Mass.

Be sure and mention Michigan Tradesman.

Proper Method of Displaying Fruits and Vegetables.

In many stores where the windows are good but not large no attempt is made to secure attractive displays, because the storekeeper thinks it is not worth while trying to make any special effort at window advertising unless there are large windows at hand to work in. This is a very unpractical view to take. Large windows are very desirable when properly handled, but attractive displays can also be made in small windows as well, and an especially good line to work with in small windows at this season of the year is fresh truck.

It seems strange that window displays of fruits and vegetables are so seldom made when the readiness with which these lines lend themselves towards making attractive displays and the profits derived from pushing their sale are considered. One store that I know of reserves one of its windows for displays of fruits and vegetables alone, and while there is no pretence to an artistic display, the display is always effective, and that, of course, is the most important thing.

In this store a plain board platform, about 5 feet high and the width of the window, is placed on the window floor about 3 inches back from the glass and allowed to slope back until the top is about 3 feet back from the glass. Apples, oranges, tomatoes and whatever else is in season, are simply laid in regular rows against the board, which is covered completely with the goods shown, each separated piece being wrapped in white paper having the upper part uncovered.

Now this is a very primitive method, but it does its work. It brings trade which pays good prices and that is what the goods are put in the window for.

A small window, not over 4 feet wide and just about as deep, with a beautiful plate front, was used for the following displays: The window floor was covered with white crepe tissue, and the same was used for the sides and back to a height of 3 feet from the floor; a strip of medium maroon color, 3 inches wide, was fastened all the way around the top of the tissue on the sides and back. Another strip of maroon-colored tissue, 5 inches wide, was run around the tissue on the window floor, the outside edge of which was about 2 inches from the sides of the window.

The display consisted of nothing but strawberries in boxes, arranged like the squares on a checker-board; to do this, empty berry boxes were wrapped in white paper and laid on the floor inside the square formed by the maroon-colored strip. These boxes were placed bottom up alternately, with the full boxes of red berries in the box, and the boxes wrapped in white forming blocks of regular size and shape. Each white block had the price of the berries marked on it in figures of the same shade of maroon as was used for trimming.

At another time, for the season when strawberries were more plentiful, another display of them was made in this window by trimming it as described above, with the exception that white was used for the finish on top of the curtain at sides and back, as well as for the curtains themselves, and a 4 inch band of maroon was run straight down the white tissue at each end of sides and back, the outside being 4 inches from the edge; while other strips of maroon, the same width, were run across from

end to end of the paper on sides and back, with outside edge 4 inches from top and bottom respectively. This same idea was used on the floor. In the center of the square on the floor was placed an immense oval-shaped meat dish, the edges covered completely with fresh strawberry leaves, and the dish piled as high as it could hold with fresh, clean berries. A card painted in maroon color was placed on the center of the space on the back curtain, with this copy:

A MEASURED QUART
of sound, ripe
STRAWBERRIES
15 cents

The berries were sold by measure as the customer asked for them from a large tray. Good berries of almost equal quality were being sold for 10 cents by the box. A little picking over, removing a soft one here and there, and measuring them, secured the additional 5 cents very easily. The same window was arranged another time by placing bunches of celery, arranged flat, against the sides and back two rows high, placing the bases of the top row behind the tops of the bottom row. The celery was easily fastened with small thin nails to the sides and against boards placed across the back of the window.

The center of the window was occupied by a four-deck wire stand for displaying fruits and vegetables, and around the base, in a circle 30 inches wide, were arranged heads of salad covering the floor and the base of the stand entirely. Around the salad, the window floor was covered with peas. The first deck of the stand was first padded well with paper, which was then covered with tomatoes, the next deck was filled with new potatoes, the third with bright oranges, and the top with apples. Each article on the stand bore a price card, and celery, peas and salad had several price marks each.—Grocery World.

The man who has a large heart can not have a light one.

BUTTER, EGGS AND POULTRY WANTED

Correspondence invited.
References—Commercial Agencies and the Faneuil Hall Nat'l Bank of Boston.
LAMSON & CO., Blackstone St., BOSTON, MASS.

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.

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.

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.

**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.

Woman's World

Perfect Husband Invented by a Woman's Imagination.

It would be hard to say just when Mr. Van first got upon our nerves. Since the unexpected denouement of the affair we have discussed this point over and over again, but without ever being able to arrive at any definite conclusion. Maria Brown is certain it began when Mr. Van gave his wife a splendid diamond and pearl brooch on the anniversary of their wedding day. Elise Horton declares it dates from the time Mr. Van bought Mrs. Van her automobile. Sally Graham thinks it was when we first found out that Mr. Van kept a standing order for violets at the florist's, so that Mrs. Van might never be out of her favorite flower, while I feel confident that the psychological moment was when Mr. Van ceased to be a creature of no importance and became a disturbing factor in our lives, when we learned that for a whole week in which Mrs. Van was ailing with a slight cold Mr. Van never once left the house, but remained anxiously sitting by her bedside.

Of course, if we had lived in the city, where people know nothing of the going and coming of their next door neighbor, Mr. Van would not have mattered, but one of the charms of the suburbs is that there are no secrets and concealments. Everybody's affairs are public property, and so it was impossible for us not to bump into Mr. Van's virtues, so to speak, at every turn.

And in time this got a trifle wearing. Not that we were dissatisfied with our own husbands. Certainly not. Even at the time when Mr. Van's stock was highest in the market I am sure that none of us would have changed off our faulty, blundering Toms, Dicks and Harrys for that model of perfection. Still it was aggravating to know that we did not have the best—that we had drawn a second prize instead of a first prize in the matrimonial lottery.

"It is not that I envy her the diamonds and pearls," said Maria Brown. "I have got plenty of them of my own, as far as that goes, but it is that Mr. Van gave them to her on the anniversary of her wedding day. So far 'as generosity goes, Jack is the most liberal fellow that ever lived and I know he would gladly work his fingers to the bone for me if it were necessary, but he never thinks to give me any little thing on my birthday or the anniversary of our wedding, and I have to go and pick out my Christmas gift and buy it and send him the bill, if I get one. Of course, I know it is better to have the cake than the frosting on top of it, but the trouble with a woman is that she wants the cake and the frosting, too. She wants the substantial love she can rely on and the sentiment that gives it poetry and grace, and that is what Mrs. Van gets, and where she is better off than the rest of us. Mr. Van always remembers the little dates that are sacred to a woman—when they met, and when they became engaged, and their wedding day and her birthdays and all the rest of the sweet calendar that a lover keeps. And they have been married fifteen years, too," and Maria sighed a heavy sigh as she thought of her own good, but unromantic, spouse.

"That is just it," put in Elise Horton. "It is not so much what Mr. Van does as the charming way he does it that counts. In the end all of us get the

things we want, but we generally have to argue as much about it as we would to lobby a ship subsidy bill through Congress, and much persuasion takes the edge off of a gift. I do not mind hinting for what I want, but I do not like to have to corkscrew it out of anybody. Now, take her automobile, for instance. One day Mrs. Van merely happened to express a casual wish for one, and the next day there came a beauty out to her. Positively, she says that she does not dare to even admire a thing for fear Mr. Van will go and buy it for her before she finds out whether she really wants it or not. It must be fascinating to have a husband who is as anxious to gratify you and indulge you as if you were not married to him!" she ended enviously.

"He is so delicate and poetic in all his attentions, too," chimed in Sally Graham. "Just think of your husband keeping you supplied with your favorite flower. I am not complaining of Algie, but he could not tell to save his life what my favorite flower is, and as for presenting me with it, the idea has never entered his head. Not since we were married. He used to know that I liked American Beauty roses then and he said they looked pretty against my dark hair, but never a bud has he given me since I became his wife. Sometimes, when I am in a florist's shop, seeing other men buying flowers, I wonder whom he would send them to if I were dead, and that thought goes through me like a knife, but Mr. Van never neglects those little lover like attentions that a man never has sense enough to know mean so much to a wife. Of course, it is a man's idea that it is better to bring home beefsteak than violets, but there is many and many a time when a woman would be willing to go hungry for meat if she could be fed on a little sentiment."

"Well," I said, "what I like about Mr. Van is his devotion to Mrs. Van when she is sick. Of course, when she had the grip she was not really sick at all—just ugly and cross with a red nose and swollen eyes and a sniffling nose, like the rest of us, but what does he do? Stays right by her in the house. None of us saw him for nearly a week. But what would our husbands have done? They would have said, 'Awfully sorry for you, my dear. Beastly cold you have, have you not? But it will be better in the morning. There is not anything I can do for you, is there? Well, stay right by the fire and keep warm and I think I will just run over to the club for a game or two. I am sure you ought not to talk.' And off they would go."

"That's so," chimed in all the others in chorus, and then we silently reflected on the superiority of Mr. Van.

What made Mr. Van's perfection all the more noted was that he was not at all a remarkable looking man, nor did his conduct in public bear out his reputation as a model husband. Indeed, he treated Mrs. Van frequently quite brusquely in company and paid her none of the little tender attentions that we knew he lavished on her in private. More than once when he cut across her conversation with some remark that was actually rude we looked our surprise, but Mrs. Van always smiled back sweetly and reassuringly at us, as if to say, "This is merely a cloak to hide what he really feels."

Another thing that we could never quite reconcile with our knowledge of Mr. Van was his exquisite artistic taste

THOMPSON BROS. & CO.,
GROCERS.

Newaygo, Mich. 3 15 1922

National Biscuit Co.

Grand Rapids, Mich.

Gentlemen: We wish to congratulate you on presenting to the trade the finest 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 "winner."

We remain

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.

A Perfectly Roasted Coffee

Is the only basis for a perfect cup of coffee. We have perfection in roast. Cup quality the best.

TELFER COFFEE CO., Detroit, Mich.

12 Water Sets
and Trays

Special

12 Water Sets
and Trays

\$9.00 for 1 Dozen Water Sets

These sets are assorted, Crystal, Light Blue and Light Green, Flower decoration, making good \$1.50 retailers.

Order a package now. You can not help but sell them, as lemonade season is now on us.

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

and poetic sentiment. The Van's house was full of the most beautiful things, chosen with the skill and knowledge of a connoisseur, although Mrs. Van frankly acknowledged she knew and cared little for such things. "Mr. Van is so fond of etchings," she would say, displaying some new picture, or "Mr. Van finds such poetry in these old ivory carvings," or maybe it would be some new book or play, concerning which she would repeat Mr. Van's criticism—always something subtly penetrating and full of an appreciation of the highest art.

Yet, strange to say, Mr. Van never said any of these things to others. In society he was the quintessence of dullness and stupidity, with even a sort of blatant vulgarity, and we all took it as an evidence of the strange and beautiful love between him and his wife that he would show to her a side of his character so fine and so different to that he exhibited to the rest of the world.

Then came one momentous morning when a thunderbolt of news fell in our peaceful little suburban community. Mr. Van had disappeared! Eloped, gossip said, with the cook!

We stood and looked at each other aghast, with white faces. Poor Mrs. Van! We could not even measure her misfortune. We dared not even offer her our sympathy.

At last Maria Wheat, always heroically courageous, went over to Mrs. Van's house. Two hours later she came out looking dazed, as if she had seen a ghost. After we had plied her with tea she spoke.

"When I got in the house," said she, "Mrs. Van came to me with a queer, little, piteous smile on her face and took my hands. 'Don't pity me,' she said, 'for all that I can think of now is that I am free to be honest and tell the truth. Oh, it has been so horrible—all these lies, and you women envying me, when I was the most wretched and forlorn creature on earth.' I thought she had lost her mind, and I began patting her and saying, 'There, there, there,' as you would to a baby, but she saw through it.

"You think I am crazy with grief," she said, 'but I am not. I have lost nothing. There never was any such a person as Mr. Van.'

"You may believe I stared.

"No such person as Mr. Van?" I asked.

"Oh, that creature!" she said with ineffable contempt. 'I mean there never was any such person as the noble, generous, chivalrous, cultivated person I have shown you—I invented him. The real Mr. Van was a niggardly, contemptible, drunken brute, and any one who has got him is welcome to him. Oh,' she went on, 'don't be too hard on me! Do not judge me too cruelly! I was a romantic, sentimental girl, full of ideals of what a man should be when I married him. And when I saw my mistake—that he was all I hated and despised in life—I set myself to make a make-believe husband, attribute to him the virtues the real one should have had.'

"And didn't he give you all the beautiful anniversary presents he used to give you?" I asked.

"I bought them every one myself," she replied, her face white as death.

"And the flowers?"

"They were my own order at the florist's."

"And—I began—

"Don't, don't, please," she wailed.

"But that time he stayed with you when you were sick?" I went on,

"He was lying in a drunken stupor," she answered with disgust, and then she threw out her hands to me with a little imploring gesture. 'Can't you understand it?' she said. 'Can't you understand a woman's trying to idealize a brute into being a man? Can't you understand her trying to feed her own hungry heart on imaginary tenderness and fineness, when the reality is only commonest clay? Can't you see how her very shame before other women would make her attribute qualities to him that he never possessed?'

"But, oh," went on Maria, her honest face wet with tears, 'think what that poor creature has been through! Think of the bitterness and the pathos of a woman buying herself presents that her husband is too stingy and selfish to give her, remembering anniversaries that he forgets, substituting tender words for the coarse and abusive ones he utters to her!'

There was a long silence, and then Elise Horton said slowly and reflectively:

"And so there wasn't any Mr. Van! And the perfect husband never existed except in a woman's imagination after all!"

Dorothy Dix.

When Advanced in Years.

Much has been written regarding the best methods of adding to and retaining the attractions of beauty and youth, and the advice that has been given for the last few years on the subject in the press would fill volumes—how wrinkles may be avoided and even eradicated, how athletics and massage will give an indefinitely prolonged lease of good looks, how figures may be filled out and made beautiful, etc. In view of all this it would seem to be only necessary to give the matter the time and study that are required to be eternally young.

There are no old people nowadays, according to the modern credo. Nevertheless, much might be said to those who feel that they do not care to make the struggle, and who are content, or at least resigned, to accept advancing years in the old-fashioned way. To them might be suggested the difference between attractive and repellant old age. No one ever becomes entirely indifferent to the opinion of others, or loses his or her vanity completely, and there are many who would be much astonished if they realized that their age had developed in them quite unnecessarily much that was distinctly unpleasant.

It is a pity, therefore, that some of the space that is given to beauty talk to the would-be youthful contingent is not devoted to old people and things that they evidently never consider suggested to them by such impersonal means. How they should dress becomingly and be even more carefully "groomed" than in youth. How they should control their features, especially their mouths, which they should never allow either to harden or relax. How the purity of perfect cleanliness of skin and attire is more important with them even than with younger people (if that were possible). How they must keep erect, feeling as sure that the effort will bring its own reward in the courage it begets, and how they should never forget that it is as great a mistake for them to relax the effort of appearing at their best as for the younger members of the community. Old age may be made both beautiful and lovable. Unfortunately, however, the majority of persons make it neither.

What is sauce for the gander may be saucy for the goose.



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.,
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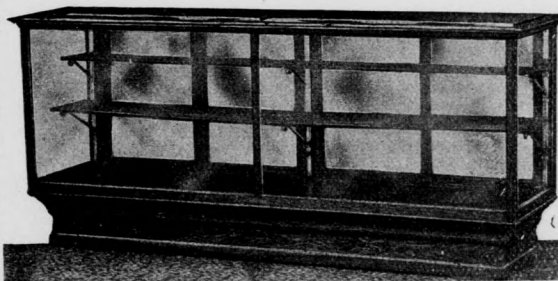


of FLEISCHMANN & CO.'S YELLOW LABEL COMPRESSED YEAST you sell not only increases your profits, but also gives complete satisfaction to your patrons.

Fleischmann & Co.,

Detroit Office, 111 W. Larned St.

Grand Rapids Office, 29 Crescent Ave.



SUNDRIES CASE.

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

Grand Rapids Fixtures Co.

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

Shipped knocked down. Takes first class freight rate.

The New York Market

Special Features of the Grocery and Produce Trades.

Special Correspondence.

New York, April 26—Some liberal purchases of coffee during the middle of the week caused quite an excitement and we had a report of an advancing coffee market. This, however, has worn off and the condition just now is as dull and unsettled as ever. There are the usual big figures of receipts at Rio and Santos, aggregating since July 1, 13,755,000 bags, against 9,774,000 bags during the same time last year. In store and afloat the amount aggregates 2,305,489 bags, against 1,241,091 bags at the same time last year. Rio No. 7 is worth 5.44@6c, with a lower tendency. Shall we yet see 3c coffee, as we may 3c sugar? Mild sorts are dragging and quotations are unchanged. Good Cucuta is worth 8@8½c. There is little animation in the market for East India coffees.

Sugar buyers are absolutely refusing to take supplies beyond current wants. Of course, there are a good many small orders, but the market can be characterized as mighty dull. This may be accounted for partly by the big supplies of beet sugar abroad and by the condition of the raw sugar market here, buyers not knowing when a drop may come and feeling pretty sure that any advance will be a very small one. Of course, when the season is but little further advanced there will spring up a better consumptive demand, but sugar is likely to be very low all the season.

Country green and Pingsuey teas have been in pretty good demand and, upon the whole, the market is in better condition than a week ago. Prices are fairly well maintained and on some lines there may be said to be a little advance.

There is simply an average call for rice. The best that can be said is that the market is firm as to prices. Supplies are seemingly large enough, but are not excessive and the outlook is for a satisfactory summer business.

The strength acquired recently in the pepper market is still held, but, aside from this one article, the spice situation is dull and not an item of interest can be gathered.

Sales of molasses are of small quantities, so far as the grocery trade is concerned. Supplies are not large, however, and quotations are firmly maintained. Good to prime centrifugal, 17@27c; open kettle, 33@41c. Syrups are in fair supply, but there seems to be little demand. No change has been made in quotations.

A very quiet week has been passed in the canned goods line. If we except spot tomatoes, it might be said that trade has been almost at a standstill. New Jersey standard tomatoes, 3s, are worth easily \$1.35 and Maryland about \$1.27½c. Futures range from 82½@85c for Maryland and 90@92½c for Jerseys. Future Maine corn is worth 75@82½c for fancy and 60@70c for standards. The spot market is decidedly quiet.

In dried fruits a little improvement is noted over last week, although the market certainly can not be called at all active. Prices seem to be steady and this is the best that can be said. The most interest is shown in spot prunes and some quite respectable sales have been made, largely for export.

Lemons and oranges have been in fair request, although the volume of trade might easily be larger. Prices are about on last week's level. Sicily lemons, \$2.35@3.25, as to size; California, \$2.50@3.25. Florida range from \$2.50@5, the latter for fancy fruit.

The supply of butter has been larger than the demand all the week and there could be but one result—a declining market. There has been some anxiety on the part of holders to work off the accumulation and extra Western creamery can not be quoted above 24c; seconds, 22@23½c; imitation creamery, 21@22½c; Western factory, 20@21c; renovated, 21@22c.

The cheese market remains practically without change. Old cheese is being pretty closely sold up, but there is no urgent demand for new and rates are

without change. Old, full cream, 12¾@13¼c; new full cream, 11¼@11¾c.

Eggs are firm. Reports come of large quantities going into cold storage. Whether this is true or not the market is above the level of former seasons by "quite a bit." Selected Western are quotable at 17@17¼c; good to choice, 17c; fair to good, 16½c.

Medium and pea beans show greater strength and in fact the entire market is in better condition than a fortnight ago. Choice marrows \$2.17½@2.20; choice medium \$1.70; choice pea \$1.72½@1.75.

Why Hank Refused to Sell the Grasslot Heifer.

Written for the Tradesman.

Eli Grasslot came out of the election with a proud heart, an increased idea of his importance in the community, a few left-over Hodcarriers' Pride cigars and the title and job of supervisor. Hank Spreet came out of the election with an inner consciousness of having done something for Eli and Kelly Center and the country at large and with a heifer on his hands, or, rather, tied up in his stable. The inner consciousness was pleasant enough; but the heifer bleated nights.

By bleating nights and pawing day-times the heifer kept Hank from ceasing to wonder what he was going to do with the animal. Had it not bleated and not pawed the result would probably have been the same. Hank had no more use for a heifer than a fruit tree agent has for a coal stove in the hereafter. Those who are familiar with the way in which Hank acquired the heifer—paying Eli Grasslot \$1 therefor as part of a political deal which would relieve Eli of the ownership of the beast and cause the fires of jealousy to cease burning in the breast of Sam Smith, who owned a rival heifer and whose endorsement was necessary to secure Eli's election—will at once say that a very simple solution of the matter would have been to let Eli have the heifer back for just the dollar he had paid for it, the little subterfuge having served its political purpose.

This is just what Hank intended to do. It must not be imagined that the grocer had any intention of taking advantage of Eli and demanding more than a dollar for the bovine. Unfortunately, however, Eli was so elated over the election that he forgot to call for the heifer the next day after election. He came into the store the day after that, but was soon engaged in discussing the election with the six other leading citizens of Kelly Center and went away without saying anything about claiming his property out in the stable. In consequence, Hank was left for several days with the heifer on his hands.

Most of us would feel elated if some man became so engrossed in politics that he gave us undisturbed possession of a prize-taking heifer for the small sum of \$1. It is barely possible the heifer was not as good a piece of property as the county fair judges had thought her to be, nor as bad as Hank had painted her when doing his political butter-buying stunt up at Smith's. Almost anyone would have been glad to take the heifer under similar circumstances.

As has been said, Hank had no more use for a heifer than a good mother has need of prayers. The heifer out in the stable was a burden to him and he thought Eli's neglect in relieving him of the animal rank ingratitude. The heifer continued to moo and the music she sent forth grated on Hank's nerves and filled his breast with resentment.

It never occurred to him that Eli might consider the sale a genuine one

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.

WHEELOCK PRODUCE CO.

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

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.

and that the supervisor-elect fully expected him to enforce his right of purchase. It may as well be confessed that Eli did not have any such idea, but Hank ought to have made some enquiries about how Eli stood on the heifer question. Instead of that he husbanded his resentment. He was too proud to ask any questions and, as we seldom find relief from trouble unless we search for it, the heifer kept on bleating and pawing and Hank kept laying up a store of choice, epigrammatic and sarcastic thoughts to be given expression when Eli finally called for the heifer.

The best of friends are apt to be a little snappy with each other at times. It was such a time that Eli called for the heifer; for he did eventually call to claim his property. It was about the morning of the third day when it suddenly occurred to him that he had better step in and give Hank his dollar and lead the heifer home. Hank was feeling particularly snappy this particular morning. He had just heard that a customer had moved out of the township owing him \$11.97, he had broken a lamp chimney and some other things had occurred to ruffle his temper.

"Well, Hank," Eli said, tossing a dollar on the counter in much the same manner Hank had tossed the dollar of purchase money originally to him, "I've come after that there heifer."

"Oh, you have, have you?" replied the grocer. "You seem to be just about as anxious to git her back as you was to sell her."

"I don't kalkulate I sold her to you for keeps—not fer no dollar. Heifers ain't that cheap around this section."

"Didn't say nothin' about that, when you got your dollar, did you?" asked Hank, bound to be contrary.

"Well, no; but I didn't reckon you was goin' to play no skin game to git the heifer fer nothin' an' making me believe you was a-takin' ov her off ov my hands so as to win Sam Smith over."

"Skin game?"

"That's what I said. Suppose you reckon you're goin' to make me pay twenty er thirty dollars fer that heifer to git her back—but you ain't. You've got to give her up."

"Got to, have I? Well, I'll never sell that heifer to you nor no other man."

The moment Hank had sworn this oath he was sorry. He prided himself on being a man who stuck to his word, even if the word was spoken in foolish haste, and he felt it his duty to stick to it now. He knew that the heifer would be a burden on his hands, but he had sworn an oath to sell her to no man and he was determined to keep his oath, no matter what inconvenience it caused him. He and Eli had some more words, but they were of no avail. Having said his say, Hank subsided into silence. Eli was compelled to abandon a one-sided argument and go home where he was constrained to report to the family that Hank would not give up the heifer and had sworn he would not sell her to him or any other man.

That very afternoon Hank, impelled by that peculiar fascination that draws us to the things that cause us the most trouble—woman, for instance—wended his way out to the stable to take a look at the Grasslot heifer, which unknowingly in the past few days had been playing so important a part in the life of Kelly Center, electing her supervisor and then causing a breach between the supervisor-elect and his best friend. It may be he was also drawn to the spot by

the fact that the animal had ceased to moo—a most unusual circumstance of her imprisonment in Hank's stable.

As he drew near the door he heard the sound of sobbing, however. Now, a heifer does not sob ordinarily and Hank was at once curious to investigate. He strode into the stable and found a wee girl with her arms around the heifer's neck. She jumped up hurriedly when she saw his shadow in the doorway.

"Oh, Mr. Spreet," she cried, "don't be mad at me. I just ran away from home to kiss Bossie good-bye. You see, Bossie is my bestest friend an' pa says you ain't never goin' to sell her back to him an' it just breaks my heart."

She began to cry again, but Hank stroked her head while he fumbled with the neck-ropes.

"I guess Bossie'll lead," he said, putting the rope in the girl's hand. "She's yours an' we'll take her back home together."

* * *

"That Grasslot heifer is such a pet I guess the family wouldn't hear of Eli sellin' of her to Hank," remarked Bill Blivens to Sam Smith.

"I guess instead of that that Hank just made the Grasslots trade back," replied Sam Smith to Bill Blivens.

Douglas Malloch.

Increasing Profits by Raising More Capons.

Capons are always in constant demand in the winter and early spring season, and the high prices paid for them makes it almost criminal for the average poultry raiser not to raise them for sale. It is a peculiar thing that growers in this country will send their cockerels to market in great numbers and receive from 5 to 6 cents a pound for them, when capons are selling at 12 to 15 cents per pound. The difference is not only in the price per pound, but also in the average weight of the two. The capon will put on from 20 to 30 per cent. more flesh and fat than the rooster in a given time on the same amount of food. Why then do many growers persist in raising cockerels for market when they could raise capons and make twice the profit?

In Europe one finds capons on every side and the grower of poultry would no more think of raising cockerels for market than of letting his spring chickens grow old before killing them. The fact is, caponizing is understood better abroad, and in this country many growers, not being familiar with the subject, will not take the trouble to bother with it. Capons nearly always sell from one-half to double the price obtained for roosters, and the relative difference in their weight further increases this difference. In six months the capons will gain from two to three pounds more weight than the average rooster, and at the end of a year this gain is increased from four to five pounds. It takes no more feed to secure this gain either. There is, consequently, four or five pounds of actual profit. In return for this the grower has to spend a little extra time in caponizing, which, after all, is a simple operation that calls for no great skill. Modern caponizing tools make this work so easy and simple that no one has an excuse for neglecting it. The meat of capons is always delicious. It is soft, tender and juicy and there is usually little difficulty in disposing of the birds. Yet even if the market was glutted with capons and prices fell to a level of those offered for roosters, every buyer would take the capons first and the raiser would make more thereby than if he had raised roosters. He is still in pocket the difference between the average weight of the rooster and the capon. This amounts to two and three pounds in six months old capons, and four to five pounds in year old birds. Surely there is no easier way to increase one's profit in poultry raising.

C. T. White.

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—Irving 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.

Strawberries—New Garden Truck

Fresh arrivals daily from the best growing and distributing centers. Will have a car of fine Navel Oranges early this week. We are the largest receivers of Messina Lemons in this market. Send us your liberal orders.

The Vinkemulder Company,
14 and 16 Ottawa Street, Grand Rapids, Mich.

We pay the highest market price for Onions, Potatoes and Eggs.

Clerks' Corner.

Why Two Young Men Obtained Good Positions.
Written for the Tradesman.

"There is no dodging it any longer. We must have help. We could keep three men comfortably at work and where they are coming from I don't know. I'm sick and tired of these fellows with recommendations written by people who will write anything to get rid of a nuisance, and it seems to me I can stand a run of fever better than I can endure being besieged by the ruffraff that the advertisement brings. I don't see any other way out of it. So here goes for the advertisement. We want three, but we'd better say one and take our pick. There'll be an army of them."

The junior member, on the well-established theory that silence gives consent, turned to his desk, wrote the advertisement and had it in the newspaper office in due time and came down in the morning braced for the dreaded task by an unusually good breakfast. He was not early enough to do any waiting for two applicants were there before him. A glance told him that these were not of his kind and after a brief exchange of questions and answers he found himself alone. At 9 o'clock a shadow fell upon the floor and, looking up, his glance took in a young man of something more than medium height, a good enough face, a bright eye and well dressed.

There was a simultaneous "Good morning" and the caller slipped into the chair by the desk, pushed his hat back from his forehead, crossed his legs, put his right elbow on the leaf which separated him from the man at the desk and began:

"Saw your advertisement in the morning paper and thought I'd drop in and see 'f there was anything in it. Live over 'n Belchertown. Good place enough, but no place for business. Pretty town, laid out fine, but don't grow any. Old Abner Belcher, way back, bought it from the Injuns and set up blacksmith's shop and set up business shoeing grasshoppers."

"May I ask what particular work you have been doing?"

"Well, I was coming to that. 'Tain't a great ways ahead and I'm one of these men that have to do things just so if I'm going to do 'em' at all. I've got it and my father's got it and I'm told my grandfather had it, so I guess you can put it down as a family trait. I had it dinged into me ever sence I can remember: 'Boy, learn to do things your own way and then stick to it.'—Well, old Abner Belcher—"

At this moment the man at the desk was well aware that his suffering had begun and with the spirit of a martyr had turned to his desk, under the pretense of giving attention to some letters that were lying there, with the intention of ending the interview at the earliest possible moment. To his great relief another shadow darkened his office door and a man of about the same age of the talker advanced, hat in hand, to the desk, where, after a respectful bow, he stood and waited for the man with his hat on to finish his sentence. It wasn't finished. By a series of "ands" and "buts," with no end of dashes, accompanied by numberless gestures of the elbow-resting arm, the narrative went on until Abner Belcher's story was told. Long before the tale was ended the office added to its number of callers,

all of whom were barred back by the respectful but determined young fellow who, with hat in hand, waited for his turn.

It is no exaggeration to say that a good half hour was wasted by the irrelevant nonsense. When it was well on its way there was a bustle at the door as if someone was going to have a look in, if it cost a leg, and then another bustle to get out if he had to sacrifice the other.

This done, he begged a sheet of paper and envelope of the book keeper, asked for the privilege of using a corner of his desk, wrote a few words and, placing the note in the envelope, elbowed his way through the crowd now in the office, with a "Beg pardon for interrupting you, sir, but may I ask you to read this at your earliest opportunity?" and then, with a bow, elbowed his way out.

The story finished, the applicant came down to business:

"Now about this posish. I'd like to start in in the morning. You see, I hain't got nothing to do and—"

"We sha'n't want you—allow this gentleman to take your chair. Good morning. Have a seat, sir;" and the willing crowd gave way to the rejected candidate.

It is pleasant to say that the interview with the second man was short.

"I came to apply for the advertised position. My name is John Gray and I am at present with Coolidge & Blair. I have charge of the linen department."

There was a good look that took him all in, aided materially by the long study the man at the desk had been forced to give him, and then, with those few words that said enough and no more, came the following: "Call tomorrow at 9—I think I may engage you."

The rest of the morning passed drearily to the over-tasked merchant and when noon came he hurried to his luncheon, giving the office boy permission to murder any applicants that should come during his absence. He took with him the note that had been given to him and, having given his order, took it out to have the whole disagreeable morning's work finished and off his hands. This is what he read, in a plain and neat handwriting:

"Dear Sir—I came to see about the place. The office is full and I can't afford to wait. I have been with Willis & Coleman for five years and want to find a more responsible place where there are more work and more pay. Should you want to know more of me please call me over the Willis & Coleman phone and I will come at once.

Respectfully,
Calvin Winters."

The junior member of the firm opened wide his eyes and mouth at the letter and beckoned to a waiter.

"Find Willis & Coleman's phone number and ask for Calvin Winters. Tell him I'm here and want him to come right over."

In five minutes the clerk who couldn't afford to wait was seated at the junior member's right and was answering questions at the rate of sixty miles an hour. The result was a good luncheon and an engagement where there was "more work and more pay." The next day at 9 o'clock sharp the young man who knew enough to take off his hat, to state directly and concisely what he wanted, and above all things to stop when he had got through, came in and in less than five minutes left with the

understanding that his place would be ready for him the following Monday morning. He came and found the note-writer's hat-peg next his own. The two hats are hanging side by side to this day.

It is getting to be more and more the custom to probe successful salesmen and men of mark to find from them to what leading trait they attribute their prosperity and when these two men, now in middle life, were asked to answer the question the man who wrote the note replied: "How is it, Jack? Don't you think that knowing what you want and stating it and stopping your noise when you get through will cover the ground?" and "Jack" answered, "I guess, Cal, that's the size of it;" and that is exactly what did the business.

Richard Malcolm Strong.

Not All the Happy Family Durable.

The proprietor of a German menagerie keeps caged together a lion, a tiger, a wolf and a lamb, which he labels, "The Happy Family." When asked confidentially how long these animals had lived together he answered—: "Ten months, but the lamb has to be renewed occasionally."

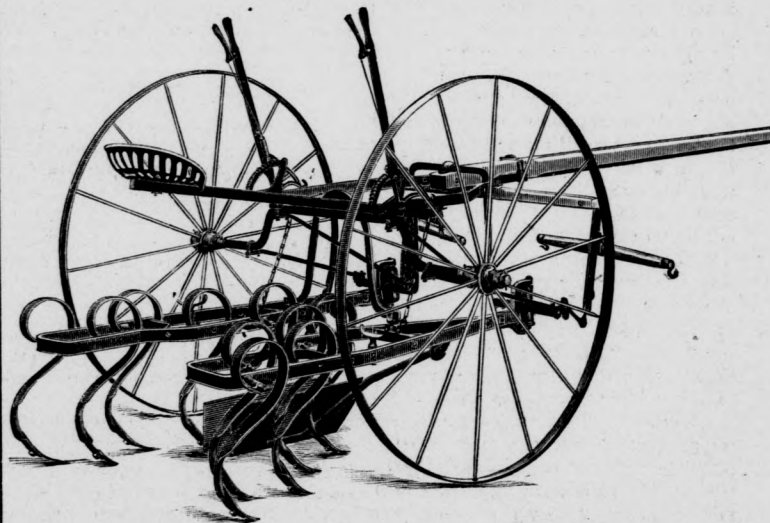
CAN YOU RAISE \$400?

If so, I can help you start a retail store. No old goods, but all brand new. Best business proposition on earth for so small investment. If you do not know a good town I'll help you find one. It will cost you NOTHING to learn my ideas and I may be able to do you a good turn.

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

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.

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 Mouldings 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.

Commercial Travelers

Michigan Knights of the Grip
 President, JOHN A. WESTON, Lansing; Secretary, M. S. BROWN, Safford; 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.

Let us all so conduct ourselves that our children will be proud to say, "My father was a traveling man."

R. D. Saigeon, Michigan representative for the Forbes Chocolate Co., of Cleveland, is in town for a few days, introducing the Triumph fruit can wrench to the attention of the trade.

A. C. Curtis, of Owosso, has taken a position with the Osburn Agricultural Implement Co. and will be located at Flint. His work will be mostly in Genesee county, under the management of District Manager C. H. Briton, of Bay City.

Traveling men must conform to the highest rules of integrity, gentility and fair dealing if they wish to be successful. The fast type of traveling man is passing rapidly away, and a few more years will make him invisible on the road or in the house.

Chronic fault finders continually grumble on account of poor hotels, and often when a new hotel, far superior to the old house, starts, this class of grumblers continue to growl, but still patronize the old place, unworthy although it be. Let traveling men encourage every improvement and patronize hotel men anxious to please.

A. E. Finney, who for the past year has represented the Pillsbury-Washburn Flour Mills Co., Limited, as traveling representative in Michigan, has taken a similar position with the F. M. C. Coffee Co. He is succeeded by F. S. Hulbert, who will cover the Lower Peninsula and will also have charge of the country trade department.

There is one feature of traveling men's organizations which all level headed men should respect. They are not organized for the purpose of formulating or maintaining strikes. If one desires to quit work, he does so and does not ask all the others to "walk out." If one happens to be discharged, he does not ask all the rest of the boys to quit work until he is reinstated. If a traveling man is out of a job, his fellow travelers assist him to secure one, but not by means of a strike.

It is not an uncommon thing to hear some individual spoken of as a kicker, as though to "kick" was an offense against good manners. The word "kick," as applied to a person who finds fault with whatever does not suit him, is but a modern term for protest or remonstrate. To remonstrate against things that are not right is a God-given privilege and was recognized in biblical times. To protest against what is not fair usage is the right of every man. There are men who will take the world as it comes and put up with all manne of inconvenience without showing the least bit of displeasure. Such men may be admired for their forbearance and, perhaps, referred to as mild mannered gentlemen and it certainly is gentlemanly to put up with many things which are not just to our liking. Every man is entitled to the same gentlemanly and fair treatment from others that

others expect of him and it is not an evidence of the lack of those special qualifications which go to make up the gentleman if he remonstrates or "kicks" when not treated fairly, especially when the unfair or ungentlemanly treatment could have been avoided. The man who will quietly and tamely submit to an imposition lacks the independence of character and dignity which should be characteristic of a man or gentleman. There is yet another side to this question and here comes the critical point of this discussion. Having accorded a man the right to remonstrate we must draw the line at promiscuous kicking—kicking out of time or place and at little trivial things. If a man feels justified in filing his remonstrance against some act of some other man he should do it in a firm but quiet and gentlemanly manner and not to the annoyance of others about him. He should remember that no matter what his grievance may be, it is his and his only. It is not necessary that he should talk loudly or be boisterous and let every one around him know that he feels aggrieved, but he should quietly tell the offender what his objections are and give him to understand that the offense should not be repeated.

Thirteen Men on the Road.

The traveling force of Crowley Bros., so far as arranged for, comprises thirteen men, as follows:

- Harold Britton, special salesman for underwear, hosiery and gloves for Michigan.
- C. P. Adams, special salesman for underwear, hosiery and gloves for Ohio and Indiana.
- F. A. Westbrook, general salesman for Ohio.
- L. C. Pixley, general salesman for Indiana.
- W. F. Dwyer, general salesman for Southern Michigan.
- A. E. Ebers, general salesman for Michigan Central Railway.
- Harry Cooper, general salesman for Pere Marquette Railway.
- E. F. Meyers, general salesman for Thumb district.
- F. W. Griad, general salesman for Thumb district.
- J. M. Netzorg, general salesman for Michigan Central and G. R. & I.
- J. K. Courtney, general salesman for G. R. & I. and Upper Peninsula.
- R. J. Neagle, general salesman for Pere Marquette and Western Michigan.
- Fred Kirchner, special salesman notion department.

She Handled Him Right.

"Darling, can you let me have \$20 this morning to buy that pretty bonnet," asked Cornelius Cubeb's wife at the breakfast table.

"By and by, my love," replied hubby, carelessly.

"That's what you always say, dear. But how can I buy and buy without money?"

The husband was so amused at her wit that he produced the twenty from his vest pocket and madam hied herself to the milliner's that very day.

It was two weeks after that she braced the indulgent husband again thus:

"I wish I had \$50, my dear, so I could get a new dress for spring."

"Well, you can't have it. You called me a bear last night," said her husband.

"Oh, well, darling," said the wife, with love beaming in her eyes, "that is because you are so fond of hugging me."

It hit him just right again and she got the cash, and a little extra besides, as he left his pretty wife and hurried to catch the train for Kalamazoo.

Nothing succeeds like distress.

Took the Job Too Cheap.

When L. F. Baker was a younger man than he is now—but not a whit better looking—he found himself at a farm house one evening in consequence of an accident to his conveyance. It so happened that a party was on the boards at the house where he had engaged food and shelter. He was invited to participate in the festivities and, after he had consented, the old farmer took him around the corner of the house and said to him:

"The young folks are mighty fond of any game with kissing in it. They'll get up something and fix it to make you kiss the handsomest gal in the room."

"Well, I'll kiss her," was the prompt reply.

"Yes, but hold on a little," continued the old man, "there's my gal, Emma. We think she's as putty as any of 'em. But certain folks around here kinder sniff at her 'cause her nose crooks a bit and her hair is a trifle high colored. Now, I want you to kiss Em for the handsomest gal in the room. It'll do the ole woman good, do Em good and kinder set these 'ere sniffers back a little. I don't ask you to kiss her for nothing, but if you'll do it I'll deduct a dollar off your bill in the morning. What do you say?"

The young man closed with the offer and the father continued:

"That's the ticket. Don't have any make believe about it, but kiss right away as though you mean it, so that we kin all hear the smack!"

The game was played, the traveler was "fixed" and he kissed Em like the pop of a pistol. He felt all the happier for it that night, seeing how greatly the old woman was pleased, but the next afternoon, as he jogged along in his disabled buggy, he was compelled to run the gauntlet of a score or more of farmers, waiting behind trees for him, because he passed their girls by for Em. He was struck by one dead cat, two eggs of doubtful age, six large sized beet roots and about a bushel of potatoes before he got out of the neighborhood

and, when he came to figure the wear and tear on his clothes and his anatomy, he realized that one dollar was decidedly moderate.

Ever Considerate.

Traveler—I tell you, sir, the most admirable cook that ever lived was my mother-in-law.

"And she is no longer living?"

"Alas, no. Eaten by cannibals in Africa."

"You don't mean it?"

"It is even so. When the cannibals had her thrust into the caldron as she was beginning to cook, she cried out faintly with her last words, 'Don't forget the salt and pepper!'"

A successful traveling man must have patience, perseverance and, above all things, tact. Without them he might as well give up first as last.

Don't

stop at a poor fire trap of a hotel just because it is cheap.

Pay a trifle more and get the best and safest ROOM, the best TABLE and the best SERVICE to be had in Grand Rapids, at the

Livingston

The Warwick

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

A. B. GARDNER, Manager.



Grand Rapids Mich. April 15, 1902.

Tradesman Company,

Gentlemen--Permit me to commend the Michigan Tradesman as an advertising medium. Since the Livingston commenced advertising with you, its business has grown wonderfully. This is due partly to our own efforts to have everything right and to treat everybody right and partly to the advertising given us by the boys on the road, but MUCH OF THE CREDIT is due the Michigan Tradesman, and I cheerfully give it.

Very truly &c. E. F. Sweet

Drugs--Chemicals

Michigan State Board of Pharmacy

Term expires
HENRY HELM, 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 HELM, 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. SEELEY**, Detroit.
 Treasurer—**D. A. HAGENS**, Monroe.

Suggests Movable Drug Stores.

An idea comes from England which may interest some of your readers. In the rural districts they have what might be called drug stores on wheels, going from one town to another. Why could that not be done in the country districts here? There are many towns too small to support a regular drug store and people have to depend on the country grocer for their supplies of commonly used drugs and proprietaries, or wait until they have an opportunity to send to the larger towns.

A wagon about the size of a furniture van could be fitted up with shelves, drawers and a small counter, and go from place to place, taking in, say, seven hamlets a week, so it could remain a day at each. Everything could be put up in convenient packages. It would not be necessary to carry any but the best known proprietaries and a full line of preparations of your own make and a line of sundries. Orders could be taken for other things and delivered on the next trip. In many sections it is ten or fifteen miles to the nearest drug store, and takes the best part of a day to go there. As a rule, farmers go to the country store once a week, and would soon make that day the one on which the drug store was going to be there. It seems to me it would be a feasible and profitable undertaking, and I would like to know what your readers think of it.

Robert Hinkey.

Interchangeable Registration.

The question of interstate registration comes up every little while in the drug journals and is again dropped. There seems to be no attempt at any concerted action in the matter. There are many difficulties in the way of such a measure, the principal one being the lack of uniformity in requirements in different states. I would suggest a national board of pharmacy composed of a representative from each state whose duty it would be to prepare a set of examination questions and appoint one or more centers in each state where examinations could be held once a year, the candidates who were successful being entitled to a certificate which would permit them to practice in any state of the Union. Or, if this idea could not now be carried out, have the states in different sections combine and hold a uniform examination for those states. Such a measure would do more than anything else to raise the standard of all colleges, as students would want to pass the interstate examinations to avoid further trouble with pharmacy boards when desiring to move to some other part of the country.

J. H. Morris.

France Loses Vichy Suit.

The French Republic, which owns the Vichy mineral springs, has, at various times, instituted a number of suits in this country to restrain Carl H. Schultz,

a corporation, from selling artificial mineral waters under such a name that the consumer might be led to suppose he was getting the product of the French springs.

One more suit was recently brought in the Circuit Court of the United States for the New York circuit, and the decision of Justice Wheeler, adverse to the contention of the plaintiff, has just been filed. In this suit it was alleged that the defendant uses the compound name "Lithia Vichy" upon artificial mineral waters, with the words "manufactured from distilled water" placed inconspicuously thereunder. The plaintiff claimed that this was a clear invasion of its rights and an infringement of its trade-mark. It appeared to the Court, however, that the compounding of the word lithia with the name vichy would seem clearly to indicate that the article labeled was something different from the natural French waters, and, even without the more obscure words below, this would not amount to a representation that the waters were from the French springs.

Who Owns the Prescription?

We are at present under a system of production known as capitalism. Under capitalism a man owns what he pays for. This has been decided by courts over and over again, and it is the logical and lexical conclusion on the premises of capitalism, with its medium of exchange, money. The man who pays for the prescription or who got trusted for it owns the prescription. When a man gives a prescription to a druggist he contracts for having it put up. If a man contracts for a house does he lose the plans and specifications he paid an architect for? Not much.

Druggists and doctors are likely to be biased by their own interests and reason on moral and ethical grounds. There is no sentiment in trade. A contract is a contract whether it is for a prescription or a stone wall. Our system of production makes and dictates our morals, our morals do not dictate our system of production.

C. C. Crolly.

Boston Jobbers Abandon Rebate Plan.

An event out rivaling in importance the withdrawal of the Manhattan Association from the N. A. R. D. was the abandonment last month of the rebate plan by the jobbers of Boston.

A jobbing cutter brought suit against the other jobbers of Boston and New England a year or so ago, claiming that, by the operation of the rebate and the tripartite plans, he had been conspired against and had found it impossible to get goods. This suit was exactly on a par with the several suits which have been brought against the retail associations under the operations of the N. A. R. D. tripartite plan. The effect of the suit has been that all the jobbers abandoned the rebate agreement and began cutting right and left. A discount from the rebate terms of 5 per cent., or better, is now given on proprietaries, and in fact on everything else; and everybody is wondering what the end will be.

No Revenue Tax on Claret Ice.

According to the decision of the Commissioner of Internal Revenue, a special tax is not required to be paid for the sale at a soda fountain of a claret ice, composed of one-half ounce claret wine, one-fourth ounce raspberry syrup, one-half ounce plain syrup, 7 ounces shaved ice, and some acid phosphate, the wine contained therein being only one-sixteenth of the mixture.

The Drug Market.

Opium—Reports from growing crop are very encouraging and there is now no doubt that it will be a large one. Price continues to decline.

Morphine—Is unchanged.

Quinine—The New York Quinine Co., which advanced its price 2c over German and P. & W., has reduced again to the price of the others.

Citric Acid—Is in good demand and is very cheap.

Beeswax—Stocks are small and the price is higher.

Cocaine—Continues very low, on account of competition.

Cod Liver Oil—Has again advanced, on account of higher price in the primary market.

Nitrate Silver—On account of a decline in the price of metal, is lower.

Oil Sweet Almonds—Is firm at the advance.

Oil Peppermint—Is firm. Higher prices are looked for.

The Psychology of Hair.

Coarse black hair indicates power of character, with a tendency to sensuality. Straight stiff black hair and beard indicate coarse, strong, rigid and straightforward personality. Fine hair generally denotes exquisite sensibilities; flat, clinging, straight hair a melancholy but constant habit. Harsh, upright hair is the sign of a reticent and sour spirit, a stubborn and cruel character. Coarse red hair and whiskers are accompanied by violent animal passions, but some force of individuality. Auburn hair, on the contrary, denotes the highest order of sentiment and intensity of feeling, purity of thought and the greatest capacity for pain or pleasure. Crisp, curly hair, we regret to say, is indicative of a hasty, impetuous and rash character, and, generally, light hair is characteristic of a lymphatic and indolent constitution. There is no doubt that the coloring matter of the hair may be in some way affected, or may affect, the disposition, for it is an odd thing how often the sulphur in red hair or the carbon in black appears in the individual's acts and thoughts.

Danger in Celluloid Apparatus.

According to the Pharmaceutische Centralhalle, many specimens of celluloid after a time become so brittle that even picking them up in the hand is sufficient to cause them to break, sometimes even to disintegrate or crumble into very small bits. This occurs, it is stated, when external inspection can discover no change in structure. Investigation has apparently shown this brittleness to be due to the fact that the pyroxyton, of which the celluloid was made, had not been carefully washed, and contained free acid. It is manifest that sounds, catheters, etc., which should be made of this material would be highly dangerous. It is asserted also that articles of the sort impart a brittleness to metallic sounds, etc., especially those of German silver, that have been kept for any length of time in contact, or in the same receptacle with them, but no reason for this appears.

Had Something Just as Good.

A drug clerk was waiting on a schoolmarm, who was buying some school books. She asked for a copy of Steele's Physics. The clerk looked blank, but made a thorough search of all the shelves on the patent medicine row and then returned to the schoolmarm and said, "I am sorry, madam, but we are just out of Steele's Physics, but we have others just as good, however."

"What are they?" asked the teacher, somewhat puzzled.

"Well, there's Seidlitz powders and Epsom salts and castor oil"—but the schoolmarm had fled.

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.

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.

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— Declined—Nitrate Silver.

Table listing various drugs and chemicals under categories: Acidum, Ammonia, Aniline, Baccæ, Balsamum, Cortex, Extractum, Flora, Folia, Gummi, Herba, Magnesia, Oleum, Syrupus. Includes items like Aconitum, Belladonna, and various salts.

Table listing various oils and chemicals under categories: Oils, Salicin, Sapo, and others. Includes items like Sassafras, Sassafras, and Sassafras.

Large advertisement for Hazeltine & Perkins Drug Co. featuring the word 'Drugs' in a large, stylized font. Text includes: '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 Weatherly'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.'

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

- Pickles
Corn Starch
Laundry Starch
Compound Lard
Rolled Oats

DECLINED

- Sealed Herring
Smoked Salmon
Whole Codfish

Index to Markets

By Columns

Table listing various grocery items and their prices, organized by columns A through Y. Includes items like Akron Stoneware, Baking Powder, Candles, etc.

1 AXLE GREASE

Table listing axle grease products: Aurora, Castor Oil, Diamond, Frazer's, IXL Golden.



Table listing mica products: Mica, tin boxes; Paragon.

Table listing baking powder: Egg, 1/4 lb. cans, 1/2 lb. cans, etc.

JAXON BATH BRICK advertisement with 'JAXON' logo and product details.

Table listing bath bricks: American, English.

Table listing bluing: Arctic, 4 oz. ovals, etc.



Table listing brooms: No. 1 Carpet, No. 2 Carpet, etc.

Table listing brushes: Milwaukee Dustless, Fiber, Russian Bristle, etc.

Table listing shoe products: No. 8, No. 7, No. 4.

Table listing stove products: No. 3, No. 2, No. 1.

Table listing butter color: W. R. & Co.'s, 15c size, etc.

2 CANNED GOODS

Table listing apples: 3 lb. Standards, Gallons, standards.

Table listing beans: Baked, Red Kidney, String, Wax.

Table listing blueberries: Standard, Brook Trout.

Table listing clam bouillon: Burnham's, 1/4 pint, etc.

Table listing cherries: Red Standards, White.

Table listing corn: Fair, Good, Fancy.

Table listing french peas: Sur Extra Fine, Extra Fine, etc.

Table listing gooseberries: Standard.

Table listing hominy: Standard.

Table listing lobster: Star, 1/4 lb., Star, 1 lb., etc.

Table listing mackerel: Mustard, 1 lb., Mustard, 2 lb., etc.

Table listing mushrooms: Hotels, Buttons.

Table listing oysters: Cove, 2 lb., Cove, 1 lb. Oval, etc.

Table listing peaches: Pie, Yellow.

3 TOMATOES

Table listing tomatoes: Fair, Good, Fancy, Gallons.

CARBON OILS

Table listing carbon oils: Ecene, Perfection, Diamond White, etc.

CATSUP

Table listing catsup: Columbia, pints, Columbia, 1/4 pints.

Table listing cheese: Acme, Amboy, Else, Emblem, etc.

CHEWING GUM

Table listing chewing gum: American Flag Spruce, Beeman's Pepsin, etc.

CHICORY

Table listing chicory: Bulk, Red, Eagle, etc.

CHOCOLATE

Table listing chocolate: German Sweet, Premium, Breakfast Cocoa, etc.

CLOTHES LINES

Table listing clothes lines: Sisal, 60 ft, 72 ft, 80 ft, etc.

COTTON VICTOR

Table listing cotton victor: 50 ft, 60 ft, 70 ft, etc.

COTTON WINDSOR

Table listing cotton windsor: 50 ft, 60 ft, 70 ft, etc.

COCOA

Table listing cocoa: Cleveland, Colonial, Epps, etc.

4 DWINELL-WRIGHT CO.'S BRANDS



Table listing Dwinell-Wright products: White House, 1 lb. cans, White House, 2 lb. cans, etc.

RIO

Table listing rio products: Common, Fair, Choice, etc.

SANTOS

Table listing santos products: Common, Fair, Choice, etc.

MEXICAN

Table listing mexican products: Choice, Fancy.

GUATEMALA

Table listing guatemala products: Choice.

JAVA

Table listing java products: African, Fancy African, O. G., etc.

5 BELLE ROSE

Table listing Belle Rose products: Belle Rose, Bent's Water, Cinnamon Bar, etc.

CREAM TARTAR

Table listing cream tartar: 5 and 10 lb. wooden boxes, Bulk in sacks.

DRIED FRUITS

Table listing dried fruits: Apples (Sundried, Evaporated), California Prunes (100-120 lb. boxes, etc.), Maracaibo (Fair, Choice), Mexican (Choice, Fancy), Guatemala (Choice), Java (African, Fancy African, etc.), Arablan (Arbuckle, Dilworth, Jersey, Lion, etc.), Package New York Basis (Arbuckle, Dilworth, Jersey, Lion, etc.), Extract (Valley City, Felix, Hummel's, etc.).

CONDENSED MILK

Table listing condensed milk: Gail Borden Eagle, Crown, Daisy, Champion, Magnolia, Challenge, etc.

CRACKERS

Table listing crackers: National Biscuit Co.'s brands (Seymour, New York, Family, Salted, Wolverine), Soda (Soda XXX, Soda, City, Long Island Wafers, Zephyrette), Faust, Farina, Extra Farina, Saltine Oyster, Sweet Goods-Boxes (Animals, Assorted Cake).

BEANS

Table listing beans: Dried Lima, Medium Hand Picked, Brown Holland, Farina (24 1 lb. packages, Bulk, per 100 lbs.), Hominy (Flake, 50 lb. sack, Pearl, 200 lb. bbl, Pearl, 100 lb. sack), Maccaroni and Vermicelli (Domestic, 10 lb. box, Imported, 25 lb. box), Pearl Barley (Common, Chester, Empire), Peas (Green, Wisconsin, bu., Green, Scotch, bu., Split, lb.), Rolled Oats (Rolled Avena, bbl, Steel Cut, 100 lb. sacks, Monarch, bbl, Monarch, 1/2 bbl, Monarch, 90 lb. sacks, Quaker, cases).

6

Grits Walsh-DeRoo Co.'s Brand.



Cases, 24 2 lb. packages..... 2 30

Sago

East India..... 3 3/4

German, sacks..... 3 3/4

German, broken package..... 4

Flake, 110 lb. sacks..... 4 1/4

Pearl, 130 lb. sacks..... 3 3/4

Pearl, 24 1 lb. packages..... 6 3/4

Wheat

Cracked, bulk..... 3 3/4

24 2 lb. packages..... 2 50

FISHING TACKLE

1/4 to 1 inch..... 6

1 1/2 to 2 inches..... 7

2 to 2 1/2 inches..... 9

2 inches..... 11

3 inches..... 15

3 inches..... 30

Cotton Lines

No. 1, 10 feet..... 5

No. 2, 15 feet..... 7

No. 3, 15 feet..... 9

No. 4, 15 feet..... 10

No. 5, 15 feet..... 11

No. 6, 15 feet..... 12

No. 7, 15 feet..... 15

No. 8, 15 feet..... 18

No. 9, 15 feet..... 20

Linen Lines

Small..... 20

Medium..... 26

Large..... 34

Poles

Bamboo, 14 ft., per doz..... 50

Bamboo, 16 ft., per doz..... 65

Bamboo, 18 ft., per doz..... 80

FLAVORING EXTRACTS

FOOTE & JENKS' JAXON Highest Grade Extracts

Vanilla Lemon 1 oz full m. 1 20 1 oz full m. 80

COLEMAN'S HIGH GRADE EXTRACTS

Vanilla Lemon 2 oz panel. 1 20 2 oz panel. 75

JENNINGS' FLAVORING EXTRACTS

D. C. Lemon D. C. Vanilla 2 oz..... 75 2 oz..... 1 24

3 oz..... 1 00 3 oz..... 1 60

6 oz..... 2 00 4 oz..... 2 00

No. 4 T. 1 52 No. 3 T. 2 08

2 oz. Assorted Flavors 75c. Our Tropical.

2 oz. full measure, Lemon..... 75

4 oz. full measure, Lemon..... 1 50

2 oz. full measure, Vanilla..... 90

7

GRAIN BAGS Amoskeag, 100 lb bale..... 15 1/2

Amoskeag, less than bale..... 15 3/4

GRAINS AND FLOUR

Wheat..... 82

Winter Wheat Flour

Local Brands

Patents..... 4 60

Second Patent..... 4 10

Straight..... 3 90

Second Straight..... 3 60

Clear..... 3 30

Graham..... 3 60

Buckwheat..... 4 30

Rye..... 3 20

Subject to usual cash discount.

Flour in bbls., 25c per bbl. additional.

Ball-Barnhart-Putman's Brand

Diamond 3/8s..... 3 85

Diamond 1/2s..... 3 85

Diamond 3/4s..... 3 85

Worden Grocer Co.'s Brand

Quaker 3/8s..... 4 10

Quaker 1/2s..... 4 10

Quaker 3/4s..... 4 10

Spring Wheat Flour

Clark-Jewell-Wells Co.'s Brand

Pillsbury's Best 3/8s..... 4 70

Pillsbury's Best 1/2s..... 4 60

Pillsbury's Best 3/4s..... 4 50

Pillsbury's Best 1/2s paper..... 4 60

Pillsbury's Best 3/4s paper..... 4 50

Ball-Barnhart-Putman's Brand

Duluth Imperial 3/8s..... 4 30

Duluth Imperial 1/2s..... 4 40

Duluth Imperial 3/4s..... 4 10

Lemon & Wheeler Co.'s Brand

Wingold 3/8s..... 4 35

Wingold 1/2s..... 4 25

Wingold 3/4s..... 4 15

Olney & Judson's Brand

Ceresota 3/8s..... 4 60

Ceresota 1/2s..... 4 60

Ceresota 3/4s..... 4 40

Worden Grocer Co.'s Brand

Laurel 3/8s..... 4 60

Laurel 1/2s..... 4 40

Laurel 3/4s..... 4 30

Laurel 3/8s and 1/2s paper..... 4 30

Meal

Bolted..... 2 60

Granulated..... 2 80

Feed and Millstuffs

St. Car Feed, screened..... 23 50

No. 1 Corn and Oats..... 23 00

Unbolted Corn Meal..... 22 00

Winter Wheat Bran..... 20 00

Winter Wheat Middlings..... 21 00

Screenings..... 19 00

Oats

Car lots..... 48

Car lots, clipped..... 50 1/2

Less than car lots.....

Corn

Corn, car lots..... 65

Hay

No. 1 Timothy car lots..... 10 00

No. 1 Timothy ton lots..... 12 00

HERBS

Sage..... 15

Hops..... 15

Laurel Leaves..... 15

Yenna Leaves..... 28

INDIGO

Madras, 5 lb. boxes..... 55

S. F., 2, 3 and 5 lb. boxes..... 50

JELLY

5 lb. palls, per doz..... 1 75

15 lb. palls..... 38

30 lb. palls..... 67

LICORICE

Pure..... 30

Calabria..... 23

Sticky..... 14

Roast..... 10

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

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

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

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

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

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

RICE

Domestic

Carolina head..... 6 1/4

Carolina No. 1..... 8

Carolina No. 2..... 5 1/4

Broken.....

Best

Sutton's Table Rice, 40 to the

bale, 2 1/2 pound pockets..... 7 1/4

Imported

Japan, No. 1..... 5 1/4 @

Japan, No. 2..... 5 @

Java, fancy head..... @

Java, T. D., full count..... 65

Java, No. 1..... @

Table..... @

PICKLES

Medium

Barrels, 1,200 count..... 8 00

Half bbls, 600 count..... 4 50

Small

Barrels, 2,400 count..... 9 50

Half bbls, 1,200 count..... 5 25

PIPES

Clay, No. 216..... 1 70

Clay, T. D., full count..... 65

Cob, No. 8..... 85

8

PLAYING CARDS

No. 90, Steamboat..... 80

No. 15, Rival, assorted..... 1 20

No. 20, Rover, enameled..... 1 60

No. 572, Special..... 1 75

No. 98, Golf, satin finish..... 2 60

No. 808, Bicycle..... 2 00

No. 632, Tournant Whist..... 2 25

POTASH

48 cans in case.....

Babbitt's..... 4 00

Penna Salt Co.'s..... 3 00

PROVISIONS

Barreled Pork

Mess..... @ 17 70

Back..... @ 18 75

Clear back..... @ 19 25

Short cut..... @ 17 75

Pig..... 20 00

Bean..... @ 16 10

Family Mess Loin..... 18 50

Clear..... @ 17 75

Dry Salt Meats

Bellies..... 10 1/2

S P Bellies..... 11

Extra shorts..... 10

Smoked Meats

Hams, 12 lb. average..... @ 12 1/4

Hams, 14 lb. average..... @ 12 1/4

Hams, 16 lb. average..... @ 12 1/4

Hams, 20 lb. average..... @ 12 1/4

Ham dried beef..... @ 12 1/2

Shoulders (N. Y. cut)..... @ 12 1/2

Bacon, clear..... 11 1/2 @ 12 1/4

California hams..... @ 9 1/4

Bolled Hams..... @ 18

Picnic Bolled Hams..... @ 13 1/4

Berlin Ham pr's'd..... @ 9 1/4

Mince Hams..... @ 9 1/4

Lard

Compound..... 8 1/2

Pure..... @ 10 1/2

60 lb. Tubs, advance..... 7 1/2

80 lb. Tubs, advance..... 7 1/2

50 lb. Tins, advance..... 7 1/2

20 lb. Palls, advance..... 7 1/2

10 lb. Palls, advance..... 7 1/2

5 lb. Palls, advance..... 7 1/2

Vegetole..... 9

Sausages

Bologna..... 6

Liver..... 6

Frankfort..... @ 7 1/4

Pork..... 8

Blood..... 6

Tongue..... 6 1/2

Headcheese..... 6 1/2

Beef

Extra Mess..... 10 00

Boneless..... 10 75

Rump, New..... 11 00

Pigs' Feet

1/2 bbls., 40 lbs..... 1 60

1 bbls., lbs..... 7 50

Tripe

Kits, 15 lbs..... 70

1/4 bbls., 40 lbs..... 1 35

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

Casings

Pork..... 24

Beef rounds..... 5

Beef middles..... 12

Sheep..... 65

Butterine

Solid, dairy..... @ 14

Rolls, dairy..... @ 14 1/2

Rolls, creamery..... 17

Solid, creamery..... 18 1/4

Canned Meats

Corned beef, 2 lb..... 2 50

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

Roast beef, 2 lb..... 2 50

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

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

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

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

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

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

9



Best grade Imported Japan, 3 pound pockets, 33 to the bale..... 6

Cost of packing in cotton pockets only 3/4c more than bulk.

SALE RATES

Packed 60 lbs. in box.

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

Deland's..... 3 00

Jap Rose..... 3 75

Savon Imperial..... 3 55

White Russian..... 3 60

Dome, oval bars..... 3 55

Satinet, oval..... 2 50

White Cloud..... 4 10

Lautz Bros. brands—

Big Aime..... 4 25

Aime 5c..... 3 65

Marselles..... 4 00

Master..... 3 70

12

Jolly Tar	38
Old Honesty	44
Toddy	34
J. T.	33
Piper Held stick	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
I X L, 5 lb.	27
I X L, 16 oz. palls.	31
Honey Dew	37
Gold Block	37
Flagman	41
Chips	34
Kiln Dried	22
Duke's Mixture	38
Duke's Cameo	40
Myrtle Navy	40
Yum Yum, 1 1/2 oz.	40
Yum Yum, 1 lb. palls.	38
Cream	37
Corn Cake, 2 1/2 oz.	24
Corn Cake, 1 lb.	22
Flow Boy, 1 1/2 oz.	40
Flow Boy, 3 1/2 oz.	39
Peerless, 3 1/2 oz.	34
Peerless, 1 1/2 oz.	36
Indicator, 2 1/2 oz.	28
Indicator, 1 lb. palls.	31
Col. Choice, 2 1/2 oz.	21
Col. Choice, 8 oz.	21

TABLE SAUCES

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

TWINE	
Cotton, 3 ply	16
Cotton, 4 ply	16
Jute, 2 ply	12
Hemp, 8 ply	12
Flax, medium	20
Wool, 1 lb. balls	7 1/2

VINEGAR	
Malt White Wine, 40 grain.	8
Malt White Wine, 80 grain.	11
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 1/2 lb.	3 95
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 15
Wisdom	3 80

WICKING	
No. 0, 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	65
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
Palls	
2-hoop Standard	1 50
3-hoop Standard	1 70
2-wire, Cable	1 60
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	7 00
18-inch, Standard, No. 2	6 00
16-inch, Standard, No. 3	5 00
20-inch, Cable, No. 1	7 50
18-inch, Cable, No. 2	7 00
16-inch, Cable, No. 3	6 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 1/2
Fiber Manila, white	3 1/2
Fiber Manila, colored	4 1/2
No. 1 Manila	4
Cream Manila	3
Butcher's Manila	2 1/2
Wax Butter, short count	13
Wax Butter, full count	20
Wax Butter, rolls	15

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

FRESH FISH	
White fish	Per lb. 8
Trout	8 1/2
Black Bass	8
Halibut	15
Ciscoes or Herring	5
Bluefish	12
Live Lobster	20
Bolled Lobster	22
Cod	10
Haddock	10
No. 1 Pickerel	7
Pike	7
Perch	5
Smoked White	11
Red Snapper	10 1/2
Col River Salmon	12 1/2
Mackerel	15

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 25

HIDES AND PELTS	
Hides	
Green No. 1	7
Green No. 2	6
Cured No. 1	8 1/2
Cured No. 2	7 1/2
Calfskins, green No. 1	9 1/2
Calfskins, green No. 2	8 1/2
Calfskins, cured No. 1	10 1/2
Calfskins, cured No. 2	9
Pelts	
Old Wool	50@1 00
Lamb	15@30
Shearlings	10@20

Tallow	
No. 1	6
No. 2	5
Wool	
Washed, fine	20
Washed, medium	23
Unwashed, fine	12@14
Unwashed, medium	14@15

CANDIES	
Stick Candy	
Standard	7 1/2
Standard H.	7 1/2
Standard Twist	29
Cut Leaf	9

Jumbo, 32 lb.	
Extra H. H.	7 1/2
Boston Cream	10 1/2
Beet Root	8

14

Mixed Candy	
Grocers	6
Competition	7
Special	7 1/2
Conservé	8 1/2
Royal	9
Ribbon	8
Broken	8 1/2
Cut Leaf	9
English Rock	9
Kindergarten	9
Bon Ton Cream	9
French Cream	10
Dandy Pan	10
Hand Made Cream	14 1/2
mixed	13
Crystal Cream mix.	13

Fancy-In Pails	
Champ. Crys. Gums	8 1/2
Pony Hearts	15
Fairy Cream Squares	12
Fudge Squares	12
Peanut Squares	9
Sugared Peanuts	11
Salted Peanuts	12
Starlight Kisses	10
San Blas Goodies	12
Lozenges, plain	9
Lozenges, printed	10
Choc. Drops	11 1/2
Ecliche Chocolates	13 1/2
Quintette Choc.	12
Victoria Chocolates	15
Gum Drops	5 1/2
Moss Drops	9 1/2
Lemon Sours	9 1/2
Imperials	9 1/2
Ital. Cream Opera	12
Ital. Cream Bonbons	12
20 lb. palls	12
Molasses Chews, 15 lb. palls	13
Golden Waffles	12

Fancy-In 5 lb. Boxes	
Lemon Sours	25
Peppermint Drops	20
Chocolate Drops	25
H. M. Choc. Drops	25
H. M. Choc. Lt. and Dk. No. 12	21 00
Gum Drops	25
Licorice Drops	27
Lozenges, plain	25
Lozenges, printed	20
Imperials	20
Mottoes	20
Cream Bar	25
Molasses Bar	25
Hand Made Creams	20
Cream Buttons, Pop. and Wint.	25
String Rock	25
Wintergreen Berries	20

Caramels	
Clipper, 20 lb. palls	8 1/2
Standard, 20 lb. palls	10
Perfection, 20 lb. palls	12 1/2
Amazon, Choc Cov'd	15
Korker 2 for 1c pr bx	25
Big 3, 3 for 1c pr bx	25
Dukes, 2 for 1c pr bx	20
Favorite, 4 for 1c, bx	20
AA Cream Car's 3lb	25

FRUITS	
Oranges	
Florida Russett	2
Florida Bright	2
Fancy Navels	2
Extra Choice	2
Late Valencias	2
Seedlings	3 50@3 75
Medt. Sweets	3 50@3 75
Jamaicas	2
Rod	2

Lemons	
Verdell, ex fey 300	2
Verdell, fey 300	2
Verdell, ex choc 300	2
Verdell, fey 360	2
Call Lemons, 300	2 5 75
Messinas 300s	3 50@4 00
Messinas 360s	3 50@3 75

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

Foreign Dried Fruits	
Figs	
California, Fancy	2
Cal. pkg, 10 lb. boxes	2
Extra Choice, Turk., 10 lb. boxes	15
Fancy, Turk., 12 lb. boxes	2
Pulled, 6 lb. boxes	2
Naturals, in bags	2

Dates	
Fards in 10 lb. boxes	2 6 1/2
Fards in 60 lb. cases	5 00
Hallow	5 00
Sairs, 60 lb. cases	4 1/2 @ 5

NUTS	
Almonds, Tarragona	16
Almonds, Ivica	16
Almonds, California, soft shelled	15@16
Brazils	10
Filberts	13
Walnuts, Grenoble	12 1/2
Walnut, soft shelled	11 1/2@12 1/2
California No. 1	11 1/2@12 1/2
Table Nuts, fancy	13 1/2
Pecans, Med.	10
Pecans, Ex. Large	13
Pecans, Jumbos	14
Hickory Nuts per bu.	2
Ohio, new	2 3 50
Cocoanuts, full sacks	2
Chestnuts, per bu.	2

Peanuts	
Fancy, H. P., Suns	5 @ 5 1/2
Fancy, H. P., Suns	6 @ 6 1/2
Choice, H. P., Extras	6
Choice, H. P., Extras	6
Roasted	6
Span Shild No. 1 n'w	5 1/2 @ 6 1/2

Headquarters for 5 and 10 cent goods

It is a common remark that, "You can't run a 5 and 10 cent store without Butler Brothers." We introduced the first 5 and 10 cent counters ever run—way back in 1877—and we are still furnishing more 5 and 10 cent stores than any other twenty wholesale houses in the country.

In the early years of our business we sold nothing but 5 and 10 cent goods. We made a specialty of them then and we are still making specialties of them.

We supply all big syndicates and more than eighty per cent. of the 5 and 10 cent stores in the country.

Many of our largest customers in this line are general merchants. The up-to-date dry goods and department store finds that a live 5 and 10 cent department makes as big sales and as much profit as five times the capital invested in other lines.

In late years we have installed hundreds of such departments in general stores and will be glad to tell you how to start one. We make a specialty of putting up suitable assortments for these departments. If interested write us.

If you now have a 5 and 10 cent department, let us tell you how to improve it. If you are not now conducting one, let us tell you how to start one.

Our catalogue is "Our Drummer." It lists thousands of suitable articles in hardware, tinware, woodenware, glassware, china, notions, etc., and goes to rock-bottom wholesale prices on the same.

It will pay you to buy at headquarters. Our catalogue will be sent free to any merchant upon request. Ask for catalogue J.421.

Butler Brothers

230 to 240 Adams St. Chicago, Ill.

WE SELL AT WHOLESALE ONLY

The Demand For Young Blood.

Two very remarkable movements are discernible in the business and the education of the times; and yet, when we come to examine them we find that the tendencies have been clearly in view for more than a decade. Six years ago the present writer went to the President of one of the large corporations of this country and asked him to give employment to a man who had turned his forty-eighth year. There were personal reasons why he might grant such a request and the person for whom the place was sought was entirely acceptable in character, ability and health. The President replied, "I want to do this, but it is impossible. The age of the young man is crowding upon modern business so fast that he will soon monopolize it. We take no one who has passed forty-five—we can not afford to do it. But I will tell you what I will do. If this man has a son anywhere from fifteen to twenty-five years old I'll find a position for him at once." So far has this tendency already gone that the problem of getting rid of employes above a certain age is now under discussion, and so great has been the uneasiness that several of the large concerns have issued statements that the old men will not be discharged.

At the same time practically all of them are taking on only young men, and the demand has made a profound impression upon the highest colleges and universities of the country. It has been shown that if a student goes through all the courses to the post-graduate specializations he is about thirty before he gets into active life—and modern business needs him at least five years before that time. It is not a mere sentiment but a real conviction which contends that the years lost from work between twenty and thirty are in a measure stolen from the lives of the students. This may be an extreme view, but many if not most of our leaders in industry and in the professions believe it is true. That there will come a change—a compromise, perhaps—seems to be one of the certainties of the near future.

Along with the increasing hold of the young men comes the problem of caring for those who have passed into what is sweepingly called old age. It is not fair to set limits on any individual. So long as he is able to do his work and do it acceptably he is entitled to every opportunity and advantage. We do not refer, of course, to the old men of signal ability and success, for the grave is the only stop to their energies and usefulness, and it would be easy to fill many columns with names of those who are past seventy and who are holding their own with the best that the younger generation can show. But there is an army of millions of wrinkled and white-haired veterans who have toiled faithfully and well all their lives, and upon whom others are dependent. Their welfare brings into prominence the system of old-age pensions which has been pursued in Germany more successfully than anywhere else, and which has been introduced by several of the important corporations in the United States. This may be the solution of the other end of the problem, while the young men keep on crowding into the offices and work-shops and accomplishing the great things of an advancing civilization by their skill, quickness and enthusiasm.—Saturday Evening Post.

One who knows does not talk; one who talks does not know.

15

STONEWARE	
Butters	
1/2 gal. per doz.	48
1 to 6 gal. per gal.	5 1/2
8 gal. each	48
10 gal. each	60
12 gal. each	72
15 gal. meat-tubs, each	1 12
20 gal. meat-tubs, each	1 50
25 gal. meat-tubs, each	2 12
30 gal. meat-tubs, each	2 55
Churns	
2 to 6 gal., per gal.	6
"hurn Dashers, per doz.	84
Milkpans	
1/2 gal. flat or rd. bot., per doz.	48
1 gal. nat or rd. bot., each	6
Fine Glazed Milkpans	
1/2 gal. flat or rd. bot., per doz.	60
1 gal. flat or rd. bot., each	6
Stewpans	
1/2 gal. fireproof, ball, per doz.	85
1 gal. fireproof, ball, per doz.	1 10
Jugs	
1/2 gal. per doz.	56
1/4 gal. per doz.	42
1 to 5 gal., per gal.	7
Sealing Wax	
5 lbs. in package, per lb.	2
LAMP BURNERS	
No. 0 Sun.	35
No. 1 Sun.	36
No. 2 Sun.	48
No. 3 Sun.	85
Tubular	50
Nutmeg	50
LAMP CHIMNEYS—Seconds	
No. 0 Sun.	1 38
No. 1 Sun.	1 54
No. 2 Sun.	2 24
Anchor Carton Chimneys	
Each chimney in corrugated carton.	
No. 0 Crimp	1 50
No. 1 Crimp	1 78
No. 2 Crimp	2 48
First Quality	
No. 0 Sun, crimp top, wrapped & lab.	1 85
No. 1 Sun, crimp top, wrapped & lab.	2 00
No. 2 Sun, crimp top, wrapped & lab.	2 90
XXX Flint	
No. 1 Sun, crimp top, wrapped & lab.	2 75
No. 2 Sun, crimp top, wrapped & lab.	3 75
No. 2 Sun, hinge, wrapped & lab.	4 00
Pearl Top	
No. 1 Sun, wrapped and labeled.	4 00
No. 2 Sun, wrapped and labeled.	5 00
No. 2 hinge, wrapped and labeled.	5 10
No. 2 Sun, "Small Bulb," for Globe Lamps.	80
La Bastie	
No. 1 Sun, plain bulb, per doz.	1 00
No. 2 Sun, plain bulb, per doz.	1 25
No. 1 Crimp, per doz.	1 35
No. 2 Crimp, per doz.	1 60
Rochester	
No. 1 Lime (65c doz)	3 50
No. 2 Lime (70c doz)	4 00
No. 2 Flint (80c doz)	4 60
Electric	
No. 2 Lime (70c doz)	4 00
No. 2 Flint (80c doz)	4 60
OIL CANS	
1 gal. tin cans with spout, per doz.	1 60
1 gal. galv. iron with spout, per doz.	1 80
2 gal. galv. iron with spout, per doz.	3 00
3 gal. galv. iron with spout, per doz.	4 30
5 gal. galv. iron with spout, per doz.	5 75
3 gal. galv. iron with faucet, per doz.	4 50
5 gal. galv. iron with faucet, per doz.	6 00
5 gal. tilting cans.	7 00
5 gal. galv. iron Nacefas	9 00
LANTERNS	
No. 0 Tubular, side lift.	4 75
No. 1 B Tubular	7 25
No. 15 Tubular, dash	7 25
No. 1 Tubular, glass fountain.	7 50
No. 12 Tubular, side lamp.	13 50
No. 3 Street lamp, each	3 60
LANTERN GLOBES	
No. 0 Tub., cases 1 doz. each, box. 10c	45
No. 0 Tub., cases 2 doz. each, box. 15c	45
No. 0 Tub., bbls 5 doz. each, per bbl.	2 00
No. 0 Tub., Bull's eye, cases 1 doz. each	1 25
BEST WHITE COTTON WICKS	
Roll contains 32 yards in one piece.	
No. 0, 3/8-inch wide, per gross or roll.	18
No. 1, 1/2-inch wide, per gross or roll.	24
No. 2, 1 inch wide, per gross or roll.	31
No. 3, 1 1/4 inch wide, per gross or roll.	53
COUPON BOOKS	
50 books, any denomination	1 50
100 books, any denomination	2 50
500 books, any denomination	11 50
1,000 books, any denomination	20 00
Above quotations are for either Tradesman, Superior, Economic or Universal grades. Where 1,000 books are ordered at a time customers receive specially printed cover without extra charge.	
Coupon Pass Books	
Can be made to represent any denomination from \$10 down.	
50 books	1 50
100 books	2 50
500 books	11 50
1,000 books	20 00
Credit Checks	
500, any one denomination	2 00
1,000, any one denomination	3 00
2,000, any one denomination	5 00
Steel punch	75

Hardware Price Current

Ammunition				
Caps				
G. D., full count, per m.	40			
Hicks' Waterproof, per m.	50			
Musket, per m.	75			
Ely's Waterproof, per m.	60			
Cartridges				
No. 22 short, per m.	2 50			
No. 22 long, per m.	3 00			
No. 32 short, per m.	5 00			
No. 32 long, per m.	5 75			
Primers				
No. 2 U. M. C., boxes 250, per m.	1 40			
No. 2 Winchester, boxes 250, per m.	1 40			
Gun Wads				
Black edge, Nos. 11 and 12 U. M. C.	60			
Black edge, Nos. 9 and 10, per m.	70			
Black edge, No. 7, per m.	80			
Loaded Shells				
New Rival—For Shotguns				
No. Drs. of Powder	oz. of Shot	Size Shot	Gauge	Per 100
120	4	1 1/2	10	\$2 90
129	4	1 3/8	9	2 90
128	4	1 3/4	8	2 90
126	4	1 3/8	6	2 90
135	4 1/2	1 1/2	5	2 95
154	4 1/2	1 1/2	4	3 00
200	3	1	10	12 2 50
208	3	1	8	12 2 50
236	3 1/2	1 1/2	6	12 2 65
265	3 1/2	1 1/2	5	12 2 70
264	3 1/2	1 1/2	4	12 2 70
Discount 40 per cent.				
Paper Shells—Not Loaded				
No. 10, pasteboard boxes 100, per 100.				
No. 12, pasteboard boxes 100, per 100.				
Gunpowder				
Kegs, 25 lbs., per keg	4 00			
1/2 kegs, 12 1/2 lbs., per 1/2 keg	2 25			
1/4 kegs, 6 1/4 lbs., per 1/4 keg	1 25			
Shot				
In sacks containing 25 lbs.				
Drop, all sizes smaller than B.	1 65			
Augurs and Bits				
Snell's	60			
Jennings genuine	25			
Jennings' imitation	50			
Axes				
First Quality, S. B. Bronze	6 50			
First Quality, D. B. Bronze	9 00			
First Quality, S. B. S. Steel	6 00			
First Quality, D. B. Steel	10 50			
Barrows				
Railroad	12 00			
Garden	29 00			
Bolts				
Stove	70			
Carriage, new list	60			
Flow	50			
Buckets				
Well, plain	\$4 00			
Butts, Cast				
Cast Loose Pin, figured	70			
Wrought Narrow	60			
Chain				
Com.	7 c.	5-16 in.	% in.	% in.
BB	8 1/2 c.	7/8 in.	5 c.	4 1/2 c.
BBB	8 1/2 c.	7/8 in.	6 1/2 c.	6 c.
Crowbars				
Cast Steel, per lb.	6			
Chisels				
Socket Firmer	65			
Socket Framing	65			
Socket Corner	65			
Socket Slicks	65			
Elbows				
Com. 4 piece, 6 in., per doz.	75			
Corrugated, per doz.	1 25			
Adjustable	40 1/2			
Expansive Bits				
Clark's small, \$18; large, \$26	25			
Ives' 1, \$18; 2, \$24; 3, \$30	40			
Files—New List				
New American	70 1/2			
Nicholson's	70			
Heller's Horse Rasps	70			
Galvanized Iron				
Nos. 16 to 20; 22 and 24; 25 and 26; 27, List 12 13 14 15 16.	28			
Discount, 65	17			
Gauges				
Stanley Rule and Level Co.'s	60 1/2			
Glass				
Single Strength, by box	85 1/2			
Double Strength, by box	85 1/2			
By the Light	85 1/2			
Hammers				
Maydole & Co.'s, new list.	33 1/2			
Yerkes & Plumb's	40 1/2			
Mason's Solid Cast Steel	30c list			
Hinges				
Gate, Clark's 1, 2, 3.	60 1/2			
Hollow Ware				
Pots	50 1/2			
Kettles	50 1/2			
Spiders	50 1/2			
Horse Nails				
Au Sable	40 1/2			
House Furnishing Goods				
Stamped Tinware, new list.	70			
Japanese Tinware	20 1/2			
Iron				
Bar Iron	2 25 c rates			
Light Band	3 c rates			
Knobs—New List				
Door, mineral, jap. trimmings	75			
Door, porcelain, jap. trimmings	85			
Lanterns				
Regular 0 Tubular, Doz.	5 00			
Warren, Galvanized Fount.	6 00			

Levels	
Stanley Rule and Level Co.'s	70
Mattocks	
Adze Eye	\$17 00 dls 65
Metals—Zinc	
600 pound casks	7 1/2
Per pound	8
Miscellaneous	
Bird Cages	40
Pumps, Cistern	75 1/2
Screws, New List	85 1/2
Casters, Bed and Plate	50 1/2 10 1/2
Dampers, American	50
Molasses Gates	
Stebbins' Pattern	60 1/2 10
Enterprise, self-measuring	30
Pans	
Fry, Acme	60 1/2 10 1/2
Common, polished	70 1/2 5
Patent Planished Iron	
"A" Wood's patent planished, Nos. 24 to 27	10 80
"B" Wood's patent planished, Nos. 25 to 27	9 80
Broken packages 1/2 c per pound extra.	
Planes	
Ohio Tool Co.'s, fancy	40
Sciota Bench	50
Sandusky Tool Co.'s, fancy	40
Bench, first quality	45
Nails	
Advance over base, on both Steel and Wire.	
Steel nails, base	2 35
Wire nails, base	2 35
20 to 60 advance	Base
10 to 15 advance	1 10
8 advance	1 5
6 advance	20
4 advance	30
3 advance	45
2 advance	70
Fine 3 advance	50
Casing 10 advance	15
Casing 8 advance	25
Casing 6 advance	35
Finish 10 advance	25
Finish 8 advance	35
Finish 6 advance	45
Barrel 1/2 advance	85
Rivets	
Iron and Tinned	50
Copper Rivets and Burs	45
Roofing Plates	
14x20 IC, Charcoal, Dean	7 50
14x20 IX, Charcoal, Dean	9 00
20x28 IC, Charcoal, Dean	15 00
14x20 IC, Charcoal, Allaway Grade	7 50
14x20 IX, Charcoal, Allaway Grade	9 00
20x28 IC, Charcoal, Allaway Grade	15 00
20x28 IX, Charcoal, Allaway Grade	18 00
Ropes	
Sisal, 1/2 inch and larger	10 1/2
Manilla	15 1/2
Sand Paper	
List acct. 19, '86	dls 50
Sash Weights	
Solid Eyes, per ton	30 00
Sheet Iron	
com. smooth. com.	
Nos. 10 to 14	\$3 60
Nos. 15 to 17	3 70
Nos. 18 to 21	3 80
Nos. 22 to 24	4 10
Nos. 25 to 26	4 20
No. 27	4 30
All Sheets No. 18 and lighter, over 30 inches wide, not less than 2-10 extra.	
Shovels and Spades	
First Grade, Doz.	8 50
Second Grade, Doz.	8 00
Solder	
1/2 @ 1/4	19
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.	
Squares	
Steel and Iron	60—10—5
Tin—Melyn Grade	
10x14 IC, Charcoal	\$10 50
14x20 IC, Charcoal	10 50
20x14 IX, Charcoal	12 00
Each additional X on this grade, \$1.25.	
Tin—Allaway Grade	
10x14 IC, Charcoal	9 00
14x20 IC, Charcoal	9 00
10x14 IX, Charcoal	10 50
14x20 IX, Charcoal	10 50
Each additional X on this grade, \$1.50	
Boiler Size Tin Plate	
14x56 IX, for No. 8 Boilers, 1/2 per pound.	13
14x56 IX, for No. 9 Boilers, 1/2 per pound.	13
Traps	
Steel, Game	75
Onelda Community, Newhouse's	40 1/2
Onelda Community, Hawley & Norton's	65
Mouse, choker per doz.	15
Mouse, delusion, per doz.	1 25
Wire	
Bright Market	60
Annealed Market	60
Coppered Market	50 1/2
Tinned Market	50 1/2
Coppered Spring Steel	40
Barbed Fence, Galvanized	3 25
Barbed Fence, Painted	2 95
Wire Goods	
Bright	80
Screw Eyes	80
Hooks	80
Gate Hooks and Eyes	80
Wrenches	
Baxter's Adjustable, Nicked	30
Coe's Genuine	30
Coe's Patent Agricultural, Wrought	70

CASH VS. CREDIT.

One Better For Some, the Other Better For Others.

There is a good deal of talk about the credit business that I do not agree with. Some people talk about credit and the credit business as if it were a vice like the opium habit.

I will bet I get in as many stores and talk with as many grocers in a year as most men, and I think the credit business is all right—in some places.

Mind, I say in some places. By that I mean that it is not fair to condemn the credit business in the abstract—in its entirety; for there are conditions under which it is a good deal better, for that particular place, than the cash business.

The peculiar idea that some retailers have about the credit business, which I spoke about a moment ago, sometimes leads men to do foolish things, if they are not shut off.

Not long ago I had a talk with a grocer who does a good business in a small country village which taps a fine, prosperous farm country. He does a general store business, and I should imagine was making money.

He was dissatisfied because his business was a credit business. He asked my advice about how to change it into a cash business and as he is a pugnacious, aggressive individual, it was perfectly clear to me that he wanted to get into a typical cut-throat cash business and simply wipe up the village with his few local competitors.

I asked him some questions. "Aren't you doing a good business?" I asked.

"Yes, I suppose I am," he replied. "Aren't you making a good living and a little more?" was my next.

"I can't say I have any cause to complain," he said, "but I have to wait so durned long for my money."

"But you get it all, don't you?" I asked.

"Well, yes," he answered; "I don't make many bad debts."

"Well, then," I said, drawing my splendid form to its full height, "in the name of all that's reasonable and common-sensical, stay as you are! Let well enough alone. Thank God he has placed you in a neighborhood where you are prosperous and happy. Don't follow after strange gods, for you'll get up against it sure as you live! You couldn't do a cash business in such a place as this!"

All this was delivered with appropriate gestures, and the old loafers in the store seemed quite impressed.

"That's all right," said the grocer, "but it must be a great thing to be able to jingle your day's business in your pants' pocket at night when the shutters are up."

"It is a great thing," I observed, "when there is anything to jingle. Sometimes there isn't."

And there are cases where it's just as foolish to try to do a credit business as it would be for this man to try to do a cash business.

Another grocer whose case was of this sort was telling me about it last week. "I forced myself into changing my business from credit to cash," he said.

This man does business in a thriving factory town where the population is changing a good deal.

"Five years ago," he went on, "I was doing the ordinary credit business—\$10 on the books for every 10 cents taken in in cash. I was losing a lot of money every year, for these factory rascals come into town one day and slip out the

next. I decided, after a lot of thinking and scratching, to go out of the credit business and into cash. It seemed like an awful wrench: I was a coward about it, I'll admit. Finally I hit on a plan to force myself into it. I advertised to all my customers that after such and such a day I would require all purchases to be paid for. From then on I did all my buying of a cash jobbing house, where I simply had to have the cash. The time when the change was to take place came and a great lot of my trade would come in and try to cajole me into charging things. They didn't think I meant it and it was tough work to stick to it, but every time I would feel like giving way I would think of the cash I had to have for the jobber, and that stiffened me up. If I hadn't fixed myself so I absolutely had to have the cash to pay for the goods, I don't believe I could have stuck it out. I put her through, though, and to-day I haven't got a dollar on my books, owe no man a dollar, and am doing very nearly as much business as I did then."

You see how cases differ. You can't say that the cash business is the best thing or that the credit business is the best thing. One is better for some grocers, and the other is better for some others.—Stroller in Grocery World.

Pretty much everybody is an anti-monopolist. Many notable instances are on record where those who have wailed loudest and longest against large aggregations of wealth, when they had a chance to make and save a few dollars, changed their views with neatness and dispatch. It is not so very long ago that Coxe and his army marched across this land only to be told to keep off the grass at Washington. That was in 1895 and the other day, in this year of our Lord, 1902, J. S. Coxe incorporated the Coxe Silica Sand Company in Maryland with \$600,000 capital. Now, if he wants to, he can recruit his army and pay his soldiers something for their time and trouble. He is on the side of capital now and like most capitalists is getting all he can and keeping all he gets.

The Pennsylvania Railroad Company intends putting a train on its lines to make the trip from New York to Chicago in nineteen hours, which will be an average rate of about fifty miles an hour, including stops. The fastest time now made is twenty-four hours. The company is reducing grades and straightening the track on the Fort Wayne branch to enable it to carry this fast service safely.

The Census Bureau figures that the area of the United States and its insular possessions aggregates 3,690,822 square miles, which makes it fifth among the nations of the earth in territorial size. Great Britain leads with 11,258,277 square miles; Russia comes second with an area of 8,644,100 square miles; China third, with 4,234,910 square miles, and France follows with 3,944,092 square miles.

It has been suggested that if Great Britain ever gets hard up she may take advantage of the fact that she is the largest land owner on the globe and sell off some of her holdings. It is not an exceptional thing to relinquish sovereignty for profit, and if the British cared to go into the business they might make enough out of it to permanently retire.

The bigger a little man is the less he amounts to.

Her View of It.

"He proposed to me by letter."
"By letter! And he lives in the city, too."

"Yes."
"How did you reply?"
"I told him that that kind of a proposal made me feel as if I ought to ship myself to him by express, like a piece of merchandise, and that I wasn't quite ready to be delivered that way."

"Quite right."
"So he telephoned that he'd renew the negotiations this evening and endeavor to make suitable arrangements for personal delivery. I thought he might as well be given to understand at once that I know my rights in the premises."

The Con Man and the Farmer.

"Bless my soul!" exclaimed the confidence man, meeting an honest granger on the street. "Isn't this my old uncle, Ki Hoskins, of Minonk?"

"Yes, it is," replied the honest granger. "And you're my nephew, Pink Slodger, the biggest rascal that ever went unbugged. I was in hopes somebody had shot you by this time. If it's convenient I'd like to have that \$4 you borrowed of me sixteen years ago. Thought I'd forget it, did ye?"

A genius is a man who does things that lazy people say it is impossible to do.

Business Wants

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

BUSINESS CHANCES.

FOR SALE—THE BEST EGG, BUTTER AND poultry business in the State; handled over one hundred and fifty thousand dollars' worth of produce in 1901. Enquire of Tradesman Company, Grand Rapids, Mich. 446

FOR SALE—HARDWARE STOCK IN GOOD thriving town. Good reasons for selling. Address No. 447, care Michigan Tradesman. 447

A NO. 1 OPENING FOR A PHYSICIAN who will purchase my property; price and terms reasonable. Address C. W. Logan, Tustin, Mich. 448

FOR SALE—STOCK OF GENERAL MERCHANDISE, consisting of dry goods, groceries and men's furnishing goods; also fixtures; invoices about \$4,000; good clean stock, mostly new; in one of the best sections of Michigan; a fine business chance. Address No. 445, care Michigan Tradesman. 445

FOR SALE—ESTABLISHED, CLEAN, MEDICINE-SIZED DRUG STOCK; good opportunity for unregistered druggist. Address No. 443, care Michigan Tradesman. 443

FOR SALE—GENERAL BAZAAR AND wall paper store; well-established trade; within thirty minutes' ride from Detroit; reason for selling, sickness. Address Room 9, Moffat Building, Detroit, Mich. 441

FOR SALE—A FINE STOCK OF GROCERIES and fixtures in good location in town of 1,200 in Southern Michigan; will invoice about \$1,500; good reason for selling. Address G., care Michigan Tradesman. 439

FOR SALE—DRUG STOCK AND FIXTURES in Kalamazoo; fine location; moderate rent; established trade; price right for cash. B. F. Parker, Real Estate Broker, Kalamazoo, Mich. 440

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 bargain. Write me at once. Box 615, 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. S. & A. Railway. Good markets; the best of water; buildings and railway station on the property. F. W. Kead & Co., Marquette, Mich. 427

WE HAVE TO OFFER ONE OF THE best localities for a planing mill in Southern Michigan; no opposition. This will bear investigating. Address Meyers & Deville, Hudson, Mich. 432

A GENERAL STOCK IN THE BEST A 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—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—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—GRANDFATHER CLOCK (photo). Box 399, 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

WANTED—A GOOD PRACTICAL HOTEL man to build and run a hotel in a bustling country town. Assistance will be given in the form of a cash bonus or a stock company. Address No. 431, care Michigan Tradesman. 431

FOR SALE—COUNTRY STORE AND dwelling; general stock, doing good business. J. B. Adams, Frost, Mich. 420

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 MERCHANDISE 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 CROCKERY 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—GOOD DRUG STOCK, INVOICED \$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—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. 388

FOR SALE—DRUG STOCK AND FIXTURES, invoiced 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., 876 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 BAZAAR stock in the city or county; population, 7,000; population of county, 23,000; the county seat; stock invoiced \$2,500; sales, \$40 per day; expenses low. Address J. Clark, care Michigan Tradesman. 157

MISCELLANEOUS

WANTED—REGISTERED ASSISTANT pharmacist. Walter K. Schmidt Co., Ltd., Grand Rapids, Mich. 444

WANTED—A FIRST CLASS DYER AND cleaner on ladies' and men's wear. Jas. Mills & Co., Sault Ste. Marie, Mich. 442

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, 1603 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

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—SALESMAN FOR MEN'S clothing houses to travel in Pennsylvania, Ohio, Indiana, Kentucky and Michigan; only such having first-class trade. Address Thalhimer Bros., Baltimore, Md. 417

WANTED—SITUATION BY AN EXPERIENCED SALESMAN in a general store. Answer 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