

MICHIGAN TRADESMAN

Nineteenth Year

GRAND RAPIDS, WEDNESDAY, MAY 21, 1902.

Number 974

Collection Department

R. G. DUN & CO.
Mich. Trust Building, Grand Rapids
Collection delinquent accounts; cheap, efficient,
responsible; direct demand system. Collections
made everywhere—for every trader.
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.

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.

Glover's Gem Mantles

For Gas or Gasoline. Write for catalogue.
Glover's Wholesale Merchandise Co.
Manufacturers, Importers and Jobbers of Gas
and Gasoline Sundries
Grand Rapids, Michigan



L. J. Stevenson, Manager
Widdcomb Building, Grand Rapids.
Don. E. Minor and W. J. Gillett, Attorneys.
Detroit Opera House Block, Detroit.
R. J. Cleland, A. H. Covert, J. D. Harger and
R. H. Lane, Attorneys.
Our Direct Demand Letters bring in the "good
but slow" accounts 100% net. We protect our
members against worthless accounts and collect
all others.

WILLIAM CONNOR

WHOLESALE READYMADE CLOTHING

of every kind and for all ages.
All manner of summer goods: Alpaca's,
Linen, Duck, Crash Fancy Vests, etc.,
direct from factory.

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

Mail orders promptly sent 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.

Tradesman Coupons

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THE CHURCH AND THE WORLD.

It is unfortunate that the church and the world are not identical. Since it is necessary to recognize that they are not, it is not out of place for a secular journal to consider the relations of the church and the world in a secular way. Selfishness and passion make wrecks of many human lives, but, on the whole, the world is a good world. It is full of kindly impulse, but not so full of persistence in well-doing. Our moral sensibilities need constant jogging in order to be kept lively. Our altruism needs furbishing up once a week if it is to be kept shining bright. This is part of the work of the church. Possibly to the devout it may seem a small part, but it is that which a secular journal may properly consider. We can not discuss faiths in these columns, but we can discuss works.

To love thy neighbor as thyself is the ultimate accomplishment of altruism. When men have gone beyond that, as some have who have died for others, we call it something else, possibly heroism. Altruism—at least altruism in other folks—is the ideal of humanity. None is so debased that he does not recognize it as the crown of glory attainable in this life. It is said, also, to be a wellspring of joy to its possessor. If, therefore, a spirit of altruism is the highest earthly good, surely the institution which does most to promote altruism ought to be the object of our tenderest regard and warmest support. Nobody can truthfully deny and probably few will attempt to dispute that the church does more to promote altruism in the human soul than all other human agencies combined. It is, in fact, the only agency which continuously and earnestly and effectively seeks, at its own cost and by its own labor, and without hope or desire for reward, to discover unfortunate humanity, relieve its material necessities, strengthen its physical and intellectual powers and awaken its moral emotions. It gathers the children as soon as they leave their mothers' arms. It provides healthful recreation for youth amid moral surroundings. It wrests the morally weak from degraded companionship. It pursues its ministrations in the slums them-

selves. No other human institution even attempts such work. Public "charity" is not charity, because it is unsympathetic and grudging. Its spirit is not "how much we can do," but "how little we can do" and yet save life.

The charity of the church is all-pervading, sympathetic and uplifting. Doubtless it preaches certain doctrines which some insist are not true. We do not see what difference that makes, even to unbelievers. The doctrines of the church certainly do not make men bad nor do they injure their material welfare. From the standpoint of the unbeliever, faith is of no consequence. Why, therefore, should they not aid the church in its good works? All unbelievers confess the beauty of altruism. Some make the loudest possible professions of its possession. We do not know that any such body does anything in particular to relieve distress or inspire right conduct in daily life. Emotional discourse of a good time coming gives no present hungry man a dinner or helps him to be honest and self-respecting. Doubtless the church also looks to a glorified future, but meanwhile it hunts out the unfortunate now with us and relieves their distress. It is sometimes said that many churchmen are dishonest. Doubtless that is true, but there are also dishonest unbelievers. There are dishonest Republicans and dishonest Democrats, but none who favors Republicanism or Democracy declines for that reason to aid what he thinks to be a good cause. Why, then, should unbelievers not aid the church in its good works? Why should they not attend its services for the moral stimulus which they will receive, even if they do not believe that there is such a thing as a soul and have no hope of a life immortal? It is good to be honest, even in this world. It is good to be self-respecting. It is good to respect others. It is good to help the unfortunate. All these things the church teaches and, if it has proud, selfish or dishonest members it knows them in spite of their professions and seeks to uplift them with the rest. It is the great moral agency of the world, and the world owes it to itself to support, aid and foster its beneficent mission.

Charles M. Schwab, President of the steel trust, has discovered a better use for his money than trying to break the bank at Monte Carlo, as he did recently when abroad. He has purchased Richmond Beach, facing New York Bay on the south shore of Staten Island, and is going to have it thoroughly equipped as a pleasure ground for the poor children of New York City. It is expected that from 1,500 to 2,000 children can daily be accommodated there. A large steamer is to be provided to convey the little folk to the grounds and back to the city. Schwab must have been getting points from Carnegie, the man who put him on the road to fortune.

Statistics show that 75 per cent. of male criminals are unmarried. This goes to show how many men prefer the penitentiary to matrimony.

GENERAL TRADE REVIEW.

It could not be otherwise but that the decision to inaugurate one of the greatest of labor strikes should have an effect upon the stock market, but it is a matter for congratulation that the effect should not extend to the average of values. There was a decided dullness and the roads immediately concerned showed declines, but as a whole the market has moved upward in the face of this usually most potent bear factor. The effect of the strike movement was largely discounted in the preliminary agitation and the market seems to bank on the advantages to be gained from the enhancement of values of stocks on hand, of course at the expense of the public. The dullness in the United States steel shares would be sufficiently accounted for in the decision to carry out the scheme of funding in bonds.

The general trade situation is still very satisfactory. The increase in the volume of general merchandise movement has been great enough to overbalance the lessened grain transportation on account of the corn failure, so that there is still a decided increase as compared with a year ago. This is not to be accounted for along any special lines, being simply the increase in all trade movement. Cool weather in many localities has hindered the opening of the spring season trade, but there is no misgiving but that the buying will be enormous when it comes.

Iron and steel production is still at the highest known in this country and its relative magnitude may be realized by comparing with other nations. The output of American works are now said to exceed the combined production of England and Germany. With the unparalleled showing of a rate of over eighteen million tons of pig iron per annum there is still a constant diminution of furnace stocks.

While cotton has been suffering some at the hands of speculators, the general textile situation is more favorable. The labor situation is constantly improving. The absence of heavy stocks gives both woolen and cotton goods a ready market.

Footwear shipments from Boston are one-fourth less than those of a year ago, but it is to be remembered that the volume was abnormally large at that time. The movement compares favorably with other years. The only source of uneasiness in this trade is the excessive high position of hides.

A German professor may have solved the problem of aerial navigation. He says an eagle has sufficient strength to draw a balloon, and, by means of numerous diagrams and elaborate calculations he shows how eagles can be harnessed and the weights they can pull through the air. In spite of the ridicule with which his theory has been received among mechanical aeronauts, the professor is training a team of eagles for a balloon which he has in readiness.

When a man refuses to buy his wife a new coat she is perhaps justified in saying that he doesn't care a rap for her.

Getting the People

Increasing Appreciation of Advertising in Trade.

One of the effects of the greater attention paid to the matter of reaching the public, through the columns of the local weeklies especially, is the greater apparent value attached to space. A few years ago the average weekly paper was run as though the duty of the local dealers was the support of the paper indicated by the buying and occupying of a certain space. Occasionally this space was designated as belonging to So-and-So, either for an issue or, if perchance neglected through laziness or other causes, its disfiguring blemish might be in evidence for weeks or months. Not much better than this would be the nominal filling of the space by a general display to be allowed to stand year after year until the type was worn to illegibility, this constituting the only change aside from an occasional pulling of "sorts" likely to pass unnoticed for a month or so. This was common a few years ago, but such examples are rare in very recent observation.

For one thing the advertising value of the newspaper is coming to a greater appreciation. The merchant who wishes to reach a certain community is glad to find that some paper is generally in circulation there. He considers it fortunate if the division between the different publications is confined to as few as possible; more and more the local press is coming to be recognized in its local character, the distinction of politics and other causes of division being met by other means. Not that the amount of circulation is properly any the less costly for the one covering the field than it would be for more. There is more of interest in the one local paper monopolizing a field than when the interest is divided, even when the spice of opposition or competition becomes a factor. The merchant who buys space to-day buys it for the value it will yield in his business. He is not usually critical to find just how many are influenced by the publication, he has learned that much of the value is general. None the less, however, does he realize the concrete in his work, every issue is a study to make the space more effective. This results in a competition which raises the standard of all the other advertising and puts the publisher into a lively method of work which affects his whole business. The modern publisher is a man of activity, the drones are eliminated by the process of absorption or killed by starvation.

An effect of the better use of newspaper space is that it commands a better hearing. The old repetition of stale display had no value except that by it the dealer performed his duty in the "support of the paper." Modern papers do not have to be supported.

I do not mean to say that the newspaper millennium has fully come by any means. There are occasionally indications of support, but as a rule space is sold for its value and the collector of advertising bills generally walks with as an independent a stride as anybody.

The Bryant Shoe Co. presents a good general display, but I think it could be improved by a little more specializing. For instance the abbreviation, "etc., etc.," never sold any goods. Space should be occupied in listing the definite articles or the white paper is better. "A Big Saving to Everyone," too general—doesn't mean anything. There

ONLY A FEW WEEKS MORE.

We have only a few weeks more to close out our large stock of
Shoes, Rubbers, Trunks, Bags, Etc., Etc.

Remember these are from the best makes ever offered Kalamazoo buyers and at very low prices.

A BIG SAVING TO EVERYONE
Who buys an article from this store.

Bryant Shoe Co., 117 West Main Street.

We want to talk with you about

:::PERFUMES:::

This is the season for them. Soon the flowers themselves with all their fragrance will be here, but now our love for them is stirred and our imagination quickened by inhaling their delicate odor from the dew of kerechief. Have you ever tried

LEIGHTNER'S TRUE PINK

What memories of childhood come over one! Again you are a chubby faced child carrying a bunch of sweet pinks to your teacher, or perhaps it is an odor of roses, and you have just awakened from a sweet sleep under the rose bush in the yard of your childhood home. Come in and see our line, or if you have already made your selection of a favorite odor, ring up No. 223, Sweeney's phone.

Yours respectfully,

MARSH, The Druggist
INGALLS AVENUE

Hale's Store News

Friday, April 25, 1903

An Encouragement to "Stick-to-ativeness"

A STORY WITH A MORAL.

Josh Billings once remarked: "My son, observe the postage stamp. Its usefulness depends on its ability to stick to one thing until it gets there." Sound advice. Stick-to-ativeness or persistence is the secret of this store's marvelous success.

Years ago we pitched our tent in this town. Our principal assets then were: youth, health, honesty and energy. Started with liabilities, too. In common with all young men our experience was limited. Of course we made mistakes. Many a one, which however only spurred us on to fresh endeavors. Yes, we stuck to it. You see our store to-day, and the end is not yet. Our growth is not like the mushroom, but like the sturdy oak. Watch us grow, and grow with us.

M. Hale & Co.

The Orange Front Stores

Watch This Space

Special Attention

Is given to every detail of our business, because we have a competent attendant to serve our patrons. Telephone calls are promptly answered, and Orders executed and goods delivered promptly.

EVERYTHING

that goes to make up an ideal, up-to-date store will be found here. Our stock is Always Fresh and complete, and is composed of the latest products of Nature and the Manufacturers Art.

All You Have To Do

to bring these excellent facilities to your service is to "ring up" "No. 2—two rings" and ask for

SUPERNOW BROS.

East Jordan, Mich.

Successors to W. L. French.

I. E. SWIFT CO.,
HOUGHTON, MICH.

Shelf and Heavy Hardware
AND MINING SUPPLIES.

(We carry the only complete stock in the Upper Peninsula, bought direct from the manufacturers. Trade with us and save the small dealers extra cost in buying from second hands.)

RAND DRILL PARTS IN STOCK.

How People Lose Their Money

By concealing it about their persons; by stowing it away in mugs, jugs and jars; by sewing it up in shirts and ticks; by tucking it under the cushions and carpets, in cupboards and bureau drawers; these are some of the ways by which people lose their money and sometimes their lives.

How People Save Their Money

By depositing it in a good, reliable bank. Confident that this bank fully meets the public's needs, we tender its services to all who believe in keeping on the safe side.

**THE
Antrim County
Bank**

McPhail & Richardson,
Proprietors.

The most Exquisite Chocolates
on the market are the

Elk Brand

made of the highest quality of

Chocolate

and fruit. For sale by all the leading confectioners and druggists in

1-2 lb. Boxes

only. S. B. & A. on every piece.

—MADE BY—

**Straub Bros.
& Amiotte.**

Good Meat

Does anyone believe that good meat can be had from a half starved animal? Certainly not. To make wholesome and well flavored meat the animal must be well fattened. That is the only kind I buy and the only kind of meat I sell.

Beckman

TELEPHONE 66

is material here for a good general advertisement, but it wants much trimming and re-arranging.

A tastefully handled display is that of Marsh, the druggist, which is in keeping with the dainty treatment of the writer. The advertisement is a good one, but I would omit the "Yours respectfully."

A good stirring argument as to the general status of the business is that of M. Hale & Co. This is based on a well-told and strong illustration which is of value on account of its brevity. Illustrative stories are generally too long for use in advertising.

The extent to which generalization may be carried is forcibly brought out in the advertisement of Supernaw Bros. The terms used in the description of the wares sold might apply to several lines of trade, but the most natural inference is that they are either druggists or grocers; I would be inclined to guess the latter. Now I submit that an advertisement which gives only the vaguest hint as to the line of trade fails in some essentials. It is of no special interest to those who know all about it and it conveys no information to those who do not except that they are located in East Jordan, Mich., and have a telephone.

I. E. Swift Co. has a well written and displayed general advertisement, but there is a suspicion in the fact that it may be run too long without change. I would omit the ornaments and space the location evenly between the faces of the other lines.

A well-conceived argument as to the proper care of money is that of the Antrim County Bank. This is carefully and forcibly written and the printer shows excellent taste in its treatment. An exceptionally good country bank advertisement.

Straub Bros. & Amiotte show a well planned specialty announcement in their business. This is well handled by the printer except that there is a suggestion of mourning in his border.

Beckman gets right to the point in a manner that is likely to be read and appreciated. The display of the printer could not be improved. It would satisfy my curiosity, however, and possibly convey information to others if location were mentioned.

Schoolboy Repartee.

Professor Ellston, Superintendent of the Grand Rapids public schools, tells a joke on himself with much enjoyment. One day during an examination, when he was visiting various rooms, he stopped to ask a very bright boy a sum in algebra, and, although the problem was comparatively easy, he could not answer it. Professor Ellston remarked, and with some show of severity:

"My boy, you ought to be able to do that. At your age George Washington was a surveyor."

The boy looked him straight in the eye and answered:

"Yes, sir, and at your age he was President of the United States."

The conversation dropped at that point.

He Knew How It Was.

Mr. and Mrs. Peterby observed a very loving couple on the opposite side of the car.

"Do you see that married couple over there on the bench?" asked Peterby.

"Yes, but I don't believe they are married. They are too affectionate to be married," replied Mrs. Peterby.

"But I know they are. They are both married. His wife is in Europe right now and her husband is an actor on the road."

WILDCAT BANKING.

Tribulations of Michigan Merchants Following Its Collapse.

Written for the Tradesman.

The fictitious value of real estate upon which the undivided issue of paper money was based had flooded the State with a circulating medium as the offspring of unsound if not vicious banking legislation, which inevitable collapse was followed by a reaction as sudden as it was disastrous in its commercial consequences. It is not the intention of the writer to give in this paper a history of that eventful period in the early history of Michigan to which I refer. It would require a more graphic pen than mine to truthfully describe the commercial and financial gloom that settled like a pall over our beloved Michigan, from which the lapse of a full generation was required to lift the veil. As is usual in all cases of financial and commercial disturbances or difficulties in which the whole people are involved, the country merchant came in for more than his share of the calamitous consequences. His stock of merchandise, bought mostly on credit in New York, had been sold to his customers on credit and they had nothing to pay him with that he would accept or could use in the Eastern market in payment of his own obligations. The circulating medium in the hands of the people was literally worthless. The farmers had nothing to exchange for sound honest money to take the place of the worthless trash which was their only circulation at home.

Among the merchant victims to these conditions, doing business in Coldwater, Michigan, was a brother-in-law of the writer, the late Frederick V. Smith, under the firm name of Smith & Leach. I was at that time salesman in a wholesale house in New York, selling clothing, cloths, cassimeres, vestings and trimmings. Mr. Smith, having bought his partner's interest in the business, proposed to me to join him in changing the business at Coldwater into exclusively clothing, we doing the most of our own manufacturing and being the first to engage in the manufacture of clothing in Coldwater. I was to do the buying in New York, he to manage the business in Coldwater. This arrangement proved to be very satisfactory in the end.

Then the question arose, How can we best collect or secure the notes and accounts of the old firm of Smith & Leach? To solve this problem under the financial conditions then existing was the beginning of our tribulations. The entire volume of sound currency in circulation in Michigan that could be used to pay Eastern indebtedness was not equal to the business requirements of Grand Rapids alone for a single day. What could be done in this emergency? The people, as a rule, were honest and ready to turn over any property they possessed in payment of their obligations to the merchants. In the spring of the year of which I write there was an excess of young cattle in the country. Venison and all kinds of game were plenty and cheap. Saddles of venison sold at three cents per pound and the best cuts of beef retailed at six cents. At an accidental gathering of some of the business men the subject of what could be done to relieve the situation was discussed. Any attempt to force collections would only make the ruin more complete. It was finally agreed between the following named business men present, F. V. Smith & Co., Skeels & Lewis, L. D. Crippen & Sons and

Hanchett & Cutter (the last named firm were physicians with a large country practice, whose notes and accounts due them extended all over the country), to form a sort of alliance, offensive and defensive, by pooling their outstanding notes and accounts against the farmers and buying up a drove of cattle for the Eastern market. If it was necessary to pay any money to secure the debt use as little as possible. The reader will remember that such a thing as shipping cattle by rail was then unknown. The Michigan Central only extended west to Ann Arbor and the Michigan Southern only to Hillsdale. Then the question came up, What shall we do with the cattle as fast as they are purchased and delivered? Luckily one of the parties to the agreement owned a large marsh near town which would furnish abundant pasturage for the summer and needed but little expense to enclose as it was mostly surrounded by cultivated farms. The enclosure was made complete and as soon as the grass was well started the buying began.

The plan agreed upon was for each man to visit his delinquent customers and take in payment of the debts any merchantable cattle of any age that he was willing to turn over at a fair price in payment, and as fast as they were delivered in pasture report to one of the parties to the agreement who had been chosen a full description of the animals, cost, etc. It was a sort of a joint stock company. F. V. Smith was made Secretary and Financial Manager. The result was the collection, before the time to start the drive, of a large drove of cattle of all ages, sizes and conditions. They grew so rapidly during the summer and so gained in general appearance as hardly to be recognized as the same cattle on the first of October. Then came the tug of war, the long drive, which was under the personal direction of Mr. Smith. He added on his own account to the outfit a pair of matched horses and the long, tedious march through Ohio to Western New York was begun. The scheme proved to be a financial success and all the parties to it were well satisfied with the result.

The minute incidents of that long, tiresome journey would be of but little interest to the readers of the Tradesman, but I think they will agree with me that the trials and tribulations of the merchants doing business in the early days of Michigan history were many and grievous. W. S. H. Welton.

Her Boys Would Be Nothing But Men.

Here is the story how Mrs. Caroline Corbin became the anti-woman suffragist leader in Chicago. Mrs. Corbin went to school with Miss Susan B. Anthony, and not until years later the two women met in Washington.

"What have you been doing all this while?" asked Miss Anthony.

"Bringing up four boys," was the answer.

"Bosh!" exclaimed the outspoken Susan. "What under the sun is a woman like you doing with four boys?"

"I don't know. Would you expect me to strangle them?"

"Bosh!" was the reply: "you should never have had them. They will grow up to be men—nothing but men!" It was then that Mrs. Corbin became an opponent of woman suffrage.

New Result of Alcohol.

The judge looked over his spectacles at the well dressed prisoner.

"I suppose it was the output of the distillery that brought you here, my man?" he said in his somewhat labored way.

"Yes, your honor," replied the prisoner. "It was one of them measly alcohol patrol motors that did the job."

The John G. Doan Company

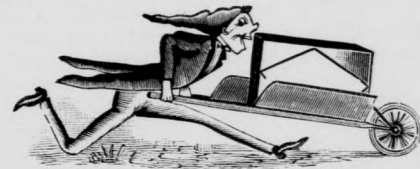
Manufacturers' Agent
for all kinds of

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.

WE WILL DELIVER



your goods the same day the order is received. We pride ourselves on our prompt deliveries. We have yet to receive our first complaint, either about our slowness or about the quality of our goods.

E. J. KRUCE & CO., Detroit, Mich.

Manufacturers of
D Crackers and Fine Biscuits

Fans for Warm Weather



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

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

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

Tradesman Company

Grand Rapids, Michigan

Around the State

Movements of Merchants.

Coldwater—S. A. Parrish, jeweler, has discontinued business.

Dundee—The Standard Clothing Co. has removed to Clinton.

Fruitport—Laug & Haan succeed Laug & Co. in general trade.

Saline—Otto Bliss has purchased the drug stock of C. F. Unterkircher.

Midland—Anderson Bros. succeed Ellery Anderson in the drug business.

Dundee—Geo. H. Rathburn has purchased the grocery stock of Romig & Co.

Bay City—Henry Gagner has purchased the drug stock of Archie W. Herick.

Battle Creek—Robert Stewart, of Robert Stewart & Son, hardware dealers, is dead.

Blissfield—H. E. Morrow has sold his clothing and shoe stock to W. G. White & Co.

Bellevue—Wm. Donald, baker and confectioner, has removed to Battle Creek.

Elkton—Harry Guppy has sold his general merchandise stock to Jameson & Son.

West Bay City—Wm. A. Gregory has purchased the jewelry stock of Fred W. A. Kleineau.

Coldwater—A. E. Morrison, dealer in boots and shoes, has sold out to B. R. Moore & Son.

Port Huron—Henry McJennett & Co. succeed Mrs. Moore Coulter in the grocery business.

Caledonia—Wenger Bros. succeed Z. G. Wenger in the hardware and implement business.

Berne—James Black has removed his general merchandise stock from Deanville to this place.

Ann Arbor—The Allright Shoe Co. is the style of a new shoe house at 109 South Main street.

Ludington—Eugene Murphy has purchased of A. Flewelling the stock of the Grand Union Tea Co.

Escanaba—H. C. & W. Barr have engaged in the commission business on East Ludington street.

Benton Harbor—P. W. Witherspoon, proprietor of the Home Cigar Co., has discontinued business.

Grayling—The Grayling Mercantile Co. has filed articles of association. The capital stock is \$8,000.

Suttons Bay—Rufli & Strimel, meat dealers, have dissolved partnership, Jacob Rufli succeeding.

Muskegon—Glenn R. Webber succeeds Mrs. Zepha E. Kelly in the department store business.

Mecosta—Calkins Bros., furniture dealers and undertakers, have sold their stock to Boynton & Everitt.

Clinton—Miss B. Brongersman is closing out her dry goods and bazaar stock and will retire from trade.

Calumet—The Houghton County Burial Co. has filed articles of incorporation. The capital stock is \$30,000.

Chippewa Lake—John M. Beatty, dealer in dry goods and groceries, has removed to this place from Mayville.

Dundee—The dry goods and notion stock of M. E. (Mrs. C. H.) Gainsley has been sold under chattel mortgage.

Benton Harbor—The Michigan Fruit Co. is the style of a new enterprise at this place. Its capital stock is \$10,000.

Port Hope—Edward O. Schmalz, dealer in dry goods, shoes and groceries, has taken a partner under the style of Schmalz & Leese.

Manistee—H. Ward Leonard has purchased the clothing stock of Bidelman & Lane and will close same out at once.

South Haven—Alexander H. Rudow, dealer in cigars, tobacco and sheet music, has sold out to E. O. Goldsmith & Co.

Coldwater—Grice & Bitz, grocers and meat dealers, have dissolved partnership. The business is continued by Abraham W. Grice.

Coldwater—Knott & VanArnam, manufacturers of plumbers' supplies, have merged their business into a corporation under the same style.

Union City—H. C. Moore & Son, lumber dealers, have dissolved partnership. The business is continued under the style of Moore & Sweet.

Big Rapids—S. Baldwin, who lately sold his general merchandise stock at Collins, has removed to this place and engaged in general trade.

Muskegon—J. W. Fleming & Co., lately engaged in the produce business at Big Rapids, have opened a butter and egg store at 227 West Western avenue.

Benton Harbor—Jos. Getz has sold his branch dry goods and millinery establishment at Bangor to J. H. Wester and will devote his entire attention to his business here.

Jackson—The entire grocery stock of the Parker & Fleming Co. has been closed out by Trustee Henry Neesley, who has had charge of the disposal and auctioning of the stock.

Northport—A. Cohen, formerly engaged in the clothing and men's furnishing business in Petoskey and later at Alanson, is arranging to dispose of his interests, and will locate at this place.

Detroit—Henry T. Phillips, who has resided in Detroit almost since his birth in 1835, and who has been in the commission business since his early manhood, has decided to retire from active business life. He will turn the commission business over to his partners, Jacob M. Smith and William A. Davidson. He owns the Hotel Iroquois in Sault Ste. Marie, as well as property in this city.

Houghton—The Lake Superior Produce & Cold Storage Co. will shortly establish a wholesale grocery department under the style of the Peninsula Wholesale Grocery. The company has increased its capital stock from \$100,000 to \$500,000 and has purchased the building now occupied by Graham Pope; also the Pope docks and warehouse and a strip of land adjoining and formerly owned by P. Ruppe & Son, of Hancock.

Ishpeming—F. Braasted & Co., general dealers, have purchased the entire merchandise stock of S. Johnson & Co., including the buildings in which the business has been conducted. The transfer is a complete surprise to everyone, as it was not known that Mr. Johnson had thought of retiring from the mercantile business. A few days ago he decided to close out his stock of dry goods, clothing and furnishings, but an offer was made him by Mr. Braasted, which he accepted. Mr. Johnson has been engaged in the mercantile business at this city for the past thirty years.

Owosso—Hall Bros. have sold their retail grocery business to Stephen Frazer, of Owosso, and Sidney Frazer, of Durand, who will take possession June 1. Hall Bros., A. L. Nichols and A. E. Dutcher have organized a stock company with \$50,000 capital, and besides the wholesale line will conduct the bean elevator now run by Hall Bros. &

Nichols. L. C. and W. E. Hall will handle the grocery work and be on the road part of the time. Mr. Dutcher will go on the road and W. S. Lamb, who has been traveling for the wholesale department more than a year, will take territory in the northern part of the State.

Manufacturing Matters.

Delray—The Independence Lumber Co. has been organized with a capital stock of \$15,000.

Lansing—The capital stock of the Lansing Veneered Door Co. has been increased from \$5,000 to \$50,000.

Kalamazoo—The capital stock of the Kalamazoo Pure Food Co. has been increased from \$22,000 to \$27,000.

Detroit—The Detroit Graphite Co. will mine 1,000 tons of graphite next summer on land near L'Anse, Mich.

Holland—The Pneumatic Horse Collar Manufacturing Co. has been established with a capital stock of \$20,000.

Detroit—The Dr. Reed Cushion Shoe Co., whose place of business is at 44 Larned street West, has filed a bill of sale to John M. Goodspeed for \$3,000.

Saginaw—The Sifter Stove Polish Co. is being organized here with a capital of \$100,000. The operations of the company will be carried on in Saginaw. E. C. Ewen is connected with it.

Saginaw—The Valley Sugar Co. has executed a contract with the Kilby Manufacturing Co., of Cleveland, by which the capacity of the company's plant at Carrollton is to be increased from a minimum of 600 to 800 tons a day.

Battle Creek—The Honey Comb Chocolate Chip Co. has purchased the lot at the corner of Mamblin avenue and Barney street and will immediately commence the erection of a brick building three stories in height, 48x71 feet.

Petoskey—The Cornwell Beef Co., a branch of the Saginaw Beef Co., State agents for Swift & Company, has located in the Pratt building on Lake street and will hereafter supply its customers from this office instead of from Traverse City, as heretofore.

Freeport—Two churns are now used to make the butter at the Freeport creamery, one not being sufficient to take care of the rapidly increasing business. The large separator put in recently did not meet expectations and four of a less capacity are now doing the work satisfactorily.

Benton Harbor—The Michigan Fruit Food Co. is a new concern organized and almost ready to begin operations. It will put up canned fruits, fruit syrups and juices. The incorporators are: H. M. Lawson and E. T. Gardner, Battle Creek, and Frank V. Eastman, of this city. Capital stock \$10,000.

Kent City—A. L. Power, who started a cheese factory here in 1889, and who leased the factory three years ago to Albert N. Saur & Co., has resumed the management of the business. Mr. Power has served the factory as salesman ever since it was established. Eugene O'Connor is acting as maker, this being his sixth season with the factory.

Detroit—The Sterling & Skinner Manufacturing Co. has filed articles of association to manufacture metal goods. The capital stock is \$25,000, divided into 2,500 shares of the par value of \$10

each. The stockholders are: R. R. Sterling, 750 shares; F. J. Skinner, 750 shares; E. J. Raney, 500 shares; J. F. McDougall, 100 shares; J. C. Danziger, 400 shares.

Holland—At a meeting of the directors of the Holland Sugar Co., held last week, an additional dividend of 6 per cent. was declared, making 16 per cent. in all as the result of last season's business. The company has also greatly reduced the indebtedness on the plant from the profits of the last campaign, which was the most successful in the history of the institution.

Battle Creek—The Pan Peptogen Co. Limited, has filed articles of association in the sum of \$1,000,000, there being 10,000 shares at \$100 each. The stock is divided in first preferred, second preferred and common. A food remedy to increase the action of the stomach in assimilation, digestion and nutrition, to be known as Pan Peptogen will be manufactured and sold by the company. The officers are: Chairman, Stephen S. Hulbert; Secretary, Margaret E. Palmer; Treasurer, Bernard J. Owen.

Caro—A company composed of Caro, Saginaw and Bay City beet sugar manufacturers has been organized at this place for the purpose of manufacturing vinegar from the refuse syrup of the sugar factory. It is proposed to make this new venture the parent industry of several other enterprises, such as an evaporator, pickling works, etc. The new company is capitalized at \$10,000 and officered as follows: President, Chas. Montague, Caro; Vice-President, W. C. Penoyer, Saginaw; Secretary and Treasurer, F. S. Wheat, Caro.

The Boston Egg and Produce Market.

Boston, May 19—Receipts of eggs for the past week have been extremely heavy, exceeding those of last week and the corresponding week last year by about 6,000 cases, but the cold storage warehouses have absorbed about all the surplus, and we have had a very steady market. There begins to be a greater discrimination in quality. Fine stock from northern sections is selling at 17¢ when carefully selected and packed for cold storage, but regular packings from southerly sections have been selling lower ranging from 15½¢ to 16½¢.

Receipts of butter are also increasing. The market during the week has tended somewhat in the buyer's favor and receipts this week have shown considerable grass, but quality is not yet good enough for cold storage and there has been fully enough received to supply the local consumptive demand, and there was a slight accumulation during the latter part of the week. We quote to-day fine Northern and Western creamery that will grade extra 23c, dairies from 20¢ to 22¢, fine packing stock and ladles selling from 18¢ to 20¢.

Smith, McFarland Co.

Not Making Trading Stamp Men Rich.

Saginaw, May 20—Saginaw merchants have all agreed to stop the use of trading stamps and program schemes. As a result Saginaw merchants are not aiding the trading stamp men to build million dollar residences at Ypsilanti. Saginaw merchants use two newspapers only to cover the field and they use no other form of advertising. The introduction of daily newspapers on the rural route makes the farmer almost a resident of your town and the merchants of our city are content to use what Wana maker uses exclusively to hold his big trade, namely, newspapers.

D. E. Prall.

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

Grand Rapids, Mich.

30 Pearl Street

Grand Rapids Gossip

The Produce Market.

Apples—Ben Davis is about the only variety left. Choice stock commands \$4.50 per bbl.

Asparagus—45c per doz.

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

Beeswax—Dealers pay 25c for prime yellow stock.

Beets—50c per doz. for new.

Cabbage—Florida, \$3.25 per crate.

South Carolina, \$2.75.

Celery—California Jumbo commands 80c per doz.

Cranberries—\$2.50 per crate for Cape Cod.

Cucumbers—65c per doz. for hot-house.

Figs—Five crown Turkey command 14@15c.

Green Onions—10c for Evergreens and 15c for Silver Skins.

Green Peas—\$1.25 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—Californians \$3.50, Messinas \$3.60@3.75.

Lettuce—10c per lb. for hothouse.

Maple Sugar—10½c per lb.

Maple Syrup—\$1 per gal. for fancy.

Onions—Bermudas, \$2.50 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—\$2 per bbl.

Pieplant—2c per lb.

Pineapples—Havanas command 15c for No. 1 and 13c for No. 2. Floridas bring \$3.50 per crate.

Butter—The market for factory creamery is lower and weak at 22c for fancy and 21c for choice. Dairy grades are in strong demand at 16@17c for fancy to 15@16c for choice and 14@15c for packing stock. Receipts are heavy.

Eggs—Receipts continue heavy, with apparently no lowering in quality. Local dealers pay 13c per case and 14c for candled. The market East is higher, which is taken to indicate that the storages there are not yet full.

Potatoes—The market is weak and lower and dealers who have stock on hand are using their best endeavors to unload, which naturally tends to depress the market.

Poultry—The market is strong and steady. 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, 10½@11½c; gobblers, 9@10c.

Radishes—20c per doz.

Spinach—60c per bu.

Strawberries—Tennessee and Southern Illinois command \$2.75 for 24 qts.

Tomatoes—\$3 for 6 basket crate.

Vegetable Oysters—20c per doz.

Wax Beans—\$2 per bu. box.

Death of Mrs. John W. Harvey.

The many friends of John W. Harvey will sympathize with him in his deep bereavement in the loss of his wife, who died at their home in Detroit, May 6, from the effects of blood poisoning caused by the accidental prick of a pin.

Laura Louise Hopkins was born and brought up at Grand Haven, where she resided with her widowed mother, Mrs. John W. Hopkins. She was educated at Olivet College and was married to Mr. Harvey in June, 1894.

They resided at one time in Grand Rapids, where they were well known. Mr. Harvey, up to January 1 of this year, represented Burnham, Stoepe &

Co., of Detroit, in Northern and Western Michigan, but since then has become manager and buyer of the domestic department of the above firm, which necessitated his removal to his place of business. They were comfortably located in their home on Alexandria avenue since March 1.

Mrs. Harvey was of a genial disposition, beloved by all who knew her, always amiable, not knowing what trouble was and her married life, blessed by the three bright faces of her young children, was a continuous ray of sunshine, only clouded when the grim reaper, Death, took her from those she loved. She died, as she lived, perfectly happy, not knowing the end was coming, for she became unconscious the morning of her death, and thus was spared the last agonies which accompany that dread ordeal, passing gently into peaceful sleep.

Friends from Grand Rapids and Grand Haven attended the last sad rites, which were conducted by Rev. Mr. Jennings, of the First Presbyterian church. The music was rendered by Harold Jarvis, who sang "Beautiful Isle of Somewhere." Flowers of many kinds covered her casket and she was borne to Woodlawn cemetery. She leaves behind her the remembrance of a loving wife, a devoted mother and a faith in Him who doeth all things well.

Hides, Pelts, Tallow and Wool.

The hide market is without change, there not being enough hides to change it. There is a demand, but it is below the asking point. There is little use to crowd prices up, as there are so few hides to crowd; nor will tanners buy freely at the present prices. Eastern tanners have stopped working in beyond what they are obliged to have. Their offers are a point below, with an occasional raise to supply a car or for some other object. The high price does not bring in one more hide, and trading is uncertain.

Pelts are few, except lambs and shearlings, which sell readily at fair prices.

In tallow there is no accumulation. Prices are well up and any grade is readily taken. Everything edible goes quickly. Soapers' stock is easier, but is in no supply.

Wools are draggy at the seaboard. No advance can be obtained. Sales are small. While in the states wool is being marketed freely at relatively higher values than can be obtained East, buyers do not understand why wool should be at extreme low, and all other conditions at a high one and have faith in the future on wool. It is being bought freely at country points, while little has left the State. Buyers generally are conservative, although some are on their high horse and offer well up to all they can obtain on to-day's market.

Wm. T. Hess.

John Hondorp (Sherwood Hall) broke the bone of the little finger of his right hand while playing ball two weeks ago last Saturday. His hand swelled so badly that road work has been out of the question, but he expects to be able to resume his visits to his trade next week.

Nelson Morris & Co. appear to be in bad odor in other places besides Grand Rapids. They recently paid a fine of \$100 at St. Paul for using borax in their meats.

The capital stock of the Valley City Gold Mining Co. has been increased from \$30,000 to \$50,000.

The Grocery Market.

Sugar—The raw sugar market shows a somewhat weaker tendency, with a decline of 1-32c on 96 deg. test centrifugals. The world's visible supply of raw sugar is 3,200,000 tons, showing a decrease of 210,000 tons under May 7, 1902, and an increase of 950,000 tons over the same time last year. In sympathy with the easier market for raws, the refined market has an easier tendency and many look for still lower prices. Dealers, as a rule, are lightly stocked and, in the event of warmer weather, an increased demand is looked for, which will sustain prices, but the course of prices will be regulated to a great extent by the future market for raw sugar. Sugars are certainly cheap at practically the lowest point, both for raws and refined, at the beginning of what promises to be a tremendous consumptive demand during the next six months.

Canned Goods—This will be, unless all signs fail, one of the busiest seasons in the canned goods line that we have had for a long time. The crop conditions are excellent. The stocks of all kinds of canned goods are probably lighter than was ever known before at this time of the year. Not only are the stocks in the hands of the packers light, but also in the hands of dealers as well, and consumptive demand is heavy. There is a continued good demand for spot tomatoes—far greater, in fact, than can be readily supplied. Stocks are exceedingly light and many markets are entirely cleaned up. What few have any spot stocks are holding them very firmly and offering only in small quantities and these offerings are almost immediately snapped up. There are still two months before us in which the consumption of tomatoes has always been large in the past, and there is no reason why the present year should be an exception, but we do not see where the goods to supply this demand are coming from. Futures are selling well, there being a continued good demand for the goods at full quotations. Packers remain very firm in their views and no concessions in price are made. There is some business in the fancy grades of corn at previous prices, but business, as a rule, is very quiet in this line. Peas are quiet with, perhaps, a slightly easier tendency. Interest is centered in the outcome of the new pack, which now promises to be larger than last year and of superior quality. The acreage this season will be as large, if not larger, than it was in 1901. A very few pineapples have been packed at Baltimore, but not enough yet to amount to anything, but within a few days packing will begin in earnest and judging from what few have arrived the fruit will be as prophesied, of very fine quality, even better than last year. Sardines are in fair request and steady at quotations, ¾s mustards being very scarce and strong. Salmon still continues very firm, with excellent demand. In fact, fish of all varieties and in all styles is meeting with excellent demand, taking to a great extent the place of meat.

Dried Fruits—The dried fruit market is in good condition, with trade along the entire line very satisfactory for this time of the year. Regarding the crop outlook, generally speaking, the coming crop in California, of all classes of fruit, with the exception of prunes, will be a good one, both in quality and quantity. Prunes supply the most interesting feature in the dried fruit market and a very satisfactory volume of business is reported, and a firm market prevails, although prices show no change.

As reported heretofore, indications are for a very light crop of prunes this year and everything points to much higher prices than have been ruling recently. Raisins continue steady and are in good request. Seeded are going out well in a small way. Stocks are not heavy and prices are very well sustained. Apricots and peaches are in good demand and are very firm. In dates a good buying interest maintains at full prices. The situation statistically is very strong with the tendency upward. Figs are in good request at firm prices. Currants are in good demand at unchanged prices.

Rice—Locally, there is nothing of particular interest in the rice market, but from the South comes the report that sales are far in excess of last year and that the market has been considerably strengthened by large purchases by the Government for the relief of sufferers at Martinique. This causes a firmer feeling all over the country and holders are not urging sales, expecting that prices will advance shortly.

Teas—There are practically no new features in the tea market. As there was no special desire on the part of holders to urge sales, prices for most grades of teas were steady and without important change. Green teas were firmly held, particularly the lower grades, which are in moderate supply. Grocers still cling to the hand-to-mouth policy in making purchases.

Molasses and Syrups—The position of the market on molasses was steady but quiet, and without change. Business, as usual at this time of the year, being between seasons, was moderate and of small lots only. The usual dulness is about to set in and will continue until August. Stocks in hands of dealers are moderate, and are reported as insufficient to meet regular requirements before the arrival of the new crop. The market on cans of corn syrup is a trifle weaker and prices show a decline of 3c per case.

Fish—Trade in fish is very good and mackerel shows some advance, caused by the large demand and scarcity of these goods.

Nuts—Nuts are quiet, with but little doing. Peanuts are somewhat easier and show a decline of ¼c.

Rolled Oats—Rolled oats are active but unchanged in price. There is an extraordinary demand for case goods at previous prices.

Geo. Jacoby, who recently started in on his third season with Holzman Bros., of New York, was stricken with paralysis at his hotel in Marshall a week ago last Monday. He was brought to this city the same evening and is still in a critical condition, although his friends and physician are confident of his recovery.

Joseph Finkler (Spring & Company), who is not as blithe as he used to be, bruised his lower limbs in attempting to step from one train to another at the union depot one day last week. He will probably be laid up a couple of weeks in consequence of his haste.

Hart Bros. have purchased the Stadon Hotel, at Centerville, and are remodeling and refurbishing it throughout, including electric lights and steam heat, making it a first class-hotel.

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

CREDIT CUSTOMERS.

Those Who Talk Loudest Seldom Safe to Trust.

Written for the Tradesman.

When Sam Strong moved his family to Kelly Center and went to work in the pickle salting plant he took occasion to call early on Hank Spreet, the village grocer, and state his opinion on the question of Cash vs. Credit. There was the usual large audience around the front doorstep of the store, to which place they had adjourned with the coming of spring after hugging Hank's oak heater all winter. Some of the old timers who owed Hank antediluvian accounts may have winced a little when they heard Sam's declaration of principles on this subject so much discussed in mercantile circles.

"I believe," declared Sam, with a grandiloquent sweep of his hand, "that a man should pay as he goes."

"Or better," replied Hank, who had investigated Sam a little and had heard something of his fly-by-night habits, "as he comes."

"You know what I mean," said Sam with a questioning look out of the corner of his eye at the grocer. "A man had ought to pay fer stuff when he gits it. I believe in a man doin' business C. O. D."

"You're right, Sam," Hank replied, "but I've got a lot of accounts that were started C. O. D. that are in the D. O. C. class now."

"D. O. C.?" Well, I've studied the 'breviations in the back of the ackey-demic dictionary enough times, but I don't know as I recall that term—"D. O. C." What's it mean?"

"Don't Often Collect. Y'see, some people are like a dog chasin' a cow out of a garden. A dog'll chase a cow all over a string bean patch and through the tomatoes and the cucumbers before it ever gits the animile out of the gate. Its intentions are good, but when it comes to carryin' of them out it don't amount to much."

"Well, that may be the way with some people, but not with me. My wife wants a pound of butter an' a dozen an' a half of eggs an' a package of rolled oats an' a pound of cookies an' if you'll just put them up I'll pay the bill now. That's the way I do business."

The grocer put up the goods as requested and Sam walked proudly out of the store, conscious that the eyes of the seven leading citizens of Kelly Center were fixed in awe upon him.

"If you cud get a few more customers like that," remarked Bill Blivens, "you'd soon be on Easy street, as the fellar says. He seems to have money."

"Mebbe," drawled Eli Snodgrass, who is a man of more penetration than Bill, "mebbe it's a bonus they give him in the last town to induce him to move aout."

"Well, we don't know, an' what's more we don't care," replied Hank, dropping into the editorial "we" for the sake of making a bad pun, "but we like that kind of bonus a darn sight more than we do the kind we get in this here store when you fellars come in an' bone us fer credit." The pun so pleased Eli he secured one of the cigars from the private brand in his desk and treated himself to a smoke.

Sam's financial standing at Hank's store kept good. For a week he dropped in every day and bought something and he invariably paid cash. Then one day he dropped in and bought quite a bill of goods. It came to \$3.14.

"Well, I'll be durned," he remarked

in surprise, "I never thought just that little stuff would come to that. I only brought two dollars with me, but I'll hand you the rest the next time I come in. Prices are gittin' a little steep, ain't they?"

Hank informed him he was selling goods just as cheaply as they were "down to town." He gladly accommodated Sam with the \$1.14 balance and put it on the books.

The next time Sam came in he was on his way home from work and didn't have the pocketbook with him. He always let his wife handle the cash, he explained. He took away a fair-sized bill of goods. Mrs. Strong came to the store the next time the Strongs did any purchasing. It was the first time she had been in the place. She stocked up well on calicoes and staples—provisions, not hardware—and had the bill charged to her husband, as a matter of course. Hank thought that this was a little strange, in view of the fact that she was the person who handled the family purse, but he said nothing.

The next purchase from the C. O. D. man's family came from the little girl. Her mother sent her down for "a few things" that footed up \$4.41. When she had departed Hank did some figuring. He found that the man who paid as he went had set him back \$13.97 so far. Then he locked up and went over to the salting plant.

Sam was very much surprised to discover how much he owed. Of course, he couldn't fix it up until pay day now, and then he would come in and square the account. He was as pleasant as could be. So was Hank. The Strongs came again. The bill grew. So did Hank's anxiety. At first Sam made excuses. Finally he got so he did not even make excuses. Hank kept his temper through it all. Strange to say, this angered Sam. He had been used to creditors who fought with him and allowed him to take refuge behind a personal quarrel and give that as an excuse for not paying his debt. One day Hank asked him as pleasantly as possible for something on account. Sam replied he would pay when he got ready and not before.

Sam was a little mad when Hank tied up his month's salary at the salting plant and got a judgment in garnishment proceedings in Justice of the Peace Marble's court. He was angry principally at himself, but it was Hank he blamed. Hank had always been so pleasant about the matter and had never threatened anything like this. If he had done so Sam could have had his month's wages out of the company's hands before Hank could touch it; but Hank had refused to quarrel with him and, when he suddenly invoked the law, he caught Sam off his guard.

Worst of all, although Sam wisely and quietly confessed judgment, it somewhat impaired his credit in the community. He had been working his credit overtime of late and it could not stand a great deal anyway. The fact depressed Sam so much that he resigned his position in the salting plant and the Strongs folded their tents like the Arab and silently stole away. Thanks to Hank, it was not necessary for Kelly Center to offer a bonus.

"That's the way with them C. O. D. men," said Hank to the seven leading citizens the day after Sam's unexpected departure. "They do lots of C. O. D. talking sometimes, but they can't cod me."

As he finished speaking a stranger mounted the steps briskly.

"Is this Mr. Spreet?" he asked.

"Guilty," replied the storekeeper.

"I've just come up from town to take some fellow's place in the factory. Other fellow went away kind of sudden, I guess, and left them in the lurch. My name is Will Seddel. My folks'll move up to-morrow and I'll want to get some groceries. I'm kind of short of money just now, but I'll be all right pay day. I'd like to stand you off for what I'll want until then."

Kelly Center smiled and felt a little sorry for the stranger, while Hank cogitated a moment. Hank's experience with Sam Strong was too recent for the stranger to stand any show of getting credit.

Hank looked up at the stranger.

"You ain't got no money so you kin pay cash?"

"I've got some, but I'll need that for other things—moving and like that."

"You don't make it a practice to pay cash?"

"A man working for monthly wages sometimes can't."

"Well, seein' that you ain't one of them fellars that 'pays as he goes,' I guess it'll be all right."

Douglas Malloch.

Generous to a Fault.

Bings—I never saw such a generous man as Smithers. He'll divide with anybody.

Bangs—Yes, no matter how much they have.



Imported
HIOGO
JAPAN RICE

The Perfection

Up-to-Date
Peanut Machine

Throws out one cent boxes
Salted Peanuts.

Send for circular and prices to

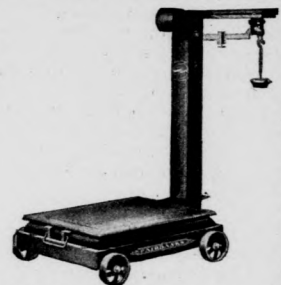
The Caille-Richards Co.,

Sole Manufacturers,
Union City, Mich.



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Coal, Depot, Portable,
Wagon, Stock, Grocer, Postal, etc.



Fairbanks, Morse & Co., DETROIT or CHICAGO.

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.

MEN WANTED—Enquire at our camps at Spencer, Mich.

The Kind of Selfishness the World Hankers After.

Written for the Tradesman.

How little she was! How bent over she was! How poorly dressed she was! The little basket she carried had been broken and mended until it was all knots and strings and when Ben Bartlett came to where she was trying to pick out the smallest and poorest radishes and he had a good look at the thin hand there was something about it that hinted at a time when it was fair to look upon and made him curious to gaze into the face of the owner. It was wrinkled and thin and had a pinched appearance that meant hunger, but over it all there were a gentleness and patience and endurance that the young fellow had never seen before. What amused him at first and then saddened him was the too evident desire of the customer to have the best and then, after due deliberation, to make a virtue of necessity and select the cheapest, and so the poorest, vegetables before her.

Her deliberation gave him a chance to study her and he did not hesitate to improve it. It was, he thought, the old story of better days and this was the wind-up of them. So he watched and, without knowing why, began to be curious. What a discouraging thing it must be to have to live and know that you are going behind all the time and not be able to help yourself. Think of coming down to your last ten dollar bill, knowing it is your last and not knowing where another is coming from! How it seems to buy your last garment and then, ten cents at a time, eat up all the money you have in the world! No friends, no relatives—nothing! What if she were his own mother! This woman was just about her age, only so much thinner, and with such a hopeless look in her face. What if this woman were she; and he thought of his mother in the home buried in the blossoms of the apple orchard where the birds and the brook and above all the sweet wind and the bright sunshine were holding high carnival that rare May day.

"I—I think I will take these," the gentle voice said as the gentle hand placed upon the counter the meaneast bunch of radishes in the store.

Back from the sun-flooded farm came the home-loving Ben with the "what" thought still in his mind and, taking the shriveled little radishes in his hand, he looked at them with a scowl upon his face.

"Not these, madam, if you please. They ought to have been thrown away long ago. See here," and, breaking the best and so spoiling the bunch, if it could be spoiled, to show how worthless it was, he put it one side, saying, "Let me select for you."

"I can't afford to pay for those fine ones," the little gentlewoman hastened to say as Ben reached over and picked out two of the best bunches. "I—er—only wanted just a taste."

"And that's what I'm going to give you. You see, I'm a farmer's boy—out of place here—and so I know what radishes are. Here's a dainty little crisp one. Just try that."

As he spoke he put the root into her hand. It was all he claimed it to be and she quickly put it into her mouth. The eagerness of the movement told him all he wanted to know. He went to another counter and brought her a chair. "Please have a seat," he said. "I have some of the finest bananas we have ever had in the store. There!

Isn't that a fine one? I'll turn back the peel for you."

He placed the prepared fruit in her hand and then, going to the baker's counter, he brought two of the best fat cookies that had been brought in a few minutes before and that were making everybody hungry that smelled their warm appetizing odor.

"My mother always wants some sort of cookie with bananas and I hope you will like these. She likes caraway seeds in hers, but we haven't that kind. I'll let the radishes remain where it's cool until you are ready for them. Then, looking at the clock, he said, "The delivery wagon goes out in about ten minutes, and shan't I have the driver take them for you? Let me have your address, anyway. A bundle of radishes isn't a nice thing for a lady to be troubled with and I'll see that they get home before you do."

A dainty flush came into her pale face at "lady"—just the faintest perceptible lifting of the chin at the "trouble"—and when she gave the address there was a something that suggested the old and better days and that had the effect of strengthening a rapidly growing resolution in Ben Bartlett's breast.

"There is no doubt about it," he said to himself as the little gentlewoman turned away. "Something is going to be done about it, and I'm going to do it. That isn't the part of the town that she ought to be in. I'll go around there to-night and look the ground over. I believe I can do a good thing for her and the rest of us at the same time. She'll have something to eat to-morrow besides bananas and cookies or I'll know the reason why."

He found the little house, where his customer had a single room, in the poor-

est part of the city. She met him as he knew she would and, when he had taken a seat in the room which had to be elegant in spite of its wretched furnishing because she was in it, Ben, at the proper time, and with an earnestness and a kindness which could not give offense, said:

"I may have come on a fool's errand, Mrs. Wainwright, but ever since I've been in the city I've been having a dreadful time about a room. There isn't a clean rooming house in the city. I haven't been brought up that way and I can't stand it. There are about seven other fellows just like me. We want a comfortable house in a respectable neighborhood where we can have something that resembles a home. We want a lady who knows what a home is to come and make one for us. If we will find the house would you be willing to come and have a room there and keep us going? All of us furnish our own rooms and you shall have the back parlor and the bedroom out of it for being a kind of chaperone to us. We're not a bad lot. After you have tried it for a while if you care to go on we'd be mighty glad to have our breakfasts there for the sake of having a cup of coffee once a day that is fit to drink. We know the house we want and can get it. We'll help you move and we'd like to do it as soon as we can without inconveniencing you—that is, if you are willing to help us out. Do you think you can be induced to come?"

"I am glad to come, and the sooner the better. Can we—can't we go at once?"


The house stands on a street that used to be in the fashionable quarter of the town. It is surrounded by fine old trees and, built by a man with means

who wanted it for a home, has all the little conveniences that comfort calls for and could get twenty-five years ago. There are eight fellows, all home boys and all well brought up, and they are having, for less money than it used to cost them, better living than they ever hoped to have until they can earn money enough to pay for it. From the start the "new combination" was a benefit to all concerned—especially so to the little gentlewoman whom Ben Bartlett's kindness of heart prompted him to help. Only to him did she ever tell her story, and a single sentence is all that we care to know. The banana and the cookies were the only food she had had for days, and then she would have refused if they had been offered in any other way. She says she can never pay that boy for what he did that day. Perhaps she never can; but somehow Ben's cup has the thickest cream, and his buttons never come off, and his handkerchiefs are always smooth, and if there is any difference in the steak the tenderest piece manages in some way to get on Ben's plate.

The only remark Ben ever made was to the effect that it was a piece of consummate selfishness on his part and knocks into smithereens the idea of its ever being more blessed to give than to receive. Richard Malcolm Strong.

There is a man in Hastings whose wife gives him a blowing up every time he is out late at night. Recently he went home late and took with him to his bedroom an umbrella. There was a bright light burning, and as he raised his umbrella, his wife exclaimed, "Why, Henry, what are you doing with that umbrella?" "Well," said Henry, "I expected a storm and came prepared for it." Ever after that he could go home and to bed in peace.


QUALITY AS WELL AS QUANTITY



THE IMPERIAL GAS LAMP CO.

SOLE MANUFACTURERS OF THE
IMPERIAL LIGHTING SYSTEM
GRAVITY AND AIR PRESSURE LAMPS
FOR INDOR AND OUTDOOR USE.....

HYDRO CARBON BURNERS, FIXTURES, VALVES, SUPPLIES, ETC.
210 KINZIE STREET



Chicago, May 5, 1902.

Tradesman Company,
Grand Rapids, Mich.,

Gentlemen--We wish to express our appreciation of the services rendered by the Michigan Tradesman as an advertising medium on this the third anniversary of the giving of our first yearly order. The class of customers whom we reach through the Tradesman is of the best and the results obtained are highly satisfactory.

We are able to state that we have received better results from the Michigan Tradesman than from any four papers in which we have an equal amount of space.

Yours very truly,
THE IMPERIAL GAS LAMP CO.
[Signature]

The Class of Customers Reached by the Tradesman



Devoted to the Best Interests of Business Men

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

One Dollar a Year, Payable in Advance.

Advertising Rates on Application.

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

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

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

E. A. STOWE, EDITOR.

WEDNESDAY, - - MAY 21, 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 May 14, 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 seventeenth day of May, 1902.

Henry B. Fairchild,

Notary Public in and for Kent County,
Mich.

NATIONAL CONTROL OF TRUSTS.

James B. Dill, of New York, is one of the most prominent and successful corporation lawyers in the country. He has been influential in promoting some of our mightiest "aggregations of capital," and no man is more competent than he to speak of the good and evil which attend them or of the necessity of effective methods of control. One of our popular light operas suggests that "when the enterprising burglar's not a-burgling" he may act the part of an estimable and useful private citizen, and in this latter capacity Mr. Dill recently addressed the students of Harvard University on the necessity of Federal control of corporations whose business is not confined within state lines. This necessity he based upon the unquestionable fact that we can never expect uniformity in state legislation, and that the small states, for the sake of the revenue to be derived, will always charter corporations with power to do outside the state that which they will not be permitted to do in the state which incorporates them. Neither is this abuse confined to the small states which are best known in that connection. The Southern Pacific Company of Kentucky, for example, can do no business whatever in Kentucky except to keep an office there where processes can be served. In this case we do not happen to remember whether the "revenue" accrued to the State or to the members of the Legislature. The State of New York is considering a law—which may have been passed by this time—authorizing the formation of corporations on the New Jersey plan, to carry on business outside the State only. Mr. Dill justly remarks that when a state thus publicly offers itself for sale the result is far worse than when individual legislators accept bribes. This condition is resulting in interstate warfare which is destructive alike of public morals and

business interests. Besides, the larger corporations are far more powerful than most of the states, and the weaker can not control the stronger.

Mr. Dill proposes that, under the Constitution as it now is, we should take steps for the Federal regulation of trusts by the enactment of a "national" corporation law on the lines of the national banking law. Corporations thus organizing would adopt the term "national," which no other corporation would be permitted to use. They would, like the national banks, be subject to such Federal inspection and supervision as the law might provide, and also, like the national banks, be entirely free from attacks by the states as "non-residents." Being "citizens" of the United States, they would be citizens of all states, entitled to do business there, and to sue and be sued, and would be taxed as other citizens were taxed. The law would, of course, require whatever degree of "publicity" the public welfare would demand. In the opinion of Mr. Dill, if Congress should pass such a law all the important and sound corporations would incorporate under it, partly to escape being harassed by state legislation and partly for the sake of the better standing which they would acquire in the financial world. Corporations which did not so incorporate would tend to become objects of suspicion. This suggestion of Mr. Dill is unquestionably a valuable contribution to the discussion of the control of trusts.

The queer extents to which some legislatures will go in their attempt to regulate everybody's affairs, is evidenced by a bill passed at its last session by the New Jersey lawmakers, prohibiting the picking of huckleberries by machinery. Presumably the statute was designed to be in the interests of the people to whom huckleberry picking is an annual source of revenue. Governor Murphy shows an appreciation of the humorous as well as the possession of considerable good sense by explaining his disapproval in these words: "Where will we stop if we take huckleberries under legislative control? If the Legislature can stop the picking of small fruit by machinery, it can stop the use of machinery in laundries and substitute the washboard and feminine knuckles for more modern apparatus." In some people's minds the line between public and private business is not very clearly marked or defined.

Alsace and Lorraine, the provinces wrested from France, are now after thirty years to enjoy the full measure of home rule enjoyed by other divisions of the German empire, to which they were unwillingly annexed. Absolute power over the affairs in Alsace and Lorraine has been exercised by the German imperial chancellor and rigid military rule was for years maintained because the people, although German subjects, were at heart French and suspected of sympathy with French movements. The time has at last come, after the lapse of a generation, when Germany regards the union as complete. Yet in the Place de la Concorde in Paris it is possible that emblems of mourning may continue to be placed upon the statues representing the cities of Strasburg and Metz and that Frenchmen will continue to dream that the lost provinces may be recovered.

There is no objection to being much married if you take care not to do it more than once at the same time.

A NEEDLESS ANXIETY.

There is a lingering fear in a certain class of men that ambitious humanity, old and young, in these degenerate days, is not going to have its chance. The Golden Days in the Great Republic have gone never to return. Now, more than ever, the accident of birth is a fate-fixer, bounded by barriers which the shut-in can never get over. At the appearance of the first gray hair, once the symbol of experience and worth, the manhood so stricken is forced to take off its armor and await, as best it may, the final trumpet call. The saddest feature, however, is the deplorable future of the young man. The world is no longer before him. No matter what the spirit may be within him, Hope no longer watches over his cradle, whispers things unutterable to his vigorous boyhood and stands with lighted torch to pioneer his way when maturity claims him. The storied past is a dead letter to him. It tells, indeed, of deeds that famous men have done, of poverty laughed at, of glory wrested from despair, of success snatched from failure and threatened defeat; but these things happened in the old times when the virtues had a chance and when manhood, however humble, could assert itself and prove its kingship.

If all this is to be believed present life has little except existence to cheer it on. Everything has reached its culmination. The avenues to success have been closed. Even common old-fashioned work has for its only reward the needed periodical rest. That, heaven-sent, is the only good to be depended upon. Toil works in the field and at the forge to keep body and soul together. The Golden Age has gone and the man with the hoe takes his old place in the field, his hoe the only mark of difference between him and other animals. Science has discovered Nature's last secret. Invention has fashioned its last device. Art has painted its last picture, composed its best song. Literature has written its grandest story and laid down its pen. The world's work is done and its inhabitants have only to wait for the last trumpet.

In the realm of fact there have never been expressed sillier thoughts; and there never has been a time when fact could be better depended on to show the absurdity of it. Confining the idea to financial success alone, who believes that the time for satisfactory recompense has gone by? The "downtrodden farmer" laughs it to scorn. Even the deserted New England farm, having passed into thoughtful ownership, shakes its fat sides in derision, while the West, after seating the Secretary of the Treasury at the Council Board of the President, goes back to its constantly increasing crops and, with a constantly increasing bank account, is doing its best to induce ambitious young manhood to take up and carry on the most honorable and remunerative employment on the face of the earth. With facts like this before him who but a fool will talk seriously of no chance for the young man's financial success on the farm!

It is pleasing to note that the most bodiless headshaking over the lack of opportunity for advancement comes from the owner of a head determined to do nothing else. Even seeing no longer furnishes the groundwork of belief. The deafening din of anvil and trip-hammer, the rapid growth of town and city, the constant call for men with muscle at wages higher than have been ever offered or received before, count as

nothing with the modern doom-portender. It is only a passing prosperity, short-lived, as booms always are—a freshet that leaves the log high and dry to rot where merciless Fate has cast it. It is only a seeming with the hammer-armed hand hopelessly pounding upon the doors of Destiny to open to it, with nothing on the other side. There is no other side. Opportunity is dead to the mechanic. Arkwright and Fulton and Marconi have exhausted the resources of invention and only drudgery is left in the foundry and the shop; and yet the Eastern Hemisphere, civilized and uncivilized, is pouring the richest returns into the mechanic's grimy apron here in the United States; and the home of that same mechanic in comfort and appointments is hardly surpassed by the home of the capitalist, his employer.

Has there not been about enough of this? Can not the boy and the girl, standing to-day at the gate of opportunity, hear something else? Can they not be made to understand that it is not the lack of opportunity for advancement that is wanting so much as being ready for it when it does come? The man with the scythe and the woman with her needle were equal to all demands upon them fifty years ago; but to-day these demands can not be met without the machine. Opportunity is not wanting and the reward was never so great for the brains that have wit enough to improve the one and receive the other. The times, however, have changed; and the opportunities have changed with them. The same energy and determination are called for, but something else is demanded. The machine, the creature of the brain, must have a trained brain to run it if success is to follow. This condition considered, success is as certain as the sunrise. The new President of the Western Union Telegraph Company is only that company's brain-developed messenger boy, and when a well-known steel company wanted a President they found him in a boy at one time in their rank and file. These are not single instances, this country is full of them; and everyone of them confirms the fact that, if the anxiety for opportunity of advancement were to be expended in getting ready for it, there would be less grumbling in the world of work and a corresponding increase in the number of success-winners.

The government of Great Britain has no written constitution. The British people are governed by precedents created by the acts of Parliament and decisions of the courts. In the long history of the nation there are precedents for almost everything, but it seems there is no precedent for an appropriation by Parliament for the relief of such conditions as have been produced by the volcanic disturbances in the West Indies. The making of a new precedent is a momentous matter in Great Britain, involving debate and delay. In the United States it is possible to act immediately in cases of emergency, and public sentiment is unanimous in approval of the prompt relief measures adopted by Congress. "He gives doubly who gives quickly."

An Iowa man being examined in Washington to determine his fitness for a consulship was asked: "How many Hessians did George III. hire to come to this country to fight the Americans during the revolution?" He thought for a long time. Then he said: "I don't know, but it was a darn sight more than went back."

Clerks' Corner.

The Aims and Ambitions of Breezy, the Grocery Clerk.*

When the prosperous although unprogressive firm of Casper W. Leslie & Co., grocers, hired him they thought they had secured an ordinary clerk, and gave themselves no further concern. They already had a force of about a dozen clerks, besides half a dozen delivery teams. They had hired clerks for twenty years, and it was to them a troublesome and vexatious proceeding. They frowned at first at his slight frame, but when he put a prostrate sugar barrel on end with easy unconcern, all objections were immediately withdrawn.

His surname was the leveling one of Smith, and his Christian name—highly Christian—Hezekiah. His mother called him "Zeke" and his companions, "Breezy."

Breezy entered upon his work whistling in supreme content. He was at the bottom of the commercial hill and was preparing to run up to the top. He had no star-high ambitions to make him dream, no love affairs to make him forgetful, and no vices to keep him from doing his best. There wasn't a lazy tendon in his body. He was not tall. If he had been, he would have been lazy. He was short, thin, black-eyed, nervous, and muscular. Before his ponderous companions got an idea through their heads, Breezy was halfway done with the action. A few thought he was a genius; but they were mistaken. Breezy was innocent of the smallest spark. He just had a heavy capital of nervous energy that made him work while others were content to lounge.

They put him behind the fruit counter. His first act was to clean it up and "fix things" generally. "Such a rum way of doing business," he muttered, quite like an experienced grocer, scowling at the hidden waste and slipshod displays of his predecessor. When he was through with the counter there was absolutely no fault to find with it. But he was not satisfied. He went into the cellar and started to saw and to nail some boxes to make receptacles for various things back of his counter.

"What are you doing here?" said the pompous and obese superintendent, finding him at work.

"Oh," said Breezy carelessly, "I'm just getting some boxes in shape to put dirt and tools in at my counter."

"We have got a carpenter to do that," said the superintendent, with displeasure; "get up where you belong and tend to your customers."

Breezy went up, and finished the boxes later while the superintendent was absent. He cleaned the fruit on his stand four times a day. "It gets so blamed mussed up," he said briskly to a fellow who looked askance at the action.

"The other clerk didn't," replied his companion suggestively.

"Didn't he?" said Breezy, coolly.

Of course the clerks laughed at him. His tie was awry and of objectionable hue, and his trousers lacked the proper cut and crease.

The fruit trade was slow, and Breezy was highly impatient. The superintendent compelled him to stay behind his counter, and he had to gaze impatiently over the bustling crowd of the store, which seemed to stop at every other counter but his. Twice, when the

superintendent was not about, he made a personal canvass among the shoppers and secured a number of sales. The third time he was discovered and peremptorily ordered back.

After closing time, Breezy was absent-minded and restless. The noise of the overhead cash system; the aroma of freshly roasted coffee, of bacon, and of cheese; the click of the weighing scales; the scraping of the busy scoops; the shrill staccato of the register bells and opening drawers; the rustle of the wrapping paper; the shuffle of the hurrying feet; the rumble of the drays on the cobbles outside; the incessant hum of voices, and the ever-changing panorama of shoppers—all these had become to Breezy the breath of life, and he sighed for them longingly before the evenings were over. He had a printing press, and he set type as a means of diversion—all matter concerning the grocery store.

He set up a card and embodied it in an idea that he had conceived. He printed 500 of them—all the cardboard he had. They were invitations to the public to have any and all sorts of fruit delivered at their homes at any time by telephone orders. He laid one on Mr. Leslie's desk the next morning.

"Thompson," Breezy heard Leslie call shortly afterwards to the superintendent, "this is a good idea. How many did you have printed?"

Thompson grew red. "I didn't have any printed," he replied in surprise. Leslie frowned, and called his partner, who also professed ignorance. Breezy watched them from behind the register, and then ventured forward.

"I printed them on my own press. Here are 500 more."

Leslie looked again at the card, and then raised his eyebrows at Thompson, who nodded in return, seemingly signifying that this was the clerk mentioned in some previous conversation.

"You may hand in your bill for them to the book-keeper," said Leslie evenly; "and, Thompson, you may have them properly distributed."

He was paid for his cards, and there was also an extra dollar in his weekly pay envelope that Saturday. He promptly bought the best seat in the theater.

They found him the next week in the telephone booth, calling up successively from a list of over 100 residences. "Is this Mrs. Jones?" he would ask. "Pardon me, Mrs. Jones; this is Leslie's. We would like to sell you some groceries." And then he would enter into a conversation for an order. The other people on the line were indignant, and the exchange told him that he was not the only lung on the line. But in less than an hour Breezy had hurry orders aggregating twenty dollars, and Leslie himself closed Thompson's mouth of wrath at neglected customers by a word of commendation.

The firm's telephone trade had never been worked up, and Breezy printed announcements inviting customers to use the 'phone to send their orders. A 'phone was placed behind the fruit counter, and Breezy took the orders. He did more. "You're going to bake, aren't you?" he asked of the housewives when they ordered flour, lard, etc. "Isn't your baking powder all gone? Don't you need some new pans? We've got a splendid new pan here. Patented. Only eight cents, too." And so on.

"Here, Mr. Thompson," he called to the superintendent as he passed one day; "who makes these sign cards?"

"Tommy, the shipping clerk," replied Thompson shortly.

"I have just thought," said Breezy reflectively, "that I might make a nicer one for this counter. May I try one?"

"Yes; but don't neglect your counter."

Breezy had just received a large quantity of splendid figs that morning, which were selling at a really attractive price. But the firm had not even given him price cards to put on them, and had not mentioned them in the newspaper advertisements. "How in blazes do they expect to sell these?" he grumbled. "Nobody knows anything about them."

When, therefore, he had surprised the busy shipping clerk by asking for the card-marking tools, and had made a few simple price cards for other goods, it occurred to him that he might as well make a fig sign. It was prettily lettered, and it read: "These figs are good, clean figs, and you won't be able to buy them very many days." The clerks leered at him when he put it over his figs, rearranging the boxes artistically on the counter. Thompson didn't happen around any more that day, but in the evening Breezy sought him out. The figs were all gone.

"H'm," said the superintendent, "you must have had an extra run on figs to-day."

Over the new supply that he received the next morning, the clerks read from another card: "More good, clean figs at this price. They'll only last through the day, though." It seemed as if everybody that came into the store that day bought figs. Thompson came to the fruit counter out of curiosity, attracted by the crowd there which Breezy was waiting upon with a satisfied and dexterous alacrity. He elevated his eyebrows at the sign.

"Who made that sign?" he asked, when the crowd cleared off.

"Me," said Breezy, in a bustle at the cash register.

"H'm, h'm," said the superintendent, strolling off.

The next day it was raisins at a bargain, and Breezy's sign said: "We bought fifty boxes of these seedless raisins, and we are going to sell them at—cents a pound until they are all gone."

"How many boxes of those seedless raisins went out to-day?" asked Thompson that evening, looking sourly at the sign. "I'm afraid they won't go very well."

"Twenty-five," answered Breezy.

"What!" said Thompson, staring over his spectacles.

"Twenty-five," repeated Breezy.

"H'm, h'm," said the superintendent, walking rapidly off.

The other twenty-five went the next day. "Could have sold more," said Breezy.

"H'm," said Thompson slowly; and after a minute. "Those signs are neatly lettered."

Breezy was vigorously cleaning up.

"You may take off the dull hours," continued Thompson cautiously, "and make the signs for the whole store. We'll get an assistant at your counter." Breezy was kicking some boxes under his counter.

"D'ye hear?" said Thompson.

"Yes, sir," said Breezy.

For the next six weeks the customers at Leslie's enjoyed daily treats from the signs. There were no less than fifty to be made on busy days. The language was simple; it told the truth about the goods, and it never disappointed, and quite often there was a bit of humor in

it. The obese superintendent frowned at Breezy's efforts and looked as if he half regretted his venture.

"The old guy," mused Breezy one day as he saw Thompson deliberately tear one of them up. It was an egg sign, and read: "If you wait until tomorrow to buy these eggs at fifteen cents the dozen, they may not be as good as they are to-day!" Promptly Breezy had another one up which read: "It's throwing these eggs at you to sell them for fifteen cents the dozen. They're not bad, though."

Thompson stood before it for full two minutes before he decided to let it pass, and then walked away, murmuring, "H'm, h'm."

But Breezy ran to extremes, and one day, when Leslie paused before a cheese sign and read, "Hold your nose here. It only takes the clerk two minutes by the clock to wrap up half a pound at thirty cents," he decided that he would draw the limit, and he told Breezy to take it down, which Breezy did with a rather crestfallen air. He had been particularly proud of this effort, and had stood behind his register a dozen different times during the day, to watch customers stare and break out into laughter. A week later they made him take another one down, and Mr. Leslie called him aside.

"Don't try to be so funny on your cards," he frowned. "You make nice cards when you stick to fact, but when you get humorous you are as loud as a barrel of mackerel."

Breezy grunted ungracious acquiescence, while the corners of the grocer's mouth twitched at the recollection of some of the cards. But they continued to be as flagrant as ever. Thompson complained to Leslie about it, and the proprietor sat for a few moments in deep thought.

"That boy's got too much vitality," he said, "and we'll have to give him another outlet for it. Making cards and answering the telephone isn't enough for him to do. I believe that I will put Morris at the telephone, and let Smith do our important outside business down town." The change was accordingly made, and Breezy became a sort of confidential clerk, doing most of the firm's business with the banks and the down-town offices. Characteristically, he allowed no opportunity to escape to learn the firm's manner of doing business, and its needs. He was not chary with suggestions either, and was told by the firm more than once that his advice had not been asked, and that it was therefore not very valuable. This logic Breezy utterly failed to comprehend.

His old friends smiled as he dashed by them daily on his bicycle, his hat crushed into his head and his face almost on the handle bars.

The firm sent him to the newspaper offices to take advertising copy. The advertisements which he carried he criticised freely on the road down town. Most of his criticisms were of a decidedly adverse nature, and his opinion of the man who wrote them, the head of the firm, grew more and more contemptuous. He had learned some lessons in advertising by his cardmaking.

One morning they sent him to a down town firm of producers with an order for twenty tubs of butter. With the order they gave him copy to take to all the morning papers, making commonplace and altogether unattractive mention—thought Breezy—of a proposed special sale of these twenty tubs of butter.

"That's the weakest thing yet," he soliloquized, as he sped down the empty avenue. "Butter'll go up three cents a pound one of these days."

As he stood in the office of the company, he heard a man say something confidentially to the produce man and a customer that made him wink hard. It was that butter would go up in a few days. The customer did not seem to take it very seriously, but Breezy construed it into a mighty tip.

"Just what I thought," he said to himself. "That slow firm buying only twenty tubs!" It occurred to him that he might telephone to the firm and give them the tip; but he immediately rejected the idea.

"They'd only laugh and tell me that I wasn't running their business."

Then was born a great idea. An instant later he was decided. The producer whistled when Breezy handed him an order for a hundred tubs.

"It'll take all we have," he said.

Breezy sat down at a desk and wrote something rapidly. The foreman at the newspaper composing rooms looked at him in surprise as he gave directions about border and type, technicalities which he had learned as editor of the school paper.

The tubs were all delivered in the afternoon. Thompson came out in the wareroom and looked at the first batch of twenty. "I wouldn't have ordered twenty!" he said, shaking his head. "I told Jim they wouldn't go." He wasn't in when the rest came. "Are they turning the store into a butter house?" said the shipping clerk, grumbling, as he helped the men bring them in.

"Great heavens!" ejaculated Thompson the next morning when he came into the wareroom. "Where does all this butter come from?"

The shipping clerk looked unintelligent, and made no answer. Thompson brought in the head of the firm, Mr. Leslie. He, in turn, stared dumbly at the tiers of tubs.

"What the—!" he began, excitedly. "I told you to order twenty, didn't I?"

"You advised me not to buy more," said Thompson stiffly, "and I didn't."

"Can't you count?" exclaimed Leslie wrathfully, pointing to the tubs. "There's a hundred there, if there's one!"

When Breezy was finally called in, he faced both men easily.

"How many tubs of butter did you order?" asked Leslie.

"One hundred."

"I told you twenty!" roared Thompson.

Leslie did not answer, but made for the telephone. The produce people firmly refused to take back the tubs. "We've just refilled our refrigerators, and can't accommodate any more," they said. But they added something more in a telephone whisper.

"Mr. Leslie, said Breezy, when the proprietor rang off, without any visible allayment of his wrath, "I was ordered to get only twenty, but I made it a hundred, and—"

"You did, did you?" burst out Leslie, glaring at Breezy with unutterable derision. "You'll be advertising yourself as proprietor of this store shortly, won't you?"

"But, Mr. Leslie," protested Breezy, "butter's going up in a few days!"

"Great guns!" roared Leslie, "are you running this firm, you—you impudent young fool? You young barrel of gall! I've a notion to break your head!"

Breezy flushed angrily.

"Go out and draw your salary, and never set foot here again!"

Breezy turned on his heel and walked out, without looking at the clerks who had assembled at the wareroom door, attracted by the loud voices.

"Fools! fools!" he muttered between his teeth, as he drove his bicycle along the street.

When he looked at copies of all the morning papers, in which appeared the advertisements he had prepared the day before in lieu of the originals, he smiled in genuine artistic gratification.

"If that don't sell butter," he chuckled, "nothing ever will." The advertisement predicted that butter would go up very soon, and that Leslie & Co. had bought, in anticipation of this, 100 tubs, which they would sell at one cent below the market price.

"There will be a still awfuller row in that shanty when they see these. They might arrest me." But the spirit of Breezy rose hopefully to the possibility. "If they only wait until to-night."

He learned afterwards that the store was crowded with butter buyers from early morning until late in the afternoon, and that his advertisements had precipitated the coming rise in price, and an advance of one cent was already asked that same day.

It was during the afternoon of the next day that Breezy received a note asking him to call at the office of the grocery firm of Leslie & Co.

"See here, young man," said Leslie to him in his private office, "what you did on Tuesday was a thing that could have put you behind prison bars. Do you understand?"

Privately, Breezy was skeptical, but he nodded doggedly, thinking that Leslie merely wished to abuse him, and regretting that he had come at all.

"It was pure malicious mischief in the eyes of the law," continued Leslie, "and an entirely unpardonable offense. But while this is undoubtedly so"—he talked more moderately and less harshly—"it—well, to be frank, those advertisements—" The remembrance of this part of Breezy's misdemeanor swelled his indignation, and he was again angry. "Those advertisements," he continued, "that you dutched for us—well, it was worth six months at hard confinement itself!" He glared impotently, while he got red in the face.

"Well," he began again, "as I was saying, those advertisements—er—well, they drew the trade, in brief, and we sold the whole hundred tubs!" He said this as though it was little short of miraculous. Breezy did not wink an eye. To him it was the natural result. As Breezy still held his peace, Leslie resumed: "As a result we are—er—have cleared, well, some hundred dollars."

Breezy still remained silent, and Leslie put on a pompous frown.

"Understand, young man," he declared, "in giving you the position of superintendent and advertising manager of this store, we most certainly wish to express our vehement displeasure at your act of Tuesday, lucky as it happened to turn out, and solemnly warn you that a repetition of such a monstrous offense will mean instant discharge. To hold this position, you will have to confine yourself to reasonable and cautious methods of doing business. Your salary will be three times your former one. Get out now, and don't bother me, but show up ready for work Monday morning."

The only evidence Breezy gave of his satisfaction with this interview was that he rode madly up the full length of the steepest hill in the city on his way home, to rid himself of surplus nervous energy.

Butter

I always
want it.

E. F. Dudley
Owosso, Mich.

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.

SHIP YOUR

BUTTER AND EGGS

—TO—

R. HIRT, JR., DETROIT, MICH.,

and be sure of getting the Highest Market Price.

SEND YOUR

POULTRY, BUTTER AND EGGS

to Year-Around Dealer and get Top Market and Prompt Returns.

GEO. N. HUFF & CO.

55 CADILLAC SQUARE

DETROIT, MICHIGAN

Butter and Eggs

Observations by a Gotham Egg Man.

Notwithstanding the general report of a lighter egg production this spring as compared with last year the receipts at New York have been fully as large during March and April as they were during the same months in 1901. In fact, we have run a little ahead this year, the March and April receipts amounting to 756,041 cases, as compared with 752,965 cases same time last year; and this gives us the largest receipts for these months ever recorded in this market. In considering these figures it must be remembered that the port of New York has had a large increase in storage facilities during the past year and that larger quantities of eggs have been drawn here for permanent holding. The receipts as reported have included carlots delivered at the big Jersey City warehouses which have absorbed many thousands of cases. The capacity of the new Merchants' Refrigerating Co., of Jersey City, alone is about 750,000 cases, if all was used for egg storage, and the perfection of the facilities offered by this company has drawn a great many eggs this way which might have gone elsewhere. Reports from other storage centers indicate less eggs stored during April than was the case last year, notwithstanding the extreme prices ruling, and considering New York City alone the same rule would doubtless hold good; but the Jersey City accumulations (which are really a part of our available stock), when added to the holdings of the New York houses, would make a total in excess of the quantity held here last year. We learn that the three principal houses in Chicago had about 275,000 cases accumulated by May 1 and that this would show a reduction compared with last year of about 25 per cent. It is to be noted that Boston holdings were about 23 per cent. less than last year on May 1 and so far as we have heard estimates of the accumulations in other important places they range from 20 to 25 per cent. less than a year ago. It is to be noted that the percentage of decrease from last year appears to be decreasing as the season advances and there are conditions of supply and demand now developing which would indicate the probability of a larger May storage than occurred last year. The distributing markets are becoming surfeited with medium grade eggs and it now looks as if price for these will have to rule low enough to induce storage of a considerable quantity of them. In fact there is every probability that we shall go into the mid-summer period with about as large an accumulation of cold stored eggs as we had a year ago and their cost will be anywhere from 2@3c per doz. higher.

The "loss off" rule having been eliminated from official business and no "loss off" season being prescribed by the New York Mercantile Exchange, terms of sale will be generally "at mark" except where receivers think they can do better by making private agreements to sell "loss off." But shippers must understand that sales made at mark must be at irregular prices according to the quality and condition of the goods. Sales of eggs "loss off" may be at a uniform price, the difference in quality being compensated by various loss claims, but when irregular qualities are sold "at mark" the difference in quality must be compensated by a difference in the price. Consequently

a wide range of quotations will be necessary to cover the sales made. The general practice of selling all eggs at mark will undoubtedly create a more decided preference for brands known to be carefully candled and graded before shipment and we should advise packers to take especial pains with their goods, striving to secure a reputation which will be valuable. We think there is no question that case count sales are favorable to the interests of all who candle and grade closely and unfavorably to those who do not. Therefore, if case count sales become universal close grading will be essential to get the best results and the enormous waste that occurs from shipping poor eggs during the summer (mixed with better goods) only to be thrown away after freight and other expenses are paid on them, will be gradually done away with.—N. Y. Produce Review.

Impure Jamaica Ginger Prosecutions.

The trade are deeply interested in the outcome of the first of five damage cases, aggregating \$115,000, against a concern of Baltimore, Md., which is one of the heaviest drug firms and manufacturing chemists in the country. The allegations on which the suits are based are that the plaintiffs were made blind by drinking preparations put up by the house, notably the one called "Jamaica ginger," in the manufacture of which wood or methyl alcohol had been used instead of pure grain, or ethyl alcohol. Behind the plaintiffs in these suits are the leading oculists of New York, Philadelphia and Baltimore. The specialists have furnished the funds for the lawyers' fees and the preparation of the cases for court.

A fellow often thinks a girl by any other name would be as sweet, but he finds out his mistake after he gives her his own.

PAYING INVESTMENT FOR MERCHANTS

The Kirkwood Short System of Accounts

A system (placed as near the cash register or drawer as possible) large enough to accommodate each customer with one of the system books. The first leaf is printed in the form of a bill (printing as submitted by the purchaser), and perforated near the top so it can easily be torn off. The second sheet, known as duplicate, remains permanently bound in the book, which is the merchant's record. Draw off a list of the balances of all your unsettled accounts and open a book for each customer, by entering on the "Amount Brought Forward" line the balance now due on the account.

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

Suppose a customer buys a bill of goods, take his book from the system and with the carbon paper still between the bill and the yellow duplicate sheet write his order with an ordinary lead pencil, extend the price of the goods ordered, foot the bill and deliver it to the customer with the goods. Place the carbon sheet between the next two sheets of bill and copy paper, carry the amount due as shown by the footing of the last bill forward to the "Amount Brought Forward" line of the next bill and place the book back in the system. It will be clearly seen, by this method of keeping accounts, that the customer receives a bill of each lot of goods bought, the charge is made and the bill and the exact duplicate are made at one writing; it is evident, by the Kirkwood System, there will be no forgotten charges or lost slips, as by this method there is but one slip and that is the last one, which is a complete statement issued to the customer and constitutes an acceptance of account. The merchant can tell at any time just how much a customer owes by looking at the book; there is no posting to be done or writing up of pass books after hours.

The customers will soon get to expect a bill with each purchase which will show the entire amount of their indebtedness, and having it, will naturally have greater confidence in the dealer and will be more frequent in payments, instead of allowing it to run until it is so large that it cannot be paid and they changing to another store, causing the dealer the loss of a customer and leaving him with a large and doubtful account to collect.

Cabinet patented Mar. 8, 1898.

Book patented June 14, 1898.

Book patented Mar. 19, 1901.

For further particulars write or call on

A. H. MORRILL, Manfrs.' Agent

105 Ottawa Street

Grand Rapids, Mich.

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.

Boston is the best market for

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

is the house that can get
the highest market price.

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.

EGGS!

We have ample cold storage facilities in our building for taking care of large quantities of eggs. Immediately upon arrival the eggs are placed in this cold storage where they remain until sold, consequently do not deteriorate while awaiting sale. For this service we make no charge to shippers. Ship us your eggs and we will give you entire satisfaction.

HILTON & ALDRICH CO.

39 SOUTH MARKET STREET
BOSTON

SECURE The opportunity to establish satisfactory and profitable business connections, by shipping your

EGGS AND BUTTER

—TO—

LLOYD I. SEAMAN & CO.

Established 1850.

148 READE ST., NEW YORK CITY

Shoes and Rubbers

How to Push a Business by Judicious Advertising.

I am located in a country town of about 1,500 inhabitants, surrounded by a good farming country for from ten to twenty-five miles; that is, that much of our country trade come to do their buying almost exclusively. We have within seven miles of town nine small saw-mills and one large mill, two planers, one stove factory and two gineries.

I started out here in January, 1900, and like all other dealers was very anxious to get my share at least of the cash trade—the only trade worth having. In November, 1899, two months before opening, I arranged with the editor of our county paper to put in an occasional editorial, along with his other reading matter, that I would open a stock of new, up-to-date goods on the 1st of January, 1900, in a certain brick store that was being built. The editor put in several nice pieces. Then about Dec. 1, 1899, one month before I was ready for business, my goods began to arrive and I had him note that in his paper the same way. Also in December I ordered 500 calendars and had 5,000 circulars printed. I wrote to the different postoffices within fifteen or twenty miles and got a list of the citizens who got mail at these postoffices. In January I mailed these calendars and about 1,000 of the circulars. The same day these circulars and calendars were mailed I opened the doors for business. I instructed my salespeople to put two or three circulars in every bundle that left the store; also I saw that they were thrown in every wagon or buggy that came to the store, and on busy days, when there were big crowds in town, would send a boy (cheap boy) with the circulars around town to give one to everybody that he met and put four or five in every country wagon or buggy. In January, 1900, I had 120 mile boards or road signs nicely painted and lettered put up; also had ordinary advertising boards put up for twenty miles around on all the roads.

I have increased my county paper advertising until now I have a contract for full single column, this column to be changed every weekly issue; and I see that it is changed, doing all the getting up of the advertisement myself, only leaving the type work for the editor. This column I use as a store paper, giving notices of country people that come to town, and alternating these personal notices with quotations and advertisements generally. By the use of the personal locals I get the people to read my advertisements, and some of the country people even come in and thank me for the notices.

In January, 1901, one year after commencing business, I began giving premiums. The first one I used was the crockeryware scheme, which I am still using and find to be very good indeed when properly used and not allowed to run over 1½ to 2 per cent. of sales, that is, the cost of the premiums. Next I issued a circular letter the first of each month and mailed one to every address I had, which was about one thousand, offering them a piece of glassware free to bring this letter to our store and trade as much as a dollar, and give me the name and address of two of their neighbors. This would cause them to get in the habit of coming to our store. We would also get the correct address of quite a number of people we did not

have. The glassware cost 75 cents per dozen, and a customer traded on an average about \$4 to \$7, and could draw no other premium on that purchase, but we would tell him about the other premiums so he would come back to our store next time he came to town. I find the scheme a good help to my trade.

Third, I have pictures enlarged free on the condition that they trade \$25. I take up the one to be enlarged, and every 10 cents they trade I give them a stamp, and when they get 250 stamps (means \$25 traded) I return them the original picture with the enlarged picture. This costs me \$1.25. Then I sell them a frame for \$2.75 that cost me \$1.50, which lets me out even on the deal, except freight and express.

The three together have been a big help to my trade. One customer takes one premium, another customer one of the others. However, I watch these premiums very close to see that they do not get too deep into the profits; about 1½ to 2 per cent. of gross sales is as much as should go on premiums at the very outside.

I keep the circulars, etc., going all the time. Sometimes one kind of a circular, sometimes another. But in all these circulars and paper advertisements I always name prices and sometimes put samples of the cloth in the envelope with the circular. Circulars reach trade that the paper fails to reach and the paper reaches people that will not read circulars, so I keep both circulars and papers going all the time.

Then I keep the kind of goods the people want, not too cheap and shoddy nor too expensive. Don't buy any trashy shoes. Every shoe I sell is guaranteed all leather and well made. As near as possible I see that everybody who enters the store is waited on and that everybody is treated fairly. No lightweight, short measure or anything of the kind is allowed. Also every one of my salespeople must be honest and truthful with the trade and polite to all.

I carry a \$10,000 to \$15,000 stock and will sell \$40,000 to \$45,000 worth of goods this year. I sold last year a little over \$27,000, which shows my trade is increasing. I employ two clerks and one book-keeper the year around, which means four of us, then in the fall I get an extra man for four months.—W. L. Banks in Boot and Shoe Recorder.

Not Asking Much.

"We don't allow beggars or canvassers in this building," said the janitor of the apartment house.

"But I've got to see a man on the fifth floor," said the shabby man, pleadingly. "I'm the owner of the building."



Get our prices and try our work when you need

Rubber and Steel Stamps Seals, etc.

Send for Catalogue and see what we offer.

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

Men's Work Shoes



Snedicor & Hathaway Line

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

Geo. H. Reeder & Co.
Grand Rapids

There Is Strength in a Multitude of Opinions

We have a great multitude of customers who buy our Own Factory Made Shoes over and over again, thereby giving expression to the opinion that our shoes please them by the way they please their customers. Try a few of our own goods and you will have that same pleasant experience.

Herold-Bertsch Shoe Co.,
Makers of Shoes Grand Rapids, Mich.

If you are Puzzled

as to what kinds and how many shoes to buy, write us and we will have one of our experts on shoeology call, upon whose impartial judgment you may rely. Of course he will try to interest you in samples of our goods for Fall and immediate use. They will comprise most everything that you may need. Experience will soon teach you that you can depend on all he tells you in regard to them.

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



If you want a Good Honest line of

SHOES

come to us. We handle nothing but good, solid, reliable goods; the best that money can buy or leather will make.

Send us a mail order for our No. 34, MEN'S CASCO CALF BALS, DONGOLA TOPS, extra back stay, double decker and rope stitch; up to date in style and warranted in every respect.

THE WESTERN SHOE CO.
Toledo, Ohio

Winning the Trade of the Children.

May and June are perhaps two of the busiest months of the year for the retail merchant. During those months many sections of the country have their Anniversary walks, May-day parades and Sunday school picnics. During the same period two legal holidays are to be found, Decoration Day on the 30th of May and Independence day on the 4th of July, which is practically the month of June.

In order to secure a little of the business which is to be found in May, it will be necessary to put in a stock of children's slippers, mostly in patent leathers.

The little one strap sandal has been a favorite for those May-day walks for many years, and it is doubtful if ever anything will come forward to take its place. True, a few pairs of patent leathers with cloth tops, as well as kid oxfords and sandals, are sold, but the great bulk of the trade reverts to patent leather one-strap slippers at this season of the year.

This year there will be a few pairs of Grecian or Roman sandals sold, but nothing looks half as nice or takes the eye of a child as well as the little patent leather one-strap. Decoration Day being the first public holiday in the warm weather, affords mothers an opportunity to dress their little ones up in their summer finery, and for that reason causes quite a run on all styles of children's shoes.

Tan shoes will be sold for the little tots, both laced and buttoned, as well as oxford ties. The oxford tie with the welted sole will be in greater demand than heretofore, while the little fine feather-edged turned oxford will be entirely passe. At the same period grown folks buy strongest, and the whole call will be for oxfords and colonial slippers.

It is doubtful if there will not be more tan oxfords worn than has been anticipated, but the man who will be able to sell tan high shoes is too good a ring general to waste his time in the shoe business. They have been cast aside and to all appearances their retirement is permanent. For the better trade mat kangaroo colonials will have the call, while in the cheaper trade the all-patent leather slippers will predominate.

For those who have not toned up their stock and made preparations for these occasions these words are especially directed, and it would be wise for them to get busy as soon as possible. Do not forget that in buying children's slippers the rush will come all of a sudden, and after the May-day walks, Sunday school picnics, etc., opportunities for selling these patent leather slippers will not be as great as before. Of course all through the summer there will be a certain demand for them, but there are specific occasions when the selling is stronger for certain lines of shoes than at any other time, and this is the special occasion which directly applies to children's one-strap patent leathers.

It may be wise for the shoe dealers to offer little souvenirs to the children for the Anniversary day parade. Nothing could be nicer than little silk American flags. These things are always attractive and they are most appropriate on an occasion of this kind.

Perhaps it would be well to offer a May pole for a Sunday school the children of which present the most coupons at your store during a given period of

time. These coupons could be attached to each pair of shoes sold.

No doubt the result would be rather encouraging, as none of the Sunday schools are any too rich and are always desirous of getting such things for nothing, if it is possible to do so. A May pole would not cost much money, and any shoe man who approves of this kind of advertising can afford to give one which would be more elaborate than the ones which are used by the average Sunday school on their May-day walks. The garland of flowers, with which the Queen of May is crowned, could be included in the gift.

Such things, no matter how insignificant, start the trade talking and will bring to the store many customers who would otherwise never think of purchasing there.—Shoe Retailer.

Recent Changes Among Indiana Merchants.

Martinsville—J. A. Anderson has purchased the interest of his partner in the hardware business of Bunch & Anderson, instead of having retired from trade, as stated last week.

Butler—Diehl & Myers succeed M. L. Diehl in the grocery business.

Cope—Jas. P. Pierce has purchased the general merchandise stock of Fred Brown.

Flora—G. Niccum & Co. succeed Guthridge, Flora & Co. in general trade.

Indianapolis—The Central Supply Co., manufacturer of wholesale plumber supplies, has increased its capital stock to \$175,000.

Indianapolis—Geo. W. Stout, wholesale grocer, has merged his business into a corporation.

Rockville—Ott & Boyd, hardware dealers, have dissolved partnership. D. B. Ott continues the business in his own name.

Rushville—R. L. Tompkins has discontinued the grocery business.

Summitville—H. L. Cary, cigar and tobacco dealer, has sold out to Fred C. Osborne.

Wynn—W. H. Muir has closed out his general stock and retired from trade.

South Bend—Mrs. Fannie G. Kritzer succeeds Fritzer & Eldred in the millinery business.

If a man were as dumb as an ape a woman would know when he was proposing to her.

DUSTLESS SWEEPING

As demonstrated by the use of the

World's Only
Sanitary Dustless
Floor Brush

Solves the sweeping problem of the future.

To Prove It

we will send a brush to any merchant upon request, to be paid for if wanted or to be returned at our expense.

MILWAUKEE DUSTLESS
BRUSH CO.

121 Sycamore St., Milwaukee, Wis.

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.

Mayer's

School Shoes

The merchant who can please his trade on school shoes usually does the shoe business of the town. Mayer's shoes for Boys and Girls are never disappointing. You can depend on them. They are made in every conceivable style and wear like iron. Write for prices.

F. Mayer Boot & Shoe Co., Milwaukee, Wis.

Oxfords

This is the season of

For Footwear

And we have the finest and largest stock in Central Michigan to select from—Patent Leathers of all kinds, Calf and Vici Kid, Heavy, Light and Medium Weights—Prices to suit all. Either come and see us or send us your order by mail, and we will see that you are properly shod.

6 West Main Street

L. A. Dudley

Battle Creek, Mich.

FREIGHT TRACERS

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

BARLOW BROS., GRAND RAPIDS, MICH.

The New York Market

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

New York, May 17.—The coffee market has been exhibiting more daily strength during the week, and while there is no legitimate foundation for this, if we may judge by the statistical position, it "is a condition and not a theory which confronts us"—for a few days anyway. Receipts at primary points continue large and it seems altogether likely that by July 1, when the coffee year will end, there will have been a crop of 15,000,000 bags gathered. From July 1 last year to May 14 it has reached 14,326,000 bags, against 10,092,000 bags during the same time last year, and 8,538,000 bags the previous season. Taking this supply, with a good quantity carried over, and adding it to the mild grades, we have a supply of coffee that bodes ill to any speculator trying to bull the market. In store and afloat there are 2,334,800 bags, against 1,201,781 bags at the same time last year. At the close Rio No. 7 is quotable in an invoice way at 5½¢. Mild coffees have been in fair request and, as supplies offered are not very large, the market is in pretty good shape. Good Cucuta is worth 8¼¢@8½¢.

The enquiry for teas continues to be mostly for country greens and Pingsueys, with little business to speak of in either. Buyers take small lots—just sufficient to keep up broken assortments—and seem to take little if any interest in the future of the article. The consumption does not increase and altogether the outlook for tea is not as bright as importers would like to have it.

The unusually small business doing in sugar is remarkable for this time of year and causes considerable "worryment." Neither buyer nor seller is doing anything beyond waiting for something to turn up. Those who are directly interested in the trade, as well as the grocery jobbers, read the Washington dispatches with a good deal of interest and matters are likely to be somewhat unsettled until "later on." The labor situation, too, is not so very encouraging, and the coal strike is thought by many to be the harbinger of more to come in other lines, so that the movement of staples like sugar has several factors that are being taken into consideration. The week's demand has been very light.

The taking by the Government of large supplies of rice has left the market pretty well cleaned up, and at the close the situation is decidedly firm. Full prices are obtained and for at least the immediate future the situation favors the seller. Prices are practically unchanged.

Aside from pepper, which is strong and selling at full rates, there is nothing new in the spice market. Quotations are practically without change in any respect. The demand is of an average character only.

Medium and fancy grades of molasses are firm and in good demand by both grocers and bakers. The latter are in rather light supply and are sold at full quotations. Syrups are in limited supply and firmly held.

There is a very satisfactory demand for almost everything on the canned goods list. Prices are generally satisfactory and, as to salmon, the recent drop in quotations has placed that article on a "moving basis," so that a good volume of business is likely to ensue. Spot tomatoes are still strong and quotable at \$1.32½ for spot New Jersey standards. For futures there is a fair demand and standard 3s remain at about 92½¢.

Oranges and lemons have both been in better request and the week closes on a firm market all around. California navel oranges are worth, as to size, per box, \$3.50@4.25. Lemons, \$2.75@3.50. Bananas are steady. Limons in cargo lots, \$1.15@1.20 per bunch for firsts; Jamaica, \$1.30@1.35.

The demand for butter is first rate and keeps the market pretty closely sold, so that there is little if any accumulation. Prices are steady and best

Western creamery is worth 22½¢. Seconds to firsts, 20½¢@22¢; Western imitation creamery, 19¢@21¢; Western factory, 18½¢@20¢; renovated, 20¢@21¢.

Arrivals of cheese are well taken care of and the market closes firm at 12¢ for full cream new State cheese, either white or colored.

There is certainly no surplus of really desirable eggs and the market is strong, with best stock of selected Western going at 16¾¢@17¼¢. Regular packs range about ¼¢ below these quotations. There are enough of the latter to fully meet all requirements and the market may take a turn lower at any time.

The bean market is generally firm. Quotations are practically as last given—choice marrow, \$2.20@2.25; choice medium, \$1.75; choice pea, \$1.80@1.85; choice red kidney, \$2.20; choice California limas, \$2.70@2.75.

Won't Sell Goods Except at War Prices.

Henry Sterett, known to his neighbors as "Old Slick," keeps a store in Oregon, Mo. He will not sell so much as a clothespin. The large building is plentifully stocked with everything carried by a general country store forty years ago, and for nearly a half century the articles have laid on their respective shelves and counters, and never a customer has been able to buy. A few years before the civil war Sterett settled in Oregon and commenced trading with the Indians. In this he was unusually successful, and in a short time opened a large store, probably the first department store in the West. When the civil war broke out, he branched out into the commissary business, following the armies around and supplying goods to the soldiers. He met with no success in this, and at the close of the war returned to his home broken in health and minus all he had ventured. His store was stocked with goods bought at war prices and the scale had now gone down to the normal again. Sterett had still a small fortune left, and he determined he would not sell the goods until he could get his prices, some two or three times the then value of the things. After waiting twenty years or more for customers, he bitterly vowed he would not sell his stock for any price. And now comes the paradox, that the articles have acquired a value above even his war prices as curios and antiques. He has refused countless offers from dealers all over the country for the unique collection.

LAMSON & CO. BOSTON

We must have more Fine Eggs and will take them on commission if you do not care to sell.

LOOK US UP

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.

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.

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 Pittsburgh, Liberty Nat'l Bank, Pittsburgh.

JACOB HOEHN, JR.

Established 1864

MAX MAYER

HOEHN & MAYER

Produce Commission Merchants

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

SPECIALTIES:

DRESSED POULTRY, GAME AND EGGS

Stencils Furnished Upon Application

Correspondence Solicited

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

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.

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.

The Meat Market

Personal Experience With Cereals as a Meat Substitute.

The cereal fellows are hard after us poor meat-eaters, since the beef trust began to charge for the breath of life.

I suppose they have sold an extra lot of wheat, oats and barley, too. Still, I doubt whether the demand for meat has fallen off anywhere near as much as people think.

Since prices got so high I've asked a great lot of grocers with meat departments whether their meat trade had fallen off any.

It was surprising how many said no. Of all the number, I can only recall two who said they were selling less meat than usual.

One grocer even said he was selling more. He was getting trade that formerly went to cutters, who couldn't afford now to sell meat any cheaper than he could.

You see, the point is that we fellows who work hard have got to have meat. It comes high, but nothing else will do.

I'm a victim of the beef trust myself. You can't be too hard on 'em to please me. In fact, I don't mind telling you confidentially that the Government's complaint against the trust was mostly framed on suggestions made by me and Salt Man.

About a month or so ago I had for dinner one of the finest steaks I ever ate. It was great—my old mouth is watering even as I write about it.

The whole dinner was all right.

When I got through and lighted one of those Havana perfectos that I always keep by me, and never give away, my wife observed tentatively:

"Pretty good steak, wasn't it?"

"It was!" I answered emphatically.

"Enjoyed it, did you?" she pursued.

I saw that something was on the move.

"I certainly did, my dear," I answered, with some surprise.

"Well, if you want any more like it," followed up my wife, "you'll have to increase my allowance \$2 a week. Meat is so high that I can't begin to buy good meat on what I get now."

In that moment I saw the whole horror of the trust system. Your uncle has become a trust-ridden victim.

"I can't afford to give you any more money to run the table on," I replied. "I've got to buy half a dozen new summer suits and I'm thinking of getting a new automobile. I'll tell you what to do," I said, "we'll do just as some of these advertisements say—we'll live on cereals until meat comes down. We'll thus build up our bodies and smash the beef trust at the same time."

My old stomach was at that minute lined with fine sirloin and it was easy to feel that way.

"All right," said my wife, with a curious expression, "we'll do that."

After that I was away from home two days. The next night was cold and bleak. I got home about half-past five. My wife knew I was to be home, and my old jaws worked automatically as I thought of the dinner that I was going to get. She always feeds me up after a trip.

We might even be going to have broiled chicken!

I got home a little before dinner, called me man and had him put me in house coat and slippers. In a minute the butler announced dinner, and I stepped in the elevator and descended.

Never mind; I'll wake up in a minute.

I sat down to the table with a sigh of contented anticipation. God bless the man who first invented home! I didn't know what we were going to have and felt glad I didn't—it's so delightful to be surprised.

In a minute my wife came in with a covered dish and set it down before me. "Scalloped oysters," I thought—Gad! how I love 'em! Then she sat down and I took the cover off.

I didn't quite recognize the contents.

"What's this, my dear?" I asked in a tone at once conciliatory and alarmed.

"That's the first course," she said. "It's branose."

"What in thunder is branose?" I said, somewhat impetuously. "Don't you know I'm hungry?"

"Branose is a splendid health food," said my wife quietly. "It steadies the nerves, purifies the blood, makes bone and fl—"

"Oh, bosh," I growled, lifting out a portion of the stuff on my plate, for I had to eat something.

"Didn't you tell me we'd eat cereals until meat went down?" enquired my wife sweetly.

It's hard to love your wives sometimes.

My experience with branose was limited to one mouthful, which got down before I could stop it. Then I leaned back in my chair and scowled at the baby.

The "first course" went back to the kitchen, and the "second course" came in.

Whole wheat biscuit and spinach!

I was mad enough to bite my mother-in-law. I never can seem to get wheat biscuit chewed up enough to swallow and after I've eaten 'em I find 'em for days even in my back hair.

And as for spinach—I'd as soon eat grass!

"These biscuits," began my wife—and she never spoke in sweeter tones—"are just as healthful as the branose. I got this recipe with spinach out of the receipt book that comes with every box. Spinach is said to be one of the most wholesome vegeta—"

"Carrie," I said, "excuse me, but for Heaven's sake if you love me shut up! I want a square meal that'll fill me up—not dog biscuit and dandelion stems!"

"Very well," observed my wife, "you can have it if you give me money enough to get it. There is no grocery store here that I know of that gives things away."

There are times when marriage certainly palls on you.

The dinner that I had looked forward to consisted of one uninvited mouthful of branose, two slices of bread, a cup of coffee and a couple of pieces of canned peaches.

The next day I went down in my overalls and pulled up \$2 more. I know when I have got enough, and don't you forget it!—Stroller in Grocery World.

A Family Matter.

She sewed a button on my coat;
I watched the fingers nimble;
Sometimes I held her spool of thread,
And sometimes held her thimble.
"I'm glad to do it, since you're far
From sister and from mother.
'Tis such a thing," she said, and smiled,
"As I'd do for my brother."

The fair head bent so close to me
My heart was wildly beating;
She seemed to feel my gaze, looked up,
And then, our glances meeting,
She flushed a ruddy, rosy red.
And I, I bent and kissed her.
"Tis such a thing," I murmured low,
"As I'd do to my sister."

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.

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.

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 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

We can handle all you send us.

WHELOCK PRODUCE CO.
106 SOUTH DIVISION STREET, GRAND RAPIDS, MICH.
Citizens Phone 3732.

WE GUARANTEE

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

ONE HUNDRED DOLLARS

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

Robinson Cider & Vinegar Co.

J. ROBINSON, Manager.

Benton Harbor, Michigan.

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 || Largest Stocks Best Quality Lowest Prices

All orders filled promptly day received.

Alfred J. Brown Seed Co., Grand Rapids, Mich.
GROWERS, MERCHANTS, IMPORTERS

Hardware

Keep a Close Eye on Your Store Service.

There was an old lady whose sentiments were better than her exactness in the use of words. In speaking of churches that encourage sensational preaching, she declared, "I don't like them. I like to go to a church where the gospel is dispensed with."

Are there any hardware stores that would fit this description? Stores where politeness, attention and good service are 'dispensed with,' instead of 'dispensed,' as the old lady meant to say? There are, unfortunately, a few hardware stores whose aim seems to have their customers take a business course similar to that of the young man who was asked if he had been through college.

"Yes," he answered, "I went through one of the largest colleges of the country. I went in at one door, and in less than a week they kicked me out of another."

The stores all aim to get customers into the store, but some of them do not aim to keep them coming back. It is the steady coming back that builds up the business.

A man who has grown rich in the retailing of hardware gives us his opinion in these words:

"I was not a sweet tempered young man when I went into business. When anything went wrong, or my breakfast did not lie comfortably, I had no wife to vent my ill humor on, and so I took it out on my customers. I let my anger or crossness get hold of me at the wrong time; refused little favors that I might have done; obtruded my troubles on people who had troubles of their own to think about; did not show courtesy in many cases where it would have made friends.

"Do you know how I tumbled to this mistake? I engaged a boy as my first clerk. Of course I watched him. There were many things in his attitude toward my customers that I did not like; and suddenly it came into my mind that the whole trouble with him lay in the fact that he was fashioning himself on me. I took a back track immediately, and I have been traveling upon it ever since."

There is one thing that every dealer who retails goods to the public must have—that he can not do without. That is an efficient store service.

Without this the chief good can be gotten out of nothing else. Plenty of capital, a good location, close buying, low prices, bargains—all are not sufficient to hold trade unless there is good service in the store.

These words cover many things: Promptness in waiting on customers; politeness in doing so; a willingness to aid the purchaser in finding what he wants; an interest in him and his needs; a good humored acceptance of his objections and criticisms; the cultivation of a friendship on his part toward the store; a dozen little things that these will suggest. A man whose nature is so arranged that he can not front the buying world in this mood, should never undertake to sell goods in a store. He might succeed as a judge on the bench, or as the keeper of a light-house, but he will never make an ideal salesman.

"I tell you, sir," said a clerk who had been taken to task by his employer for lack of attention to a fussy customer, "that it's no easy job to keep pleasant

with all the cranks who come in here."

"See here, young man," said the other, "I am paying you \$75 a month. Twenty-five of that is for your work; the rest of it is for looking pleasant, talking pleasant, acting pleasant, and making life pleasant for my customers, from 8 in the morning until 6 at night. If you don't do that, you are earning only one-third of your salary."

There are too many clerks who fail to earn their salaries in this way, especially if the boss is not around.

Look after the store service. Never let a customer come in and have to hunt up a clerk. He will feel a great deal more welcome if the clerk hunts him. Give him a look of welcome and a word, even if he is compelled to wait until you are through with some one else.

"I don't like to trade in that store," said a woman once. "They are a surly lot, from the owner down." Yes, that was the trouble. The owner was "a surly lot" in his own person, and his help did as he did.

Keep a close eye on your store service, no matter what else you may neglect.

The Accuracy of American Ammunition.

The improvement in American metallic cartridges has been frequently referred to during the past few years, but it is safe to say at the present time the highest development of this ammunition has been achieved. This was very noticeably demonstrated at the recent indoor championship rifle shooting tournament, which was shot at New York from March 8 to 17.

Peters cartridges, which won the indoor rifle championship of the United States for 1898, 1899, 1900 and 1901 this year have surpassed all previous records by seven points. The conditions of this match called for 100 shots off hand, the possible being 2,500. The grand aggregate secured by the winner this year was 2,458, all shots being bull's-eyes, most of them near the center. The popularity of Peters cartridges, loaded with King's semi-smokeless powder, is attested by the fact that of forty-two contestants in the championship match all but one used Peters cartridges. There were other matches shot during this tournament. Nineteen perfect scores were made with this ammunition, as well as the finest center shot during the tournament. Perfect scores of 75 and 74 out of 75, were made so frequently as to finally attract but little attention.

He Had Been There.

Mrs. Homer—I have said everything I could to prevent our son George from marrying that Smith girl, but he seems determined to have his own way.

Homer—Yes, poor boy; he will have his way this time, but it will doubtless be the last.

Bicycle Dealers

Who have not already received our 1902 Catalogue No. 6

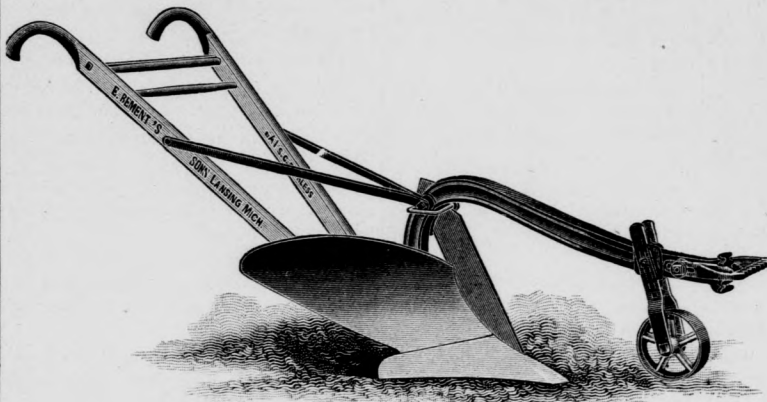
pertaining to Bicycles and Bicycle Supplies should ask for it. Mailed free on request. We sell to dealers only.



ADAMS & HART

12 W. Bridge St., Grand Rapids, Mich.

E. Bement's Sons Lansing Michigan.



Bement Peerless Plow

When you sell a Peerless Plow it seems to be a sale amounting to about fifteen dollars; but consider that purchaser must come back to your store several times a year for several years to get new shares, land-sides, mouldboards, clevises, jointer points and other parts that must sooner or later wear out. During this time he will pay you another fifteen dollars, and you will sell him other goods.

Bement Plows
TURN THE EARTH

We make it our business to see that our agents have the exclusive sale of Peerless Plow Repairs.

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.

Short Stories of the Hardware Trade.

"What is it, my boy?" asked the tired looking hardware dealer of a little fellow who stood by his desk.

"I want a job in your store, sir."

"A job? And what do you want that for?"

"So that I can grow up to be a business man, and get rich."

"Get rich?" said the old man, wearily, "you have come into the wrong store, my son. I guess you are looking for the druggist next door."

* * *

"Yes, there are traveling men that I like, and there are men who travel that I don't like," said the aged hardware dealer. "I try to be fair with all of them when I buy goods, but somehow"—and the old man's eye twinkled—"I generally happen to be out of goods when the fellows I like come around, and to be stocked up when the other fellows heave into sight."

"What sort of a salesman do you like?" was asked.

"There are lots of kinds. They are old, young, grave, jolly, good natured, and some of them a little cross grained. But there is one class I don't like. That's the freshies."

"The fellows who own the store, and hit you on the back and call you by your first name the first time they come, and expect to feed you on off-color stories instead of good goods at low prices."

"There was one of them in here some time ago. He plumped right down, and before he even opened his samples told me three nasty stories, and got off a half dozen chestnut conundrums. Finally, I said to him, 'See here, young man, I don't want to buy any old almanacs.' 'Almanacs,' he says, 'I ain't selling any.' 'No,' I responded, 'but you are rehearsing a lot of them, of the year before last. I sell hardware here.' 'So do I,' he said, as meek as Moses. But he didn't sell any to me that day. You see, he was young at the business, and the next time he came he was so nice that I had to order a lot of things just to encourage him to be good."

* * *

A hardware salesman relates the following bit of personal observation: He was selling a bill of goods to a couple of young men who were going to open a hardware store in a town of Southern Indiana, in which both were strangers. After the order was made out, the two consulted a moment, and then one said to him: "See here, you're an old man and have been around a great deal, and Bill and I have taken a liking to you, and we wanted to lay a few things that we had agreed upon before you and get your advice."

"I shall be only too glad to serve you," said the salesman.

"We'll have a drink first," said the speaker, as he pulled a flask from his pocket. After the honors had been done, the three sat down, and the spokesman continued:

"Bill and I are willing to work, and we want to make a ten strike. We want to hit all classes where they live, and make as many friends as we can, and so we have decided to divide it up this way: Bill is to be a Democrat and I a Republican. I am to pitch in and join the biggest church in town and teach in Sunday school, while Bill is to do a little drinking and card playing with the boys, and take in all the dances and things of that kind. Bill is to be a free trader, while I pitch in red-hot for protection. I am married, and my wife

will rush the sewing societies and church sociables, while Bill has promised not to get engaged for three years, and to take all the girls sleigh riding, and treat them to the ice cream."

"All the bills," put in Bill, "for sleighs, ice cream and so forth come out of the firm. Eh, Jim?"

"That's right, Bill. So does the church money and the sewing societies. Is that right?"

"It is, Jim," nodded Bill.

"Now tell us, old man," said Jim, anxiously, "how you think the scheme will work?"

The salesman pondered for a moment. Then he said, judiciously, "Well, boys, I think it's a good plan. But I see one unfair thing about it."

"What's that?" asked the two, anxiously.

"Why, Bill seems to be getting the best part of the bargain."



A Postal Card

Will get you prices on the best store stools made.

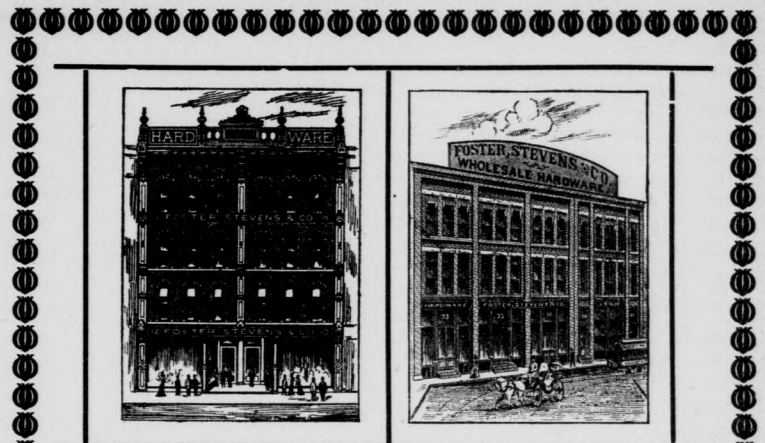
BRYAN PLOW CO., Bryan, Ohio
Manufacturers

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



Sporting Goods, Ammunition, Stoves,
Window Glass, Bar Iron, Shelf Hard-
ware, etc., etc.

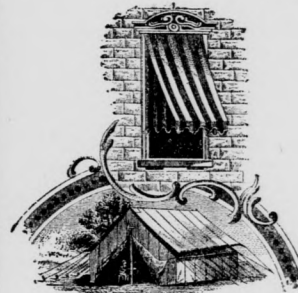
Foster, Stevens & Co.,

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

10 & 12 Monroe St.

Grand Rapids, Mich.

AWNINGS AND TENTS



We carry the latest patterns in awning
stripes. We rent tents of all descriptions.

Oil Clothing and Flags
Horse and Wagon Covers

Harrison Bros. & Co.'s Paints and
Varnishes are the best.

Mill Supplies

THE M. I. WILCOX COMPANY

210 to 216 Water St., Toledo, Ohio

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.

A Dollar Saved Is Two Dollars Earned

INSIDE ARC LIGHT
1000 CANDLE POWER
 $\frac{3}{4}$ ¢ PER HOUR

SINGLE INSIDE LIGHT
500 CANDLE POWER
 $\frac{1}{3}$ ¢ PER HOUR

OUTDOOR ARC LIGHT
1000 CANDLE POWER
 $\frac{3}{4}$ ¢ PER HOUR

WE CAN SAVE 75 PER CENT. ON YOUR LIGHTING BILL

Do you want that saved you? Others are taking advantage of it and you should. We save you enough in six months to pay the entire cost of your plant. Read what others say.

Belleville, Ill., Jan. 21, 1902.
Gentlemen:—In reply to your question of "How do you like your light?" I will say that having one in my place of business since March 17, 1901, I am able to testify that no other lights are as safe or give such satisfaction at so small a cost. With a 2 gallon tank I run three double lights and one single one from 5 to 12 o'clock every night with 20¢ worth of gasoline. With proper care the plant will last a lifetime. All repairs consist of replacing mantles and in ten months my outlay was about \$5.
Yours respectfully,
M. E. LAVAME.

Send for "What We Say" in regard to price and good propositions
THE PERFECTION LIGHTING CO., 17 S. Division Street, Grand Rapids, Mich.

Clothing

Woman's Superior Knowledge in the Purchase of Men's Clothing.
Written for the Tradesman.

Almost any man of ordinary intelligence and a proper amount of stamina will admit off-hand that his wife is a creature of imagination. He may go further and include his mother-in-law as well. And, again, if he is a person of great perception and of deep insight into all matters pertaining to the human mind, his classification may comprehend mankind in its entirety. And should it happen that he is a salesman, or one upon whom devolves the duty of bringing people to his way of thinking, it may easily be that he has pretty firm ground for his position.

I recently talked with a young man of experience in palming off inferior goods upon a suspecting public and he told me things that make me think that some merchants run their stores a good deal like the average circus, under the impression that people must be humbugged in order to be thoroughly satisfied. This man says he can make his wife or his cousin or his grandmother think that some of the recent styles of cotton goods are made of silk and keep her thinking so for a good while, too, and if, in the end she finds that it is of a different fabric, he will be able to convince her that she had it from some other dealer. Then he told me a story or two, by way of illustration, perhaps, that I should consider "important if true."

Mrs. Giles Poppingill dropped into the store where he draws his salary and bought a pair of \$2 shoes. She did not try them on at the time for she wanted to take them home, as her "man" is an excellent judge of leather, and she considers no shoe deal complete without his final sanction. So nothing more was heard of the matter until one day she walked in again, threw the shoes upon the counter and announced that they were so narrow that she couldn't wear them. She had tried them on to a finish, so she claimed, but it was no use. So our clerk took them in hand and hunted for some that had been constructed on a wider last, but to his sorrow found none in stock. In desperation he smuggled the shoe stretcher under his coat, took it and the returned shoes out into the back room and in about three minutes returned with what he claimed was another pair of a little better quality, but which she could have in even trade for the others. Mrs. Poppingill said she liked their looks, approved the quality, so far as her limited knowledge went, and said that if they fitted her, she would just as lief have them as the kind she had returned. So she went blithely upon her way and when seen some time afterward, averred that "them air was the best fitting shoes that ever happened." "And that," says the shoe store clerk, "certainly proves that a woman doesn't know one shoe from another and wouldn't admit it if she did."

Then this mercantile acrobat went on to tell about the Willoughby Arkells.

"You see," said he, "Arkell has a wife who rather prides herself on being the best business woman in the State. She makes all the important bargains and as he regularly hands over his wages to her, she settles all the bills. Half the people who sell her stuff don't know whether she has a husband or not, which, in a town of this size, is just a little unusual.

"Not so very long ago Arkell happened to be down town one evening and bought a load of wood from the drayman, telling him where to deliver it and that Mrs. Arkell would pay for it upon arrival. Well, the drayman was skeptical about the matter, thought Arkell was an imposter or something I suppose, so what does he do but go up to the house and see the lady before he filled the order. She told him that in this case it was all right, but for him to be very careful, because she wouldn't promise to pay any more bills of her husband's contracting.

"But what I started out to tell about was the way I had to manage to sell her a suit of clothes. She came in one day and said she wanted some for Willoughby, and they must be pretty good. Willoughby couldn't come in himself very well, so he would try them on at the house. It must be a thirty-six coat and the pants thirty-eight—thirty-two.

"Not thirty-eight waist for that man?" said I.

"Yes, that's just the size," said she.

"You mean thirty-two or thirty-three," said I. "A thirty-eight pants would go around him twice and tie behind."

"Well, she finally said she'd take the smaller size if I was so sure, for she admitted that she might have misunderstood him as to the waist measure, so she took the things along and went home.

"But right after noon the kid came back with the pants and said that his father couldn't get into them at all and that he must have a a thirty-eight or forty size. The boy didn't know whether or not they had been tried on, but it didn't make any difference. His father knew what he wanted, he guessed, and he wasn't going to pinch himself up for nobody. So I sent up a pair with a thirty-six waist that I knew must be a mile too big for him, and told the boy to have his father be sure to try them on before he sent them back.

"You see, I wouldn't have been so cranky about it, only we didn't happen to have a pair of the size he asked for in the store, and knowing he was mistaken I hated to miss a sale on account of his notion. Well, I thought the thing over and made up my mind that just as like as not the pants would be back in the evening, because the Arkells seemed to be so stubborn that I reckoned they wouldn't try on any pair that hadn't the right label, so the last thing I did before going to supper was to take the 32-32 ticket off the first pair he'd had and sew on one that read 40-32. Then I laid them one side and waited to see what would happen.

"Sure enough early in the evening in came Mrs. Willoughby Arkell with the 36 pants. She seemed a little annoyed and told me that Willoughby must have the size he wanted, and that if we hadn't them in stock we'd have to get some at once or return her money, for he wasn't the man to grow corns on himself wearing tight clothes and I ought to know it.

"So I apologized for having made her so much trouble and did up the ones with the 40-label. Mrs. Arkell took them home with her and she has always had a "good one" on me about that deal, for she says the garment she got the last time was just right and fitted like a glove. And she wants me to remember that she knows what's what when it comes to buying men's clothing!

George Crandall Lee,

Wile Bros. & Weill

Buffalo, N. Y.

Manufacturers of

Men's, Boys' and Children's Clothing

M. J. Rogan will be at the Morton House, Grand Rapids, Mich., from Monday morning, May 26, until Thursday morning, May 29, and will pay customers' expenses to come and see our fall line of Suits and Overcoats.

The Peerless Manufacturing Company.

We are now closing out our entire line of Spring and Summer Men's Furnishings at reduced prices, and will show you at the same time the most complete line for FALL and WINTER consisting in part of

Pants, Shirts, Covert and Mackinaw Coats, Sweaters, Underwear, Jersey Shirts, Hosiery, Gloves and Mitts.

Samples displayed at 28 So. Ionia St., Grand Rapids and 31 and 33 Larned street East, Detroit, Michigan.



This is to Certify

That these Trousers are guaranteed custom tailor made, perfect fitting, stylish cut, joined in the seat by double stitching with Belding Bros.' best silk and stayed with double linen, which insures against ripping no matter how great a strain there may be on the seat seam. The buttons are sewed on by hand with linen thread and can not fall off. The hip pockets can not gap as they are stayed and stitched to the waist band seam. These are the only Trousers in the world fitted with the celebrated

Vineberg Patent Safety Pockets

which permit nothing to drop out and are proof against pickpockets.

MANUFACTURED BY

The Vineberg's Patent Pocket Pants Co.
Detroit, Mich.

Sold by All First Class Clothiers.

Wm. CONNOR, Western Michigan Agent,
Grand Rapids, Mich.

Seasonable Things to Display in Windows.

The opening of a summer season offers the window trimmer an unlimited field for operations. Everyone is experiencing the longing for out-of-door life. On the street cars and trains, in the office and during the lunch hours, the summer vacation is a favorite topic of conversation. When it has reached this stage it is a poor window trimmer who can not draw trade by his displays.

With the wealth of outdoor sports, from "pure loafing" on dress parade, through golf, tennis, fishing and all, to draw from, certainly there is every reason for the trimmer to fairly revel in the joy of living. Outing clothing, for instance, in the light-colored homespuns and flannels, set off by the brilliant colors demanded by the unadulterated "golf fiend," offers fine material for display. A few well-selected outfits, including suits, hats, gloves, etc., made a very attractive window recently shown in Chicago.

The base ball season is with us. It has formally opened. Few towns are without a base ball team of some description. The dealer who caters to this athletic feeling by showing in his window some kind of base ball uniform for the small boy admirer of "the team" is bound to hear from it. For if the fond parents are not utterly deaf to the boy's importunities, that merchant will do business with the members of "our nine," composed of proud, dirty-faced lads, who usually lose, but never care. They are the only pure devotees of sport, anyway.

College sports are now occupying the attention of college men and alumni. The latter as a rule are as enthusiastic over the prospects of their base ball and track team as they ever were. College colors are sure to attract the attention of these admirers of sport. In university towns the merchant who makes the most of college spirit and the college colors in his decorations will surely reap the harvest. And in these days of the state university, there are few towns in the country which do not contain alumni, who will stop at the sight of their banners and colors in any store.

A window recently shown in a furnishing goods store was something worth going to see. The display was simple in the extreme, but the man who arranged it was an artist. The articles shown were white negligee shirts, blue foulard ties and white, open-work socks with black figures. The display was tastily arranged about a center unit composed of two of the shirts on a mahogany standard. Across them, falling gracefully to the floor, was one of the

blue ties. The other articles were draped about this central figure.

When it comes right down to it, the white shirt makes the tasty window. With dark-colored ties they produce a display that will not fail to attract those who are lovers of simplicity and richness.

Novelties in tan-colored neckties are being shown in a great many windows, along with tan-colored shirts. Apparently this sort of tie will be popular with the "summer man."—Apparel Gazette.

The Truth Now in Fashion.

A party of traveling men were discussing the whys and hows of things in a cozy way at a certain hotel not long ago. They represented various lines of goods and their conversation was of a desultory character. Nothing of striking interest was vouchsafed until a little clothing man remarked that he had, during his trip, noticed that it was becoming "quite the fashion, in the retail stores, for the employers to insist upon salesmen telling the exact truth."

The present writer was one of this party and in his innocence remarked that he had always imagined that truth telling was a la mode, whereupon the clothing drummer replied, "Yes, but I never knew it to be quite so modish." The present writer records this incident because the reply was so witty and not because of any moral the story contains.

Tearful Occasions.

George Heinzelman, who has developed into one of the best story tellers on the road, was sitting at dinner recently when he sampled some very warm horseradish. The tears came into his eyes.

"That reminds me," he said to the salesmen who were gathered around the table, "of the man who sampled tabasco sauce for the first time. He filled a spoon with the hot mixture and drank it. His eyes at once filled with tears."

"What are you crying for?" asked his companion.

"My mother is dead," was his reply.

"A few minutes later he induced his companion to try the tabasco. When his friend's eyes became watery, he asked him why he was crying."

"Because you did not die when your mother did," said his companion."

Wise in the Ways of Women.

Mrs. Darley—You are so late. You should have been here two hours ago. I got so tired waiting for you.

Mrs. McBride—I'm very sorry, dear, but I came as soon as ever I could. You see Jack gave me his coat to sew a button on this morning before he went to the office.

Mrs. Darley—I see! Were the letters so interesting as that?

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.

A Summer Light

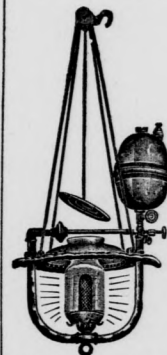
For Stores, Halls, Homes, Schools, Streets, etc., that will light but not heat or make your premises like an oven.

Brilliant or Halo Gasoline Gas Lamps

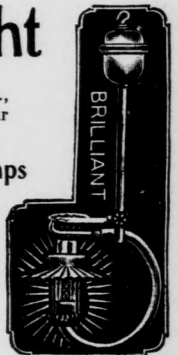
Having sold over 100,000 of these lamps during the last four years that are giving such perfect satisfaction, we are justified in making this claim and that we have the best and only always reliable lamp in the market. A 15-foot room can be lighted by one Brilliant lamp, or a 40-foot hall by one Halo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

15 to 30 cents a month

No heat, smoke, smell or greasy wick.



Halo Pressure Lamp
500 Candle Power



100 Candle Power

Brilliant Gas Lamp Company

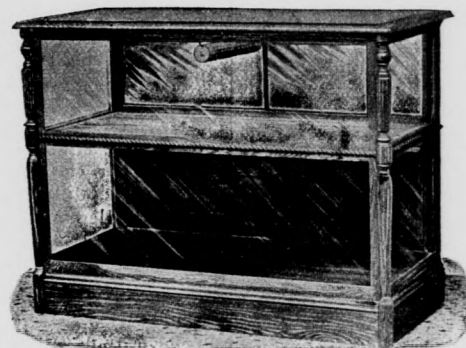
George Bohner

42 State St., Chicago

Grand Rapids Fixtures Co.

One of our
Leaders
in
Cigar
Cases

Write us
for
Catalogue
and
Prices

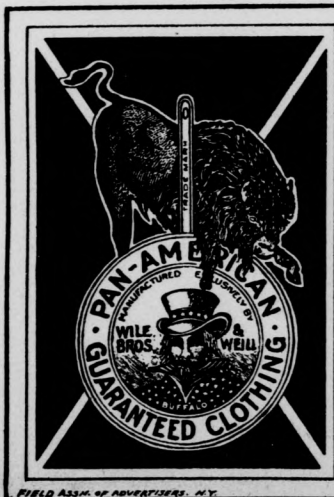


No. 52 Cigar Case

Corner Bartlett and South Ionia Streets, Grand Rapids, Michigan

Shipped
Knocked
Down

Takes
First Class
Freight
Rate



Men's Suits
and
Overcoats
\$3.75 to
15.00

\$5.50
\$7.50
\$8.50
lines are
extra swell

PAN-
AMERICAN
GUARANTEED
CLOTHING

MANUFACTURED BY

WILE BROS. & WEILL BUFFALO N.Y.

DETROIT OFFICE - 19 KAUTER BLDG. M.J. HOGAN IN CHARGE

Is a sure thing for all the time.

It has a record—six seasons of phenomenal success—the greatest selling and money making line of clothing in the American market.

You don't have to worry about being "caught with the goods" when you have Pan-American Guaranteed Clothing.

Salesman or samples—which will we send?

Woman's World

Winning the Fancy of the Fair Sex.

A lovelorn youth writes me a pathetic letter, saying, in effect, that he is persona non grata with the fair sex and asking what he must do to be popular with women.

This is a hard question to answer. There are many women of many minds, and they each have a different mind about man. The style of masculine beauty that appeals to one woman does not please another. The charms that set one maiden's pulses aflutter leaves another with the marble heart. The qualities that fascinate plain Maria may repulse frivolous Marie, and so it goes, and, instead of there being a frantic struggle for one particular man, a chime of wedding bells ring forth, and every girl has the secret satisfaction of pitying all other women because they did not get her particular Jack. The most jealous wife I ever knew was a woman who had married a husband so homely and so cranky that no other woman would have had him if he had been gold-plated and presented to her on a silver salver, yet the poor wife spent her life in the miserable belief that every female she met—young or old—was trying to snatch her treasure from her.

There is no disputing about tastes—particularly about men.

But this is generalizing, and my correspondent comes right down to facts and asks: "How can I become a winner with the girls?"

Perhaps the secret of popularity with our fellow-creatures must always remain the one unfathomable mystery. In the old days—before she lost her French accent—Anna Held used to sing a little ditty that said, "For I have sooch a way wis me," and that has always seemed to me about as clear an analysis of the reason we like one person and do not like another as has ever been given. A man—although I doubt it—may be able to reason out why he loves a woman; but as far as women are concerned, we never have the ghost of an idea of why we like a man. He may not be clever, he may be as homely as sin and as poor as a church mouse, but he "has sooch a way wis him," and we get up and leave our comfortable homes and follow him to the ends of the earth.

And, heaven help us! we do not know why we are doing it, any more than sheep know why they follow their leader over a wall. It is simply blind instinct.

I take it, however, that it is precisely these winning ways that my correspondent desires to cultivate, and that he wants to know, from a woman what qualities in a man are most attractive to women.

Our hero says that girls do not care for his society—that the ungrateful minxes will calmly turn their backs upon him while they eat his candy and talk to another. Let us see if we can help him.

In the first place, it does not matter whether he is handsome or not. Very few women care for beauty in a man. It is a poaching on their own preserves that they resent. Besides, the vanity of a handsome man, compared to the vanity of the vainest woman that ever lived, is as moonlight unto sunlight or water unto wine or any other weak and innocuous imitation to the real thing. It is never-ending, all pervasive, utterly unsatisfiable, and leaves him no room to notice the appearance of any other

human being. It is worth bearing in mind that, almost without exception, the great heart-smashers of history have been men who were not only plain of face, but some of them grotesquely hideous. Titania, falling in love with the creature with the head of a beast, was not such a midsummer madness as the poet would have us to believe. No doubt, when they sat upon the flowery bank, he spent the time telling her how beautiful she was, instead of expecting her to wear herself out pitching bouquets at him.

But while mere regularity of feature in a man counts for but little in attracting a woman's fancy, a man should always be well-groomed and well-dressed. Nothing on earth but the grace of God keeps a woman in love with a man with a two-days' stubble of dirty beard on his face. Married women stand this because they can not help themselves; but no girl wants a slovenly, untidy man who looks as if he needed to be run through the laundry hanging about her. All the mocking at the word "dude" comes from masculine lips. No woman join in that chorus. On the contrary, she feels that the man who comes into her presence ill clothed, dirty, neglected looking, not only shows disrespect for her, but indicates that he lacks judgment, industry and progressiveness. For that is exactly what being ill dressed now means. The man who goes about with trousers too short in the legs, a coat that looks as if it had been slept in, lanky, long hair, and an unshaven face, may be a genius, but the chances are 999 out of a thousand that he is just simply too lazy and thriftless to take care of himself and no dainty girl wants to waste her time on a hobo beau.

Another thing that women like—and it is an attraction that any man can acquire—is a certain savoir faire that makes him equal to any situation. A woman likes a man to know how to offer her a chair, to help her on with her wraps, to order a little dinner. And she hates, with unspeakable loathing, the fellow who is always making scenes in public, who gets in rows with the theater usher over a mistake about the seats or the street car conductor about the change or who sits up like a graven image of wrath every time anybody drops in while he is calling.

"Chump!" says the girl to herself; "he hasn't enough sense to know that only the ignorant have to fight to get their rights!"

Women like generous men, but even girls have a contempt for men who spend more than they can afford. It is not the youths who waste all their substance on bonbons and theater tickets and violets who are the most popular with the fair sex. Every girl has what she calls her "candy beau," but she seldom marries him. The best way to touch a girl's heart is not by upsetting her digestion. An important point to remember just here is that the man who would curry favor by means of gifts must give discreetly. A woman would rather have a present that cost 5 cents if it represented some especial taste or fancy of hers than one that cost \$50 if it was something that had no personal significance.

In conversation, cultivate a happy medium. Be neither a continuous monologue performer nor yet a clam. Before you take the floor and devote hours to expatiating on how you can keep books or play ping-pong or take snapshots be sure the girl is really interested in you. After a woman is in love, she

Chimmie Fadden

10 cents a pound in cases or cans

MANUFACTURED BY

National Biscuit Co.

Grand Rapids, Michigan



A famous merchant once said: "You must love your goods to sell them." That's the idea. The man who loves his goods, not as a miser, but as a merchant, can sell them. He can sell them in the store or through the papers. He talks from conviction. He is in earnest. His belief kindles belief in his hearers and his readers and that is what makes sales.

can sit entranced for days listening to a man tell about the kind of collar button he wears; but if she is not in love, a steady stream of personal reminiscences gets on her nerves after the second hour, and she wants a change and a chance to talk about herself.

For pity sake, though, help out with the conversation. From the time a girl is old enough to understand anything she is taught that her chief end in life is to entertain man, and everywhere you go you can see her conscientiously at work trying to do it. Every mother's daughter of us knows what it is to labor and perspire and toil trying to make conversation with some man who is just as unresponsive as a store dummy, and as silent as the Sphinx. It is not a fair division of labor and, if a man wants to see true gratitude, let him chip in and help roll the conversational ball along.

"Be bold, be bold, be not too bold." Women hate a timid man and they despise the one who takes it for granted that he has only to throw the handkerchief to have every girl scramble for it.

Learn how to pay compliments as if you mean them. Do not apply flattery with a trowel. Few women are fools. Do not tell a woman the first time you see her she is the ideal you have been seeking for many years. Seven hundred other idiots have told her that before.

Do not quote sentimental poetry to a girl. It always makes her want to giggle.

Do not give in too much to a woman. If she has good sense she won't want you to sacrifice your ease or principles and, if she is unreasonable, she will respect you for mastering her.

Finally, beloved—and if you forget all the rest remember this—do not stay too long when you go to call. More men queer themselves right here than anywhere else. No living human being is entertaining for more than thirty minutes at a time or endurable for more than two hours at a stretch. In that time any man can say everything he has to say worth hearing and if he lingers along until the clock begins to yawn in his face he is simply defying fate and inviting disaster. Many a good impression is spoiled by too much of it.

And when you get up to go, go as if you were fired out of a gun. Do not linger for tender farewells and last words. Most girls wear shoes three sizes too small for them, and when a man keeps them standing on the doorstep while he makes his adieus, she is not saying, like Juliet: "I could say good-bye, good-bye, 'til it be morning." On the contrary, she is regretting that all the stories about papa's boot and the

swift waft out are fiction instead of fact and she would be willing to pay out good money to anybody who would accelerate Romeo's descent of the steps.

Of course, no general rules can be laid down for winning the fancy of the fair sex. What has been said pretends to be no more than the most elementary facts, but a guarantee goes with each suggestion that it will work.

Dorothy Dix.

Pointed Paragraphs.

Idle talk is always getting its work in.

If things fail to come your way, go around and head them off.

It is better to marry a crying woman than a hair-pulling one.

No man admires a doctor's generosity in prescribing large doses.

People who never worry are entitled to a lot of credit they never get.

Reform is a medicine that every politician wants the other fellow to take.

When a man gets up in the world a good reputation often comes in handy as a parachute.

One trouble with the "still small voice" is that it has an emphatic way of refusing to keep still.

There is no question as to the goodness of the small boy who has no desire to throw stones at a yellow dog.

If the average man was as good as he thinks other men ought to be it wouldn't be long until his vanity made him top heavy.

Looking For Something Different.

He was pleading his cause earnestly. "I am wealthy," he said, "and could make ample provision for you."

She nodded and checked one point off on her fingers.

"I have had experience with the world," he continued.

She checked off another point.

"I have passed the frivolous point," he went on, "and I have the steadfastness, the age and the wisdom to guard and guide you well."

He paused for an answer.

"The points you make are strong ones," she said, "but they lead undeviatingly to the conclusion that you would make an excellent father for me. You have all the necessary qualifications, but just now I am looking for a husband."

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.

We are making a fine line of

High Grade Package Goods

as follows: Elk Brand, Viletta, Marie, Bermudas, Toasting Marshmallows, Mignonetta, 10c package, and the Famous 5c package Favorite Sweets.

Straub Bros. & Amiotte

Traverse City, Michigan

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.

SOUVENIRS

Souvenirs

They'll catch the eye.

How often you have a call for Souvenirs of your town. Why not have them?

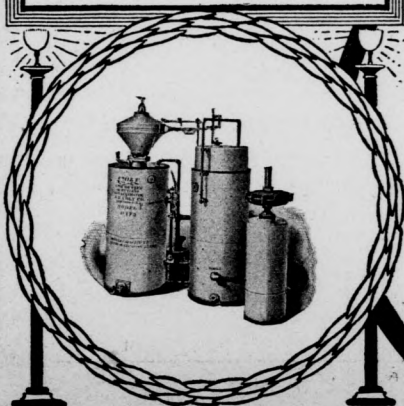
The name of your town or photograph of any public building or place of interest. They are Great Sellers.

We are the largest Souvenir people in the country. Write us or ask our travelers.

GEO. H. WHELOCK & CO.

South Bend, Ind.

Colt Carbide Feed Generator



Does YOUR Store Suffer by Comparison

with some other store in your town? Is there an enterprising, up-to-date atmosphere about the other store that is lacking in yours? You may not have thought much about it, but—**isn't the other store better lighted than yours?** People will buy where buying is most pleasant.

ACETYLENE

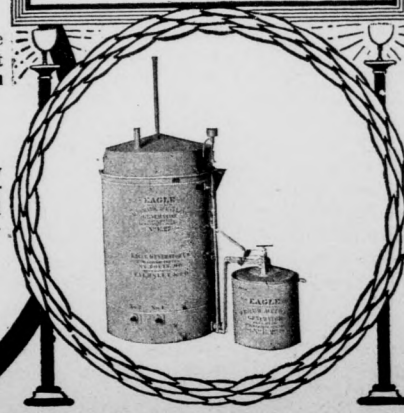
lights any store to the best possible advantage. It has been adopted by thousands of leading merchants everywhere. Used in the city as a matter of economy. Used in the country because it is the best, the cheapest and most convenient lighting system on the market. Costs you nothing to investigate—write for catalogue and estimates for equipping your store.

Acetylene Apparatus Manufacturing Co.

157 Michigan Ave., Chicago

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

New Model Eagle Generator



Dry Goods

Weekly Market Review of the Principal Staples.

Staple Cottons—So far as the general demand for staple lines of cotton goods is concerned, there is little change since our last report. The market is quiet, the buying on the part of the jobbers, cutters-up and converting trade being on a fair scale only. There seems to be an entire absence in the home trading of any features of importance; and as for export account, there is at present writing no life whatever beyond occasional enquiries. The number of enquiries that came to hand from the exporters raised the hopes of the agents in regard to the probabilities of business from this source in the very near future, but they were too stiff with prices evidently, for nothing of consequence materialized. There was, to be sure, a little purchasing, but not enough to be considered of any consequence. This will probably develop later, the time depending upon how soon the two sides of the market can agree on terms. Occasionally there come to hand fair orders for coarse colored cottons, particularly for denims. This side of the market has been quiet for some time past as compared with the great activity that previously existed, although a scarcity of supplies prevented large transactions very effectually. This still continues and buyers even now are finding some difficulty in placing their orders, and there is little to be found in the way of ready supplies that are desirable. There are, however, some low grade tickings that are in good supply, and buyers find it easier to negotiate for them. Heavy brown cottons are in light request, but steady in tone. Fine brown sheetings are quiet and firm. There are no new features to report in regard to bleached muslins, a quiet, uneventful trading continuing at previously reported prices. Bleached cambrics show a fair business in the leading tickets, and prices are firm.

Dress Cottons—The market shows but small advances in the way of openings for fall business in fancy calicoes, but there is fair business under way for full standard fancies, also for lower grades. There really seems to be no reason why buyers should hesitate for the prices named seem to be as low as the buyers can expect with print cloths in their present condition, and even on a basis of 5½¢ for the best fancy calicoes, there is very little profit for the printers on the present basis for printed cloths. The demand for staples for quick delivery and also for light fancy calicoes has been on a moderate scale and shows no special features worthy of mention. In other lines of printed goods, ginghams and woven patterned lines, the market has remained quiet at prices previously reported.

Dress Goods—Developments in the initial dress goods market since last writing have been of an unimportant character. There is, of course, some little business coming forward all the time from jobbers and garment makers, but it is of a piece-meal character and small in aggregate volume. The buyer, as a rule, appears to have pursued his selection of fall fabrics as far as appears to him to be consistent with safety. The Eastern jobber and the garment manufacturer are laboring with uncertainties on the fabric question and are therefore inclined to feel their way carefully. They have made a fair volumed provision for their requirements as far as

staple effects are concerned but in no direction have their purchases been particularly liberal. They are awaiting developments before committing themselves further than they have done already. The retail trade of the Eastern States does not appear in the least hurry to make provision for its fall requirements; the retailer's attention appears to be centered almost entirely on the current spring retailing, which, according to certain accounts, has not been up to expectations. The apparent apathetic attitude of the Eastern retailer to fall goods may prove to be only a temporary factor. The weather conditions of the past two or three weeks have not been without an effect, and a continuation of satisfactory atmospheric conditions will give the spring business an impetus which is calculated to instill confidence and action into the retailer.

Linings—In the general line of cotton linings the market has seen a quiet week. Neither the dry goods trade nor the clothing manufacturers have placed orders that are of particular consequence although small purchases have been made with fair frequency. The tone of the market throughout remains steady. Silesias and percalines are pretty well sold now and firm in price, and reports from several converters seem to show that they are rather short of ready supplies. Kid finished cambrics are somewhat unsteady in price in some places being quoted at 4c for 64s, while in other places they can be bought for 3½¢ per yard. Business in mercerized and similar fabrics has been quite good and nearly all lines have been firm in price.

Underwear—The underwear market is not only still very firm, but advances are being made with some frequency. There is little trouble in securing the advances named, although it has possibly had the effect of quieting the trade in fleeced goods. Quite a large number of the mills report that they are well sold on heavyweight underwear and do not care to accept further orders under any circumstances. It is very evident that many buyers are anxious in regard to the fall season; in fact, one large buyer remarked that he believed he had far underestimated his needs, and that before he quit buying for the fall, he should probably double his original purchases if not more. The jobbers, as is usual, have taken orders from their customers for more goods than they have on hand, naturally expecting to be able to duplicate them, although not sure of what prices will rule, but on some of these lines they find that they can not duplicate at any price and they will have to cancel their orders with the customers, or readjust them on some other lines. All of these features, which are well known in the market, tend to strengthen it in every part and even lines that earlier in the season were considered quite "impossible," have taken a new lease of life; the result of all this is that the buyers are feeling very anxious about the fall season, and are far from sure of being able to supply their trade with goods of any kind, and some of them are resigned to facing a shortage.

Hosiery—There is considerable anxiety just now on the part of the buyers in regard to the delivery of hosiery, not that deliveries are much behind as yet, but buyers want goods even before the dates promised and furthermore they fear that delays are likely to occur a little later that will seriously interfere with business; even now they are making complaints where delays are only a few

Two Cents



will make your wants known to us. Thirty-six years of experience will enable us to properly understand them. If you come to this city call on us. We need offer no apology when we show you our stock of Piece Goods, Notions, Underwear, Shirts, Pants and Overalls. We are abreast of the times. Why not try us on your next order?

Grand Rapids Dry Goods Co.

Exclusively Wholesale

Grand Rapids, Mich.

Formerly Voigt, Herpolsheimer & Co.

THE FRANK B. TAYLOR COMPANY

IMPORTERS AND MANUFACTURERS' AGENTS

135 JEFFERSON AVENUE

DETROIT, Mich.,

May 21, 1902.

MR. MERCHANT,

Dear Sir:

"Decoration Day" will soon be here. How about a few FLAGS? Get your order in early.

UNITED STATES FLAGS

PRINTED MUSLIN, MOUNTED ON STICKS

Full number of stars. Best quality, fast and bright oil colors, will stand rain.

No.	gross	doz.	No.	gross	doz.
1, 2 x 3 in.....	\$ 13	\$ 02	7½, 12 x22 in.....	2 75	30
2, 2½ x 4 in.....	17	03	8, 14 x24 in.....	3 13	35
3, 3½ x 6 in.....	30	04	8, 18 x27½ in.....	4 40	50
4, 4½ x 7½ in.....	40	05	9, 20 x36 in.....	7 60	75
5, 6 x 9½ in.....	72	08	10, 27 x43 in.....	11 00	1 25
5½, 7 x10½ in.....	94	10	11, 30 x50 in.....	1 50	
6, 8 x14 in.....	1 40	15	11½, 36 x56 in.....	2 00	
7, 11 x18 in.....	2 15	25			

SEWED WOOL STANDARD BUNTING UNITED STATES FLAGS

These flags are made from the best quality of bunting, and finished in the very best manner. Stripes and seams double sewed. Muslin stars sewed on both sides. Strong canvas headings, double corners and with nickel plated grommets, in sizes up to 10x15 feet, and the larger sizes with Manila rope.

3 feet by 5 feet, each.....	\$1 60
4 feet by 6 feet, each.....	2 25
5 feet by 8 feet, each.....	3 10
6 feet by 10 feet, each.....	4 25

THE FRANK B. TAYLOR COMPANY.

days behind, and telegrams and letters are continually passing in regard to this. The market is of course very firm throughout, although the advances that have been made were too late to benefit the mills materially, as their product was pretty well sold up. The situation is a good one for next season, however, and better prices can be obtained if the agents take the correct course.

Carpets—Although the carpet situation is at this writing unchanged, perhaps by the time these lines reach the reader the new prices will have been made known and the new season fairly started off with a goodly amount of initial orders. Until this is made certain, there is little that can be said regarding carpets. The trade to-day, while very busy cleaning up old business, are giving their undivided attention to making ready for the new business, which, it is anticipated, will be of an unusually large volume. What commands the most interest just now throughout the trade is the talk of better prices for the new goods, although what has been said is merely talk based on trade conditions, with no certainty that the views entertained will materialize. It seems reasonable to-day that, with the difficulties which manufacturers are experiencing with the labor question, carpet prices should advance very materially over those of the spring schedule, but whether they will do so or not is a question that is up to the New York jobbers to decide. Not only will the labor costs show a very material advance, but the cost of supplies will show at least an equal advance. The $\frac{3}{4}$ men will be compelled to pay at least three cents a pound more for their jute for the making of the carpet backing and perhaps a trifle more for their filling wools than they did a year ago. Ingrain weavers, if they make cotton mixed carpets will find that the cost of warps will show a very large advance over what was paid a year ago and the wool yarns, for example, 60 yard double reel, will continue to be quoted around the stiff price of 23@24c. In New York jobbing circles, very little pertaining to carpets is openly discussed. The big factors of the trade are wont to give as little light on the situation as possible and just what course they will take in regard to the new season is a thing that is impossible to say. It is quite generally known that the Smith people have a fairly large supply on hand of velvets and ingrain, but whether the surplus stock is sufficient to warrant holding down prices on the same is not known. On the whole, however, the situation there is as favorable as can be wished for and the feeling is very strong for better values. The Philadelphia carpet weavers, the $\frac{3}{4}$ men as well as the ingrain weavers, are beginning to feel the effects of the uneasiness displayed by the working classes through the advance in the prices of the necessities of life. As the result of the refusal of the demand of the workers on $\frac{3}{4}$ carpets, the manufacturers of Philadelphia in several instances have been obliged to shut down their plants entirely and there promises to be no settlement of the difficulties until the demands of the workers have been complied with. The Philadelphia ingrain workers have given notice that they will expect an increase in wages on and after June 1, and it is believed that rather than have a strike the wishes of the operatives will be complied with. That is the feeling at least, but the manufacturers themselves do not wish to be quoted.

Win Customers by Patience and Tact.
Written for the Tradesman.

A customer came into the store and looked around, as most people do when they enter such an establishment. I asked him what he wished and he said he would like to look at some boys' shoes. I asked him what size he wished and he said size 4. I took down two pairs of boys' shoes, one at \$1.65 and the other at \$1.40 per pair. He looked at both and was not satisfied with them. I asked him if the prices were too high and he replied that they were not. He said he would come in later on. Now, I disliked to have this customer go out without purchasing anything, after he had talked of buying a pair of shoes. I looked my stock over and found a pair of size 4 which had been in stock a long time. The shoes cost me wholesale \$1.75. They were extra good quality box calf, but as they had been in stock a long time, I thought I might as well close them out cheap. I showed them to him and he looked them over carefully and asked the price. I told him he could have them for \$1.25. He thought a while and then said he would only give me 75 cents for them. I told him politely that the shoes were an extra good quality and worth a good deal more than I asked for them. He would not listen to my story and said they were only worth what he was willing to give for them. I told him I could not sell the shoe for any less than \$1.25. He appeared to be a little angry, but I talked with him and cooled him down a little and he was all right again. Finally, he said he would go somewhere else and see if he could not do better. He left the store, but in about fifteen minutes came back and asked if I were going to let him have the shoes for 75c. I politely informed him that they could not be sold for any less than \$1.25. I told him positively that the shoes were worth \$2.25, but as they were the last pair we had in stock, he might have them for \$1.25. He would not take them and again left the store, presumably to look somewhere else. In about an hour he returned and said he guessed he would take the shoes at \$1.25. I wrapped them up and he paid me for them. I asked him if there was anything else I could do for him and he said he would like to look at some clothing. I displayed our stock and after thirty minutes' examination I sold him a suit of clothes for \$8 and he paid me for them. After a few minutes' talk I asked him if he smoked and he informed me that he did. We went into an adjoining store and I bought the cigars. We smoked a while and talked on different subjects. Finally, he said he would have to go. I told him before he left that he should make my store his headquarters, and he said: "You bet your life I will. Anything I want I am coming right here and buy it of you."

The way to win customers is by the exercise of a great deal of patience and tact. Treat them the best you know how. Had I not reasoned with him when he first appeared angry, he probably would have gone away and never come into my store again, but by politely explaining the qualities of the shoes, he felt better and a good customer was won. It pays to act like a man in a public business place.

Meyer M. Cohen.

Had Given All.

Lawyer (investigating client's story)—Now, you must keep nothing from me. Client—I haven't. I paid you every cent I had in the world for your retainer.

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 $\frac{7}{8}$ 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.

FAMILY COUNTER MARKET CANDY

PELOUZE SCALES

ARE WARRANTED

POSTAL ICE AND COMPUTING

CATALOGUE

PELOUZE SCALE & MFG CO.

132 W. JACKSON BLVD. CHICAGO.

THE CORRECT SHAPE



THE NOVELTY LEATHER WORKS, JACKSON, MICHIGAN

Memorial Day Decorations

We carry a complete line of decorations.

Wool Bunting Flags
Cotton Bunting Flags
Cotton Flags on Sticks
Silk Flags

Ranging in size from 3 inches to 36 feet long. Also Red, White and Blue Bunting by the yard.

P. STEKETEE & SONS
Wholesale Dry Goods
Grand Rapids, Michigan



THE ALLEN LIGHT



It goes in trunk 15x15 in. by 4 ft. outside Arc 1,000 candle. $\frac{3}{8}$ c per hour. Uses common gasoline, 74 test. Fixtures are brass. Generator is under automatic control. Not a gill of gasoline in your building. It is absolutely safe. It is just what you want.

Allen Gas Light Company, 54½ W. Main St., Battle Creek, Mich.

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.

Things We Sell

Iron pipe, brass rod, steam fittings, electric fixtures, lead pipe, brass wire, steam boilers, gas fixtures, brass pipe, brass tubing, water heaters, mantels, nicked pipe, brass in sheet, hot air furnaces, fire place goods.

Weatherly & Pulte
Grand Rapids, Mich.

You ought to sell

LILY WHITE

"The flour the best cooks use"

VALLEY CITY MILLING CO.,
GRAND RAPIDS, MICH.

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

BEHIND THE TIMES.

Keystone Grocer Whose Mind Was a Blank.

Of all dense and colossal ignorance in the world, the most dense and colossal is that of the grocer who takes no trade paper!

How in creation a grocer can get along without taking some trade paper, I can not see! What can he know? What source of information can he have outside of a trade paper?

Of course, he gets a little from the salesmen who call at his store, but what does that amount to? Salesmen are, as a rule, good fellows; I know a whole lot of 'em to whom I would lend money—and have; but nobody ever accused the average salesman of being a particularly well-informed man. As a matter of fact, there is considerable trade information which the salesman may know, but which it is policy for him not to give the retailer.

Such as pending market declines and the progress of co-operative buying. There are salesmen who would keep their trade posted even about matters against their interest, but they are very few.

I sat last week in the store of a grocer who is a good type of what I have said. He does business in a small place of about 2,500 people, in Westmoreland county, Pa., and has not been to either Philadelphia or Pittsburg, he tells me, for three years.

Well, it was a sleepy afternoon, and I had about two hours to wait for my train. I had not any special place to spend it in—I would not loaf in a bar-room, for fear somebody would ask me up, so I settled myself in this grocery store.

"Have you an association in this place?" I asked.

"Building association?" he asked.

"No," I replied; "grocers' association?"

That opened my eyes a little—most grocers would have had grocers' association uppermost in their minds.

"No," he said, "we ain't; and I don't know what we'd do with one if we had it. What do they do—hold sociables?"

Wouldn't that jar you! "Hold sociables!" Then I asked him a question which made the cause of his state of mind plain.

"What trade papers do you take?" I asked.

"Don't take none," he said. "They can't teach me nothing about my business."

I was about to retort that if that was so it was because he was too pesky

dumb to learn, but I thought he might get provoked, so I refrained.

"No," I said, "grocers' associations don't hold sociables exactly, although they hold social affairs sometimes. About the most important thing they are doing nowadays is co-operative buying."

"Co-operative which?" he said.

"Co-operative buying," I repeated.

"Don't you know what that means?"

"No p," he said; "never heard of it. What is it?"

What do you think of that? A grocer living in the great State of Pennsylvania, in a good sized village of 2,500 people who never heard of co-operative buying, and thought grocers' associations were something like sewing circles!

Still, what else could you expect? The man was shut out from his trade world. He had no channel of communication between himself and the doings of his business, except the few more or less informed salesmen who drifted into his store.

I consider him just as isolated, so far as knowledge of his business is concerned, as a deaf, dumb and blind man.

The only difference being that the grocer considered himself a well-formed man.

I then set out to deliberately see how much, or how little, the fellow knew.

I touched trading stamps. He had "never heard of 'em—hadn't the slightest conception of what they were."

I asked him what changes his tea business had undergone as a result of the imposition of the tea duty. He had "heard tell" something about the duty, but hadn't any clear idea of what it was or how much, even. He didn't even know that it was to come off.

I asked him his opinion as to whether it paid a small grocer to use a cash register, and he thought I meant a machine to punch figures in checks.

This seems like a dream, but it is all literally true.

Why was it literally true? Because the fellow took no trade paper. All these things, and many others, would have come to him if he read a paper, but he did not, so his mind was a blank.

He did not know anything about the Munsey chain store scheme or about the methods of the big city cutters or about any other of the several live trade topics I touched on.

Just as I was about to find out whether he knew the war was over I saw it was train time, and had to go.—Stroller in Grocery World.

All Kinds
of
Solid

PAPER BOXES

All Kinds
of
Folding

Do you wish to put your goods up in neat, attractive packages? Then write us for estimates and samples.

GRAND RAPIDS PAPER BOX CO.

GRAND RAPIDS, MICHIGAN

Box Makers

Die Cutters

Printers

OLD RELIABLE **B.L. CIGAR** ALWAYS BEST.
LUBETSKY BROS. DETROIT, MICH. MAKERS

B. J. Reynolds, Grand Rapids, Michigan
DISTRIBUTING AGENT

The "Imperial"

100 CANDLE POWER
GRAVITY GASOLINE
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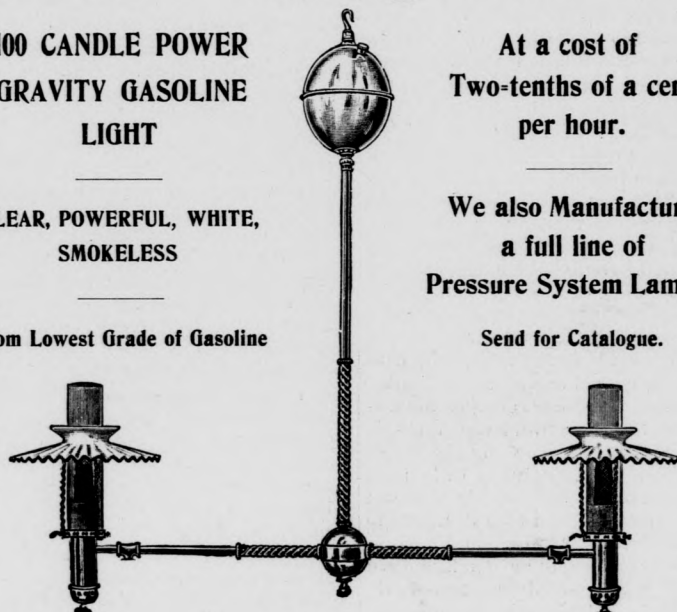
CLEAR, POWERFUL, WHITE,
SMOKELESS

From Lowest Grade of Gasoline

At a cost of
Two-tenths of a cent
per hour.

We also Manufacture
a full line of
Pressure System Lamps.

Send for Catalogue.



The Imperial Gas Lamp Co.

132-134 East Lake St., Chicago, Ill.

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.

Commercial Travelers

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

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

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

SALT AND SAWDUST.

How They Triumphed Over the Furniture Workers.

Grand Rapids, May 20.—The long-expected and much-talked-about ball game between U. C. T. Councils No. 43 of Saginaw and No. 131 of Grand Rapids was played at the Grand Council meeting in Flint, Saturday morning, May 17, and is now a thing of the past. We would say to all "Forget it," else you are apt to rupture your memory trying to recall the many features. It was an exhibition game and about the worst one ever given anywhere. It was simply awful. It is a libel on the national game to call this exhibition base ball. All the slang words in the vocabulary of both George Ade and Billy Baxter would not do justice in describing it. Stuart Robson's Comedy of Errors would not be "in it." This was the real article. There might have been more errors, but we doubt it, for, as it was there were all that could be counted and then some.

The occasion was most auspicious. The day was fine and enthusiasm was at fever heat. About 4,000 people stayed away and those few who were present sneaked away at the first opportunity. The grounds had evidently been used during wet weather as a corral for cattle and were about as smooth as a field of corn stubble. It is not our purpose, however, to make excuses, but to describe the affair as it actually occurred.

They were off with Grand Rapids at bat and "Big" Dan Mercer in the box for Saginaw. Geo. Rysdale, the first man up, hit the ball a redundant plunk and hot-hoofed over to first. Sam Simmons made a good stab and started for first like a Hobo going to a free lunch. John "Coffin" Emery followed with a single to the short field and they were all away on a jump. The ball was fielded to third and, after "Wee Willie" Rysdale had crossed the bag and stood bow-legged and smiling for several seconds, the third base man touched him with the ball and that fat-headed, non-intellectual, cross-section of imported sausage who did the umpiring called him out. That one thing had more to do with the defeat of Grand Rapids than anything else, for it broke their hearts and they went all to pieces.

T. B. Lillie came next to bat and, blinking at the sun, swinging three times at the ball without marring its smooth white surface with a look of mournful regret toward the grand stand where his sweetheart sat, went to the bench. Then Baker took first on four wide ones, and the bases were again full and it began to look like something was doing. A good hit would have brought in two runs and started the fellows with an encouraging lead. Eddie D'Ooge came to bat with a great responsibility resting on him, but he was unequal to the occasion and fanned like a Populist sawing wind at a barbecue. Grand Rapids had lost the golden opportunity and were never again in the hunt.

Saginaw came to bat with their hearts in their mouths for they fully expected to be beaten, but the first man up hit the ball to the left suburb and "Germany" Kolb gazed at it like one who sees the person he owes \$4 and, after getting his hands on the ball, let it pass over his head and roll away. Right here the Grand Rapids team attended a session of Lodge No. 1 Thick-head Union and began making plays that were hideously idiotic.

Pitcher Jack Emery—tall, fat as a match and shaped like a rope full of knots—slipped his trolley and gave two bases on balls. This encouraged the

hostiles, and they gave evidence of bad intentions right from the jump. The next man up for Saginaw hit a puny drive down to second base and Ed. D'Ooge, the brainless wonder, juggled the ball like a kitten playing with a ball of yarn and then let it get away from him and roll to the outfield. George Rysdale next joined the Ossified Coterie Club and exhibited a crystallized intellect by handling the ball like a beef stew, for, after having it in his hands, he decided he didn't want it and threw it on the ground. Then a feeble little grounder that a goat could field with one horn rolled down toward first base and Baker, a chump quiescent, with a chance to retire the side, went after the ball like an iceman at a pink tea and got his bread hooks within about seven feet of the ball as it rolled merrily down stairs toward right. Later in the game, this bloated son of a bank burglar, after catching a man off first base, went bug-house and lost a chance to retire the side.

The first inning closed with the Saginaw team lugging six runs over to the score board and not one of the lot was earned. As far as Grand Rapids was concerned the game was over and, although pitcher Emery settled down somewhat, he was not "at" himself and his support had freckles on it all through the game. The principal offenders were Kolb and D'Ooge, with Fear a close third, and they all deserve monuments of mud. They could neither field nor hit the ball. Kolb missed several easy flies and at bat struck at everything that came on the south side, but his batting average was nit. D'Ooge's fielding was as yellow as the hair of a bleached blonde and he struck out every time at bat. Fear had his boasted record punched full of holes and if he had his hands on the ball once during the game it was because he found it after the runners were all home.

"Old Hoss" Pierce distinguished himself by driving the ball to the race track, entitling him a round trip, but he only reached second base. Frank runs too long in one place; in fact, the stitches in his suit can be read as he runs.

Capt. Sam Simmons caught a pretty good game and batted out a good hit or two, but he stood behind the plate in volcanic eruption until the players grew sore over his muttering and grumbling.

"Tickle Breeches" Lillie didn't do much at third base, mainly because he didn't have much to do.

The game after the first inning baffles description and, aside from a few particularly putrid plays, was unworthy of notice.

John Kolb made the star play of the day. While running bases he led off from first without purpose or reason and, with the ball in the pitcher's hands, started to steal second. With all the head work of a bright red calf and the activity of a stranded whale he floundered around and finally fell down a few feet from second and chiseled up a yard or two of brown sod with his face. Capt. Simmons also did a particularly brilliant stunt on the base line when he wandered off the bag and beseeched some one to kill him. "Dutchy" Fitz Harris, of Saginaw, saw the move and said to himself, "Dot easy ting," and, with a double smile and the ball in his hand, he met Sam and pinned him down one mile and several parasangs from the base. The Captain was certainly guilty of thinking about a fortnight subsequently. He was nearly caught again when First Base man Brown, of Saginaw, tried that old trick known as "catch the sucker" which is performed by walking over to the pitcher to tell him the price of butter and eggs in Goshen and bringing the ball back hidden in his mit.

After the first inning things got so pungent that the air took on a kind of mauve tint and several times the game was called while the ball was dug out of the haze.

The Saginaw team played a really creditable game, considering the little practice they have had, and, although the Grand Rapids boys worked like men lost in a beer tunnel, they had

about as much show of winning the game as a monkey has of singing grand opera. Only seven innings were played and if the game had been completed it is likely that the Flint fire department would have been called to put Saginaw out.

No one attempts to explain the awful slaughter, but over-anxiety and stage-fright seem to have been the principal causes, for it is well known that the boys have played good ball in the past and never before played quite so badly. "Jiggs" Emery usually has an assortment of curves that would equip a mountain railroad, but either he had lost his cunning or the wretched support discouraged him. The umpire, also, was afflicted with a mental aberration—probably paresis—and his decisions were matchless examples of desolating horror.

The Grand Rapids team could probably get much-needed practice by playing such clubs as the South End Juniors, and it is to be hoped they will accept this advice. Then, perhaps, late in the season, they may be in such condition that the infielders could stop a rolling barrel and the outfielders could catch flies without the use of fly paper. If such a time comes Saginaw would doubtless be willing to play a return game.

Score.												
Innings	1	2	3	4	5	6	7	R.	H.	E.		
Saginaw	6	4	0	4	2	5	0	21	6	7		
Grand Rapids	0	3	0	0	1	0	0	4	6	271		

Adam Dubb.

Gripsack Brigade.

Mrs. Will Ephlin, whose husband travels for the Ball-Barnhart-Putman Co., who has been very low as the result of hemorrhages of the lungs, is greatly improved.

"No, I didn't go to the U. C. T. convention at Flint last week," remarked a leading member of that organization, "because I did not feel able to cope with the wretched service of the Bryant House. I have to visit Flint once a month to call on my regular trade and it makes me sick to my stomach every time I enter the dining room of that hotel."

The Oswego starch factory (Kingsford's) has gone into the trust known as the Corn Products Co. and the main office is now in Chicago. All of the old officers and traveling men have received notice that they lose their positions on June 1. Two Detroit men are affected by this change, Theo. O. Leonard and his son, Henry M. Leonard, who have been the Michigan representatives for many years.

Erastus Shattuck (John G. Miller & Co.) has the sympathy of the trade in the death of his son, Ruben DeForrest Shattuck, which occurred at the family residence at 1260 Fifth avenue last Saturday evening. The deceased had been ill with Bright's disease for several years and had been a great sufferer. He was a young man of much promise and would have made his mark in the business world. The funeral was held at the family residence Tuesday afternoon, Rev. Mr. Cooley officiating. The interment was in Oak Hill cemetery.

Frederick Leander Anderson, the handsome shoe salesman, has forsaken the haunts of Northern Michigan, bidden good-bye to the dusky maidens who roam that territory, laid aside his vest of many colors and discarded that famous McGonegal plaid tie, to devote his time and talents to the more lucrative business of manufacturing flour. He purchased a half interest in a mill at Weidman about five years ago, which proved so successful that it became necessary to branch out and Fred has now established himself at Rosebush, on the Ann Arbor Railroad, where the firm purchased a small mill and built an eleva-

tor, and Fred is now buying wheat in that vicinity. His smiling countenance will be missed by his friends and all wish him success in his new enterprise. He will remove his family from Saranac to Mt. Pleasant, from which point he will call on the merchants of the nearby towns.

The Bryant House, which has never been managed in a way to bring anything but discredit upon Flint, appears to have pursued its usual tactics on the occasion of the meeting of the Grand Council, United Commercial Travelers, at Flint last week. After agreeing to provide accommodations for a certain number of Grand Rapids delegates, the manager declined to carry out the agreement, in consequence of which the disappointed visitors were compelled to take up with whatever was left at the other hotels of the place. Those who were deceived by the promises of the management, as well as those who have been made acquainted with the deception practiced, assert that they will never again darken the doorway of the Bryant House. It is exceedingly unfortunate for Flint that she has never had a first-class hotel. She has always been in the same category with Jackson in this respect. Considering the fact that Flint is only a few miles from Saginaw, the poor hotel accommodations at Flint do not work a great hardship to the traveling fraternity, because those who do not wish to put up with the miserable accommodations furnished at Flint can always get into Saginaw over the broad gauge or the interurban. The Tradesman refers to the matter in the hope that someone will note the opportunity there is of erecting and maintaining at Flint a first-class hotel. The city is growing rapidly, but is retarded by the lack of suitable hotel facilities.

When You Stop

to think about it, it always pays a commercial traveler to stay at a good hotel. It helps to give him a reputation as a first-class man at his business.

The Livingston

is the home in Grand Rapids of such traveling men from everywhere.

The Warwick

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

A. B. GARDNER, Manager.

55 DOLLARS IN GOLD

Will be Paid to Traveling Salesmen Who Sell the Most

"Search-Light" Soap

From now on up to December 20, 1902, inclusive, as follows:

1st Prize..... 25 Dollars in Gold
2nd Prize..... 15 Dollars in Gold
3rd Prize..... 10 Dollars in Gold
4th Prize..... 5 Dollars in Gold

For Sample Bar to carry and particulars address

SEARCH-LIGHT SOAP COMPANY

Office and Works, Detroit, Mich.

Search Light Soap is a Big Pure Solid Twin Bar of Hygienic Laundry, Bath and Hand Toilet, Retail Five Cents.

Drugs==Chemicals

Michigan State Board of Pharmacy

HENRY HEIM, Saginaw	Term expires Dec. 31, 1902
WILEY F. DOTY, Detroit	Dec. 31, 1903
CLARENCE B. STODDARD, Monroe	Dec. 31, 1904
JOHN D. MUIR, Grand Rapids	Dec. 31, 1905
ARTHUR H. WEBBER, Cadillac	Dec. 31, 1906

President, HENRY HEIM, Saginaw.
Secretary, 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.

The Modern Fable of the Short Drug Clerk.

Once upon a time, long ago, as all fables begin, there lived a boy who decided at an early age that the drug profession was the one for which he was especially cut out.

He began at the princely salary of \$10 per month, and devoted all his energies to the acquirement of a thorough knowledge of his chosen profession. Unlike most boys Johnnie did not indulge in any of the petty vices so common among his associates. Johnnie did not chew, smoke, nor swear; neither did he attend horse races, nor go to the opera, nor shoot craps.

In fact, Johnnie was pointed out as a model boy and a shining example by all the mammas in town.

This exemplary life, however, had the result of ostracizing him from all but a small circle of friends, and, as Johnnie never jarred loose of a cent, even they came to look upon him as a close guy.

He attended church and all religious gatherings except dinners, pay-socials, and other things where it was expected that a donation would be required. When these came up he was always too busy at the store to go, even after his salary was increased to \$25 per.

His proprietor always spoke of Johnnie as a jewel, one clerk out of a thousand, one who would some day stand at the head of his chosen profession; and he said other nice things about him.

As Johnnie grew older the habit of saving grew to be a mania with him. He would not buy a new suit of clothes until his old ones became unwearable, and his laundry bills were so small that you could hardly see them with a microscope. But Johnnie could not even then do more than make both ends meet, and he had to hustle to do that.

He approached the boss sometimes for a raise, but the old man would put him off with a hard-times talk and excuse himself to his conscience with the thought that "Johnnie's habits and tastes are so economical that it would really be a sin and a shame to tempt him to change them by increasing his pay."

Eventually Johnnie got married to a sweet young thing, and then the old man's conscience would not let him rest until he tacked another ten on John's salary.

John worried along a few years on this, never going anywhere, and never spending a cent that wasn't absolutely necessary.

His friends all fought shy of John because they knew that when it came to spending money he wouldn't be there.

He was an exemplary clerk, his work always gave satisfaction, and his employers always spoke well of him, but some way John's salary never got beyond \$40. It always seemed foolish to pay a man more who was so very economical and who really seemed to need no more.

nomical and who really seemed to need no more.

But one day Opportunity knocked at John's door. It said to him: "John, you are an industrious and energetic young man, and I've had my eye on you for some time. Now I am going to give you a chance; the proprietor of the store down the street died the other day, and his widow is going to sell the store at a bargain. You are the proper person to get it, and you can have it on any terms you want."

John thought only a moment, but that moment was fatal. He replied to Opportunity: "No, I'll think it over; I'm afraid the outlay will be too great," and before he had finished speaking Opportunity had turned her back upon him. Opportunity never calls but once, and now, after many years, John is still a clerk.

He now gets \$50 per month, which is barely enough to support himself and family, and every pay day his check merely meets his expenses. John is now an old man. He has no prospects ahead of him, and he still never risks a cent on anything. Life has had few pleasures for him, and he often wonders why this is so.

Moral: It doesn't pay to be too short.—M. K. Barber in Bulletin of Pharmacy.

The Drug Market.

Opium—On account of report of damage to the growing crop, is a little firmer but unchanged in price.

Morphine—Is steady. All brands are now sold at the same price.

Quinine—Is unchanged. Bark sales at Amsterdam were at the same price as last.

Norwegian Cod Liver Oil—Has again advanced and is tending higher.

Balsam Peru—On account of large stocks and light demand, has declined.

Oils Hemlock, Spruce and Cedar Leaf—Are very scarce and high.

St. Vincent Arrow Root—Is very firm and has advanced, owing to the volcanic disaster at the primary market. It is likely to go entirely out of the market.

Golden Seal Root—Is very firm and has advanced.

Flax Seed—Both druggist's and ground have advanced.

Linseed Oil—Is very firm and advancing.

How to Treat a Sprain.

Any sprain, however slight it may at first appear, is worthy of prompt and unremitting attention, lest it become chronic and unpleasantly annoying. The most effective remedy is the immediate application of hot water. This must be by immersion of the joint, if possible, or otherwise by pouring on water as hot as can be borne. Wrapping the joint loosely in cheesecloth serves to retain the water and heat. This treatment must be kept up for at least two hours at a time. After this treatment absolute rest is imperative, and must be persisted in until the joint is perfectly well, for every motion only helps to postpone recovery. The frequency of the hot water applications must be determined by the severity of the case.

A Simple Problem.

Everything I advertise sells. If I drop advertising an article its sales drop at once. If I begin again sales boom. If I change my advertisement of arnica balm, for instance, for tooth powder, sales of arnica balm experience a relapse and tooth powder comes to the front. Why, it's the simplest sort of a problem, this advertising, to me. I can not see how any business man can get along without it.—Fame.

Advertising, Sampling and Selling Perfumes.

The methods commonly adopted by the perfume manufacturers are open to several objections. The perfuming of cards, artificial flowers, blotting paper, etc., answers only for the stronger odors, such as musk, frangipanni, or other "loud" combinations. Similarly sampled, the more delicate ones would be lost before the prospective customer could get the benefit of them. The other method of sampling, in small bottles, is so very expensive and wasteful. It is seldom possible to cork properly the bottles so that the perfume will not leak out.

These objections are fully overcome in the following manner, which is at once economical and effectual; equally so with any odor, strong or delicate.

Empty gelatin capsules, such as are used in every-day prescription work, are used as containers for the samples of perfume. Select the best as poorly fitting ones will not do. There is one brand in the market which is always reliable. Use size No. 1 or 0. Fill with the aid of medicine-dropper or pipette to about seven-eighths of their capacity. With a camel's-hair brush put a small quantity of a 20 per cent. (approximately) aqueous solution of gelatin, kept warm on a water-bath, on the outside of the top part of the capsule. Put the cover on with a spiral motion and stand upright until dry. In case any of them are not hermetically sealed, they can be tested by allowing them to lie on their sides and be moved about occasionally for a few days before using.

When ready, the capsule so filled should be stuck with glue (not mucilage) to a nice card, preferably a decorated one, with a suitable advertisement printed thereon. On the card should be directions as to the proper way to use the sample, as follows: "Remove the capsule from the card, place in the handkerchief, fold once or twice, and squeeze, so as to break the capsule and liberate the perfume. Shake the broken particles from the handkerchief." (In the editor's opinion a good idea would be to provide mounting cards bearing colored pictures corresponding to the name of the odor, so far as this is possible.)

The alcohol in the extracts has the effect of rendering the capsule more brittle by reason of its absorbing the water contained in the gelatin of the capsule. This brittleness is just what is wanted, as it facilitates the breaking of the capsule.

A few remarks on the handling of perfumes are in order. Keep a fair assortment, always. Never overstock. Buy often, and buy those odors which you are reasonably sure to sell. There are two or three lines which the department stores can not get. Handle these in preference to others. But to individualize yourself in selling perfumes, the following plan will prove to be a success with any druggist as it has with me:

Pick out the best odors you can from the various makes and push them as your own. I do not mean to lead your customers to believe that you make them, but tell them that they are "specials" which you get made to order, for your best trade, by a certain perfumer, and that they are the best odors that you can get; while they are a little higher than some others in price, the quality is far better. For instance, I chose a certain violet and named it "A Bunch of Violets." The odor costs \$4 a pound. I retail it for 75 cents an ounce,

where, if it were in open competition it would bring 50 cents or less. This is the odor which I sampled in the above manner last winter, in the leading opera house of our city. The cards were passed by the ushers between the acts. It was such a success that I shall soon repeat it. Last, but not least, I control the odor. No one else can have it.

Sometimes it is advisable to color the odor or blend it, to avoid identification, especially if it is an odor handled by your competitors. Blending, though, should be cautiously done. Experiment on a small quantity first. I have not tried to have a full line of these specials, but have confined the number to the odors mostly in demand.

Keep perfumes away from a strong light, in a cool place. Clean the lips of the bottles and the stoppers frequently with alcohol, as the pasty dirt that accumulates about them is a detriment to the goods and very unsightly. Perfumes should always be in cases. It protects them better and prevents pilfering. The latter item can amount to many dollars annually. Discourage the sale of ten-cent bottles. Sell them of course, but a little talk will sometimes sell 25 or 50 cents' worth, where the intention was to buy a ten-cent bottle. E. P. Ferte.

It's Like

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

\$20 FOUNTAIN

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

Grant Manufacturing Co., Inc.
Pittsburg, Pa.

FIREWORKS

Flags and
Celebration Goods for

July 4th

Public
Displays
a Specialty

Our line will be shown
by our travelers,

A. W. Stevenson
Wm. H. Vaughan

and, as usual, will be

The Largest in Michigan

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

Fishing Tackle, Sporting Goods,
Hammocks and School Supplies

FRED BRUNDAGE

Wholesale Druggist, Muskegon, Mich.

Stationery Druggist Sundries Wrapping Paper Bags and Twine

Grand Rapids Stationery Co.

29 No. Ionia Street, Grand Rapids, Mich.
Kindly give us a trial order.

WHOLESALE DRUG PRICE CURRENT

Advanced—Flax Seed.
Declined—Balsam Peru.

Acidum		Conium Mac.		Sella Co.		Menthol.		Selditz Mixture		Linseed, pure raw		Linseed, pressed		Linseed, cold pressed		Linseed, cold pressed		Linseed, cold pressed		Linseed, cold pressed		Linseed, cold pressed		Linseed, cold pressed		Linseed, cold pressed		Linseed, cold pressed		Linseed, cold pressed		Linseed, cold pressed		Linseed, cold pressed		Linseed, cold pressed		Linseed, cold pressed		Linseed, cold pressed		Linseed, cold pressed		Linseed, cold pressed		Linseed, cold pressed		Linseed, cold pressed		Linseed, cold pressed		Linseed, cold pressed		Linseed, cold pressed		Linseed, cold pressed		Linseed, cold pressed		Linseed, cold pressed		Linseed, cold pressed		Linseed, cold pressed		Linseed, cold pressed		Linseed, cold pressed		Linseed, cold pressed		Linseed, cold pressed		Linseed, cold pressed		Linseed, cold pressed		Linseed, cold pressed		Linseed, cold pressed		Linseed, cold pressed		Linseed, cold pressed		Linseed, cold pressed		Linseed, cold pressed		Linseed, cold pressed		Linseed, cold pressed		Linseed, cold 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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

Cottolene
Corned Beef

DECLINED

Sugars
Mackerel
Jelly Tumblers
Jamaica Allspice

Index to Markets

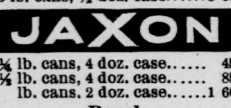
By Columns

	A	Col.
Akron Stoneware.....	15	
Alabastine.....	1	
Ammonia.....	1	
Axle Grease.....	1	
	B	
Baking Powder.....	1	
Bath Brick.....	1	
Bluing.....	1	
Cocoa.....	1	
Brushes.....	1	
Butter Color.....	1	
	C	
Candies.....	14	
Candies.....	1	
Canned Goods.....	2	
Catsup.....	3	
Carbon Oils.....	3	
Cheese.....	3	
Chewing Gum.....	3	
Chicory.....	3	
Chocolate.....	3	
Clothes Lines.....	3	
Cocoa.....	3	
Cocanut.....	3	
Cocoa Shells.....	3	
Coffee.....	3	
Condensed Milk.....	4	
Coupon Books.....	15	
Crackers.....	4	
Cream Tartar.....	5	
	D	
Dried Fruits.....	5	
	F	
Farinaceous Goods.....	5	
Fish and Oysters.....	13	
Fishing Tackle.....	6	
Flavoring Extracts.....	6	
Fly Paper.....	6	
Fresh Meats.....	6	
Fruit Can Wrench.....	14	
Fruit Can Wrench.....	26	
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Gelatine.....	6	
Grain Bags.....	7	
Grains and Flour.....	7	
	H	
Herbs.....	7	
Hides and Pelts.....	13	
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Indigo.....	7	
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Jelly.....	7	
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Lamp Burners.....	15	
Lamp Chimneys.....	15	
Lanterns.....	15	
Lantern Globes.....	15	
Licorice.....	7	
Lye.....	7	
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Mustard.....	7	
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Nuts.....	14	
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Oil Cans.....	15	
Olives.....	7	
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Pickles.....	7	
Pipes.....	7	
Playing Cards.....	8	
Potash.....	8	
Provisions.....	8	
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Rice.....	8	
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Saleratus.....	9	
Salt Soda.....	9	
Salt.....	9	
Salt Fish.....	9	
Seeds.....	9	
Shoe Blacking.....	9	
Snuff.....	10	
Soap.....	10	
Soda.....	10	
Spices.....	10	
Starch.....	10	
Stove Polish.....	10	
Sugar.....	11	
Syrups.....	11	
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Table Sauce.....	12	
Tea.....	11	
Tobacco.....	11	
Twine.....	12	
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Vinegar.....	12	
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Washing Powder.....	12	
Wickling.....	12	
Woodenware.....	12	
Wrapping Paper.....	12	
	Y	
Yeast Cake.....	12	

1	2
AXLE GREASE	CANNED GOODS
Aurora..... doz. gross 6 00	Apples
Castor Oil..... doz. gross 7 00	3 lb. Standards..... 1 10
Diamond..... doz. gross 4 25	Gallons, standards..... 3 25
Frazer's..... doz. gross 9 00	Blackberries
IXL Golden, tin boxes 75 9 00	Standards..... 80



1	2
BAKING POWDER	Beans
Egg	Baked..... 1 00 @ 1 30
1 lb. cans, 4 doz. case..... 3 75	Red Kidney..... 75 @ 85
1 lb. cans, 2 doz. case..... 3 75	String..... 70
1 lb. cans, 1 doz. case..... 3 75	Wax..... 75
5 lb. cans, 1/2 doz. case..... 8 00	Blueberries



1	2
BATH BRICK	Brook Trout
American..... 70	2 lb. cans, Spiced..... 1 90
English..... 80	Clams
BLUING	Little Neck, 1 lb..... 1 00
Arctic, 4 oz. ovals, per gross 4 00	Little Neck, 2 lb..... 1 50
Arctic, 8 oz. ovals, per gross 6 00	Clam Bouillon
Arctic 16 oz. round per gross 9 00	Burnham's, 1/2 pint..... 1 92



1	2
BROOMS	Corn
No. 1 Carpet..... 2 70	Fair..... 80
No. 2 Carpet..... 2 25	Good..... 85
No. 3 Carpet..... 2 15	Fancy..... 1 00
No. 4 Carpet..... 1 75	French Peas
Parlor Gem..... 2 40	Sur Extra Fine..... 22
Common Whisk..... 85	Extra Fine..... 19
Fancy Whisk..... 1 10	Fine..... 15
Warehouse..... 3 50	Moyen..... 11



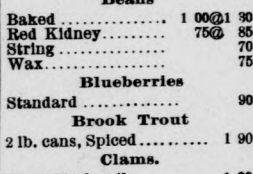
1	2
BRUSHES	Gooseberries
Milwaukee Dustless..... 1 00 @ 3 00	Standard..... 90
Russian Bristle..... 3 00 @ 25 00	Hominy
Discount, 33 1/3 % in doz. lots.	Standard..... 85

1	2
SCRUB	Lobster
Solid Back, 8 in..... 45	Star, 1/2 lb..... 2 15
Solid Back, 11 in..... 45	Star, 1 lb..... 3 60
Pointed Ends..... 85	Penic Tails..... 2 40

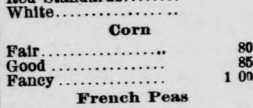
1	2
SHOE	Mackerel
No. 8..... 1 00	Mustard, 1 lb..... 1 75
No. 7..... 1 30	Mustard, 2 lb..... 2 80
No. 4..... 1 70	Soused, 1 lb..... 1 75
No. 3..... 1 90	Soused, 2 lb..... 2 80

1	2
STOVE	Mushrooms
No. 3..... 75	Hotels..... 18 @ 20
No. 2..... 1 10	Buttons..... 22 @ 25
No. 1..... 1 75	Oysters

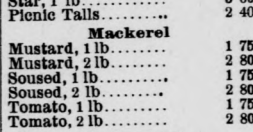
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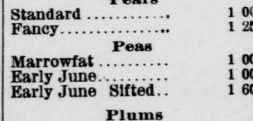
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No. 8..... 1 00	Mustard, 1 lb..... 1 75
No. 7..... 1 30	Mustard, 2 lb..... 2 80
No. 4..... 1 70	Soused, 1 lb..... 1 75
No. 3..... 1 90	Soused, 2 lb..... 2 80

1	2
STOVE	Mushrooms
No. 3..... 75	Hotels..... 18 @ 20
No. 2..... 1 10	Buttons..... 22 @ 25
No. 1..... 1 75	Oysters

3

Tomatoes	
Fair.....	1 30
Good.....	1 35
Fancy.....	1 40
Gallons.....	3 60

CARBON OILS

Barrels	
Kocene.....	@ 11
Perfection.....	@ 10
Diamond White.....	@ 9
D. S. Gasoline.....	@ 12 1/4
Deodorized Naphtha.....	@ 10 1/4
Cylinder.....	@ 28
Engine.....	@ 22
Black, winter.....	@ 10 1/4

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

CHEESE

Acme.....	@ 13
Amboy.....	@ 12 1/4
Elise.....	@ 13
Emblem.....	@ 2
Gem.....	@ 13
Gold Medal.....	@ 13
Ideal.....	@ 13
Jersey.....	@ 13
Riverside.....	@ 13
Brick.....	14 @ 15
Edam.....	@ 90
Lelden.....	@ 17
Limburger.....	13 @ 14
Pineapple.....	50 @ 75
Sap Sago.....	19 @ 20

CHEWING GUM

American Flag Spruce.....	55
Beaman's Peppin.....	60
Black Jack.....	60
Largest Gum Made.....	60
Sen Sen.....	1 00
Sen Sen Breath Perfume.....	1 00
Sugar Leaf.....	55
Yucatan.....	55

CHICORY

Bulk.....	5
Red.....	7
Eagle.....	7
Frank's.....	7
Schener's.....	6

CHOCOLATE

Walter Baker & Co.'s	
German Sweet.....	23
Premium.....	31
Breakfast Cocoa.....	46
Runkel Bros.....	21
Vienna Sweet.....	21
Vanilla.....	28
Premium.....	31

CLOTHES LINES

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

Cotton Victor

50 ft.....	80
60 ft.....	95
70 ft.....	1 10

Cotton Windsor

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

Cotton Braided

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

Galvanized Wire

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

COCOA

Cleveland.....	41
Colonial, 1/2.....	35
Colonial, 1/4.....	33
Epps.....	42
Huyler.....	45
Van Houten, 1/2.....	12
Van Houten, 1/4.....	20
Van Houten, 1/8.....	40
Van Houten, 1/16.....	70
Webb.....	30
Wilbur, 1/2.....	41
Wilbur, 1/4.....	42

COCOANUT

Dunham's 1/2.....	26
Dunham's 1/4 and 1/8.....	26 1/2
Dunham's 1/16.....	27
Dunham's 1/32.....	28
Bulk.....	13

COCOA SHELLS

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

COFFEE

Roasted	
F. M. C. brands.....	30 1/4
Mandehling.....	28
Purly.....	28
No 1 Hotel.....	28
Monogram.....	26
Special Hotel.....	23
Parkhouse.....	21
Honolulu.....	17
Extra Farina.....	16
Farina Maracabo.....	16
Maracabo.....	13
Porto Rican.....	15
Marezo.....	11 1/4

4

Dwinell-Wright Co.'s Brands.



White House, 1 lb. cans.....	8
White House, 2 lb. cans.....	16
Excelsior, M. & J. 1 lb. cans.....	9
Excelsior, M. & J. 2 lb. cans.....	10
Tip Top, M. & J. 1 lb. cans.....	10
Royal Java.....	10
Royal Java and Mocha.....	10
Java and Mocha Blend.....	10
Boston Combination.....	10
Ja-Vo Blend.....	10
Ja-Mo-Ka Blend.....	10
Distributed by Olney & Judson.....	10
Gro. Co., Grand Rapids, C. El.....	10
liott & Co., Detroit, B. Desen.....	10
berg & Co., Kalamazoo, Symons.....	10
Bros. & Co., Saginaw, Jackson.....	10
Grocer Co., Jackson, Melsel &.....	10
Goeschel, Bay City, Fielbach.....	10
Co., Toledo.....	10

Telfer Coffee Co. brands

No. 9.....	8 1/2
No. 10.....	9 1/2
No. 12.....	12
No. 14.....	14
No. 16.....	16
No. 18.....	18
No. 20.....	20
No. 22.....	22
No. 24.....	24
No. 26.....	26
No. 28.....	28
Belle Isle.....	20
Red Cross.....	24
Colonial.....	26
June.....	28
Koran.....	14

Delivered in 100 lb. lots.

Common.....	8
Fair.....	9
Choice.....	10
Fancy.....	15

Rio

Common.....	8
Fair.....	9
Choice.....	10
Fancy.....	15

Santos

Common.....	8
Fair.....	9
Choice.....	10
Fancy.....	15

Maracabo

Fair.....	13
Choice.....	18

Mexican

Choice.....	13
Fancy.....	17

Guatemala

Choice.....	13

Java

African.....	12
Fancy African.....	17
O. G.....	25
P. G.....	31

Mocha

Arabian.....	21

Package New York Basis.

Arbuckle.....	10 1/4
Dillworth.....	10 1/4
Jersey.....	10 1/4
Lion.....	10
McLaughlin's XXXX.....	10

McLaughlin's XXXX sold to

retailers only. Mail all orders.....	
direct to W. F. McLaughlin &.....	
Co., Chicago.....	

Extract

Valley City 1/2 gross.....	75
Felix 1/2 gross.....	1 15
Hummel	

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

Tapioca

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

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

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

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..... 11

2 1/2 to 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

Bamboo, 20 ft. per doz..... 80

Bamboo, 22 ft. per doz..... 80

Bamboo, 24 ft. per doz..... 80

Bamboo, 26 ft. per doz..... 80

Bamboo, 28 ft. per doz..... 80

Bamboo, 30 ft. per doz..... 80

Bamboo, 32 ft. per doz..... 80

Bamboo, 34 ft. per doz..... 80

Bamboo, 36 ft. per doz..... 80

Bamboo, 38 ft. per doz..... 80

Bamboo, 40 ft. per doz..... 80

Bamboo, 42 ft. per doz..... 80

Bamboo, 44 ft. per doz..... 80

Bamboo, 46 ft. per doz..... 80

Bamboo, 48 ft. per doz..... 80

Bamboo, 50 ft. per doz..... 80

Bamboo, 52 ft. per doz..... 80

Bamboo, 54 ft. per doz..... 80

Bamboo, 56 ft. per doz..... 80

Bamboo, 58 ft. per doz..... 80

Bamboo, 60 ft. per doz..... 80

Bamboo, 62 ft. per doz..... 80

Bamboo, 64 ft. per doz..... 80

Bamboo, 66 ft. per doz..... 80

Bamboo, 68 ft. per doz..... 80

Bamboo, 70 ft. per doz..... 80

Bamboo, 72 ft. per doz..... 80

Bamboo, 74 ft. per doz..... 80

Bamboo, 76 ft. per doz..... 80

Bamboo, 78 ft. per doz..... 80

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

7

GRAIN BAGS

Amoskeag, 100 in bale..... 15 1/2

Amoskeag, less than bale..... 15 1/2

GRAINS AND FLOUR

Wheat..... 84

Winter Wheat Flour

Local Brands

Patents..... 4 75

Second Patent..... 4 75

Straight..... 4 05

Second Straight..... 3 75

Clear..... 3 45

Graham..... 3 75

Buckwheat..... 4 30

Rye..... 3 20

Subject to usual cash discount.

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

Ball-Barnhart-Putman's Brand

Diamond 1/2s..... 4 00

Diamond 1/4s..... 4 00

Diamond 1/8s..... 4 00

Diamond 1/16s..... 4 00

Diamond 1/32s..... 4 00

Diamond 1/64s..... 4 00

Diamond 1/128s..... 4 00

Diamond 1/256s..... 4 00

Diamond 1/512s..... 4 00

Diamond 1/1024s..... 4 00

Diamond 1/2048s..... 4 00

Diamond 1/4096s..... 4 00

Diamond 1/8192s..... 4 00

Diamond 1/16384s..... 4 00

Diamond 1/32768s..... 4 00

Diamond 1/65536s..... 4 00

Diamond 1/131072s..... 4 00

Diamond 1/262144s..... 4 00

Diamond 1/524288s..... 4 00

Diamond 1/1048576s..... 4 00

Diamond 1/2097152s..... 4 00

Diamond 1/4194304s..... 4 00

Diamond 1/8388608s..... 4 00

Diamond 1/16777216s..... 4 00

Diamond 1/33554432s..... 4 00

Diamond 1/67108864s..... 4 00

Diamond 1/134217728s..... 4 00

Diamond 1/268435456s..... 4 00

Diamond 1/536870912s..... 4 00

Diamond 1/1073741824s..... 4 00

Diamond 1/2147483648s..... 4 00

Diamond 1/4294967296s..... 4 00

Diamond 1/8589934592s..... 4 00

Diamond 1/17179869184s..... 4 00

Diamond 1/34359738368s..... 4 00

Diamond 1/68719476736s..... 4 00

Diamond 1/137438953472s..... 4 00

Diamond 1/274877906944s..... 4 00

Diamond 1/549755813888s..... 4 00

Diamond 1/1099511627776s..... 4 00

Diamond 1/2199023255552s..... 4 00

Diamond 1/4398046511104s..... 4 00

Diamond 1/8796093022208s..... 4 00

Diamond 1/17592186044416s..... 4 00

Diamond 1/35184372088832s..... 4 00

Diamond 1/70368744177664s..... 4 00

Diamond 1/140737488355328s..... 4 00

Diamond 1/281474976710656s..... 4 00

Diamond 1/562949953421312s..... 4 00

Diamond 1/1125899906842624s..... 4 00

Diamond 1/2251799813685248s..... 4 00

Diamond 1/4503599627370496s..... 4 00

Diamond 1/9007199254740992s..... 4 00

Diamond 1/18014398509481984s..... 4 00

Diamond 1/36028797018963968s..... 4 00

8

PLAYING CARDS

No. 90, Steamboat..... 90

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

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

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

No. 98, Golf, satin finish..... 2 00

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

No. 632, Tournaunt Whist..... 2 25

POTASH

48 cans in case..... 4 00

Babbitt's..... 3 00

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

PROVISIONS

Barreled Pork

Mess..... @17 75

Back..... @19 00

Clear back..... @20 00

Short cut..... @19 00

Pig..... 22 00

Bean..... @17 25

Family Mess Loin..... 19 50

Clear..... @18 25

Dry Salt Meats

Bellies..... 10 1/4

S P Bellies..... 11

Extra shorts..... 10 1/4

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 1/4

Shoulders (N. Y. cut)..... @9 1/4

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

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

Boiled Hams..... @18

Pecan Boiled Hams..... 13 1/4 @14

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

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

Lard

Compound..... 8 1/2

Pure..... @11

60 lb. Tubs, advance..... 1 1/4

80 lb. Tubs, advance..... 1 1/4

50 lb. Tins, advance..... 1 1/4

20 lb. Pails, advance..... 1 1/4

10 lb. Pails, advance..... 1 1/4

5 lb. Pails, advance..... 1 1/4

1 lb. Pails, advance..... 1 1/4

Vegetable..... 9

Sausages

Bologna..... 6

Liver..... 6

Frankfort..... 7 1/4

Pork..... 6

Blood..... 6

Tongue..... 6

Headcheese..... 6 1/2

Beef

Extra Mess..... 10 00

Boneless..... 10 75

Rump, New..... 12 00

Pigs' Feet

1/4 bbls., 40 lbs..... 1 70

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

Tripe

Kits, 15 lbs..... 70

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

1/4 bbls., 80 lbs..... 2 50

Casings

Pork..... 24

Beef rounds..... 5

Beef middles..... 12

Sheep..... 65

Butterine

Solid, dairy..... @14

Rolls, dairy..... @14 1/4

Rolls, creamery..... 17

Solid, creamery..... 18 1/2

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..... 50

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

RICE

Domestic

Carolina head..... 6 1/4

Carolina No. 1..... 6

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

Broken

Solid, dairy..... @14

Rolls, dairy..... @14 1/4

Rolls, creamery..... 17

Solid, creamery..... 18 1/2

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..... 50

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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..... 50

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

RICE

Domestic

Carolina head..... 6 1/4

Carolina No. 1..... 6

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

Broken

Solid, dairy..... @14

Rolls, dairy..... @14 1/4

Rolls, creamery..... 17

Solid, creamery..... 18 1/2

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

12	13	14
Jolly Tar38 Old Honesty44 Toddy34 J. T.38 Piper Heidsiek63 Boot Jack81 Jelly Cake36 Plumb Bob32 Honey Dip Twist39 Smoking Hand Pressed40 Ibex28 Sweet Core36 Flat Car36 Great Navy37 Warpath27 Bamboo, 8 oz.29 Bamboo, 16 oz.27 I X L, 8 lb.27 I X L, 16 oz. palls31 Honey Dew37 Gold Block37 Flagman41 Chips34 Kiln Dried22 Duke's Mixture38 Duke's Cameo40 Myrtle Navy40 Yum Yum, 1 1/2 oz.40 Yum Yum, 1 lb. palls38 Cream37 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. palls31 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, pints5 00 Lea & Perrin's, 1/2 pints2 75 Halford, large3 75 Halford, small2 25 Salad Dressing, large4 55 Salad Dressing, small2 85 TWINE Cotton, 3 ply16 Cotton, 4 ply16 Jute, 2 ply12 Hemp, 6 ply12 Flax, medium20 Wool, 1 lb. balls7 1/2 VINEGAR Malt White Wine, 40 grain8 Malt White Wine, 80 grain11 Pure Cider, B. & B. brand11 Pure Cider, Red Star12 Pure Cider, Robinson12 Pure Cider, Silver12 WASHING POWDER Diamond Flake2 75 Gold Brick3 25 Gold Dust, regular4 50 Gold Dust, 5c4 00 Kirkline, 24 1/2 lb.3 90 Pearline2 65 Soapline4 00 Babbitt's 17763 75 Roseline3 00 Armour's3 70 Nine O'clock3 25 Wisdom3 80 Rub-No-More Rub-No-More3 75 Scourline3 50 WICKING No. 0, per gross25 No. 1, per gross30 No. 2, per gross40 No. 3, per gross55 WOODENWARE Baskets Bushels85 Bushels, wide band1 15 Market30 Splint, large6 00 Splint, medium5 00 Splint, small4 00 Willow Clothes, large5 80 Willow Clothes, medium5 00 Willow Clothes, small4 75 Bradley Butter Boxes 2 lb. size, 24 in. case72 3 lb. size, 16 in. case68 5 lb. size, 12 in. case63 10 lb. size, 6 in. case60 Butter Plates No. 1 Oval, 250 in. crate45 No. 2 Oval, 250 in. crate40 No. 3 Oval, 250 in. crate50 No. 5 Oval, 250 in. crate60 Churns Barrel, 5 gals., each2 40 Barrel, 10 gals., each2 55 Barrel, 15 gals., each2 70 Clothes Pins Round head, 5 gross box50 Round head, cartons75 Egg Crates Humpty Dumpty2 25 No. 1, complete29 No. 2, complete18 Faucets Cork lined, 8 in.55 Cork lined, 9 in.55 Cork lined, 10 in.85 Cedar, 8 in.65	Mop Sticks Trojan spring90 Eclipse patent spring85 No. 1 common75 No. 2 patent brush holder85 12 lb. cotton mop heads1 25 Ideal No. 790 Pails 2-hoop Standard1 50 3-hoop Standard1 70 2-wire, Cable1 60 3-wire, Cable1 70 Cedar, all red, brass bound1 25 Paper, Eureka2 25 Fibre2 40 Toothpicks Hardwood2 50 Softwood2 75 Banquet1 80 Ideal1 50 Traps Mouse, wood, 2 holes22 Mouse, wood, 4 holes45 Mouse, wood, 6 holes70 Mouse, tin, 5 holes65 Rat, wood75 Rat, spring75 Tubs 20-inch, Standard, No. 17 00 18-inch, Standard, No. 26 00 16-inch, Standard, No. 35 00 20-inch, Cable, No. 17 50 18-inch, Cable, No. 27 00 16-inch, Cable, No. 36 00 No. 1 Fibre9 45 No. 2 Fibre7 95 No. 3 Fibre7 20 Wash Boards Bronze Globe2 50 Dewey1 75 Double Acme2 75 Single Acme2 25 Double Peerless3 25 Single Peerless2 60 Northern Queen2 50 Double Duplex3 00 Good Luck2 75 Universal2 25 Window Cleaners 12 in.1 65 14 in.1 85 16 in.2 30 Wood Bowls 11 in. Butter75 13 in. Butter1 00 15 in. Butter1 15 17 in. Butter2 50 19 in. Butter3 00 Assorted 13-15-171 75 Assorted 15-17-192 50 WRAPPING PAPER Common Straw1 1/4 Fiber Manila, white3 1/4 Fiber Manila, colored4 1/4 No. 1 Manila4 Cream Manila3 Butcher's Manila2 1/4 Wax Butter, short count13 Wax Butter, full count20 Wax Butter, rolls15 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 Per lb. White fish92 Trout80 Black Bass80 Halibut16 Ciscoes or Herring5 Bluefish12 Live Lobster20 Bottled Lobster22 Cod10 Haddock10 No. 1 Pickerel7 Pike7 Perch5 Smoked White10 Red Snapper10 1/2 Col River Salmon12 1/2 Mackerel15 Oysters Can Oysters F. H. Counts10 F. S. D. Selects Selects Bulk Oysters Counts Extra Selects Selects Standards HIDES AND PELTS Hides Green No. 17 Green No. 26 Cured No. 18 1/2 Cured No. 27 1/2 Calfskins, green No. 19 1/4 Calfskins, green No. 29 1/4 Calfskins, cured No. 110 1/4 Calfskins, cured No. 29 Pelts Old Wool50 1/2 Lamb15 1/2 Shearlings10 1/2 Tallow No. 16 No. 25 Wool Washed, fine18 Washed, medium21 Unwashed, fine13 1/2 Unwashed, medium14 1/2 CANDIES Stick Candy Standard7 Standard H. H.7 Standard Twist8 Cut Loaf9 Jumbo, 22 lb.7 1/2 Extra H. H.10 1/4 Boston Cream10 Beet Root9	Mixed Candy Grocers6 Competition7 Special7 1/2 Conserve7 1/2 Royal8 1/2 Elbbon9 Broken8 1/2 Cut Loaf8 1/2 English Rock9 Kindergarten9 Bon Ton Cream8 1/2 French Cream9 Dandy Pan10 Hand Made Cream14 1/2 Crystal Cream mix13 Fancy-In Pails Champ, Crys. Gums8 1/2 Pony Hearts15 Fairy Cream Squares12 Fudge Squares12 Peanut Squares9 Sugared Peanuts11 Salted Peanuts8 1/2 Starlight Kisses10 San Blas Goodies12 Lozenges, plain9 Lozenges, printed10 Choc. Drops11 Eclipse Chocolates13 1/2 Quintette Choc.12 Victoria Chocolate15 Gum Drops5 1/2 Moss Drops9 Lemon Sours9 Imperial12 Ital. Cream Opera9 Ital. Cream Bonbons1 20 lb. palls1 Molasses Chews, 1513 lb. palls12 Golden Waffles12 Fancy-In 5 lb. Boxes Lemon Sours20 Peppermint Drops20 Chocolate Drops20 H. M. Choc. Drops25 H. M. Choc. Lt. and1 00 Dk. No. 1235 Gum Drops35 Licorice Drops75 Lozenges, plain55 Lozenges, printed60 Imperial60 Molasses60 Cream Bar55 Molasses Bar55 Hand Made Creams80 Cream Buttons, Pep.25 and Wint.25 String Rock25 Wintergreen Berries60 Caramels Clipper, 20 lb. palls8 1/2 Perfection, 20 lb. pils12 1/2 Amazon, Choc. Co'd15 Korker 2 for 16 pr bx55 Bly 3, 2 for 16 pr bx55 Dukes, 2 for 16 pr bx60 Favorite, 4 for 16, bx60 AA Cream Car's 3lb50 FRUITS Oranges Florida Russett2 Florida Bright2 Fancy Navels2 Extra Choice2 Late Valencia2 Seedlings3 75 Medt. Sweets24 50 Jamaicas2 Rodi2 Lemons Verdell, ex fcy 3002 Verdell, fcy 3002 Verdell, ex chce 3002 Verdell, fcy 3602 Call Lemons, 3003 75 Messinas 300s3 50 Messinas 360s3 50 Bananas Medium bunches1 50 Large bunches2 00 Foreign Dried Fruits Figs Californias, Fancy2 Cal. pkg. 10 lb. boxes2 Extra Choice, Turk.2 10 lb. boxes2 Fancy, Trkr., 12 lb.2 boxes2 Pulled, 6 lb. boxes2 Naturals, in bags2 Dates Fards in 10 lb. boxes2 1/2 Fards in 60 lb. cases2 1/2 Hallowl5 lb. cases, new5 Sairs, 60 lb. cases4 1/2 NUTS Almonds, Tarragona16 Almonds, Ivica16 Almonds, California,15 1/2 soft shelled10 Brazils10 Fiberts13 Walnuts, Grenobles12 1/2 Walnut, softshelled11 1/2 California No. 112 1/2 Table Nuts, fancy13 1/2 Pecans, Med10 Pecans, Ex. Large13 Pecans, 360s14 Hickory Nuts per bu.2 Ohio, new2 1/2 Cocoanuts, full sacks2 50 Chestnuts, per bu.2 Peanuts Fancy, H. P., Suns5 Fancy, H. P., Suns5 1/2 Roasted6 Choice, H. P., Extras6 1/2 Choice, H. P., Extras6 1/2 Roasted6 1/2 Span. Shld No. 1 n'w5 1/2

A dry goods house that does not sell domestics

We are often asked why we do not sell domestics.

We will tell you why.

It is because the house that sells domestics gets more than it ought to for its hosiery, underwear and notions, to make up loss on the first.

It is common knowledge in the trade that the domestics are used as baits by nearly every jobber, and are sold at cost or less to get orders on more profitable goods.

What do you do when competition forces you to sell one line under cost?

You do exactly what the jobber does, make up your loss on other lines.

We cannot afford to sell ginghams, prints, and sheeting.

Were we to do so, we would be compelled to advance our prices on other lines.

If you will take the trouble to compare our prices with those of other houses, you will very readily understand why we do not sell domestics.

Our catalogue is "Our Drummer." We shall be glad to send a copy to any merchant who sends for it. Ask for catalogue No. J421.

Butler Brothers,
230 to 240 Adams Street, Chicago

Wholesale Only

DON'T WORRY OR FRET

over business. Get a seller

Asphalt Torpedo Gravel Ready Roofing

placed upon a building will demonstrate how easy it is to keep dry. Write for catalogue and samples, which we furnish free.

H. M. Reynolds Roofing Co., Grand Rapids, Mich.

15

STONEWARE

Butters

1/4 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
Turn Dashers, per doz.	84

Milkpans

1/4 gal. flat or rd. bot., per doz.	48
1 gal. nat or rd. bot., each.	6

Fine Glazed Milkpans

1/4 gal. flat or rd. bot., per doz.	60
1 gal. flat or rd. bot., each.	6

Stewpans

1/4 gal. fireproof, ball, per doz.	85
1 gal. fireproof, ball, per doz.	1 10

Jugs

1/4 gal. per doz.	56
1/2 gal. per doz.	42
1 to 5 gal., per gal.	7

Sealing Wax

5 lbs. in package, per lb.	2
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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

Per box of 6 doz.

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 (75c doz)	4 00
No. 2 Flint (80c doz)	4 60

Electric

No. 2 Lime (75c doz)	4 00
No. 2 Flint (80c doz)	4 60

OIL CANS

1 gal. tin cans with spout, per doz.	1 35
1 gal. galv. iron with spout, per doz.	1 60
2 gal. galv. iron with spout, per doz.	2 95
3 gal. galv. iron with spout, per doz.	3 50
5 gal. galv. iron with spout, per doz.	4 80
3 gal. galv. iron with faucet, per doz.	3 85
5 gal. galv. iron with faucet, per doz.	5 20
5 gal. tilting cans.	7 00
5 gal. galv. iron Nacetas.	9 00

LANTERNS

No. 0 Tubular, slide 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, slide 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 1/4-inch wide, per gross or roll.	31
No. 3, 1 1/2-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.	80

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

No. 2 U. M. C., boxes 250, per m.	1 40
No. 2 Winchester, boxes 250, per m.	1 40

New Rival—For Shotguns

No. 2 U. M. C., boxes 250, per m.	1 40
No. 2 Winchester, boxes 250, per m.	1 40

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Stamped Tinware, new list.....	7
Lameped Tinware.....	228

Incidents of the Grand Council Meeting at Flint.

Grand Rapids, May 20—The ninth annual convention of the Grand Council of Michigan, United Commercial Travelers of America, was in session Friday and Saturday, May 16-17, at Flint. The early morning train on the D. & M., due to leave Grand Rapids at 6:50, was held until 7:10 Friday morning to accommodate the Grand Rapids delegation, which numbered nearly fifty. The train arriving at Flint was met by the Flint Council and Flint band and escorted to the Bryant House, which was to be headquarters of Grand Rapids Council and the entire party, but for some very funny reason the management of the hotel would only give ten rooms and the remainder of the Grand Rapids people had to hustle for accommodations elsewhere. It was rather shabby treatment, especially as many of our people had been assured of accommodations more than six months ago and engaged their rooms at that time, and then when they called for them Friday morning were gruffly informed they could not be taken care of. However, there were other places and we were all well housed and taken care of and elegantly entertained. Positively the Flint boys and their handsome ladies—there are some handsome ladies other than our own wives and sweethearts, but none who are handsomer—do know how to entertain; from the time our train pulled in until after the ball game, it was one continual round of entertainment, pleasure and fun, but when our boys began to play ball their sorrows began and they found themselves against the real thing in the ball players from Saginaw Council, No. 43.

Once in a while our boys really acted as though they knew what a ball and a club were for and then they would lapse off again into dreamland and let everything go by them. The Saginaw boys played ball every minute and showed themselves to be players of considerable merit, well practiced up and used to each other's ways, movements and signs, while our boys were not in it for one moment; but never mind, we learned something and now we are going to profit by it and next time we play ball it will be different at the close of the game. The score was 21 to 4 in favor of Saginaw. The banquet and ball Friday evening, given complimentary by Flint Council, No. 29, was very fine and highly enjoyed by all the ladies in their dainty gowns and the gentlemen in their dress suits; the hall beautifully decorated and the orchestra playing their sweetest music—all went to make up an entrancing and very enjoyable evening and many stayed to dance Home sweet home." Friday afternoon the Ladies' Committee entertained the visiting ladies. They all met at the armory at 1 p. m. Carriages were there to take them for a drive. Starting at 1:30, they first visited the Deaf and Dumb Institute, where Prof. Clark gave them an illustration of their methods in teaching the pupils and one young lady gave a comic recitation, she being stone deaf. They were also shown some lovely specimens of art and decorative work done by the boys and young men. From there they were taken to the Oak Grove Sanitarium, where they were shown through the building, visiting the bowling alley and ping pong rooms and also the rooms containing the apparatus for giving electric baths and electric treatments of all kinds.

The Sanitarium management also served dainty refreshments to the ladies before leaving. From there they went to the Union Club rooms, where the Flint U. C. T. ladies entertained them with refreshments and souvenirs were given. The high school Mandolin Club gave some very enjoyable music, after which they returned to their hotels.

At the business meeting Friday afternoon our worthy Senior Counselor Burns did himself proud in his speech for the entertainment fund. It was an able address and many compliments were given Wilber from all sides. It was argued by some to do away entirely with the entertainment fund, but finally a resolution was passed to make the assessments

50c on each member, which would be sufficient for all time to come. After everything was paid at the close of the meeting a balance of \$227 remained in the entertainment fund.

When the parade was formed Saturday every Council forgot its banner and not a single one appeared in the parade.

On the train coming home Saturday afternoon some one called out, "John," when simultaneously nine Johns rose to their feet and wanted to know what they wanted—nine Johns and all members of Grand Rapids Council, No. 131!

The newly-elected officers of the Grand Council are as follows:

Grand Counselor, F. C. Scutt, Bay City; Junior Grand Counselor, J. C. Emery, Grand Rapids; Grand Secretary, Amos Kendall, Hillsdale; Grand Treasurer, C. M. Edelmann, Saginaw; Grand Past Counselor, H. G. Bartlett, Flint; Grand Conductor, L. Williams, Detroit; Grand Page, W. D. Watkins, Kalamazoo; Grand Sentinel, M. Houran, Detroit.

Executive Committee—F. W. Thompson, Hillsdale; H. E. Vassold, Saginaw; J. G. Kolb, Grand Rapids; F. D. Page, Jackson.

Delegates to the Supreme Council to be held in Columbus—H. A. Bartlett, Flint; F. C. Scutt, Bay City; M. J. Moore, Jackson.

Alternates—H. A. A. Marks, Detroit; W. S. Mest, Jackson; Frank Streat, Flint.

An invitation was extended by Detroit Council, No. 9 and Cadillac Council, No. 143, to hold the meeting for 1903 in Detroit and the invitation was accepted.

One thing we must not forget, the very excellent brand of coffee that was being served by brother Ward, of Flint, No. 29. Mrs. Franklin Pierce or Mrs. Henry Snitseler can tell more about it than we can, for they drank considerable and remarked on the very fine flavor until they began to find hairpins, tooth brushes, combs, etc., in it.

One very handsome thing was done before the close of the business meeting Friday afternoon, and that was voting mileage and per diem for all meetings to come in future years to M. J. Matthews and creating the honorary office of "Father of the Grand Council of Michigan." Brother Matthews has never missed a meeting of the Grand Council and has filled all the offices and done more for the order in Michigan than any other member and is to-day probably the most aged member in the United States.

At the last meeting of Grand Rapids Council seven new names were added to the roster, as follows:

Frank A. Simmonds.
Wm. Walker.
G. F. Faude.
F. J. McWilliams.
T. B. Lillie.
Clarence Jenkins.
Chas. B. Fear.

No. 131 is now nearing the top in membership in Michigan and it is hoped soon will be at the top. There are still many good traveling men living in Grand Rapids who are not yet within the fold and we want them all.

Ja Dee.

Copper Country Merchants Going to Duluth.

The merchants of the copper country will be entertained by the Duluth, South Shore & Atlantic road from May 28 to June 1, and as the guests of the road will be taken to Duluth on a special train. The Duluth wholesale dealers, with the South Shore road, have been instrumental in arranging this excursion for the copper country business men.

The train will leave Calumet, Houghton and Hancock on the evening of May 28, reaching Duluth May 29.

Two days will be spent there, the train leaving on the return trip Sunday, June 1. This is the first excursion of the kind given in years. It is the policy of the railroad company and the Duluth wholesale dealers to acquaint the copper country merchants with what is being

done in the Zenith City and what they have to offer in their various lines. It is anticipated there will be a hundred or more merchants who will leave on this excursion.

The names must be filed with the agents of the road several days before the time for departure. The agents will issue the certificates which will permit passage on the train.

Color Capsule with Every Package of Oleo.

In order to avoid the penalties of the new oleo law—which goes into effect July 1—and at the same time enable the people to have colored goods, the Armour Packing Company has already hit upon a color capsule which will be given with every package of butterine. It can be worked into the butterine readily by the housewife, and its advocates say it is likely to become popular. Restaurants can not use it because of the law against it.

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 RENT—DRY GOODS ROOM; POPULATION of town, 7,000; large country trade; competition, two stores; fine opportunity. Address A. F. Routson, Ex., Wooster, O. 480

FOR SALE—HARDWARE STORE AND harness business in town 500 inhabitants; new building; only hardware store in town; best location in town. W. K. Gunsolus & Co., Petersburg, Mich. 481

FOR SALE OR EXCHANGE—HOUSE AND lot Ypsilanti, Michigan; centrally located; rented for \$16 per month; value, \$3,500; will exchange for merchandise; boots and shoes or clothing preferred; will pay difference cash if any. Address No. 482, care Michigan Tradesman. 482

FOR SALE—GOOD PAYING BUSINESS; three bowling alleys, cigar and tobacco stand; established four years, in a city of over 35,000; will pay for itself in eight months; not being in a position to attend to the business personally, must either sell or rent. For full particulars address W. S. F., care Michigan Tradesman. 483

FOR SALE—FULLY EQUIPPED MEAT market, including team and wagons. A bargain. W. E. Yerks, Grand Lodge, Mich. 471

FOR SALE—FURNITURE AND CROCKERY stock and store fixtures; 22 years' standing; best location; nothing but cash or bankable paper; a good thing for the right man; good reasons for selling. R. C. Smith, Petoskey, Mich. 470

FOR SALE—PLANING MILL AND WOOD-working machinery, with feed mill attached; plenty of work; cause for selling, eyesight failing; will sell cheap. H. C. Branch, Sunfield, Mich. 469

FOR SALE—AN UP-TO-DATE GROCERY and shoe stock in a town of 1,800 inhabitants in the thumb of Michigan. Reasons for selling, other business. Good opening for a general stock. Address 479, care Michigan Tradesman. 479

WANTED—SMALL HARDWARE OR racket stock in good town or information regarding good location for sale. Address No. 478, care Michigan Tradesman. 478

FOR SALE—DRUG STOCK; GOOD LOC-ation; ten miles from any other drug store; good reasons for selling. Address No. 477, care Michigan Tradesman. 477

FOR SALE—STOCK OF GENERAL MER-chandise in bustling town of 700; in good farming community; center of fruit belt; stock invoices from \$6,000 to \$3,000; rent reasonable; best of reasons for selling. Address No. 476, care Michigan Tradesman. 476

FOR SALE—STORE, DWELLING, BARN, etc., and dock with three warehouses, on Lake Huron. Value, \$5,000, at half price; also stock of general merchandise; no competition; good reasons for selling. Rauh Bros., Richmondville, Mich. 475

FOR SALE—I DESIRE TO SELL MY EN-tire general stock, including fine line of shoes and store fixtures. No cleaner stock or better trade in the State. Business been established 25 years. Reason for selling, other business. P. L. Perkins, Merrill, Mich. 473

FOR SALE AT A BARGAIN—TWENTY room hotel, six room cottage and good barn; delightfully located; fine bay view. Address 504 Front St., Traverse City, Mich. 472

STORE FOR SALE AT McCORDS, MICH. Excellent stand for grocery or drug store; size of building 20x32; complete, ready for goods; six room dwelling, well finished and painted; well, cistern, horse barn; two lots planted with small fruits and ornamental trees; immediate possession given; very desirable and cheap; terms, \$900, \$700 down, balance any time desired; no trades. Mrs. Dora Haskin, McCords, Kent Co., Mich. 461

FOR SALE—COUNTRY STORE AND dwelling combined; general merchandise stock, barn, custom saw mill and feed mill, with good patronage; Citizens local and long distance telephones in store; bargain for cash. Reason for selling, must retire. For particulars call on or address Eli Runnels, Corning, Mich. 474

FOR SALE—THE LEADING DRY GOODS store in a growing Northern Michigan town of 3,000 people; stock invoices about \$9,000; sold \$28,000 last year; a splendid opportunity; best of reasons for selling. Address No. 468, care Michigan Tradesman. 468

FOR SALE CHEAP—SECONDHAND NO. 4 Bar-Lock typewriter, in good condition. Specimen of work done on machine on application. Tradesman Company, Grand Rapids. 465

SHIP YOUR EGGS AND BUTTER TO Lloyd I. Seaman & Co., 148 Reade St., New York City. 459

FOR SALE—FOUNDRY AND MACHINE shop in a manufacturing district; a splendid opportunity to continue a well-established business. Address P. O. Box 255, Detroit, Mich. 466

WANTED TO PURCHASE LOCATION suitable for conducting hardware business in Northern Michigan. Address No. 455, care Michigan Tradesman. 455

FOR SALE—GOOD CLEAN HARDWARE stock and buildings; fine location; will sell whole at a sacrifice; this is the chance of a lifetime. Address S. J. Doty & Son, Harrietta, Mich. 451

FOR SALE—MOSLER, BAHMANN & CO. fire proof safe. Outside measurement—36 inches high, 27 inches wide and 24 inches deep. Inside measurement—16½ inches high, 14 inches wide and 10 inches deep. Will sell for \$50 cash. Tradesman Company, Grand Rapids. 368

FOR SALE—STOCK OF GENERAL MER-chandise, 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—A FINE STOCK OF GRO-ceries 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—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. Read & Co., Marquette, Mich. 427

A GENERAL STOCK IN THE BEST farming community in Michigan for sale; no old goods; the price right to the right man for cash; a money-maker. Reason for selling, poor health. Address No. 430, care Michigan Tradesman. 430

FOR SALE—ESTABLISHED, CLEAN, ME-dium-sized drug stock; good opportunity for unregistered druggist. Address No. 443, care Michigan Tradesman. 443

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—A LIVE UP-TO-DATE CROCK-ery and house furnishing store in Sault Ste. Marie, the best and busiest city in the State; stock is new, clean, well-bought and well-selected; the only store of its kind in the city; right in the heart of the business district; a splendid business chance for some person. W. K. Parsille, Sault Ste. Marie, Mich. 404

FOR SALE—GOOD DRUG STOCK, INVOIC-ing \$2,800, in one of the best Southern Michigan towns. Terms on application. Address No. 388, 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—DRUG STOCK AND FIXTURES, invoicing about \$2,000. Situated in center of Michigan Fruit Belt, one-half mile from Lake Michigan. Good resort trade. Living rooms over store; water inside building. Rent, \$12.50 per month. Good reason for selling. Address No. 334, care Michigan Tradesman. 334

SAFES—NEW AND SECOND-HAND FIRE and burglar proof safes. Geo. M. Smith Wood & Brick Building Moving Co., 376 South Ionia St., Grand Rapids. 321

PROPOSITIONS FOR FACTORIES FROM responsible parties at Ithaca, Mich. Best agricultural county in the State. A. McCall, Secretary, Ithaca, Mich. 401

FOR SALE—STOCK OF BOOTS AND shoes; fine location; well established business. For information address Parker Bros., Traverse City, Mich. 248

FOR SALE—A NEW AND THE ONLY BA-zaar stock in the city or county; population, 7,000; population of county, 23,000; the county seat; stock invoices \$2,500; sales, \$40 per day; expenses low. Address J. Clark, care Michigan Tradesman. 157

MISCELLANEOUS

SITUATION WANTED AS REGISTERED pharmacist. Address No. 466, care Michigan Tradesman. 466

WANTED—REGISTERED PHARMACIST to work in store at Paw Paw Lake; summer resort; will be a nice outing; good salary. Address No. 458, care Michigan Tradesman. 458

REGISTERED PHARMACIST, MIDDLE aged and experienced, desires situation; references. Address John Jason, Woodland, Mich. 452

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