

MICHIGAN TRADESMAN

Nineteenth Year

GRAND RAPIDS, WEDNESDAY, MAY 28, 1902.

Number 975

ELLIOT O. GROSVENOR

Late State Food Commissioner

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

1232 Majestic Building, Detroit, Mich.

Kent County Savings Bank

Grand Rapids, Mich.

Report to State Banking Department,
April 30, 1902.

Resources

Loans and discounts, stocks, bonds and mortgages.....	\$2,012,909.27
Banking house furniture and fixtures and other real estate.....	37,176.75
Cash and due from banks....	362,516.68

Liabilities

Capital.....	50,000.00
Surplus and undivided profits	137,788.17
Deposits.....	2,224,814.51
	\$2,412,602.68

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

Commercial Credit Co., Ltd.

Widdicomb Building, Grand Rapids
Detroit Opera House Block, Detroit

Good but slow debtors pay upon receipt of our direct demand letters. Send all other accounts to our offices for collection.

WILLIAM CONNOR WHOLESALE READYMADE CLOTHING

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

William Alden Smith Building,
Grand Rapids, Mich.

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

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.

Tradesman Coupons

IMPORTANT FEATURES.

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GENERAL TRADE REVIEW.

The dominant factors in the Wall Street situation are the developments of the coal strikes and the approach of a triple holiday. The effect of the strike, while of little significance as to values, is to prevent activity in the stocks immediately concerned and, through sympathy, in the whole list. The trend of prices has been upward, evidently controlled by the general industrial activity throughout the country. The approach of the holiday on Friday means a closing of the Market from Thursday until Monday, which is sufficient reason for increased selling among margin dealers which is likely to make a decline in many values. Such dealers are always timid when anything is likely to interrupt operations more than a day or two. The universal rush of industries in every field except coal production is such as to prevent any serious decline in the general list of stocks.

The fact which is of most significance in the field of general distribution is that the people have money to buy. Unseasonable weather in some sections has delayed retail trade, but this is giving little uneasiness, for there is no doubt of the capacity for absorption when temporary hindrances are over. The only sections in which there is uneasiness are those affected by the strikes. As yet the miners have plenty of money, but any extended struggle must work disaster to the retail trade in the regions affected. There is little cause to fear any serious consequences to the country as a whole even from an extended struggle, for the development of industrial activity is so diversified and universal that any such disturbance can only operate to change methods and shift centers of production. For instance, the country is full of rivers with undeveloped water power waiting for a let-up in the tense activity and a lowering of prices for their improvement. Any extended interruption in coal supply or advance in prices will bring the hydraulic question to the front with a rush.

The only disturbing feature in the iron and steel situation is the labor controversy. Orders are booked assuring

activity well into next year if operatives are not so insane as to interfere with a wage scale and an assurance of work beyond any precedent. Woolen mills are rapidly assuming their wonted activity, although the strike is still said to be in effect. Cotton mills are still busy although the continued high price of the staple is not favorable. Boots and shoes are not yet comparing with the phenomenal activity of last year and the contrast makes the present situation appear unfavorable.

A race question has been decided in the courts of Rochester. An Italian bootblack refused to polish a negro's shoes. The negro sued and recovered \$100 in Municipal Court, but on appeal the decision has been reversed, and in his opinion the judge says: "No person of any race, creed or color can demand as a right that the defendant black his boots. An Italian may refuse to polish the shoes of a colored man, and the latter, if engaged in the same employment, can refuse to render a like service to a prince." Thus another great question is judicially determined, not by the state's court of last resort, to be sure, but by a court of competent jurisdiction which apparently has considerable common sense. If a bootblack has not the privilege of choosing his customers, then no other workman or tradesman has. If recovery could be maintained in this case, it could be where a man asked a carpenter to work for him and was refused. A common carrier deriving its charter from the Legislature can be compelled to carry all who pay the price or offer to do so, but that doctrine can not be carried in all directions and to all extents. A barber need not shave every man who comes in his shop. There is plenty of personal liberty in this country, and the Rochester judgment is likely to be sustained and establish a precedent.

Under an insurance law enacted in Germany several years ago thirty million people receive in return for a nominal sum free medical attendance. The theory was that suffering humanity would receive cheap and effective relief from its bodily ills, but in practice there are many drawbacks. The doctors hired by the state hold that they are expected to do too much for the pay they get. In Munich they get only about \$75 per annum. In order to keep down expenses the doctors are inclined to impress upon the patients that nothing is the trouble with them.

That was an amusing blunder a Grand Rapids lumberman made in leaving the bulk of his fortune to "indignant" old women, instead of "indigent" women. It can not be said that in any community it would be very difficult to find old women, or young ones either, who are indignant. That is not a condition dependent upon age. Young, middle-aged and old are likely to be indignant when circumstances warrant. The home should be built, and there will be no difficulty whatever in finding women willing to be indignant enough to gain admission.

HE HAS A GOOD IDEA.

King Alphonso XIII., of Spain, is credited with having said since he ascended the throne that he regards bull fighting as cruel and that he would very much like to introduce horse racing as a substitute. The young man shows good sense in his preference. It is quite possible, however, that his utterance is courageous rather than discreet. Bull fighting is a long established custom in Spain and to attack it would simply arouse very earnest opposition. It is a business there and those engaged in it and who derive their livelihood therefrom will naturally resent interference and will make quite a fuss about it. They will have no difficulty inducing many of the people to take their view of it. The young King is certainly to be credited with having good original ideas. Spanish fondness for bull fighting has been one of the things which has helped to give that nation an unfavorable reputation throughout the civilized world.

The sport is barbarous, cruel and inhuman. It panders to low and debased tastes and is the worst sort of education for the young. Proper outdoor sport is something always to be encouraged and commended. There is not so much danger in horse racing, but there may easily be as much excitement. The most civilized countries indulge in it to the greatest extent. Every nation must have some national, as well as diversified sports and by them to a considerable extent national characteristics are acquired and national reputation established. Bull fighting is the worst and lowest of the lot. It is degrading in every sense and has nothing to commend it. If Alphonso XIII. is determined to insist upon this reform perhaps he can accomplish it. He can not do it by a decree, for what has stood for years can not be put out of existence in a day. But royal favor can do much in the right direction. His idea in this matter is sound and sensible. If he is as wise in other affairs as in this, there is much hope for Spain in the reign just commenced.

Who will write "The Last Days of St. Pierre?" It will be a far easier task than the writing of "The Last Days of Pompeii." The author who tackles it is likely to be embarrassed by the abundance of material at hand. The news papers have given an immense amount of information and we have yet to hear from the magazines. The volcanic disturbances are quite certain to continue all summer, in print at least.

Perhaps the most interesting single achievement of the year 1901 was the experimental proof that light exerts a mechanical pressure. The fact had been foretold by Clerk-Maxwell from pure theory. It was verified by experiment, both in Europe and America. The pressure a square meter is four-tenths of a milligram for absolutely black bodies and double that for perfect reflectors.

Getting the People

Each Advertisement Should Be Complete in Itself.

The commonest error in advertising, and one which experience seems to eliminate with most difficulty, is that of introducing too many subjects. There seems to be an apprehension on the part of the advertisement writer that he is not properly utilizing his space or getting the full worth of his money unless he refers to everything about his business that he wishes made public. It is very difficult to keep the mind trained to the precept that the success of advertising depends upon the definite direction of the customers' attention. The introduction of various subjects divides and distracts the attention and a definite effect is practically lost. There may be some value in any general mention but effective advertising contemplates positive results.

I do not mean to say that the advertising should be confined to one article in all cases, although this is properly done when the one article is a specialty, even if the dealer has many other lines. What I do mean to say is the subject should be treated separately. The subject may be one article, or it may be a single line, or even a varied stock. If a single article, I repeat that is enough. If a line of clothing it is absurd to say that one also deals in coal. Or if the listed multitudes of articles in a department store is the subject, it is poor advertising to add that the proprietor has also some desirable real estate at a bargain. Of course these examples are ridiculous, but the principle applies elsewhere. Any introduction of extraneous subjects is an injury to effective work.

Naturally the solution of the problem when publicity of different lines is desired is to separate the space used. If the clothier deals in coal let him take a separate space in which to publish the fact. In this it should not appear that he also sells wearing apparel, for the attempt to sell both at once in an advertisement is as unsuitable as the attempt of a clerk to work in a ton of coal when he is selling a coat.

Let each be entirely independent. Any reference to other matters weakens the effect. For instance, in cases where there may be more than one space used in an issue it is not best to call attention in one to the other. This observation is suggested by an example of an extensive advertiser of several special lines in the leading magazines. Recently he has adopted the scheme of calling attention to his other spaces by the line, "See our other advertisements in this magazine." This is a mistake in the first place because it diverts the attention which the advertisement is intended to secure. Then it is a mistake because in the search for the other spaces the reader is sure to find all the competing advertising. I happened to pick up the last issue of Munsey's and came upon a column ending with the usual instructions to look elsewhere. I spent nearly a half hour and came across the advertisements of seven or eight direct competitors before I demonstrated the fact that this column was the only space the concern has in Munsey's. The careless use of the scheme when there is but the one space makes every competitor's space the more valuable. There is the same result in all cases, although it may not appear quite so absurd when there are several spaces.

Lady Bartmar \$2.50 Shoe for Women

We have just received a new shipment of the LADY BARTMAR \$2.50 Shoes. In presenting the Lady Bartmar \$2.50 Shoe for women we show the latest styles for this season's wear, and are confident that the excellent workmanship and selected leathers of which they are made will appeal to your good taste and common sense. Every woman appreciates a graceful shoe, which combines easy fitting qualities with durability and strength.

The Lady Bartmar Shoe possesses all the advantages of the more expensive lines, at a price within the range of the most modest purse.

The Lady Bartmar is the ideal shoe for women and ONCE WORN—ALWAYS WORN.

We will be pleased to submit these shoes for your careful examination, whether intending immediate purchase or not.

See our "AMERICAN GENTLEMAN" \$3.50 shoe, in "Patent Colt" leather over the new Essex last—a fine dress shoe for summer wear.

Leader in Groceries, Boots and Shoes.

Frank McDerby

Staple and Fancy Groceries.

Stylish Men

are careful to look for

"American Gentleman"

\$3.50 SHOE

trademark when selecting their shoes. There is a "snap" and a "go" about these shoes you don't see in any other make, and such perfect fitters—absolutely comfortably from the first.

Frank McDerby,

Leader in Groceries, Boots and Shoes.

HAMILTON-BROWN SHOE CO'S

AMERICAN GENTLEMAN SHOE.



Canvas Outing Shoes

FOR SUMMER

Boys' and Youths

75c

Men's

\$1.00 \$1.25

SAVE YOUR MONEY!

Until You Have Seen Our Clothing and Furnishings.

We agree to sell you Suits for Men, and Boys of all ages, for less money than any store within twenty miles of us (quality considered) or we will refund your money.

Regular	\$12 00	Suits,	\$10 00
"	10 00	"	9 00
"	9 00	"	8 00

And all others in proportion. We have a complete line of Hats and Caps and Furnishing Goods. All of the Latest Patterns and Best Makes. We ask only a fair Comparison of Goods and Prices. Eggs taken in exchange for goods, or we will pay you the highest cash market price.

Respectfully Yours,

Freeport Clothing Co.

GROCERIES

A carload has just arrived, but we have not time to print, prices this issue of The News, but will say that the groceries are a salvage stock from fire in Detroit, Mich., May 9-10. Stock is in fine condition and will be sold at

One-fourth to One-half Regular Price

Butter and Eggs taken at Cash Price, or if you will give me regular price for goods, every article guaranteed, I will pay 20c for eggs and 20c for butter, except on sugar. Call and see us.

FRED G. BAKER.

The first shoe advertisement of Frank McDerby is carefully planned in both writing and printing, but is susceptible to some changes that in my opinion will make it more effective. In the first place there is too much matter both for the subject and the space. Cut out from one-third to one-half and the remainder will tell the story with more force and clearness and will be much more apt to be read. I would only refer to the shoe by name in the upper paragraph once and then I would display the \$2.50. I would take out the word groceries at the beginning of the lower panel—for a shoe advertisement the dealer should be a leader in shoes. The mention of groceries at the last may be admissible and as the paragraph referring to men's shoes comes to different eyes and the line is similar it may do no harm, but as a rule the less said outside of the specialty the better. The printer's work is good, but less matter would enable the use of more generous white spaces.

The next specimen, also from Frank McDerby, is better as to amount of matter for the space, but the printer runs riot in the use of border. The shoe with its engraved display is tucked off as a part of the border in a way to lose its strength; this is not made good in the repeated display. I would give the shoe cut with its lettering the upper central space of the large panel with plenty of white space around it. I would put "Stylish Men," etc., in a line below the cut and then let the display follow as it is, supposing I should use the terrific border. The plan of putting the other priced specialties in a panel by themselves is good. I would let the word groceries come last if I did not omit it.

There is a business ring about the clothing announcement of the Freeport Clothing Co. and the printer does his work consistently. I would give more white space inside border, however. There is a suggestion of incongruity in the introduction of eggs in a clothing company's advertisement, but I presume this is warranted no doubt by special conditions.

There is an indefiniteness in the propositions of Fred G. Baker, which I fear will not be conducive to trade. The proposition to sell at such a cut would seem to be inducement enough in itself. But the offering of an apparent reward of a high price for eggs to pay the difference between one-fourth to one-half regular price introduces a complication that I fear will mix matters somewhat. The printer's work shows a care for unity of design and proportioning of display and space. I would omit the rule under the first line.

Changed Conditions.

Mr. Westside—Is Briggs still paying attention to your sister?

Eastside—Naw; they've been married this two months!

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.

Comparative Advantages of Tall and Short Drummers.

By way of London comes a sheaf of impressions of manners and men collected by Mr. Wyndham, British Consul at Chicago. Of the American commercial traveler or drummer Mr. Wyndham says to his government: "As a rule he is a tall man who impresses people and commands their attention when he enters a store, which a small man can not do, with his cheerful, genial manner and marvelous memory." The British Consul's deductions are as loose as his language; he does not mean to say that a short man can not enter a store through the doors of which a tall man may pass with dignity. To the tall man he attributes a monopoly of cheerfulness, geniality, memory of names and faces and impressiveness of manner that beguile the merchant into looking at his samples, when to a five foot four drummer with a line of cut-rate bargains just suited to his trade he would not even give the glad hand.

We cheerfully take off our hat to the American drummer as a good all-around man whose views are broad and whose clothes are well cut, but we object to his success being gauged by inches. He is a peripatetic philosopher to the rural towns in his circuit, and an exemplar of metropolitan polish. He brings with him the bustle of the big city from which he hails, and a stock of new stories that are at once put in circulation with due credit to him. There is enough mystery in his canvas-covered sample cases, if he is in the ribbon or dress goods line, to pique the curiosity of the feminine mind. He usually "takes" with the women. He does not want to persuade his customer to buy unnecessary supplies, but he would like the privilege of showing him some new things that his house has put out this season, and once shown he is sure of his orders. Even the house which he represents refers to him affectionately in the advance postal cards announcing that he may be expected at a certain date as "our Mr. So-and-So." He is everybody's friend, but he need not be tall.

There is "Shorty" for example, and every small town knows him, who is greeted with glee by the hotel porter as he alights from the panting local train. "Shorty" calls the hotel clerk by his first name and when he enters the country merchant's store even the errand boys draw nigh to enjoy surreptitiously the wisdom and humor which he deals out. He may travel for a Boston house, for New York or for Chicago and his own name may be hyphenated, but to

"his trade" he is "Shorty." Does he feel his lack of inches? Not he! Mr. Wyndham should met "Shorty," and if the latter were so inclined he could sell him a gold brick, not in earnest, for "Shorty" is honest, but just to upset the British Consul's theory that it takes a tall man to sell goods.

It is the American commercial traveler's broad human interest and his adaptability that win success whether he walks through life with his hat five feet six or six feet six above the pavement.—N. Y. Sun.

Recent Changes Among Indiana Merchants.

Anderson—The Anderson Hardware Co. has discontinued business.

Anderson—Buck, Brickley & Co., druggists, have dissolved partnership. The business is continued under the style of Buck & Brickley.

Battle Ground—S. T. Shigley has purchased the hardware stock of Breckenridge & Bradshaw.

Bedford—Byers, Boyd & Co. succeed Byers & Boyd in general trade.

Brazil—The estate of J. N. Dilley is succeeded by Dilley's Pharmacy.

Elwood—The Austell Furniture Co. succeeds W. L. Austell in the furniture business.

Fort Wayne—The United Knitting Mills has been absorbed by the Wayne Knitting Mills.

Fremont—S. F. Glime, dealer in grain, has discontinued business.

Nappanee—Coppes Bros. & Zook, millers, and the Nappanee Furniture Co., have consolidated under the style of the Coppes, Zook & Mutschler Co.

New Castle—The Cash Hardware Co. has closed out its stock and retired from trade.

Plainville—Crosby & Winger is the style of the new millinery house which succeeds Alice M. Crosby.

Terre Haute—Wm. Meissel, grocer, is dead.

Wabash—Goohenour & Cady, meat dealers, have discontinued business.

The Old Man's Advantages.

A map past fifty can do with less sleep than younger men. He can endure greater steady and prolonged strain. He can bear his burden day after day with less need of recreation. The young man can "sprint," but he can not "stay" like the man with brain grown iron and nerves steel by many years of training.

Elderly men are less temptable. They are of fixed moral habit. Appetite and passion are under control. For better or for worse they are a calculable quantity, with slight variations to be taken into account.

Elderly men are more loyal as friends if they are friends. Their attachment

to a cause or a commercial house is less changeable. They have, moreover, given bonds for good behavior in the persons of grown families whose respect is to them dearer than life. They know the difficulty of repairing mistakes.

Elderly men actually have experience. The older man best reads character. He is the wisest to select agents.

To Avoid a Mix.

Philip was saying his prayers before

going to bed, and ended his supplication with, "Amen, Philip Evans."

"Why, Philip! Why did you say that?" asked his mother.

"Well," he replied, "I didn't want God to mix me up with brother Ed—he does act so dreadfully!"

When a woman tells her husband that she wants to have a plain talk with him, it means that she wants him to confess something.

Wagemaker

Offers Free to You for Trial

a complete outfit for vertically filing correspondence, invoices, orders, etc.

Capacity 5,000 Letters

The outfit consists of a tray and cover, with strong lock and key and arranged inside with two sets of 40 division alphabetical, vertical file guides and folders for filing papers by the Vertical Filing System.

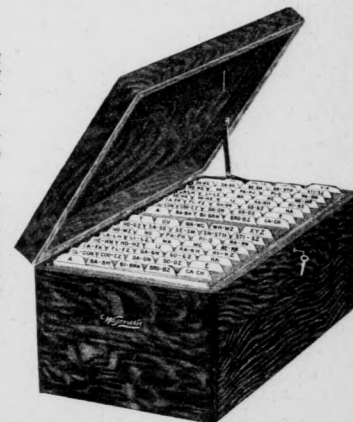
This arrangement is designed for different purposes, one of which is to file letters in one set of the vertical indexes and invoices in the other.

This tray has a capacity of 5,000 letters, or equivalent to about ten of the ordinary flat letter file drawers, and may be used to excellent advantage by small firms or offices having a small business to care for. Larger firms desiring to know something about this new and coming system of vertically filing should take advantage of these Trial Offers.

Write for our complete Booklet F, giving full descriptions and information.

The Wagemaker Furniture Co.

Grand Rapids, Mich., U. S. A.

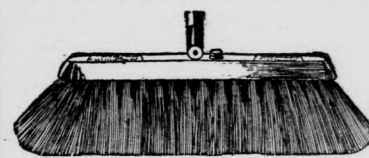


If the people ask for it you will buy it. If you buy it the people will ask for it. We create the demand—leave that to us.

OLNEY & JUDSON GROCER CO., Grand Rapids

Modern Progress Demands Modern Methods

Sell
The
Modern
Sweeper



The World's
Only Sanitary
Dustless
Floor Brush
is a product of
the times.

Send for
a Sample
Brush
on
Approval

WRITE FOR PARTICULARS

Milwaukee Dustless Brush Co., 121 Sycamore Street
Milwaukee, Wisconsin

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.

Around the State

Movements of Merchants.

Croswell—Hunt & Kiefer have opened a new drug store.

Petoskey—Wm. Pettengill has opened a bakery in the W. W. Knecht block.

Hersey—N. French & Co. have purchased the meat market of Brooks & Co.

Benzonia—J. W. Bell has purchased the boot and shoe stock of G. C. Hopkins.

Petoskey—Corbett W. Doherty has purchased the meat market of C. E. Sullivan.

Stockbridge—DePuy & Brown succeed Casper E. DePuy in the drug and grocery business.

Wakefield—The Wakefield Store Co. has increased its capital stock from \$5,000 to \$7,500.

St. Clair—Jerome & Brenner have closed out their boot and shoe stock and retired from trade.

Sanilac Center—W. H. Reed succeeds G. F. Lindke in the bakery and confectionery business.

Deerfield—The Deerfield Telephone Co. has filed articles of association with a capital stock of \$2,500.

Port Huron—The new grocery store of George Parker, on Tenth street, is rapidly nearing completion.

Calumet—Stefanec & Chopp, general dealers, have dissolved partnership, Lucia Stefanec succeeding.

Vermontville—Clyde J. Ayers has sold his drug stock to Frank Willett, formerly engaged in business at Interlochen.

Eugene (Alma P. O.)—Whitfield Debar, of Middleton, has purchased the dry goods and grocery stock of John A. Brown.

South Frankfort—S. L. Glarum has purchased the interest of his partner in the grocery and meat business of Glarum & Severston.

Onaway—Walton & Voorheis, druggists, have dissolved partnership. The business is continued under the style of Voorheis & Co.

Fremont—C. E. Pierson, of Fremont, and Martin Kelley, of Hart, have purchased the general merchandise stock of Frank H. Smith.

Nashville—Glenn H. Young & Co., hardware dealers, have dissolved partnership. Glenn H. Young will continue the business in his own name.

Caro—D. T. Dewitt has purchased the Martha A. (Mrs. C.) Reece drug stock and the wall paper stock has been purchased by Himelhoch Bros. & Co.

Onsted—M. P. Wemple has retired from the grain and lumber business of Onsted & Wemple, John Onsted continuing the business in his own name.

Bay City—H. Gagner has purchased the interest of Dr. A. W. Herrick in the Garfield pharmacy, at the corner of Twenty-first street and Garfield avenue.

Williamston—A. J. Edwards has purchased the interest of O. D. Corwin in the grain business, which will be continued under the firm name of Linn & Edwards.

Montague—J. A. Chisholm, of Seney, has removed to this place and opened a grocery store in the building formerly occupied by the grocery stock of Geo. Springer.

Cadillac—H. H. Eaton, formerly engaged in the drug business at Boyne Falls, has sold his store building there to John M. Shields and removed his stock to this city, where he has re-engaged in business under the style of the Eaton Drug Co. His sons, Benjamin and Carl Eaton, will be associated with him in the business.

Grand Ledge—D. H. Power, Cashier of the Pontiac Savings Bank, and B. R. Moore, Cashier of the New Haven Savings Bank, have established a private bank here.

Republic—A co-operative enterprise has been established at this place under the style of the Finnish Co-operative Mercantile Association. It is capitalized at \$20,000.

Detroit—The McCart-Christy Co., the Cleveland wholesale grocery house, has opened an office at 823 Majestic building and will carry a stock of teas and coffees in a warehouse here.

Saginaw—The bicycle and sporting goods business of Tierney Bros., at 217 Genesee avenue, will be discontinued in July, when the firm will embark in the brokerage and money loaning business.

Kalamazoo—Miss Minnie Ebens, who has conducted a grocery business at 152 South Burdick street for several years past, has sold the stock and rented her store to W. J. Duffield, who will continue the business.

Detroit—H. T. Phillips writes the Tradesman that, while it is true that he will take no active part in the management of the business, he will continue as the senior partner in the fruit and produce house of H. T. Phillips & Co. The management of the business now rests on the junior partners, J. M. Smith and W. A. Davidson.

Grand Haven—The first shipment of grain on Lake Michigan was made from Grand Haven in 1836, two years before a kernel had been shipped from Chicago. The Grand Haven cargo consisted of 3,000 bushels of wheat, a tolerably heavy boatload for those days. The first Chicago shipment consisted of thirty-nine bags of wheat consigned to Oswego, N. Y.

Sault Ste. Marie—W. K. Parsille, who for the past year has conducted a crockery and notion store at 214 Ashmun street, has turned his stock over to C. C. O'Neil & Co., of Chicago. R. C. Montgomery, representing the Chicago firm, has taken charge of the store and will dispose of the stock at once by auction and private sale. Mr. Parsille will make a tour of the West.

Detroit—Shippers are very much dissatisfied with the Michigan Central's demurrage system and have been registering their protests against the alleged unfair methods resorted to by the Michigan Central in compelling those who bring freight over competing lines to unload their cars in forty-eight hours or pay demurrage charges while those bringing freight over the Michigan Central are given five days in which to unload same.

Lansing—A party of about forty of the representative wholesale men of Cleveland will leave Cleveland on June 9 for a trip through Michigan, visiting the principal cities along the line of the Michigan Central and Pere Marquette Railway. They will go from Cleveland to Detroit by boat and from that city along the main line of the Michigan Central to Battle Creek and Grand Rapids, returning to Rives Junction and thence to Mason and this city. From here the party will go over the Pere Marquette to Ionia and Belding and across to St. Johns, Owosso, Bay City and Saginaw, and ending the trip at Port Huron. As yet the length of time which the Cleveland men will spend in the city is not known. This will be the ninth annual trip of this nature made by the Cleveland merchants.

Sparta—The merchants of Cedar Springs and vicinity, according to re-

ports, are all wrought up over what they term the unfair methods of certain competitors in their several lines by which the other fellow gets the business. It appears that certain merchants have in operation peddlers' wagons which go from house to house in the rural districts and furnish the farmers with the necessities and many of the luxuries of life, saving them the trouble of journeying into town. It is claimed these peddlers take the produce of the farm in trade and the storekeepers who confine their operations to the corporate limits of the village are getting the small end of the horn in a business way. Not long ago the latter formed themselves into a committee and communicated with the Attorney General at Lansing. They found from the official that the peddlers in question are obliged to have a license, costing \$75 or \$40 for a double or single rig respectively annually and also that the peddlers were not equipped with any such commodity. They were advised to lay the matter before the Prosecuting Attorney and Mr. Brown was immediately in receipt of letters from the Committee. He took the matter up with the men mentioned in the Committee's list and all have promised to take out a license at the earliest opportunity at the office of the State Treasurer and to suspend business until the license has been granted them.

Manufacturing Matters.

Union City—J. Martin has retired from the flouring mill business of Moore & Black.

Flint—The Home Cigar Co., manufacturer of cigars, has removed to Battle Creek.

Wolverine—The Depew sawmill has been purchased by I. L. Davis and P. Bittenbender.

Lyons—The Lyons Washing Machine Co. has been organized with a capital stock of \$5,000.

Battle Creek—The Alvord-Allworth Co., Ltd., succeeds J. E. Allworth in the business of manufacturing chemist.

Holland—The Pneumatic Horse Collar Mfg. Co. has been organized here with a capital stock of \$20,000, paid in. The President is George W. Browning; Vice-President, F. C. Post; Secretary, A. Visscher, of Holland; Treasurer, Chas. H. Browning, of Battle Creek. The company will occupy the abandoned Ontario shoe factory building, and operations will start as soon as the machinery can be placed. The company has a contract to supply 100,000 collars a year for four years.

Dryden—The Dryden Co-Operative Creamery, after a long continued struggle for life, seems at last to be on the way to business success. The plant was erected several years ago by Dr. Hovey, of Vassar, who, not being supported by the milk producers, lost several thousand dollars in the enterprise and quit. Then the institution was idle for two or three years, when interest was revived and an organization of fifty or sixty farmers took hold of it, placing the business on strictly co-operative lines, taking all risks themselves and practically waiving all profits in the business, except such as would come to all patrons alike, whether stockholders or not. Gradually, in these years the advantages of the fac-

tory system of production has dawned upon the farmers until now, under the management of George B. Ferry and Robt. Pogue, the creamery is doing a fine business, and the old hand churns are climbing the stairs to join the old spinning wheels up in the garret.

The Boys Behind the Counter.

Lake Linden—H. J. Keils, formerly with the Fletcher Hardware Co., of Detroit, is now manager of the Joseph Pearce hardware store here.

Sault Ste. Marie—J. Davison, who came here two weeks ago to assume charge of the Blumrosen Bros. dry goods department, has resigned and returned to Detroit.

Benzonia—Herman Ehman has taken a clerkship in the general store of the Case Mercantile Co.

Port Huron—Miss Kate Gibbons will take a position with Mrs. E. G. Brown's store at South Park.

Marquette—At the last meeting of the Retail Clerks' Association, an invitation from the Ishpeming Lodge, asking that the Marquette clerks be its guests on the evening of Wednesday, May 28, was presented. The invitation was unanimously accepted. The event at Ishpeming will be in the nature of a reunion of the clerks of both Houghton and Marquette counties, and a very large attendance is anticipated. It is likely that the Marquette delegation will go up and will return on a special train. The arranging of the transportation and other details was left to a committee of three, of which Bert Salter, James Bennett and Silas Patenaude are the members.

Cedar Springs—Fred D. Barnum succeeds Amos L. Merrick as clerk in the drug store of J. R. Fox.

West Bay City—John R. McCall has taken a position at the C. S. Ford clothing store. A consignment of goods ordered prior to Mr. Ford's death, which the manufacturers afterward refused to countermand, has arrived and Mr. McNeil will likely remain in charge until the entire stock has been disposed of.

Kalamazoo—Dry goods clerks, who started an agitation a few weeks ago for a half holiday, have won a complete victory. The last firm in the dry goods line signed an agreement Monday, granting clerks a half holiday Fridays. The movement is spreading to other lines of business and, in all probability the Friday half holiday will be adopted by the hardware, shoe and clothing stores.

Owosso—Orville Angell has resigned his position with Hall Bros. to enter the employ of Bunting & Fillingier.

With deep regret the Olney & Judson Grocer Co. announce the withdrawal of Mr. E. J. Huyge, who has been with the company for sixteen years and is a director. His health, however, compels him to take the precaution of an extended vacation and absolute rest. The vacancy on the board caused by his resignation will be filled later.

Most men want to taste the fruit of advertising as soon as the seed is planted.

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

REMEMBER

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

GRAND RAPIDS SUPPLY COMPANY

20 Pearl Street

Grand Rapids, Mich.

Grand Rapids Gossip

The Grain Market.

Owing to the fine weather conditions, wheat has remained about the same. While all reports are what is termed bullish, the weather conditions were taken into consideration more than anything else. The final Government report, which has been delayed for months, showed a yield of wheat of 748,000,000 bushels, which is about 30,000,000 bushels more than has been heretofore reported. What does all this large crop amount to and where has it gone, when we see how it is melting away? This week's decrease was again 3,000,000 bushels and exports were over 5,000,000 bushels. The visible amount is 30,000,000 bushels, or 10,000,000 bushels less than last year. While the bears report there is no export demand, we would like to know where the 5,000,000 bushels are going, and up to the present time we have exported 225,000,000 bushels. The mills are not burdened with wheat and are patiently awaiting the new crop. While the conditions are favorable, it will fall way below the crop raised in 1901 and with only a small amount in farmers' hands. What is left seems to melt away like snow before the warm sun. Chicago and Duluth are the only places to draw wheat from to-day. Minneapolis has not enough to keep her mills running. The primary receipts were way below the usual amount. They were only 393,000 bushels yesterday, while shipments were 730,000 bushels.

Corn was very strong and about 2c higher than one week ago. The reason is the small amount in sight, being only 4,000,000 bushels, against 15,000,000 bushels last year, and it is a long time before there will be any new corn on the market. The price will remain or go higher.

In oats the same conditions prevail as in corn, as there are only 2,000,000 bushels in sight against 10,000,000 bushels last year, and prices are held very stiff. However, there will be new oats on the market long before there will be any corn. We look for lower prices.

There seems to be a little more enquiry for rye, but as the amount from initial points is very small, there is not much trading.

Beans have gone up fully 10c for cash since the last report, and seem to show strength. June beans are 5c lower.

Flour has been marked down about 10c per cwt., and both local and domestic demand is excellent. Foreign bids can not be accepted, on account of the duty on the other side, so American flour is not in demand for shipping at the present time. There seems to be no change in mill feed, but it remains very firm, notwithstanding the good pasturage, which condition will probably remain for some time to come.

Receipts of grain have been only nominal, being as follows: wheat, 42 cars; corn, 3 cars; oats, 2 cars; flour, 4 cars; malt, 2 cars; hay, 1 car; potatoes, 4 cars.

Millers are paying 80c for No. 2 red wheat.

C. G. A. Voigt.

The Produce Market.

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

Asparagus—50c per doz.

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

Beeswax—Dealers pay 25c for prime yellow stock.

Beets—40c per doz. for new.

Butter—The market for factory creamery is steady 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.

Cabbage—Florida, \$3.50 per crate. South Carolina, \$2.25.

Celery—California Jumbo commands 80c per doz.

Cucumbers—65c per doz. for hot-house.

Eggs—Receipts are liberal, but not so heavy as they were. Local dealers pay 13@13½c for case count.

Figs—Five crown Turkey command 14@15c.

Green Onions—10c for Evergreens and 14c 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—Californias \$3.50, Messinas \$3.60@3.75.

Lettuce—10c per lb. for hot-house.

Maple Sugar—10½c per lb.

Maple Syrup—\$1 per gal. for fancy.

Onions—Bermudas, \$2 per crate; Egyptian, \$3.75 per sack; Louisiana, \$4 per bbl. of 3 bu.

Oranges—California navels fetch \$4@4.50 per box for fancy. St. Michaels and Fancy Mediterranean Sweets command \$4@4.25.

Parsley—35c per doz.

Pieplant—2c per lb.

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

Plants—Cabbage and tomato, 75c per box of 200; pepper, 90c; sweet potatoes, 85c.

Potatoes—The market is steady, due to the improvement in most of the large consumptive and distributing markets. Growers and country buyers are inclined to be optimistic in their views, but the approach of the new potato season tends to make large handlers cautious.

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—18c per doz.

Spinach—50c per bu.

Strawberries—Tennessee and Southern Illinois command \$2.75 for 24 qts. Michigan in 24 qt. cases fetch \$2. The quality is good.

Tomatoes—\$3 for 6 basket crate.

Wax Beans—\$1.50 per bu. box.

Hides, Pelts, Tallow and Wool.

The hide market is still uncertain. Sales are made at the high point, or a lower one, as the one selling can make the other chap see it. Sales are reported on half-cent variation, while stocks vary that much in value. Eastern tanners hold out the market and, if hides were more plentiful, values would be lowered. The market can be said to be easier.

Pelts are in small offerings. Shearings are more plentiful at higher values.

Tallow is lower. Edible is in larger supply, while soapers' stock is lower, tending to an easier market.

Wool is still dull and draggy in the Eastern markets, while in the states and territories it is sought for and bought above what can be realized East. Dealers are anxious buyers, but have faith in the future and are not ready sellers. Eastern buyers have taken quite a large amount of wool at fair prices, while the bulk is held out for speculation.

Wm. T. Hess.

Peter Godfrey has engaged in the grocery business at Gunn Lake. The Olney & Judson Grocer Co. furnished the stock.

The Grocery Market.

Sugars—The raw sugar market shows some increase in demand and in price, 96 deg. test centrifugals being 1-16c higher. Refiners, however, were not particularly anxious to make purchases and business was of only moderate proportions. The world's visible supply of raw sugar is 3,160,000 tons, showing a decrease of 40,000 tons under May 15, 1902, and an increase of 910,000 tons over the corresponding time last year. The stronger tendency of prices for raw sugar influenced a better feeling in the refined market and the general impression is that prices will hold steady. The demand is somewhat improved and it is expected will greatly increase as soon as the active canning season begins. Dealers all over the country are lightly stocked and will soon be obliged to make heavy purchases to supply their actual needs.

Canned Goods—Trade in canned goods is rather quiet, with only a small volume of business on most lines. Spot tomatoes are practically cleaned up, it being almost impossible to find any large sized quantities, and what few there are are held at very firm prices. We still have before us sixty of the best consumptive days in the year for tomatoes, and, while the present asking prices are high, we believe stocks will be entirely cleaned up before the new pack is ready. Futures are quiet, with but little demand and nothing new to report.

Corn is still dull, both futures and spot goods being neglected. In peas some buying of spot goods is noted at slightly below list. Holders show a disposition to sell in anticipation of probable reasonable range of prices on new pack. Some small lots of peas have already been packed at Baltimore and packers expect to all be at work in the course of a week or ten days. Indications are favorable for a good-sized crop of excellent quality and it is expected that prices will be slightly lower than last season. There is a very good demand for gallon apples at previous prices. Spot goods are closely cleaned up and the market is firm. The receipts of pineapples are continually growing larger and it is stated that it is doubtful if at any time in the history of the pineapple industry the islands have ever produced such fine fruit as has been brought to this country this season. The fruit is larger and cheaper and, consequently, the season will probably be one of lower prices and better quality than ever before. The situation on salmon is much stronger and spot goods are moving out rapidly. Alaska salmon is being rapidly cleaned up and indications point to the new pack coming on an entirely bare market. Sardines are strong and in fair request.

Dried Fruits—The dried fruit market is in good condition, with moderate demand for most grades. The position of the prune market is somewhat improved and there is a good demand at full prices. The situation on raisins is improved considerably and dealers all report a good demand for seeded at full prices. Loose raisins are also in better demand. Stocks of loose raisins in California are nearly all in possession of the Packers' Association and prices there rule steady. Apricots are in good position, owing to small supplies. Prices are steady, but show no change. Peaches are also in good demand at firm, unchanged prices. Dates meet good speculative demand and prices are very strong. Figs are in strong position, grades used by manufacturers selling

very well. Stocks of dates and figs are both very light. There is practically no market on spot evaporated apples, as there are none to be had. There is some enquiry for goods for future delivery, but no large sales are reported.

Rice—The rice market is firm, with an advance of ¼@¾c on some of the lower grades. There is a steady demand for moderate sized lots, although there is no speculative movement. Holders are offering sparingly, as they anticipate still higher prices and do not feel like urging sales. Stocks of all kinds are fair, but are not considered any more than enough for future needs.

Teas—The tea market continues very quiet, with but light demand, and prices show a decline of from ½@¾c on almost all grades. There is a continued conservatism on the part of the trade and there are no indications of any improvement in the immediate future.

Molasses and Syrups—The movement in molasses, as usual at this time of the year, is slow and only such lots as are actually needed are purchased. Sales were mostly of the medium grades, for which full quoted prices are obtained. Supplies are moderate and no lower prices are expected the balance of the season. On account of the weaker grain markets, corn syrup shows a decline of ¼c per gallon on barrels and 3c per case on cans.

Fish—Trade in fish, as usual at this season of the year, is light. There is, however, some little business doing in mackerel and codfish at previous prices. There is a very even market on fish and we do not look for any material change one way or the other.

Nuts—Trade in nuts is dull, with the exception of peanuts, for which there is some little demand at unchanged prices. Filberts show a slight advance on account of light stocks, but demand is very light.

Rolled Oats—As a result of the weaker grain markets, rolled oats have declined 10c per barrel and 5c per case. The demand for bulk goods is very light, but is continually increasing on case goods of all kinds.

The agitation of the Grand Rapids butchers to put an end to the boxes selling meats to hotels, restaurants and private families is likely to fall flat through the disinclination of the retailers to take a firm stand and pull together. The work thus far has fallen on a few shoulders and the prospects for accomplishing tangible results are excellent, but the men who have thus far given their time and money to bring about improved conditions decline to continue the negotiations unless they receive the co-operation of those who are just as vitally interested in the success of the movement as they are.

The deadlock between the grocers and clothing clerks regarding a half holiday during July and August ought not to result in the abandonment of the plan. The grocers offer to close Thursday afternoons during the two months named, but the clothing clerks insist that Wednesday afternoon is the proper time for closing. No effort has yet been made to secure a compromise, but steps should be taken to do so at once, or the closing scheme will be defeated this season.

The hotel keeper who advertises for the traveling man's patronage is quite likely to try and retain it when it is once secured, while the man who does not advertise either does not care for it or thinks the traveling man must stop with him anyhow.

MEN OF MARK.

James R. Wylie, President National City Bank.

James Robert Wylie was born October 14, 1849, on a farm in Martin, Allegan county, of Scotch-American parentage. He was educated in the common and high schools of his native county, remaining upon the farm until he attained his majority, when he engaged in business for himself, conducting with Thomas H. Shepard a general country store at Martin, under the firm name of Wylie & Shepard. This firm built up an extensive trade and conducted a successful and prosperous business. After a few years of active experience in the mercantile business, Mr. Wylie disposed of his interest therein and entered the law department of the University of Michigan, graduating therefrom with the class of 1878. He immediately engaged in legal practice in the city of Grand Rapids, continuing there for several years. In natural abilities, sterling character, legal learning and business experience, he was thoroughly equipped for a legal career and soon became recognized as one of the strong, active and capable young men of his profession in Grand Rapids.

In October, 1879, he was married to Jeannette C. Curtis, of Richland, Michigan. Two children were born of this union—Isabel, now at Vassar College, and Curtis, now a pupil in the schools of Grand Rapids.

In 1882 he went with his brother-in-law, William L. Curtis, to the growing country of Northern Michigan, and located in Petoskey, where he became engaged in the banking business as a member of the firm of Curtis, Wachtel & Co., and was also interested in a small banking business at Kalkaska, under the name of Wylie, Bleazby & Co. Some time later Mr. Curtis and Mr. Wylie purchased the interest of Mr. Wachtel in the banking business, and until 1893 they conducted it under the name of the Petoskey City Bank, and also established and conducted a banking business at Harbor Springs under the name of the Harbor Springs Bank. They rapidly built up an extensive and profitable business in these places, the Petoskey City Bank being succeeded by the present First National Bank of Petoskey. In 1893 Mr. Wylie sold his banking interests in Northern Michigan to his partner and his partner's son, and returned with his family to Grand Rapids, where he again took up the practice of law, forming a partnership with George Clapperton, under the firm name of Wylie & Clapperton. This firm did a general legal practice, Mr. Wylie remaining with it until he assumed the management of the National City Bank of Grand Rapids, taking the nominal title of Cashier, but really acting as President as well, owing to large outside interests of the late President Luce, who was able to give the bank very little personal attention and relied implicitly on the good judgment and conservatism of his associate. On the death of Mr. Luce it was very generally conceded that Mr. Wylie would succeed to the vacancy, but formal action on the matter was not taken until Monday of this week, when the directors of the Bank unanimously made Mr. Wylie the official head of the institution.

Mr. Wylie possesses legal and financial ability of a high order, is a man of positive strength, clear judgment and unquestioned integrity, and stands in the first rank among the professional and business men of this city. He has

achieved distinctive and solid success through ability, character, hard work and perseverance. In financial affairs he is active, capable and progressive, but conservative and safe, being disinclined to speculation or the taking of risks beyond such as are reasonable and necessarily incident to the safe management of money and of business enterprises. By reason of his ability, integrity, sound judgment and conservatism he commands the unreserved confidence of all who know him.

He has always taken great interest and an active part in public affairs and in formulating local legislation in which his city or town was interested. He has never been an active politician or an office seeker and never held a salaried public office of any kind. He was for years an active member of the Board of Education at Petoskey and was President of that village during the last year of his residence there. He was appointed the first President of the Board

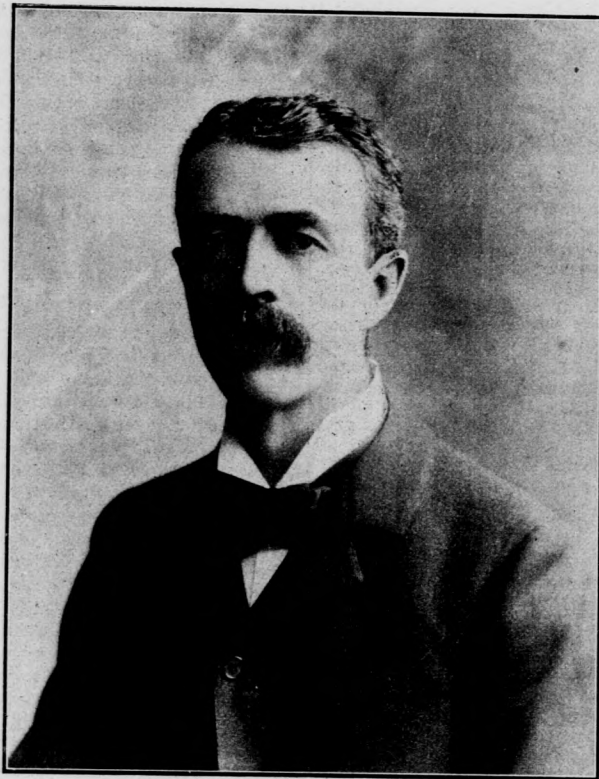
who know him. He is a distinctive type of the active, progressive, influential and successful man of affairs, and a positive force in the business, civic and social life of the city.

American Luxuries in England.

As an illustration of the general use of American produce and manufactured articles abroad, the following description, by George H. Daniels, of the New York Central Railroad, is amusing. Speaking of an average English business man he says:

He sits down to breakfast at a table presided over by an American wife, eats oranges from California, cereals manufactured at Niagara Falls, beef straight from Omaha, a slice of bacon from the Mohawk Valley, and his bread is, of course, from wheat ground at Minneapolis.

On his way to his office he rides in a car built in New York, propelled by electric machinery manufactured at Schenectady, over railways constructed by American engineers and largely of



of Poor Commissioners of Grand Rapids and during his term of office, under his active direction, the entire management of that department was most thoroughly renovated, reformed and organized along the lines of charity organization principles. He is Vice-President of the Charity Organization Society and a trustee of the Union Benevolent Association of Grand Rapids, and a trustee of Alma College, Michigan, taking an active part in those lines of public work.

In addition to his active management of the affairs of the National City Bank he is a director of the Luce Furniture Co. and the Widdicomb Furniture Co., two of the leading institutions of Grand Rapids. In religion, he is a hereditary, active and loyal Presbyterian and an elder in that church.

He is a man of attractive and winning personality, of forceful character, affable, genial, companionable, commanding the respect and regard of all

American materials. On reaching his office and looking about him he finds if his is a modern, up-to-date establishment:

That he sits on a Nebraska swivel chair before a roll-top desk made in Buffalo. His letters are written on a Syracuse typewriter, and he signs them with a New York fountain pen, and blots his letters with a blotting sheet from New England—and his correspondence is put away in files from Grand Rapids.

New Salmon Combine.

The United Canneries Co., incorporated in New Jersey, to-day purchased the canneries of British Columbia and placed them under one management. Some of the canneries were bought for all cash and some for part cash and part stock. The company is incorporated for \$4,000,000. It is said that overtures will be made at once to combine with the Alaska Packing Co. and thus control the salmon markets of the world.

It is a wise advertisement writer who knows how the public will understand his advertisements.

Bell Telephone in the Grocery Business.

When the Grand Rapids grocers and meat dealers were considering the plan of throwing out Bell telephones altogether a few months ago, the Celtic gentleman who assumes to manage the Bell interests in Western Michigan and whose greatest stock in trade is bluff and bluster, arose on his elevated steed and threatened that, if the retailers insisted on taking such a course, the Bell people would establish a department store in Grand Rapids and sell goods at actual cost until the retailers capitulated and restored the Bell phones. No one took any stock in these threats, because the career of the Michigan Telephone Co. for the past six years has been marked by repeated threats on the part of the unfortunate gentlemen who have been invested with the duties and responsibilities of management, none of which have been carried into execution.

It appears that there is one Bell manager, however, whose word is good and whose threats "go"—John Sabin, of the Central Union. When the Retail Grocers' Association of Marion, Ind., decided to patronize the home company and discontinue the use of Bell phones altogether, John Sabin issued an edict that the grocers recede from their position or suffer the consequences resulting from the establishment of a store established and maintained by the Bell people without regard to profit.

The Central Union's plan, it is said, is to serve persons who use its telephones at practically the cost of the goods, the only object in view being to retain its patrons and to secure more for the telephone service. It says that, as the merchants and grocers refuse to use its phones, it is under a moral obligation to overcome the resultant inconvenience to its patrons as much as possible.

Mr. Sabin says that it will be entirely practicable to run a grocery store in such a connection, for all staples in the grocery trade are practically the same and not one purchaser in a hundred cares to inspect such goods before making purchases. The same, he says, is true of meats and vegetables, and the Central Union will be careful to provide the best and at prices which will defy competition.

The fight promises to be an interesting one, because it naturally takes on the form of civic patriotism—or lack of patriotism. Every one who uses a Bell phone or patronizes the Bell grocer will be accused of being a traitor to the town and disloyal to its best interests. Whether there are enough of this class in any community to justify the Bell people in their attempt to ruin local merchants remains to be seen.

Liquid Air Experiment.

The Standard Butter Company, of Oswego, N. Y., some time ago experimented with liquid air for cooling cars, and, according to reports received, the results have been very satisfactory. The experiments were made with ordinary freight cars, which were supplied with a sixty-metre long and two-inch wide coil, terminating in a receptacle for liquid air, which was placed in the car. From this receiver the liquid air is forced into the coil, which cools the air in the car to any degree desired. According to the reports, the temperature in the car was reduced to about 10 deg. C. below zero (14 deg. Fahrenheit) within the first hour and remained at this point for the next three hours. Enough liquid air was contained in the receptacle to maintain this temperature for twenty-four hours.

VOLUNTARY SHIPMENTS.

Gratuitous Dumping of Surplus Stock on Merchants.

Written for the Tradesman.

On opening our mail the other morning, among other curiosities we unearthed a letter written upon one of Mr. Edison's mimeographs in a bold type-writer hand, and the boy who attended to removing it from the machine had smeared it over with his grimy paw. It read as follows:

Dear Sir—We are the largest manufacturers of organs and sewing machines in the West, and are among the oldest houses in the business. Our goods bear a reputation for accuracy, durability and finish that places them in the very foremost of their class.

We find upon examining our records that we have no agent at Croquet Crossing and, as your name has been handed us by a mutual friend (they forgot to mention his name) as a man of sterling worth, of energetic disposition and enterprising in the extreme, we have decided to make you our sole agent in your city for the sale of our organs and sewing machines.

In order that you may handle this matter intelligently we have taken the liberty of shipping you this day one sample of our No. 1003 organ, fully equipped with our patent bellows tongue and India silver thole pin and one sample of our double back action, self-adjusting, twenty year case sewing machine. These you will please accept upon arrival and display in a prominent place in your store.

The instruments themselves, assisted by the handsome advertising matter which we furnish all our agents, will be found a ready seller, and when once placed in a family, a great demand for more immediately follows.

In order to make this a profitable line for you and to encourage you to work for our mutual interests, we have made the enclosed very low prices on the goods, which are at actual cost of manufacture. Of course, you will understand that at these figures it will be impossible for us to allow you either time or discount, and we have taken the liberty of drawing upon you at three days sight through the — Bank for the amount of the bill.

Trusting that this will be entirely satisfactory to you, and that our future business relations may be both pleasant and profitable to you as well as to us, we subscribe ourselves,

Your obedient servants,
Bungwhaler & Co.

Sten No. 36-W. H. B.

Now, just why Bungwhaler & Co. do this every once in a while I never knew, but have an idea that they get periodically hard up and fill the banks full of drafts to temporarily bolster up their credit.

It has gotten so that none of us get excited over this gratuitous drawing upon us, and we simply notify our bank of the true condition of affairs, and that is the last we hear of it, for the goods, so far as we are able to learn, have never been shipped. It is a strange performance, but the man who will let a little thing like that more than temporarily disturb his equanimity, isn't fit to tackle a retail business in a small town.

But there are things that sometimes trouble even your old uncle. Once upon a time the writer ordered a small lot of bed blankets. It was rather late in the season and the stock on hand such that no great quantity or variety was needed. It was simply a matter of filling in on certain numbers, and padding out the assortment in the store until the time for selling such things was past.

When the goods arrived, there were more than twice as many as we had ordered, but a little note of explanation came along saying that the blankets

had been packed as an "assortment" and, rather than break same, the house thought best to send the whole bunch, as the prices at which they were billed were much below market, and it looked as though "blankets would be blankets in the spring."

All this ought to be gratifying to a man with a small store, for it shows that the wholesalers take a personal interest in his welfare, and that his credit is good. And it must be a mean fellow who will take offense at a thing like that. In fact, the only disagreeable features connected with it are the storage of a lot of goods that one doesn't need and the fact that the bill is sure to come due and that its payment must be provided for. It may be a simple matter for a small dealer to discount a forty or fifty dollar invoice, but it may tie him up in a hard knot to liquidate one of \$200 at the end of sixty or ninety days, especially if it happens to be for blankets and the weather turns mild in the meantime.

So, after revolving all the attendant circumstances carefully in one's mind, it seems that the most natural, the most human thing to do in a case of this kind is to make a suitable selection from the shipment and then advise the shippers that you hold the balance subject to their order. And that was what we did, and not only that, but we charged back the extra freight and took it out of the remittance. It may not have been exactly the intention of the house, but it was a good arrangement all around, for we got just the goods we wanted and they have been careful not to repeat the performance, and there has been plenty of time for it, too.

In this connection it may not be out of place to mention a little matter that relates solely to our shoe department. Eight or ten years ago, on a southbound train, and engaged in a "little game," I saw a man with cold, gray, calculating eyes, thin lips, and an unsympathetic mouth. Whether he was playing well or not I don't know, but I sat and watched him until I became numb and fascinated, and had reached the condition in which the helpless sparrow regards the quivering cat. A big, good-natured traveling man who happened into the car just then slapped me on the back and, in the conversation which ensued, I half forgot the card player, but I found out who he was and remembered him, although I didn't suppose he saw me at all.

Two years later we received an invoice of shoes from a firm that had never sent a representative to our store and from which we had not had the pleasure of buying a cent's worth of goods. There were several cases of them, according to the invoice, and the whole thing ran up into considerable money. We immediately notified the parties that there had been some mistake, as we had ordered nothing from them. In their reply they expressed some surprise at our letter, and explained that they had received the order in the regular way from their Mr. — and had written him to confirm the matter.

"Mr. —!" I exclaimed as I read the name. "Why, that is my friend with the stony stare!"

Funny thing, wasn't it? I haven't seen Mr. — from that day to this. I don't know whether or not he is on earth yet, but I would like to know whether he remembered seeing me on the car that day and thought I was easy or whether he just took our firm name

from Bradstreet's and filled out a few order blanks "on suspicion" during a dull time.

They send us all sorts of things in this way—jewelry, peaches, green onions, package coffee, washing machines, Japan tea, prize baking powder, "gold" watches, rubber boots, insect powder, breakfast food and bicycles. One party recently notified us that he had \$187.50 worth of umbrellas packed and marked all ready to ship if we said the word, but he was a homeopathic jigger, and didn't go outside of his prerogatives.

It has always seemed a little "nervy" of a respectable firm that is shipping one goods right along to enclose a letter with one of their regular invoices, saying that they have taken the liberty of adding to this shipment a thousand El Muerderos cigars at \$35 and a \$65 cash register and have made the specially low price of \$49.50 on the lot. The cigars are such that they can be readily retailed at five cents straight, thus showing a profit on the deal, and virtually making us a present of a fine cash register.

I say it seems nervy, for how is this

firm to know but we have just laid in all the cigars we have any business with, and how do they know that we haven't a good cash register of our own, or that we would use one if we had? And then, again, what affair is it of theirs, anyway?

But the plans of the fellows who gratuitously dump their surplus stock off on your Uncle Isaac usually hit the ceiling.
George Crandall Lee.

Circle on Rice pkgs
Indicates the CHOICEST
THE WORLD PRODUCES.

The Imperial Gas Lamp
Is an absolutely safe lamp. It burns without odor or smoke. Common stove gasoline is used. It is an economical light. Attractive prices are offered. Write at once for Agency
The Imperial Gas Lamp Co.
132 and 134 Lake St. E., Chicago

Asphalt Torpedo Gravel Ready Roofing

Our goods and prices will surely interest you.
We make the best roofings on the market.

H. M. Reynolds Roofing Co., Grand Rapids, Mich.

THE FRANK B. TAYLOR COMPANY

IMPORTERS AND MANUFACTURERS' AGENTS

135 JEFFERSON AVENUE

DETROIT, Mich.,

May 28, 1902.

MR. MERCHANT,

Dear Sir:

Have you bought your "Fire-crackers?" We will be able to fill all the orders we have taken for 40x64s, but can accept no more orders on this Cracker. If you must have a package to sell "Two for Five" we will make you a price on some 40x52s.

"Mack" has just wired us from New York that he picked up a few hundred boxes of this cracker. The packs are a trifle smaller than the 40x64s.

By adding extra help we have arranged to fill all late orders for "Fourth of July" goods the day we receive them.

Yours for prompt service and the
RIGHT PRICE always,
THE FRANK B. TAYLOR COMPANY.



Devoted to the Best Interests of Business Men

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

TRADESMAN COMPANY

One Dollar a Year, Payable in Advance.

Advertising Rates on Application.

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

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

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

E. A. STOWE, EDITOR.

WEDNESDAY, - - MAY 28, 1902.

STATE OF MICHIGAN } ss.
County of Kent

John DeBoer, being duly sworn, de-
poses 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 21, 1902, and saw the edition
mailed in the usual manner. And
further deponent saith not.

John DeBoer.

Sworn and subscribed before me, a
notary public in and for said county,
this twenty-fourth day of May, 1902.

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

TOO MANY STATISTICS.

The present session of Congress has
passed a measure providing for a per-
manent Census Bureau, which arrange-
ment will go into effect with the com-
mencement of the next fiscal year.
This does not mean that there is to be
an annual census, hence it is to be sup-
posed that the intent of the new law is
to place at the service of the Govern-
ment a corps of trained statisticians,
who will not only be available for the
taking of the census every ten years, but
will keep up to date, as far as possible,
census and other statistics.

As matters are now regulated at
Washington, nearly every department of
the Government, except the military de-
partments, maintains bureaus of statis-
tics, with the result that the public is
furnished with a superabundance of sta-
tistical information and is not infre-
quently mystified by the mass of tables,
and sometimes, also, by the wide differ-
ences which exist in the figures fur-
nished by the different departments as
to the same subject. If to these already
existing bureaus others are to be added
when the proposed Department of Com-
merce is created, Government statistics,
instead of being accepted as authorita-
tive, will be open to serious question.

One of the purposes in creating a De-
partment of Commerce is to turn over to
that department the task of gathering
all statistics in which commerce, trade
and industry are interested. Under such
an arrangement the Census Bureau
would no doubt become a part of the
new department, as would also other
statistical bureaus. It is difficult to im-
agine, however, that the weather and
crop-reporting services of the Agricul-
tural Department would be separated
from that department where they prop-
erly belong. Much of the publications
now made by the Agricultural Depart-
ment could very properly be placed in
charge of a Department of Commerce,

and, in fact, purely statistical publica-
tions of the Government, no matter of
what branch, should be uniformly re-
vised and edited by a regular bureau of
statistics, maintained under the control
of the Department of Commerce.

BRANCH BANKING.

Within the past few years there have
sprung up all over the country a great
number of little banks of small capital,
and, necessarily, of small resources.
These little banks have been of benefit
to the localities in which they have been
established, although their usefulness
in a business sense is regulated largely
by the character of their correspondents
in the neighboring money centers and
their consequent ability to secure assist-
ance during the busy periods of the
year when larger financial help than
their own limited resources permit is
needed by the small country banks.

The good which the small country
banks have done and the better facili-
ties which their existence has furnished
the masses of the people naturally lead
to the belief that branch banks estab-
lished throughout the country, where
banking facilities are now lacking, or
where such facilities are insufficient,
would not only add to the profits and
business of the large banking institu-
tions in the cities but greatly facilitate
the marketing of the crops and insure
more reasonable money rates in the in-
terior.

Although branch banking is little
practiced in the United States, it is the
general custom practically everywhere
else. In the United Kingdom the great
London banks have branches in every
town throughout England, Ireland and
Scotland. Very much the same state of
things exists in Canada and on the con-
tinent of Europe, although the number
of branch banks is possibly not so large
as in England; they are still very nu-
merous and the system followed is prac-
tically the same. The principal colonies
of Great Britain maintain powerful
banks, which not only have branches in
every little town, but also have great
London branches, where deposits are
received and a regular banking business
is transacted, thus enabling the colonial
banks to use in the colonies the surplus
funds of depositors in the mother coun-
try.

The branch bank has one great advan-
tage over the average small bank in
that it has the full benefit of the credit
and standing, as well as the money
support, of the parent bank. It is sim-
ply a depository for money belonging
to its neighborhood and is able to ex-
tend banking facilities through the re-
sources and credit of the parent bank.
One of the principal advantages
claimed for the branch bank system is
the greater uniformity of money rates
throughout the country. Of course, there
are legal difficulties in the way which
would have to be overcome, but these
difficulties do not apply to state banks.
Some of the large New York banks are
establishing branch banks in various
parts of New York City itself, and it
may be taken for granted that the sys-
tem will gradually be extended to the
country towns. The results of these
experiments will be carefully noted, and
as there can really be no doubt as to
their success, it will not be long before
the system is generally adopted by the
larger banks.

When a bride has been married about
three weeks, she begins to write home
for the old clothes she refused to take
with her.

MICROBES IN FLOWERS.

Apparently bacteria and bacilli choose
choice places of residence. Almost
every one is fond of flowers, but a
French scientist says that the most beau-
tiful blossoms may harbor microbes that
are most dangerous to man and, going
further, says that in some cases the
flowers owe their color and their per-
fume to bacteria. Another French
scientist, who has been making a study
of grass which grows abundantly in cer-
tain parts of France, finds it covered by
a bacillus strikingly like that of tuber-
culosis. A Russian investigator says
his researches lead him to much the
same conclusion. In the course of long
and learned articles they raise the sus-
picion that tuberculosis may be of vege-
table origin. It is known that cattle
have it and it is claimed that the dis-
ease enters the system through the grass
they eat.

If suspicion is to be cast upon vege-
tables, then much of the healthful con-
solation which has been commented on
because the high price of meat tends to
make people vegetarians is not well
founded. The Frenchman who brings
such serious charges against the flowers
likewise casts insinuations which will
not be popular. The author of this
theory, M. Domingos Freire by name,
charges that many flowers, without
specifying what varieties, are positively
dangerous to smell of or handle too
closely. He cautions people against
inhaling their perfume and says the
blossoms should never be brought in
contact with the nose. This distin-
guished Frenchman will have to write
more than one treatise and prove his
claim more conclusively than he has yet
done before he can disturb the well-es-
tablished popularity of flowers. The
truth about it seems to be that there are
microbes everywhere and that whoever
sets out to keep away from all of them
and run into no danger of this sort will
have to put himself in a glass case.

THE CONTAGION OF EXAMPLE.

The young ladies of Berlin are averse
to matrimony, and the government is
therefore much perturbed. The fair
damsels of Emperor William's capital
declare that the expense of living is
now so high that difficulty is experi-
enced in maintaining the standard re-
quired by society. There was a time
and not so very long ago that Berlin so-
ciety conducted itself on such frugal
lines that display of wealth and even
what Americans consider comfort was
left entirely to the Bleichroders and
financiers of his standing.

The mere fact that Berlin young
ladies are resolved to remain single
rather than marry and live poorly shows
the tendency of the times and the broad
spread of ideas. The bachelor woman
first made her appearance in the United
States. She was the object of much
good-humored comment. In England
her path toward the plains of emancipa-
tion was followed with considerable in-
terest and writers on sociology used up
much printer's ink in gravely discuss-
ing the effect her attitude would have
upon society.

Marriage, they declared, was the
basis on which society was founded,
and assuredly the entire fabric would be
shaken to the very foundations when
young women resolutely set their faces
against matrimony. Society has suffered
no evil from the fact that women are
seeking their own living without the aid
of man. There has been no deteriora-
tion of the world at large, and if there

has been a deterioration then the fact
has been manifested in the person of
the male. Women are larger and strong-
er nowadays than formerly. A glance
along a crowded street will show more
tall women than tall men, and the qual-
ity of femininity has been preserved
despite the fact that women indulge
their tastes for athletics and manly ex-
ercises. In the old days a woman who
could do nothing useful and who was
more or less a toy and a chattel was in-
different to a blood-letting spectacle.
She rather enjoyed the sight of battle.
The eternal feminine to-day who can
wield a small sword or bat or golf stick
has a tenderer heart, although her mus-
cles be tougher than her sister's of a
former age. Self-reliance is the great-
est educator in the world, and the Ger-
man woman is simply following in the
footsteps of her American sister when
she proclaims her independence and
prefers the advantages of singleness
rather than a yoked poverty.

In view of the present low price of the
bean the deliberations of the Coffee
Congress to be held in New York about
Nov. 1 will be followed with interest
not only by the planter but by the con-
sumer. All the coffee producing coun-
tries will be represented and the dele-
gates will be experts on both production
distribution and consumption but it is
hard to see under the conflicting inter-
ests of the different countries how any
practical measures can be brought about
either for limiting the production or for
creating new channels of consumption.
The present low level of prices is not
due to any slackening in the demand for
consumption has materially increased
during the last three or four years but
to the enormous increase in the produc-
tion especially in the coffee-growing dis-
tricts of Brazil. Mild coffees were for-
merly but little affected by fluctuations
in the prices for Brazilian grades. Each
variety had its special votaries and the
yearly crop found a ready market in
consequence. Two or three years ago
prices were on a high level and were
kept so by artificial means. Holders
were unwilling to meet the demand and
in consequence more attention was paid
to some of the milder grades of Brazil-
ians. These were cheap in comparison
and when once the taste was acquired
the producers of mild coffees found it
hard to regain the ground lost. Since
then the market has fluctuated in sym-
pathy with Brazilians. Can the produc-
ers of mild coffees induce the Brazilian
planter to reduce his output for their
benefit? This course was pointed out to
him at a time when any benefit would
have been entirely his own and he did
not hearken to the advice. New trees
are still being planted. Can he afford
to let all this work go to rack and ruin
for the benefit of his rivals? These are
questions upon which the better part
of the discussion will hinge. They will
be hard of solution but whatever is ad-
vocated in the premises will be watched
with interest by the general public.

It is worth while remarking that in
the United States army every soldier
stands an equal chance. Advancement
depends solely upon demonstrated abil-
ity. Six sons of brilliant military officers
have failed in the recent West Point ex-
aminations and have gone back to
"business." During the same time
twenty-three men who enlisted as pri-
vates have passed the examination and
will in due course of time wear the
straps.

THE AMERICAN SILK INDUSTRY.

There is nothing more interesting in the history of the development of American industry than the story of the growth of silk manufacturing. Fifty years ago a few hand looms were employed in the United States, turning out ribbons of an inferior quality and an occasional piece of broad silk; in 1900 the census developed the fact that there were 36,825 power looms on broad and 7,432 on narrow goods. During the period the annual value of silk products rose from \$1,809,476 to \$107,256,258. In 1850 the quantity of raw silk spun in this country was so insignificant that no account was taken of it; in 1900 American factories consumed 9,760,770 pounds of raw silk, a greater quantity than is required to carry on the vast French silk industry, which has hitherto held first place in this line of production.

It is not alone the rapid expansion of the industry which challenges attention. The United States has witnessed many marvelous developments during the last half of the nineteenth century which appear to have made a greater impression on the industrial world than the growth of its silk manufactures. The colossal product of our iron and steel mills has caused infinitely more comment, perhaps because it has emphasized in a remarkable manner a fact which keen observers had long been noting, that the United States has taken its position at the head of the manufacturing nations of the world; and the enormous output of our coal mines, illustrating as it does the command we have over a source of energy which is growing scarcer in the Old World, has had a similar effect. Therefore, if there was merely a matter of great output to speak about, there would be less in the details which the bulletin regarding silk manufacture in the United States furnishes to attract native and foreigner than there is in some of the other stories of growth which the Census Bureau relates.

The chief interest, however, is not in that part of the report which shows the magnitude of the industry, but in that devoted to the progress we have made in the production of the finer qualities of silk goods. We may felicitate ourselves over such expressions as "more raw silk is sold annually in New York than is consumed in France, which is the largest raw silk consuming country of Europe," but our most solid ground for self-gratulation is that which is found in the abundant testimony of the bulletin to the effect that we are rapidly invading every field of the industry and that our manufacturers do not shrink from attempting the production of the finest fabrics.

Until within a few years many foreigners seemed unable to realize the economic fact that in a new country, in which the growth of population is rapid, the manufacturer is necessarily most tempted to meet the want for the commoner kinds of goods. Up to a certain stage, capital finds its greatest and swiftest returns in responding to the demand for lower grades of goods. That was the case in the United States, and, singularly enough, this natural response was mistaken by many for indifference and incapacity. Pages could be filled with quotations from assuredly competent critics in this country and Europe who, less than a decade ago, did not hesitate to assign to us an inferior place as manufacturers on this account. The most astute of these observers seemed to think that we might succeed very well in our attempts to provide ourselves

with the cruder kinds of manufactured goods, but for the finer sorts—the novelties—the artistic—we should be dependent, they said, upon Europe for an indefinite period.

The census bulletin shows that this impression was erroneous. The publication tells us that "the classes of goods now principally imported from Europe are high novelties, hand-made silk velvets and hand-made silk laces, which are not as yet made to any appreciable extent here, but, without doubt, will be made in due time." It informs us that in the manufacture of sewing silk and machine twist we appear to be ahead. The product of this country "is universally acknowledged as superior in finish and purity of dye to that of any other country, chiefly because only the best Japan and China filatures, dyed unweighted, are used." In broad-silk weaving we have made great advances. The use of the power loom was first resorted to in this country in the production of silk taffetas, and has since been adopted in Europe. In this line only a small proportion of high class fancies consumed by us is of French origin, the great bulk of consumption being the product of domestic mills. The bulletin says "The American silk industry can fairly claim to be unexcelled at this time in the production of these goods. At the present time in the manufacture of piece-dyed goods, both the manufacture and printing of the fabric are so successfully accomplished in the United States that the domestic production dominates our own markets in these specialties." In the manufacture of velvets "there is a growing tendency to decided improvement in the better grades, also in the successful manipulation of 'panne' velvets, and in various styles of fancy velvets." "The invention of the high-speed ribbon loom, about ten years ago, was a great advance over the so-called 'Swiss' and 'German' power looms, which were used in this country up to 1889 * * * and it is not too much to say that the equipment of ribbon machinery in the United States is now equal to any commercial demand that may be made upon it in turning out all articles of ribbon known to the trade."

This is a record of which any country might be proud, and it unmistakably indicates that in the very near future we shall not only exceed all the rest of the world in the volume of our silk products, but that we shall also excel in the manufacture of every variety, and that we shall cease to be dependent upon foreigners for our supplies of the finest as well as the commonest of this class of goods.

Consternation has been created in Rochester club circles by the indictment of a prominent member of the Rochester Whist Club on the charge of gambling. It appears that it has been a practice in this club, as in other clubs, for members to play games in which those defeated were expected to pay for such refreshments as were ordered by those about the table. Technically this is gambling, but it has never been regarded as criminal or dangerous. The indictment is said to have been procured by a disgruntled member of the club who happened to be appointed foreman of the grand jury.

The stars and stripes were not visible in Madrid on the occasion of King Alfonso's coronation. Yet it will not be claimed that the Spanish people are unfamiliar with the American flag.

KILLING BY KINDNESS.

A few days ago Bishop Potter, of New York, was scheduled to speak at an entertainment in an orphan asylum. When it came time for him to begin his address it was found that he had gone to sleep in his chair. When he was aroused and began to speak he tottered and fainted. The physicians who attended him later at his home stated that he was suffering from overwork. It would have been nearer the truth to have said plainly that the people were killing him.

This is only the latest illustration of something that has been going on in this country for a good while, and it is high time we put a stop to it. Every now and then we hear that some one of our public men is overworked and we wonder why he does not take a rest. The simple, plain truth of the matter is that the public—that is, you, and the writer, and the rest of us—will not let him take a rest. We insist that he shall do all sorts of work for us that, generally speaking, is not worth doing at all. There is a satire that is pathetic in this steady pecking away on public men which brings them to their graves before the community is ready to have them die. Many a man of power among us is persecuted into his grave, and the community sustains an irreparable loss.

The President of the United States, for instance, is so pestered and pecked at by school girls wanting autographs, by reporters, cranks, insane people, and, most of all, by the American citizen who insists upon shaking hands with him and talking over the affairs of the postoffice at Podunk, that every one knows that only a physical and mental giant can take the job and live through it and come out sound and sane. They are beginning to realize this in Congress and there is a growing feeling that the strength of the hardest working public official in the country must be saved for the great things, and not be frittered away over endless trifles that some one else can attend to just as well.

Governor Andrew, one of Massachusetts' greatest and best men, was killed by the people. Who struck the last blow? We do not know. The newspapers said, without a single word of comment, that he was "called out on business" at 8 o'clock in the evening, after working hard all day and every day. Edward Everett, an unusually strong man, as even his enemies would admit, was killed by the people. He must preside at this dinner and lay this corner stone and plant this tree. Every year there were three hundred and sixty-five "musts" of this sort forced upon him by this or that penny trumpeter of the people. Dozens of people came to his door every week begging his autograph. He respected the people; he tried to do the bidding of the people. If the people thought it was his business to open fancy fairs, he would open fancy fairs. So such a man as that was not permitted to do what he wanted to do and what he was best fitted to do, simply because he tried to do the duty that came next to hand. Then there is Phillips Brooks. We need not go into details; the story is too sad to tell. There is not a man who knew him or who knew Boston who does not know how that magnificent constitution gave way, how that voice was silenced thirty years before its time.

There are plenty of other illustrations of this sort of thing of college presidents, lawyers, clergymen, and every man whatsoever who can make a speech

or manage a charity or do any public service, set upon by otherwise decent and well-meaning people and knocked down and trampled upon. There is among us an utter lack of conscience in this matter; so that, as a great public servant once said, "Men and women who would not on any account commit a petty larceny will set upon a man whom they perfectly well know to be overworked and knock out whatever little breath there may be left in his poor body; they get 'between him and his hole,' cutting off his possible retreat by every sort of social entanglement, making last year's declination a reason for this year's acceptance, surrounding the poor victim on every side until he is fain to surrender and give up the last chance he has of getting a little rest or pleasure, all for the purpose of delivering an address for some infernal society which, perhaps, ought never to have existed."

We have some great and wise men left. We are glad that Bishop Potter has survived and is still among them. Let us learn our lesson, repent our sins and let the remainder of these men live.

It is always easier to tear down than to build up, always easier to point out defects than remedies. There are so few things that are perfect in the world that there is plenty of opportunity for the constant critic to keep himself busy. It is one thing to find fault in the hope of establishing reform or applying a remedy, and another to find fault for its own sake because to some it is an enjoyable procedure. Politically the outs are always criticising the ins and that is in the hope of gaining partisan advantage thereby. When Grover Cleveland was President, the Republican orators and organs devoted much time and space to pointing out this and that which ought to be improved, for the purpose of prejudicing the Democratic administration in the minds of the voters. When the Republicans are in power at Washington the Democrats do likewise. They eagerly seize upon everything which may be magnified or distorted into an argument and make the most of it. That is the way of politics and partisanship.

Governor Taft is said to be returning to the Philippines under a presentiment that he will die there. He recently underwent a surgical operation which there was reason to suppose was quite successful. So conscientious is Governor Taft that he accepts the risk rather than forsake the trust committed to his care. The knowledge that he has gained of the conditions in the Philippines is, of course, of great value to the Government, but it hardly seems necessary that he should deliberately sacrifice his life.

It is an interesting coincidence that the coronation of young King Alfonso of Spain should happen to come in the same week with the inauguration of President Palma of the new republic of Cuba. The new regime in Spain is shorn completely of the vast colonial empire which was added by the discoveries of Columbus and other voyagers. The new regime in Cuba is completely free from every Spanish influence except tradition. It is a new beginning for Spain and for Cuba.

It is hard enough any way for a bachelor to hold a baby, but it is simply torture when the baby's mother happens to be the girl who jilted him two years before.

Clothing

News and Gossip Relative to Retail Haberdashery.

One of the neatest and most sensible garments designed for this summer is the Norfolk jacket, both from a utilitarian and artistic point of view. I do not mean by this that all the styles shown combine these features, but many of them do. Certainly for the well built man of to-day no style of suit makes a finer appearance than the properly designed Norfolk. It broadens his shoulders, deepens his chest, and generally "sets him up," but to have them properly built is the prime necessity. First they should be loose, very loose, large in fact, and this means that they must set very well in order to look well. The yoke may be either straight or with the curves, but the former I believe to be preferable. The trousers to wear with that coat should also be very large and on the peg top order. If these garments are all rightly proportioned they not only look splendidly on a well built man but they help a man who is physically weak to look better. They are comfortable and might be used for almost any of the sports, are perfectly proper to wear to business and to almost any open air social gatherings that are likely to occur in warm weather. My preference in fabrics is for medium gray cassimere or cassimere finished cheviot with a faint, very faint line running through it. Properly the trousers should be turned up at the bottom, although this may be left to the good taste of the wearer. Do not take a Norfolk jacket that has the belt part of the way around, buttoning in the back, for instance; the belt should be genuine, separate from the jacket and running through all the plaits.

Big hats certainly are with us again, but men of good taste will not wear the extreme shapes and sizes that are being sold by all classes of hatters. One meets with these monstrous shapes on all sides, but it is only those who always go to extremes that wear them. They are not members of the 400 as a rule, neither are they the men who make a shining mark in the world of finance or business. It seems odd to some perhaps that these big hats should be so popular, but it is really due to the styles in men's suits. Clothes must be large and loose and a small crown, narrow brim derby would look ridiculous in connection with a suit of this style. On the other hand broad brims would look just as ridiculous with the tight-fitting clothes of recent years. A little later in the season we shall see some neat shades of brown, although I do not expect that

these will be very plentiful. Black is really the correct color.

The question was asked me a few days ago whether shirt waists for men would be in demand. Now I thought the shirt waist question, as far as men of the world were concerned, was a matter of the past. In the first place what is a shirt waist for a man any more than a particularly neat and well fitted negligee shirt? That certainly is all a man needs even if he wants to leave off his coat and vest during the heated term? If that is a shirt waist there will be millions of them worn this summer. If by shirt waist you mean some of the numerous freak shirts that have made their appearance, I don't believe many of them will be worn, at least around this part of the country. As to colors for the negligee shirt, practically every fabric has a white background, but the variety of colors in the stripes is almost unlimited: blues and new shades of gray, tan or khaki; and with all of these, narrow stripes of black lend character. There are also some solid colors and some of them with fancy weaves, but we see very little of the fantastic in either coloring or design. One of the swellest, up-town haberdashers of New York has displayed in his window negligee shirts with stripes running around the body, but I can not say I fancied them; I do not believe they will be particularly popular, at the same time there are reasons why they ought to be with certain people; the tall, thin man would look much better in a shirt of this pattern, while he of the rotund figure should never wear them. But the chances are that the tall, thin man will wear the up and down stripes and the man of heavy build will wear the "round and round" stripes. Speaking of the shirt waist in Chicago, a newspaper writer says: "The shirt waist hangs on a hook of uncertainty. As a rule the Chicago man never wholly separates himself from an overcoat. A drop of 20 degrees of temperature is as likely on August 20 as on January 15, and 20 degrees down for the mercury is hard on the shirt waist man." "As a matter of truth," said a well-known Chicago physician, "the shirt waist is not adapted to a man of this climate, not from its shape and coloring, but because of its lightness of material. Any cool night in Chicago in August you might look into an open car and find men with their spring overcoats on, buttoned up to the chin, while women in shirt waists without wraps are wholly comfortable."

Some of the new shirts that were shown to me within a week are hardly designed for men of moderate means,



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.

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.

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.



Men's Suits
and
Overcoats
\$3.75 to
15.00

\$5.50
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\$8.50
lines are
extra swell

**PAN-AMERICAN
GUARANTEED
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WILE BROS & WEILL BUFFALO, N.Y.
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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?

the prices running anywhere around \$10, \$12 and \$15. In the latter grades are shirts of soft silk crash with plaited bosom. This crash has a coarse weave and has a rather heavy appearance, but is really of very light weight. It is usually made up in the solid colors; pearl gray and lavender being the favorites with white linen collar and cuffs. A novelty in the cuffs is that they turn back to match the turn over collar. A very handsome shirt at \$12 was of lavender crepe with stiff bosom and narrow French cuffs of embroidered linen. At \$10 I was shown varieties of corded linen in plain pink and blue principally. I did not care for any of these; they had cuffs contrasting with the body of the shirt as well as the collars and with many other little fancy ideas about them, they savor too strongly of freakishness, and that I always try to avoid you know.

I noticed in a recent publication that a writer on men's styles said "that outside of the golf grounds stocks will be worn very little because they wilt very quickly and give a man such an untidy appearance." This is certainly news to me, for I always wear a stock when golfing, riding my wheel or in a saddle or enjoying any of the many open air sports because they do not wilt; that is, a stock properly made of the proper material; and as for wearing a stock with your everyday business suit or in town or in the house, of course none of us would think of doing it.

If a man would give a little more time to considering the effect of his dress as a whole rather than the individual appearance of each article he would more readily get the reputation of being well dressed and it would not be necessary to spend half as much money. You see many a man whose every article of apparel costs the highest price possible, in fact, he might have \$200 or \$250 worth on his back and yet not look well dressed, while his companion might not be wearing more than \$75 worth of clothes and be by far the best dressed man, and it is because the latter knows how to select the articles that harmonize; therein lies the secret of good dressing.

Really the most aristocratic cravat to-day is the plain black silk; it can be worn with any color combination in the shirt with any colored suit, in fact, with anything, while with colored cravats the well-dressed man must be careful in regard to what he wears it with. There are very fine things in the colors this spring, beautiful greens, grays and tans and to make up for the sombreness of black some very handsome fancy weaves are introduced as the season advances.

Many of the rumchundas or twills will be worn but the colors will not run riot as in the past. There will be many of the flamboyant scrolls and figures, but I do not expect that many gentlemen will wear them.

In hosiery we will see very little of the extreme things and bright colors. Blacks and whites will be the most prominent, although there will be grays and tans in abundance. Very narrow stripes of white on black are quite the thing and there will be a fair share of open work effects.

An article has been going the rounds of the press in regard to the possibilities of the coming popularity of the sandal similar to those worn in ancient days. This article suggests the possibility of their being worn in place of the shoe in the home, on the street, etc. What the writer of this article ignores is the fact that the sandal has been a popular foot dress for many of our most fashionable women for some time, but only in the privacy of their own rooms. There it has taken the place of the slipper and recently it has been adopted by some of the ultra fashionable men, who wear it as a part of the negligee costume in their own rooms. Nothing could suggest greater comfort than a long dressing gown, a pipe or a good cigar, a pair of sandals on the feet, seated before a blazing, open fire. We do not think that there is even the most remote possibility of the sandal ever getting beyond this state. It was suggested that they would be convenient for the seashore but they would not be relished by the wearer after a little sharp sand got between the sole of the foot and the sandal, as it would most certainly do. For my own part I think a sandal is the most comfortable and sensible foot covering for the house, if properly made. It should have quite a stiff sole and a box heel similar to that of the old-fashioned strap skate and a strap should buckle over the ankle; another strap buckles over the ball of the foot and a strap on the inside turns up over the great toe, slips under the forward strap and is attached to the ankle strap; this obviates the possibility of the end of the sandal catching every time one takes a step.

While speaking of comfort in the house, another little fad or fancy has come to my notice: a gentleman does not, when dressed as mentioned above, wear a stiff collar, nor does he go in the negligee of a shirt band, but a soft silk handkerchief of a color harmonizing with his dressing gown or smoking jacket is tied about his neck, a la cowboy.

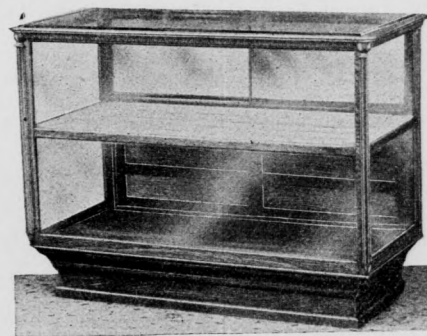
I have been considering the matter of underwear for this summer and I do not believe that we will wear very much of the so-called fancy styles; they are getting rather tiresome to most of us and they have been cheapened by the immense quantities of cheap stuff thrown on the market. The latest fad is to wear knee drawers of balbriggan; these are finished with the elastic webbing just below the knee, although some of the makes are very loose and end just above the knee. This seems to be a very popular idea for this summer and I believe the best haberdashers will sell large quantities of them; they are particularly popular with the young men.

I am wondering what the fate of the Panama hat will be this season. You can get Panamas, advertised as genuine, from \$5 up to \$200 or \$300; in fact, you can pay almost anything you like. The difference between the genuine article and the so-called "genuine Panama" is that the former is made entirely by the natives and made under

water; that is, the straw has to be banded entirely under water when it is woven, and it is woven right into the shape of the hat itself. The other kinds are brought to this country in sheets like matting and pressed into shape here, naturally a very much cheaper process, for several hundred hats can be made in this way in a day while the native-made style frequently takes months for a single one, hence the higher cost. All of the hat makers will have quantities of Panamas of various grades for sale this season and thousands and thousands of them will be worn, but it remains a question as to whether the men of good bank accounts will wear the real articles or not on account of this very popularity. I believe they will, however, for it is a very easy matter to distinguish between them. The genuine article looks entirely different from the other; it is so flexible that it can be rolled up into a small ball and carried in the pocket without the slightest injury.

Grand Rapids Fixtures Co.

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new
elegant
design
in
a
combination
Cigar
Case



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down.
Takes
first
class
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No. 36 Cigar Case.

This is the finest Cigar Case that we have ever made. It is an elegant piece of store furniture and would add greatly to the appearance of any store.

Corner Bartlett and South Ionia Streets, Grand Rapids, Mich.

The John G. Doan Company

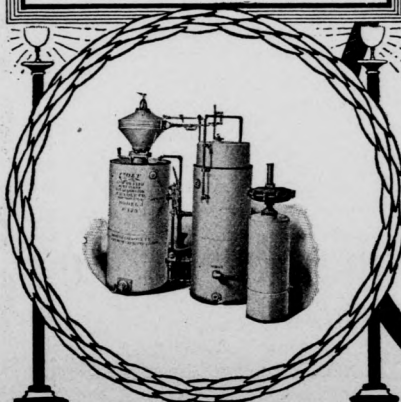
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Fruit Packages

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.

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



Shoes and Rubbers

How to Wait On a Customer in a Shoe Store.

To wait on a customer one must use good sound judgment and his patience must be unlimited. I find a shoe clerk must be witty, with a complete knowledge of his business. He must be neat in his appearance and above all be polite to all who may enter the store he is employed in.

I will begin at the most logical place, and that, of course, is at the door. When we hear the door open to let in a customer (I will say the customer is a lady) one must go forward to meet and greet her with a "good afternoon, lady," (or whatever time of the day it might be.) "Something I can do for you to-day?" and the reply may be, "I would like to see a pair of your latest shoes."

Of course she is seated, and while she is telling you what she wants you are taking her shoe off and can see what size she has been wearing. One might ask how this shoe was for size when it was new, and the answer you will get five out of six times will be that it was too large, that a size smaller is wanted. Thanks to the French sizes they do not know what size they are wearing.

Now, the clerk can show her the latest styles, and the chances are he shows her a heavy sole shoe.

"Those horrid, ugly things!" is generally her remark, "I want something with a hand turn sole."

Then show her your styles of light soles and she will say: "Let me try this one on, please."

That shoe will go on easy and she can not understand how you know her size. Lace the shoe up and ask her to try it on the carpet or rugs you have for that purpose and in nine chances out of ten she takes that shoe if the price is not too high.

One must be a good judge of human nature so as not to over-rate or under-rate a customer. A clerk makes a sad mistake by over-rating a customer for when she sees a good shoe she naturally wants it and when she finds the price is too high for her, she will go out of the store and go somewhere else to buy. After you have made a sale and she hands you the money always thank her for it and go to the door with her, open it and ask her to please call again and bidding her good afternoon or whatever time of day it might be.

The next time that lady is in need of a pair of shoes she will remember she was treated well while in your place of business and she will come back and ask for the clerk who waited on her the last time she was in the store. If he happens to be busy at the time she will no doubt be seated and wait until he can attend to her, and she will tell her friends to come to you and let you fit them with a pair of shoes.

We will say the next customer who comes in is another lady, dressed in a fashion fit to kill, and she says she wants to see your shoes. She will have you take down a dozen different styles and try half of them on. You fit her foot perfectly every time, then she will say, "I don't believe I will take a pair to-day; I only wanted to see what you had and if you could fit me; I will be in next week and get a pair." That is the time most clerks lose their patience and a customer is very quick to notice it. If offended, she will never come back, because the clerk was gruff and did not

treat her right. I think and find out from experience that is the time a clerk should have his patience and treat her just the same as if she made a purchase.

Never over-rate your shoes; tell a customer just what the shoe is. I have seen and heard clerks who would tell a customer anything to sell a shoe. Well, that is not right. It pays better in the long run to always tell the truth about the shoes you are selling. Do not sell a heavy sole McKay for a welt or a light sole flexible McKay for a hand turn. If you do you are making a mistake, for a customer will find it out sooner or later, and if he has been buying his shoes from you for a number of years he will naturally say, "That clerk can not tell the truth about his shoes and I think he has been doing me for some time past." It's human nature to think so. He goes to some other place to buy his shoes. You lose a good customer while the other fellow gains one, and you have no one to blame but yourself.

It is much easier to sell a high-priced shoe than it is to sell a cheap one. Some people expect a \$1.50 shoe to wear as long as one that sells at \$3.50 or \$5. It is best to tell customers what the shoe is and what they can expect of it.

Some clerks make the mistake of selling a light shoe for rough usage, and when it does not give the wear the buyer expects of it he comes back to you and tells you the last pair he bought of you did not wear and that you have to throw off something on the next pair. Now, if you had sold a heavier shoe there would be no such complaint and you would not have to throw off on the next pair.

I want to say a few words about baby shoes and fitting babies' feet. I find that the wide-toe shoes for babies are the best, as a baby's foot is widest at the toes. I always fit them a little longer than what the mother asks for and make it a rule to see that they always have width enough. A short shoe causes enlarged joints, and if that happens you certainly have the mother after you. She will never buy another pair of shoes from you as long as she lives, and in most cases she leaves the store and never enters it again, or at least as long as you are working there. If you fit them a trifle long the shoes will be satisfactory. The mother will come back and ask for the clerk who knows how to fit a baby's foot and wait on a customer the way she should be waited on.—Wm. J. Crawford in Boot and Shoe Recorder.

Every man intends to have his own way in everything when he marries, but sometimes his wife relieves his mind of a false impression.



A Postal Card

Will get you prices on the best store stools made.

BRYAN PLOW CO., Bryan, Ohio
Manufacturers

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.

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.

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

Buy Hood Rubbers

this season and you will be convinced there is nothing better made in Rubber Footwear. They please the wearer and are trade winners—and money makers—for those who sell them. We are headquarters for Michigan, Ohio and Indiana. Wait for our salesman or mail us your order.

The L. A. Dudley Rubber Co.,
Battle Creek, Mich.

Opportunities Which Present Themselves to the Young Man.

Some wise Solomon has declared that the age of young men has passed, and that at the present time it is absolutely necessary for a man to be born with money in order to make a success in this world.

What a fallacy! Was the President of the Steel Trust born with money, or was he a man working as a day laborer for the very institution of which he is now the chief officer? The President of the Metropolitan Street Railroad was at one time an ordinary street car conductor. At the present time he commands a salary estimated all the way from \$100,000 to \$1,000,000 a year. At least three Presidents of great railroads in the United States at one time or other were in the positions of yardmen, conductors or engineers. The head of one of our great colleges was a call boy for a Western railroad. Senator Clark and many other United States Senators were ordinary day laborers, and still people imagine that this is not the age of young men.

Let us take our own business. No doubt most of our subscribers can remember the time when Alfred J. Cammeyer had a little shoe store in lower New York. He had associated with him as partner Mr. M., but by perseverance and a keen insight into the business he has raised himself, until today he is the "shoe prince" of the world, while the last we heard of his old associate he was selling rubbers on commission to the trade.

The buyers in our large department stores—men who are receiving all the way from \$3,000 to \$10,000 a year—were one time or other stock boys on the floor. These men, through their own individual efforts, have come to the front, and are now considered a power in the industry they represent. A. E. Little, manufacturer of the Sorosis shoe, was a traveling salesman. Thomas Plant was a shoemaker, and at one time he worked on the bench. Many others could be cited who are now at the top of the ladder. All that was necessary to place them there was an individual effort.

We will not deny the fact that a little luck once in a while goes a long way in helping a man to success, but no matter how much luck a man may have, if he has not that individual ability, he is bound to stay in the rut in which he started. The shoe clerk who is willing to work ten hours a day, usually stealing five minutes in the morning and ten or fifteen minutes at night, who never thinks of his work except when in the store, who never attempts to make himself valuable to his employer by going out of his way to assist in the betterment of the business, can never expect a future. He is not a man, but simply a creature which is put upon this earth and exists for a certain length of time and then quietly departs. The man who is aggressive, working for his employer and himself—that man's efforts are recognized. He receives an increase in salary; his name goes from lip to lip. When merchants come together they discuss the merits of the men in their stores, and the individual who is always trying to do all in his power for the betterment of those around him receives unlimited praise. That man, when he makes application for a higher position than the one he holds at present in his own store, is the man whose application is considered; that man is sure of success. He has a future, and nothing but the worst of luck can stop him from

some day reaching the top of the ladder. Look in your own immediate neighborhood. Look at the clerks whom you were pleased to sneer at because they were anxious to assist their employers in their business. These same clerks whom you despised are at the present time holding good positions. They earned them for themselves, while you who have been working in the one store for fourteen or fifteen years begin to realize that if you work there all your life you will never get anything better than you have at the present time.

Individual efforts are conducive to success. Without this your time is wasted, and you might better resign your position and take a job on a ranch in some Far Western State and give the man who is anxious to prove his worth an opportunity to make a showing.—Shoe Retailer.

Have Changed From Credit to Cash.

Laurium, May 17—Coon & Rowe announce their change from the credit to the cash system in the following circular to their trade:

May 19 will see an important change at our store. On and after that date we shall pay spot cash for everything we buy.

Everybody who buys anything from us will be obliged to pay us spot cash for it. These words "everybody" and "everything" mean exactly what they say. There will be no exceptions made.

These are the reasons why:

If we sell on credit we must buy on credit. If we buy on credit we must lose the discount buyers get. That means that we must sell the goods for a trifle more than we ought to.

If we sell on credit we are sure to lose a certain amount a year on bad debts. That means we must sell our goods for still another trifle more than we ought to.

Under a credit system those who pay for what they buy must help support a cumbersome and expensive business system, and help to pay the bills of those who don't pay. Under a credit system we can't snap up the special bargain lot that are always on the market. We can not buy the sacrifice stock of a man who must have money. We can't buy closely and turn our stock quickly. We must buy regular lines of regular goods at regular seasons.

All these things will be different now in our store. The change for the better will be immediately seen on every counter, every shelf and every price tag, as all goods are marked down from credit to cash prices. Call on us under the new system and if you do not get satisfaction, it will not be because we do not try to do our duty.

It is not consistent for a man to tell a girl before marriage that he is willing to die for her, and then refuse to eat the biscuits she makes after becoming his wife.

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

**Any
Shoemaker**




will tell you
he could not
make by hand
for twice the money
as good shoes
for every day use
as the Hard Pan Shoes
made as we make them.



Rindge, Kalmbach,
Logie & Co., Ltd.

Grand Rapids

HARD PAN

Mayers

**Low Cut
Walking Shoes**

Will be the fad this summer

MR. MERCHANT—Satisfy a woman's shoe notion and you add a valuable asset to your business. We make a full line of Oxfords, as well as Low Cut shoes, with goring on the sides and over the instep that can not be surpassed by anyone, and that are guaranteed to give highest satisfaction. Particulars on application.

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

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

Cheaper Than a Candle

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

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PELOUZE SCALES

CATALOGUE

ARE WARRANTED
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AND
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PELOUZE SCALE & MFG. CO.
132 W. JACKSON BLVD. CHICAGO.

Dry Goods

Weekly Market Review of the Principal Staples.

Dress Goods—The primary dress goods market continues very inactive, and the minds of agents are very undecided as regards the apparent outlook affecting various fabrics and the trade in general. It is not that agents believe that the fall season is to be an unsatisfactory one all around, although they are not at all satisfied regarding the orders that have fallen to their lot, but there is an apparent hanging back tendency on the part of buyers, which, to say the least, is not pleasing. Although, of course, there are a good many mills which are sold into a strong position on plain fabrics, mills which are practically independent of the market so far as orders are concerned, having sufficient orders in hand to keep their machinery well engaged throughout the bulk of the season, there are many more mills which have yet to make a good position for themselves, the orders in hand being sufficient to provide work for a few weeks only. In view of the uncertain position of these mills, therefore, it is small wonder that the developments at second hands, in connection with fall goods, are being watched with particular interest. The manufacturer's hopes are centered on duplicate orders, and as the jobbing trade has not accomplished enough fall business to make the placing of much supplementary business appear consistent with wisdom, these hopes have not been satisfied. There has been some duplicating done, of course, but it has been of a modest and indecisive character, conveying no satisfactory evidence of the possibilities of the business. Complaints are heard in connection with the weather, the jobbers' salesmen writing in that retailers complain in many instances that, owing to the low temperature, the retail trade in lightweight goods has not been as active as could be wished. It is the verdict of these salesmen that a couple of weeks of warm weather, such as would make the wearing of outer wraps a burden, would accomplish much toward improving business conditions as regards both spring and fall goods, owing to the improvement that would be manifest in the retailers' position. Much uncertainty exists in the minds of Eastern jobbers in particular as regards their wants, and consequently their initial purchases, as a rule, were pursued with unmistakable conservatism. Western jobbers, while apparently more decided as to their wants than their Eastern contemporaries, place their initial orders with reasonable care in most directions. Owing to the fact, therefore, that the initial orders from jobbers on most fabrics were of modest compass, dress goods commission agents feel that the supplementary business should be of a substantial character, as the uncertainties affecting the utility of the various fabrics become dissipated, as they must in time.

Underwear—While the demand for lightweight goods is not brisk just now, this fact occasions no uneasiness on the part of sellers, for the reason that the stock of goods available for quick shipment is very small indeed. The balbriggan situation in particular is a strong one, and indications apparently point to considerable delay in the filling of orders already on the books of manufacturers. Business in ladies' ribbed vests has been one of the few unsatisfactory features which have

marked the lightweight business. In jobbing circles a fair demand for lightweight summer underwear has been reported, the South being the principal buyer. These orders, however, have, as a rule, lacked volume, being principally of a filling-in character. Many of the Southern buyers have been influenced, no doubt, by the disappointments that accompanied the last cotton crop and have been led to place their additional orders in a very conservative way; this renewed buying is taken to indicate that stocks in hand have been well cut down, and that the necessity of buying additional supplies has been forced. The retail jobbers' supplies have been pretty well depleted and late buyers may find it by no means easy to satisfy their needs.

Hosiery—The developments in connection with the hosiery end of the market show very little change; the principal interest seems to be attached to the efforts being made by buyers to accelerate deliveries. The market continues very strong, owing to its well-sold position.

Staple Cottons—The developments in connection with staple cottons have not been of a character to lift the market from the quiet conditions which have enveloped it for some time past. The demand from the home trade has, as a rule, been of a hand-to-mouth character, while at the same time the export business has been rather limited. Conditions affecting the China trade have been adverse to developments of an encouraging character, and while some few bids have been received, little has resulted therefrom. There has been some fair business done in drills, blue and black, for export to the Levant, while Brazil has also taken some fair-sized parcels of prints. Certain factories are inclined to view the export trade outlook in a somewhat more favorable light, as bids are received with greater frequency than during the previous few weeks. The demand for heavy sheetings for converting purposes has been confined to a modest total. The brown goods division of the market in general has remained inactive. Despite the lack of movement in this direction, however, prices have been maintained with firmness. In bleached cottons there has been no marked movement, although buyers have shown some fair interest in lower grade goods, and occasionally have taken fair-sized parcels of the finer grades. Medium grades have been very slow. This bleached goods business has been received principally from the manufacturing trade. Prices here are maintained on the previous

HOT WEATHER GOODS

We still have a good assortment of Organ-dies, Dimities and Lawns left, ranging in widths from 24 to 32 inches, such as



Light Grays, Bright Pinks, Lemons, etc., which are in great demand this season. Our line bears inspection. Write for samples.

P. STEKETEE & SONS, WHOLESALE DRY GOODS
Grand Rapids, Michigan

THE CORRECT SHAPE



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

Manufactured by

THE NOVELTY LEATHER WORKS, JACKSON, MICHIGAN

AWNINGS Bicycle Dealers

"FOR STORES AND HOUSES"



TENTS, FLAGS AND COVERS.

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

Directions for Measuring.

Measure 7 1/2 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.

You ought to sell

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

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.

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.

A Dollar Saved Is Two Dollars Earned

<p>INSIDE ARC LIGHT 1000 CANDLE POWER 3/4¢ PER HOUR</p>	<p>SINGLE INSIDE LIGHT 500 CANDLE POWER 3/8¢ PER HOUR</p>	<p>OUTDOOR ARC LIGHT 1000 CANDLE POWER 3/4¢ PER HOUR</p>
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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.

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.

Belleville, Ill., Jan. 21, 1902.
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.

level. Woven specialties for fall have been taken up in a fair way and sellers are looking forward to the future with a good deal of hope. Prints have not shown much life, either on spot or forward delivery. The ideas of the general trade are based on a 5½c level for fancy calicoes, but there is a fear in some quarters that the leading converters may unsettle things by naming lower prices, something after the manner in which their opening was conducted a year ago. It is doubtful whether prices on new lines will be named openly by the average agent until the leading converters have shown their hand. The bulk of the business being taken at this time is on an "at value" basis, although an occasional line of full standard fancies are offered openly at the prices named above. The buyer has not made up his mind practically as yet that the 5½c price will hold throughout the season, and consequently has been inclined to move in a cautious manner. The average printer, however, asserts that the figure is as low as business can be done at on a profitable basis. The general tone of the market as regards staple lines, such as mournings, blues, reds, etc., is steady, but there is some irregularity on such fancy prints as remain in hand.

Linings—The movement of linings for the past week has not been particularly active, but has shown indication of improvement in certain directions. The jobbers who have been sounding the market for some time past have shown a readiness in a number of instances to place fair orders. Reports regarding the returns from roadmen who have been out for some little time indicate that they have enjoyed fair success. The fall season can hardly be said to be actively under way in all directions. Some houses have apparently made more progress towards the exploiting of their fall lines than others. Some agents who have been quietly taking orders for some time past are not yet ready to admit that they have started operations for fall in an active manner. There are individual instances, however, where considerable business has already been secured, and in one or two instances, at least, lines have been sold up and withdrawn. This latter situation, however, is an unusual one.

The Soul of Punctuality.

"You haven't got this hinge fastened on tightly," said the superintendent of construction, examining it.
"Noon bell rung while I was puttin' in the last screw," explained the union workman, with his mouth full of ham sandwich and apple pie.

A GOOD FELLOW

May Be Too Good a Good Fellow For His Own Good.

Written for the Tradesman.

Billy Hastings was a good fellow. His reputation for being a good fellow was as unanimous as a vote to adjourn at a fifteen minute session of the Kent county supervisors. No one could say anything else of him. His fame as a good fellow overshadowed every other virtue—if, indeed, such a characteristic be a virtue, which I very much doubt. He was not only a good fellow but a jolly good fellow, a rattling good fellow, in fact, a regular stunner in good fellowship. So far as known he hadn't an enemy in the world. Even his wife admitted and brazenly boasted that he was "just as good as they make 'em." She could do with him as she pleased without recourse to pouts and tears, so much so that he sewed on his defunct shirt buttons and lunched on cold victuals when the afternoons were propitious for shopping. The children of the neighborhood called him a "real nice man," and that is about as severe a test of amiability as the imagination of man can conjure up. They could run over his lawn, pirate the flowers and tread the beds, play ball against the side of his house, ring his door bell, crawl into his cellar window, rifle the canned fruit, play with the pump handle and sass the mistress with all the liberty and defiance that are famous in the American kid and not a murmur from Hastings. If to be a good fellow is a Christian virtue then Hastings was a saint. Of course, everybody liked him except those who had no use for good fellows, and even they liked him as a good fellow when good fellowship did not interfere with business.

Now it is a fact that in the proper functions of business you can't afford to be too good a good fellow. There are channels where good has its uses, and there are other channels, running parallel, in which should flow a rigid force that commands respect and often roils the blood and stings the nerves. That's where Hastings failed; and that was his undoing, the penalty of being too good a good fellow.

Hastings was ticket agent at the Grand Central depot, if we may call it that. Perhaps there is no other place of business in which it is so necessary to be a good fellow, unless it be the grocery. And that is what the ticket agent is hired for—to answer every question in tones most musical and mellow. It is at the ticket office where you meet all sorts and samples of absurdities and eccentricities in human form, with

now and then a monstrosity. They will ask you of arrivals and departs and meets and connections and lay-overs and how long the waits and fares and return fares and changes are in the most distant and foreign parts—enough to drive a man to drink or headache powders—and in all his answers the ticket agent must be as smooth as a politician and as suave as a lackey. At Hastings' desk and pigeon-holed on the sides of the wall was a library from which information must be sought, volumes of figures and initials of p. ms. and a. ms., of North and South and East and West, of departs and arrivals, with stars and daggers and footnotes as intricate as the labyrinths of the Roman catacombs, and to solve the problems propounded by the questioners there was a corps of assistants answering phones and "looking up."

For this work Hastings was a prince of good fellows, always affable, prompt and painstaking, and this is the way it happened:

Complaints came pouring in at headquarters of inattention and rudeness. A wholesale cigar and tobacco man was told to "get a time table." A prospective tourist to California was advised that he "had better learn to read." Such expressions as, "Come off your base," "You'll be all right when grass comes," "Give us a rest," were passed in to the chief as coming over the phone from Hastings' underlings, and for this

Hastings was called on the carpet and informed that business was business; that he must exercise his authority for the good of the service; that he must "call" his gang and "call" 'em hard—let 'em know he was boss and permit no more "monkeying."

And Hastings "called" them, and this was the way he did it, for he was a good fellow:

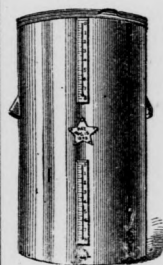
"Boys, I'm sorry to have to say anything that may hurt your feelings. You mustn't blame me. I hope you won't feel hard towards me. I don't like to do it. I wouldn't, only that I have been ordered to." And then he explained the trouble, closing with a humble apology for having been compelled to perform so unpleasant a task.

But the underlings knew their man, knew that he was a good fellow and, besides, the chief passenger agent overheard the "painful recital."

In less than a week the local papers contained the following item:

Billy Hastings, the popular and all-round good fellow at the Grand Central ticket office, has resigned, after fifteen years of faithful service. Always genial and painstaking, he will be missed by the thousands of patrons at this end of the road.

"Boys," said the new ticket agent on assuming authority, "I'm boss here. The first instance of disrespect or inattention to business means a summary dismissal." And patrons of the road have been overheard to remark that the men under him are as gentlemanly a lot of fellows as they ever did business with, all of which proves that one can not afford to be too good a good fellow.



Patented August 15, 1899

Your stock is not complete without you have the

Star Cream Separators

Best advertisement you can use. Each one sold makes you a friend. Great labor saver. Complete separation of cream from milk. Write to-day for prices and territory.

Lawrence Manufacturing Co.

TOLEDO, OHIO.

"Those fokes who expect to fale in an enterprise most generally due fale." Some merchants cannot sell CERESOTA because they are afraid to try. Any grocer can sell it who thinks he can, and he can build up a flour business that can be held against all competition.

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

Distributors for Western Michigan

GRAND RAPIDS DRY GOODS CO.

FORMERLY VOIGT, HERPOLSHEIMER & CO.

EXCLUSIVELY WHOLESALE

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

Butter and Eggs

Observations by a Gotham Egg Man.

The principal topic of discussion in the egg trade this week has been the question of making a quotation for eggs on a "loss off" basis. The trade are very much divided in their views of the matter, some being strongly of opinion that a "loss off" quotation should be made, while others are as strongly opposed. It will be remembered that when the Egg Rules of New York Mercantile Exchange were last revised the official "loss off" season which had formerly been provided for, and during which sales under the rule were "loss off" unless otherwise specified, was eliminated. At the same time the rules were left applicable to "loss off" selling so that members could make sales on those terms under the call if they so desired.

This action met with quite general sanction among the commission trade and the larger jobbing houses, although it was opposed by a few. As a matter of fact "loss off" selling has been steadily decreasing in this market for several years past and a great majority of the eggs have been sold and returned for at mark. The system is more satisfactory to most shippers and to commission receivers also and many of the large buyers who used to think "loss off" selling was necessary to their interests have fallen in line with those who prefer to buy and sell all stock at mark.

In watching the development of the movement we have always argued that case count sales in distributing markets would be beneficial to the egg trade as a whole because they would make the irregularity of net value more apparent, increase the preference for country candled eggs, permit careful packers to secure the real value of their brands, and reduce the enormous waste now sustained by the egg trade which arises from the shipment of poor and worthless eggs during the period of warm weather.

But now that we have reached the period when eggs are beginning to show more or less loss and when it was formerly customary to establish the "loss off" basis, a strong demand for a "loss off" quotation has come to the front, chiefly from the smaller egg jobbers. Many of these jobbers have been in the habit of fixing their selling prices for candled eggs on the basis of the highest wholesale quotation, making definite agreements to furnish hotels or retail dealers with candled stock at say 1 or 1½c or 2c above the wholesale quotation. Of course such an arrangement might be safely made for all seasons if the wholesale basis was, the "loss off" wholesale value when losses began to be considerable; but if there were no "loss off" quotation it is evident that such agreements become unprofitable as soon as the loss is sufficient to eat up the margin. The demand for reinstating the "loss off" quotation has come chiefly from such dealers as have agreements of this kind with their customers; it is supplemented by a few receivers who consider "loss off" sales advisable, by a few more who, even although they sell all eggs at mark, would like to have a "loss off" basis from which to judge the mark value of their goods, and by a few who argue that if their customers will be benefited by the "loss off" quotation some benefit will be re-

flected to them. Receivers who are opposed to the "loss off" quotation argue that as business in the wholesale market is now so generally "at mark" the quotations should be confined to this basis; that a "loss off" quotation is not a proper guide for establishing prices with hotel and retail customers because it does not, after all, apply to any particular grade of eggs, and may be cheap under one man's candling and dear under another's; that a "loss off" quotation, used as a basis of selling, tends to make uniformity of price where there is not uniformity of quality. They claim that dealers could soon adjust their method of selling to the new basis and that if a basis for charging were demanded the highest mark quotation could be used as well as any other if the excess charged were made a little greater in the summer and fall than in the early spring.

Between these conflicting opinions of the trade most directly interested the duty of those whose business it is to publish market reports and quotations is, after all, reasonably plain; these reports should represent fairly the business transacted in the wholesale market and if sales are made "loss off" to any considerable extent the prices obtained on this basis should be quoted as well as the prices obtained at mark, in order to represent the conditions of the market fully as well as fairly. Up to this writing (May 19) there have been but few "loss off" transactions, but it has become evident that the old system, although on its last legs, is not dead yet and it can not be decently buried until it is. But even although a "loss off" quotation may be presumed to cover such transactions as are made on that basis, shippers may rest assured that their eggs can be sold on this market case count at prices proportionate to quality.—N. Y. Produce Review.

Didn't Want to Sit There.

The little three-year-old daughter of one of the leading ministers in Little Rock resents too great familiarity. A few evenings ago, although she seemed a little unwilling, a young man who was calling took her upon his lap, whereupon she said with great gravity: "I want to sit in my own lap." It is needless to add that the young man immediately put her down.

38 HIGHEST AWARDS in Europe and America

Walter Baker & Co.'s

PURE, HIGH GRADE

COCOAS

—AND—

CHOCOLATES



TRADE-MARK

Their preparations are put up in conformity to the Pure Food Laws of all the States. Grocers will find them in the long run the most profitable to handle, as they are absolutely pure and of uniform quality. In writing your order specify Walter Baker & Co.'s goods. If OTHER goods are substituted, please let us know.

Walter Baker & Co. Ltd.

DORCHESTER, MASS.
Established 1780

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.

WHEELOCK PRODUCE CO.

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

WE GUARANTEE

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

ONE YEAR

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

Robinson Cider & Vinegar Co.

J. ROBINSON, Manager.

Benton Harbor, Michigan.

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

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.

The Meat Market

Six of One and Half a Dozen of the Other.
Written for the Tradesman.

In spite of the good time we have been having with Prince Henry we can not get over the idea that Germany's finger of scorn is pointed straight at us, and we do not like it. The real reason for it is that meat. To own up and start squarely we have been treating meat with boracic acid and have found it harmless to the American stomach. Under the idea that the American storehouse of supply for the body is as delicate as anybody else's, and, therefore, what nourishes one will be equally nourishing for all, the American packer has gone into the boracic acid preserving business at wholesale and, desirous of letting other peoples see for themselves what we have found good, has been satisfying their curiosity—and their subsequent wants—at a profit for, as was supposed, the good of all.

That was a great mistake, as we shall find to our cost. Boracic acid has been found out to be a deadly poison—or the next thing to it. The German importer of American meats, suspecting something wrong, subjected a part of his merchandise to the German chemist and waited for the result. It has come. There is boracic acid in meats imported from the United States of America. That was enough. The next thing that followed was to be expected: Germany has excluded American meats because of the bad habit the American packers have contracted of curing meats with boracic acid. Hence the pointing finger of scorn on one side and the humiliation on the other. Hence the "Now what do you think of yourself, you murderous villain!" and the shame-stricken soul who is as sorry as he can be for getting caught at it.

It is needless to say that this announcement of the German chemist and the complete collapse of the American meat poisoner has created consternation in the markets of the world, for in those markets, like other American merchandise, the poison is found. That one fact has made the consternation general and as usual has produced conflicting results. In spite of the admitted fact that the German chemist acknowledges no superior, the poison-eaters that still live in the enjoyment of health actually assert, with the impudence of those who thrive on poison, that the German chemist has blundered, that boracic acid is not a poison and that meat so treated is not even unwholesome.

This country long ago learned the folly of going behind the returns. The German chemist declares that boracic acid is poison. That settles it; it is. That has led naturally to investigation. With the German laboratory to pioneer the way, the American was set to confirm or deny the existence of boracic acid in American meats. It was found. It is there. That is not all that has been found. The question arose, Who gave the guileless Yankee the hint of meat poisoning and so to profit by the sale of the deadly product? At that point the Department of Agriculture came to the front. Through the German consuls and special agents samples of a variety of European meat products have been gathered, analyzed and so it is learned that there is a general use of borax in preparing them and that some sausages contain it in large quantities. That, from actual test, is interesting; and, as if to increase the interest, a correspondent of the Frankfurter Zeitung

affirms: "Chemicals are much more largely used in Germany than in the United States because the system of cold storage used in the latter country is little in vogue here."

The outcome of it all remains to be told: The Secretary, it is said, is now busy framing a rule to be applied to imports of things to eat from Germany that have been treated with boracic acid. The Secretary, in the absence of any American testimony as to the harmfulness of boracic acid, has not put any obstacles in the way of such imports; but, as long as the German chemist says the acid is poison, it remains for this country to protect itself from the greed of the villainous German meat packer. In this connection it may be well to say that, in a report of the Pure Food Commission published the other day, it is stated that a much larger per cent. of boracic acid goods were found among imported meats and foods than among those packed, canned or refrigerated by the American packers—a statement, however, of little worth from the fact that it lacks the endorsement of the German chemist!

Under these circumstances it may be as well for "Henry's folks" to take down that finger of scorn and stop talking about excluding American meats from their markets on account of the boracic acid in them. If the American meat packer has been indulging in a bad practice, in this instance it has been found where he learned it and it seems to dwindle to a simple exchange of poisons, as bad in one instance as it is in the other—a fact which had better be borne in mind by those framing the law to exclude American meat from the German market. R. M. Streeter.

Contending For a Principle.

An English writer gives a good example of those quibbles in legal practice that have a sort of fascination for certain minds. Some years ago while traveling on the continent he met the principal lawyer for the government of one of the principalities, who told him of a curious legal question. It had reference to a railway station at the boundary between two principalities.

Some one standing outside the window of the ticket office had put his hand through and robbed the till inside. The boundary line lay between where the thief stood and the till, so that he was actually in one territory while the crime was committed in another. Here was a nice nut for the gentlemen learned in the law to crack. Which of the principalities should undertake the prosecution of the culprit?

At it they went in good earnest, and the arguments on either side were long and vehement, until the whole case was embalmed in many volumes. At last one side yielded so far as to say:

"We will permit you, as an act of courtesy, to prosecute, while at the same time reserving all our sovereign rights."

At this point of the recital I asked, "And how did the prosecution end?" "Ah! that is quite another matter," said my friend. "There was no prosecution; we were only arranging what we should do when we caught the robber; but we never caught him."

He Was So Slow.

"She felt the strong arm of the law," he said, speaking of a woman who had got into trouble.

"How delightful!" commented the demure young thing.

"What is delightful?" he demanded, in surprise.

"To feel a strong arm," she answered softly.

The most trying time in a man's life is when he introduces his second wife—17 years old—to his eldest daughter who is past 20.

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.

Butter

I always
want it.

E. F. Dudley
Owosso, Mich.

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.

Poultry

How Packers Operate at a Large Poultry Center.

That the territory adjacent to St. Joseph, Mo., is one of the greatest stock producing sections of the country is a fact patent to all who are familiar with the resources from which eggs and pullets and cockerels are received. The territory is divided in districts and handled systematically, each town and line of railroad being thoroughly canvassed and supplied with market quotations regularly. Branch gathering stations are maintained in the larger towns and buyers remain on duty there nearly all the time. They keep in close touch with the home office by telephone or telegraph and are prepared to quote prices at any minute in the day. In the smaller towns the merchants are supplied with prices two or three times a week or oftener if occasion demands, and the poultry is shipped to St. Joseph in pick-up cars, which are run at regular intervals. Upon reaching the packing plant the stock is weighed, uncooped and transferred into a building with clean yards and plenty of clean fresh water, where it rests for twenty-four hours before being dressed. The poultry is then driven to the dressing floors, where the busiest men in the employ of the company are at work. The birds are hung on "shackles" where the "sticker" with a sharp pointed knife first gives them a thrust in the back of the mouth, severing the jugular veins, then a thrust in the brain which kills them and loosens the feathers. This done the birds are taken in charge by the "roughers," who take off most of the feathers. The men who are known by the technical appellation of "tippers" next take hold and finish the birds, whereupon they are passed on to the inspectors who place them on trucks and remove them to the cooling rooms, where they are kept for forty-eight hours in a temperature of 35 degrees. After being thoroughly chilled, the dressed birds are graded carefully as to quality and weights and packed into boxes ready for shipment. During the fall months, when the receipts of poultry are very heavy and far in excess of what the market demands at a fair price, the surplus is frozen in a room that is much more of a reminder of the north pole than the chill rooms, and in which the mercury hovers around the zero mark with a deal of persistency. In this manner the stock is held until the following spring and summer. There is a constant demand for better poultry. Too much of the stock received is of an inferior quality, and in order to meet the requirements of their first-class trade the packers are forced to construct large feeding pens where the work which the farmer and poultry raisers left undone is finished. Farmers would add many thousands of dollars to their bank accounts every year, the packing house men say, if they would fatten their stock properly before sending it to market.

New Method of Preserving Eggs.

Dan Leno's celebrated "eggs for election purposes" are, it appears, likely to become things of the past. New methods of preserving eggs are constantly being brought to our notice. For instance, in last week's Grocer we gave some particulars of a scheme for preserving eggs by cold sterilization, and we now learn from Paris that an invention has just been perfected which, it is stated, "is likely to revolutionize the

egg trade of the world." The Paris correspondent of the Daily Express says:

M. Louis Parisot, an eminent French chemist, has discovered a liquid which he asserts to be capable of preserving the freshness of eggs for a period of twelve years. A year ago he placed a large number of these delicacies in the liquid, getting a magistrate to witness his act and seal the tank with his official seal. A few days ago the tank was opened in the presence of his worship, the eggs being found to be in excellent condition. Four eggs were selected haphazard out of the tank, and on being boiled were eaten, the magistrate pronouncing them to be excellent and possessing a delicious flavor. Another triumph for the inventor happened the other day, some eggs which had been in the liquid for four months being successfully hatched, eight out of the twelve placed under the hen proving fertile. M. Parisot states that he can preserve eggs with his preparation at a cost of 7½d. per 1,000.

An evening contemporary states that "M. Parisot takes two chemicals, the nature of which naturally must remain a secret, adds them to two other chemical substances, and to each pint of the resultant mixture he adds water in the proportion of 100 pints to one pint of the mixture. Eggs placed in this fluid can be preserved for practically any time. *** Ten million eggs can be kept fresh for an unlimited period by means of M. Parisot's preserver at a cost of £300. A company has been formed, M. Parisot informs me, to take over his invention and turn it to practical account. It will be an English company, and all the prime movers in the business will be Englishmen." If, as is stated, the invention is to be exploited by an English company, members of the trade interested will no doubt soon have an opportunity of applying a practical test. In the meantime they will probably take the story as they would the twelve-year-old egg—with a heavy pinch of salt.—London Grocer.

Dressing Live Turkeys.

The market on live turkeys has been so dull and low of late and the dressed turkey market so high that some receivers have had their live turkeys slaughtered and dressed. Most of these turkeys have been the surplus which receivers have been unable to sell alive, and rather than carry them along and lose the shrinkage they have had them killed and dressed, whereupon they sold readily. In years past a great deal of poultry of all kinds was bought here by a class of men known as killers who watched the dressed and live markets closely and whenever the live was below a parity of the dressed market, they bought up the live and had it killed and sold dressed. As the demand for live poultry increased, however, prices averaged as high and often higher than dressed poultry and one by one these operators gave up the business so that of recent years it is unusual for any of the live poultry to be slaughtered until after it has been disposed of by the receivers and market men, as it practically all goes to the Jewish trade and is therefore "Kosher" killed at regular appointed slaughter houses, and the retail dealers on the east side of town who buy from the jobbers in West Washington Market are the ones who send the poultry to the slaughter houses to be killed for them.—N. Y. Produce Review.

The Truth of It.

Knicker—Jones is a charitable fellow. He has endowed beds in three hospitals. Bocker—That's not philanthropy; it's foresight. He's just bought an automobile.

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

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.

The New York Market

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

New York, May 24.—It is a tough time for sellers of coffee. The demand seems to have reached absolutely ebb tide. Orders come in, but they are of the smallest sort and no one is disposed to purchase ahead of current wants. Prices have not changed and this is the most satisfactory feature of the whole situation. A year ago it was stated by those who ought to know that the crop of Brazil coffee for the year beginning with July, 1901, would be 15,000,000 bags. They were rather hooped at, but now the figures show that the receipts of coffee at Rio and Santos since July 1 to May 21 have been 14,505,000 bags, and there are yet five weeks to come. Last year the receipts aggregated 10,187,000 bags and the previous year 8,576,000 bags. Take these figures and consider that there has been quite a carry-over from last year, and add to other sorts of coffee the mild grades from Central America and the crops of the East Indies and it will be seen that nothing but cheap coffee is looming up ahead of us for a long time. A volcano that would cover the coffee regions might set to work and affect the situation, but certainly as things are now only a succession of crop failures will cause an appreciation of prices. At the close No. 7 is worth 5½¢. There is a better market for the mild grades, as supplies have run light and quotations are firm. Good Cucuta is held at 8¼¢. In store and afloat the amount of Brazil aggregates 2,364,249 bags, against 1,183,040 bags at the same time last year.

Will the sugar season ever set in? Every day the same report is heard—business light and orders coming in are for the smallest possible lots that business can be done with. Buyers are not seemingly anxious to purchase a single barrel ahead of present wants, nor do sellers seem eager to part with holdings. It is a waiting situation and that is all that can be said of it.

Nothing of interest in teas has taken place during the week. The demand is, perhaps, all that might be looked for, and that is not much, to be sure. Pingsueys seem to be most sought for. Good Formosas—in price—are worth 24½¢@25½¢. Indias are quiet.

The demand for rice might be more active, but there is still quite a good trade being done and quotations are firmly maintained. Prime to choice Southern, 5@5½¢; Japan, foreign, 4¼¢@5¢.

The strength which has recently been shown in the pepper market seems to have been lost and the volume of trade is extremely small. Spice prices generally are somewhat shaky and altogether there is a good deal of room for improvement. Singapore black pepper, 11½¢@12¢. Cloves, Amboyna, 11¢@12¢.

Grocery grades of molasses are very quiet. Buyers are not anxious to make purchases at all ahead of current wants, of course, and the volume of trade with both bakers and grocers is very light. Stocks are not large, but there is enough to go around and the best that can be said is that prices are firmly sustained.

The trade in canned salmon during the week has hardly been as active as previously noted, but there is a fair amount of business and prices are firm. New pack peas are interesting a few dealers, with marrowfats held at 80¢ for standard 2s, Marylands; early June, 85¢@90¢; sifted, \$1. Spot tomatoes are as firm as ever and, in fact, have shown a trifle of an advance. Jersey 3s have sold at about \$1.35 and that seems to be pretty well established.

The dried fruit situation is without change. Prunes are steady, but the volume of business is not large and neither buyer nor seller seems to be much interested in the outlook.

While the receipts of butter this week have been much larger than last, the demand has also been better. There is a good call from out of town, especially from opening hotels and summer resorts

which are fast getting ready for the onslaught of city visitors. For best Western creamery 22¢ seems to be about the established rate and seconds to firsts, 20½¢@21½¢; Western imitation creamery, 18¢@19¢@20½¢, latter for fancy stock; Western factory, 18¢@19½¢; renovated, 18¢@19¢@20¢.

Full cream cheese, small sizes, are fetching 12¢, which is probably the top notch. The supply is rather larger than the demand calls for and the outlook, at the moment, is for lower quotations.

Fresh gathered Western eggs are worth 18½¢; regular packing, 16½¢@17½¢ and perhaps a trifle more for very good stock. Fair, 15¢@15½¢.

The amount of business in beans is small and mostly of a jobbing character. Prices are without material change from last report.

Theology as He Understood It.

Passengers on a Wealthy avenue car one afternoon last week were very much entertained and amused by a discussion of things spiritual by two colored passengers. As the debate waxed warmer, the voices of the debaters grew louder until what was said was plainly audible to all in the car. After each had made a confession of faith and given his views of the means whereby mortal man could gain salvation, one of the pair blurted out in a tone that implied that all his hope for the next world was embodied in the words:

"Well, sah, I b'lieve dat what's gwine to be is sho'ly gwine to be."

"Huh!" grunted his companion, contemptuously, "Den yo' b'lieves in premeditashun."

A couple of good prices are better than a ton of advertising theory.

BOSTON

WANTS

MICHIGAN EGGS

We have an outlet for several cars each week. We can sell them for you on arrival at top prices. No other market exceeds ours. Mark your next shipment to us. We will please you with prompt sales and quick check.

Wiener Bros. & Co., 46 Clinton St.
Boston, Mass.
Refer to Faneuil Hall National 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.

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.

Don't Kick
IF YOUR RETURNS OF
BUTTER, EGGS, POULTRY
are not satisfactory, but try

Lamson & Co.
Blackstone St., BOSTON.

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.

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.

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

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

Woman's World

Two Books Which Are a Well of Knowledge.

The debutante is going off for the summer, and when the man of the world came to make his adieux and wish her bon voyage, he brought her two books. They were the Bible and Shakespeare, and the debutante sniffed openly at his choice of reading matter.

"For the benefit of my mind and my morals, I suppose," she said.

"Not at all," he replied, "I merely offer them as matrimonial guides."

The girl looked bewildered, and he went on: "I presume you desire to be what is called a social success, to be admired and sought after by men and eventually to be escorted by some eligible youth to the altar. This is not as easy as it seems. In playing any game, the matrimonial game included, you will find there is something in luck, more in experience and most of all in an exhaustive knowledge of the proposition you are up against. In the end success always goes to the one who plays his cards best.

"In these two books you will not only find the most subtle study that has ever been made of human nature, but a complete diagram of how every sort and condition of a man can be won by the woman who knows her business, and the unceasing marvel of the world to me is that your sex has so long been blind to the hints that have been thus gratuitously given them.

"Take, for instance, the story of Ruth, perhaps the most beautiful love story that has ever been written. What do you see in that? A charming romance! Nothing more! And yet how full of practical hints to the woman with sense enough to take them.

"Ruth was a widow. That was an advantage. She had had experience of domestic life. She knew men and how to please them. More than that, she knew a good thing when she saw it and went after it.

"Boaz had never seen Ruth. He had never heard of her. He never would have heard of her if Ruth had not modestly and discreetly, but surely, called herself to his attention. She was the pattern of all the domestic virtues, the very qualities that would appeal to a wealthy old gentleman, as she raked the hay or garnered the grain or whatever it was, but the main point was, she was doing it right out in the middle of the stage where Boaz could not miss seeing her.

"From this, my child, derive two important lessons: First, that enterprise counts in matrimony, as in everything else. Second, that, while you should be mamma's little helper, you should always do your domestic stunts in public, where men may observe them and reflect on what a heartstone angel you would make. When you darn stockings, always do it in the parlor.

"Turning now from Holy Writ to Shakespeare, we come to Juliet. The fascinating Miss Capulet is a type of the woman who wins out by the force of her love. She was a clinging vine no man on earth would have the nerve to shake. If you will read that story closely you will see that there was never at any time the slightest chance for Romeo to have wriggled out of the engagement.

"She simply loved him, and was willing to play dead or take Rough on Rats or get married without a trousseau or

do any old way to get him, and no man who ever gets swamped in that mushy kind of affection ever gets out alive. It is a sentimental quicksand that swallows him up bodily, and the more he struggles to free himself the deeper and deeper he sinks into it.

"All of us know clever and brilliant men married to wives who are so immeasurably their inferiors we wonder how they came to do it. I always know the answer to the conundrum is Juliet. Somewhere, sometime, the man met a silly little gump of a girl who fell wildly in love with him. He knew he ought not to marry her—that she would ruin his career and that she could never be a companion for him—but she loved him. She was as adhesive as a porous plaster. When he tried to break away she clung to him and wept. No man can see a woman crying for him unmoved, and in the end he simply lacks the brute courage to save himself.

"Theoretically, man is the pursuer and woman the pursued, and we have been taught to believe that man admires the opposite sex most when it is coy, but it is my observation that nothing wins with a man like believing that a woman loves him. It makes him admire her taste and respect her judgment, and all the rest, when you have gotten that far, is dead easy.

"Now, Rosalind was the girl who knew how to help a bashful wooer over the fence. You can depend on it, she would never have been one of the girls who go around in bunches and who force every man who comes along to feel as if he is a Mormon elder out with his family. It takes a bold man to invade a pullet party and select one particular one from the crowd, and any girl who has not sense enough to detach herself deserves to live and die an old maid.

"Then observe the fact that Rosalind was clever enough to realize the value of environment. She knew that many a man feels sentimental and makes tender speeches merely because he has gotten a pretty girl alone in the moonlight or they are sitting on a flowery bank in the country, and so she steered Orlando out into the sweet forest of Arden, and when she got him there she taught him how to make love.

"The moral of this story, my dear girl, is that there is a great deal more in golf than knocking a few balls around a ten-acre lot. You will observe that few men ever get home from a summer resort without being engaged. A city house, with portieres at every doorway, behind any one of which papa or a curious maiden aunt may be listening, offers no encouragement to love's young dream. The country is the place of romance and if, after you have gently and insidiously led a timid youth up to the proposing point and he balks at the fatal moment, Rosalind will teach you how to push him over the precipice so deftly and discreetly that he will never know he did not take the plunge of his own accord.

"Desdemona teaches how to win a man by listening, and for a genuine, all-around campaign method, warranted to work in any climate and be effective with any kind of man, her tactics have never been improved upon.

"She simply listened. Try to take in all the force of that subtle flattery. She did not call attention to her own charms. She did not brag about the men who struggled for a section of a dance with her or tell how many proposals she had that season. Not a bit of it. She just sat at Othello's feet and let

Stock it Promptly!

—You will have enquiries for—

HAND SAPOLIO

Do not let your neighbors get ahead of you. It will sell because we are now determined to push it. Perhaps your first customer will take a dollar's worth. You will have no trouble in disposing of a box. Same cost as Sapolio.

Enoch Morgan's Sons Co.

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.

Always Attractive

Our 1902 P. F. K. Assortment. Indian Heads and Floral Decorations on German China, assorted articles, 1 dozen each of 48 articles containing

8 dozen pieces at	\$ 40 per dozen
35 dozen pieces at	80 per dozen
2 dozen pieces at	1 20 per dozen
3 dozen pieces at	2 00 per dozen

No charge for package. A fat value. 100 per cent. profit. All perfect goods, ready for shipment. Write us for lists.

Geo. H. Wheelock & Co.,

South Bend, Ind.

him tell how he played ball and managed an automobile and could always pick the winners at the races, and you know just as well as if you had been there that every time he paused to catch his breath she murmured 'How wonderful!' or that she gave a shuddering sigh, as she exclaimed, 'How brave and strong you are!'

"From the story of Desdemona, my child, learn the value of silence. The woman who possesses the power of listening intelligently has a chance before which beauty fades and wit becomes as sounding brass and tinkling cymbals. The one subject of which no human being—man or woman—ever wearies is discussing the great eternal 'I.' Desdemona always marries. If she keep up the tactics that won Othello she holds him to the end of the chapter, and she goes through life adored by every man who comes within the sphere of her influence.

"It is, of course, a heroic sacrifice to listen to another when you want to talk of yourself, but every victory must be dearly bought, and occasionally a husband is worth the price.

"I might also call your attention to Beatrice, who can teach you every shade of coquetry; to Ophelia, who made the fatal mistake of not knowing when to break off an engagement; to Lady Macbeth, who could give anybody pointers how to manage a husband; but I have said enough to show you that these two books are a well of knowledge into which any woman may dip her cup with profit."

"And to think I always considered them dull in school!" exclaimed the debutante, with awe.

"It is a pity," agreed the man, "that teachers are generally so young they do not know the value of the thing they are trying to teach, or else so old that they have forgotten its importance. However, you are welcome to my idea of what heroines teach."

"Thanks, awfully," said the girl; "their tip shall not be wasted on me."

Dorothy Dix.

Sad State of American Men.

Not so many young men are getting married nowadays, because it takes so much to support a wife. She wants to go in society and wear fine dresses, and if she can not do this there is trouble in the family. Women have much more time to give to education and society than men have, and are beginning to become dissatisfied with the company of their husbands. They tolerate their husbands only because they earn the money.

American husbands never know how badly they are treated until some foreigner comes over and tells them about it. The following is vouched for as having been written back home to a friend by a German professor in one of our large universities:

I was entertained by Mr. A. and after dinner he invited me to take a walk with him. To my great surprise he invited his wife also. When we reached the gate she said she must go back for her shawl which she had forgotten. You can imagine my indignation when he said pleasantly that we would wait for her; and when she returned, instead of rebuking her for her carelessness, he actually took her shawl and carried it on his arm! I was speechless from amazement.

Unfortunately they are not all speechless. It will be a relief when we can learn from the reports of the last census whether the marriage rate really is decreasing. But on one point we do not

need any statistics, and that is that in the modern desire for the luxurious things of life men have kept pace with women, and if women do not marry unless they are sure of getting these, men refrain from marrying lest they should be deprived of them. In discussing these questions, however, the alarmists always consider them from the standpoint of so-called society—of those who are in or trying to get in—and they overlook the uncounted thousands who are constantly marrying and settling down happily and contentedly in their little flats or cottages and are lost sight of because they do not figure in the society column or the divorce court.

The average happiness of married life is infinitely greater than in any previous age, for while now the miserable seek a dissolution of the bonds, in former times they endured in silence, and millions of women who were not quite so wretched as to wish to dissolve the marriage, nevertheless smarted and rebelled at the dull, restricted and dependent condition in which they were held by custom and law. They are far happier now, and because this is so they make their husbands happier. There is more congeniality, because there is more nearly equality, and instead of husbands being "tolerated because they make the money," there never was a time when all the women of the family were so anxious to help make the money and tried so hard to lift the burdens from the shoulders of the husbands and fathers.

One great cause is that the majority of boys have to go to work at 16. Not so the girls, who educate themselves and become superior. This would be all right if they used their knowledge to cultivate the men, but in their opinion men were made for business and nothing else.

That is the opinion the average man has of himself, and there is nothing he would resent so quickly as any attempt on the part of his women folks to "cultivate" him. Besides, it is only a few weeks since the Professor of Law at Yale University, in a public address, delivered the ultimatum that "no woman should feel that she knows more than her husband." But unless she did feel that way how could she undertake to "cultivate" him? For women even to attempt to follow all the advice which is so freely bestowed upon them would soon crowd the capacity of our insane asylums. But is it not amusing to hear the complaint that women are becoming better educated than men, and the admonition that they should use some of their surplus knowledge for the benefit of the other sex, when one reflects that two generations ago there was not a high school in the United States which admitted girls, and that one generation ago the first colleges were just beginning to open their doors to women?

M. Hughes L. Roux.

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.

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.

Hardware

Growing Popularity of Hand Implements.

Those who have worked on the farm, in days gone by, when the hoe, the rake and the spade were invincible in their uses, will appreciate the wonderful labor-saving implements of the present time. Even to this day the hoe has its place and can be made to do service of a beneficial character, but this is a generation of record breakers, and slow methods have invited the application of implements that will do the required work in the shortest time and at the least expense.

Hand implements supply a want that has long been felt, and they are not only labor saving, but they produce the planting of a greater acreage. Gardens that were but miniature spots are now nearly as large as some fields, with production greatly increased by reason of better and more frequent cultivation, and the ease and facility with which seed can be planted and kept clear of weeds until they are well advanced in growth. The field implements are indispensable on farms where horse-power is essential, but there are thousands of persons who now find the cultivation of the garden an easy matter, compared with the laborious methods formerly in vogue. It would, no doubt, be a surprise to our ancestors if they could come back to earth and witness the hand cultivators, rakes, hoes and drills. The little drill which opens the row to any desired depth, drops the seed evenly, surely and in exact quantity, at a depth suitable to the kind of seed used, and then not only covers them nicely, but leaves the surface of the row smooth and level, would appear as a marvel, for the drill, not having completed its work at the end of the row, marks and aligns the next row, thus avoiding the use of pin and lines for delineating the succeeding rows. And this, too, by simply walking along the row with but little effort. Judge of the amazement of our ancestors, whose recollection of their former lives on earth would be associated with back-breaking hoeing and digging among tough roots of seeds and grass, when the wheel hoe passed between the rows, cutting everything in its path as clean as possible, without disturbing the roots of the plants of the crop, and leaving the top soil loose and fine, where it serves as a mulch during times of drought preventing the rapid loss of moisture from the soil, and enabling the plants to secure better growth because of more favorable conditions. The little cultivator would come in for its share of praise also, as well as the wheel rake, both making fearful destruction among the weeds and grasses. The contrast of the tools used by our forefathers and those of today is as marked as between the pine-knot light and the brightness of the electric arc.

Hand implements also open up more fields for occupation and labor. They permit of more work being done in the summer season than formerly. Our agricultural writers have in vain importuned farmers to grow more roots for stock, but the seeding, weeding and other labor only permitted of limited cultivation. But what has been a dread is now a regular portion of the farm rotation, and beets, carrots, parsnips and turnips are grown in fields instead of patches. It is an impossibility to cultivate a field of turnips profitably without the use of a drill, as the seeding

of land alone would be too tedious and slow to enable the farmer to grow up a crop without incurring too great an expense, but it is now as easy to put in turnips and maize as the opening of the rows, seeding and covering are done at one operation.

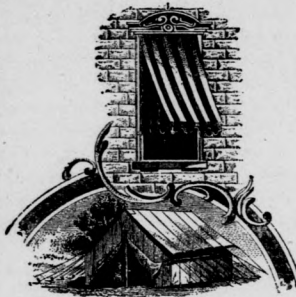
The old maxim, "Make two blades grow where only one was produced," is already being done. The intensive system of farming, which calls for a concentration of effort and the use of manure on limited areas, instead of broadcasting it over a wide surface, permits of growing more plants per acre, the rows being closer together, yet allowing of the use of the wheel hoe and cultivator as easily as horse tools are used between wider rows. The capacity is thus increased four-fold, the manure is made to perform more effective service by affording a larger proportion of plant food, and the weeds and grass, by being kept down from the start, are soon obliterated from the soil. It is the killing of the weeds by the use of hand implements that gives the wheel hoe a greater value than has heretofore been accorded to it, for in field culture the hoe is often a necessity, but with the garden system of cultivating the weeds are completely exterminated, as not a single one can reach maturity and send its seeds out to be blown away by winds as pestilences and persistent torments of a future year.

Field implements, worked by horses, are more important and necessary where hand implements are used than before the introduction of the latter, as the farmer will be induced to employ the best field implements by reason of the advantages derived from the use of hand implements. There is nothing to prevent the cultivation of beets, turnips, peas, etc., under the field system, with horse hoes and cultivators, as the most laborious work is done by the drill. Much work that has been avoided in summer can now be performed. The summer season has been but little used for planting seed, as the weeds in the field crops kept the farmers busy, but there are summer crops, however, which thrive only in that section, but which now are easily grown and add profit to the farm.

The hand implements open a large avenue to trade for the dealer. They need but an introduction to become popular, and in some soils they work so easily as to place them within reach of all while their cost is but an insignificant sum compared with the advantages and benefits they confer on toilers. Hand implements can be sold during the whole growing season, for there is never a time when they can not be used, and as they can be employed in so many directions they are indispensable necessities on the farm and as a portion of the stock of the dealer.

Hand implements are inducing the farmers to vary their crops. Not only is the land made richer, greater care exercised in caring for manure, and the rows brought closer together, but crops are being grown that were seldom before known on some farms. Where the strawberry was grown in little patches, and esteemed a luxury to be had in limited supply, the plants are now grown on little plots and the fruit is had in abundance, made possible by the ease and quickness of cultivation with the aid of the wheel hoe, which skims the surface of the soil, or hoes it deep, to pulverize it to a fine condition. Farms that were never blessed with gardens are now incomplete without such necessary ad-

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

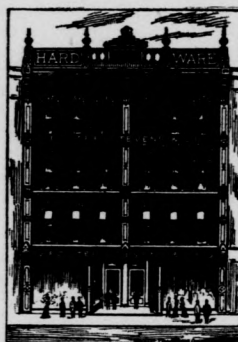
Buckeye Paint & Varnish Co.

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.



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.

For \$4.00

We will send you printed and complete

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

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

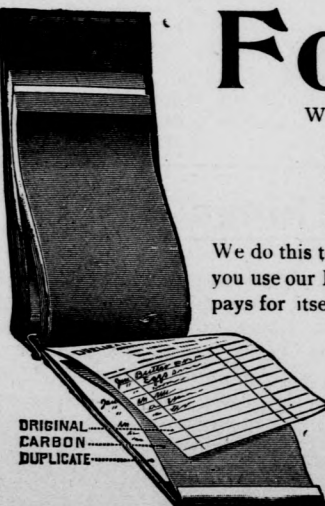
A. H. Morrill, Agt.

105 Ottawa Street, Grand Rapids, Michigan

Manufactured by

Cosby-Wirth Printing Co.,

St. Paul, Minnesota



juncts, and greater variety at the table, with more plentiful supply, is what may be attributed to the hand implements—the little labor-saving appliances that become favorites with all. Every year, too, witnesses more improvements with them, and the possibilities of their future can not be estimated, as there is no limit to their field of usefulness.

How to Handle Vehicles Successfully.

The dealer who sells vehicles sometimes gives that part of his business less attention than is really essential, and to that class this article is addressed. There are several reasons offered by dealers, some of which are: "I have not the room," "Only handle a few," "It don't pay to bother with them," "I don't have the time," etc. There is always one sensible advice to give to such—"quit." To the other, who does want to make a success of it, he should do just as he did when he started in the implement trade, to-wit, arrange a way to carry the stock so that it can be appreciated, kept clean, dry and be shown to its best possible advantage. Anything that is worth doing at all is worth doing well. Do not buy more than you want. Do not buy cheaper goods than you can honestly recommend. Do not buy quantity, but buy value. Do not buy at all until you find out what your trade demands, and then buy carefully of good, well-known and established factories. Buy for merit, both in design and quality, something to please the eye as well as to please in wear. Your stock once in your establishment, see that everything is in its place, see that it is complete, see that it is just what you bought, see that the washers are with it, wrench in its place, storm aprons, curtains, extras, all complete and as they should be. Then place the goods in a position to show to the best advantage, and then see that they are kept clean. It is less expensive to keep a new vehicle in good order than it is to keep a dirty one. Do not set a harrow up endways against a phaeton and imagine that it improves the looks of either. Do not throw a lot of old seed-oat sacks in the rear seat of a carriage because you have not time to put them away. Do not put a \$15 pole, or a pair of highly-finished shafts, with a lot of knocked-down cultivators or leave a fine broadcloth cushion on top of a patent fanning mill, as it will not help their sale.

Do just what any successful business man would do, which is to have a place for everything and everything in its place, and you will be as prosperous as the successful man. Do not take it for granted that you will sell a carriage when your other trade is dull, but associate it with your machinery line as the sale of the carriage, as the buyer of one is frequently the purchaser of the other. Your profit on the one is equal to the profit on the other, and nowadays economy demands that several lines shall be associated together to reduce the expenses of doing the business and increase the profits. The room in which you store plows seldom makes a fit place to show carriages.

A carriage is a high order product of mechanism; thought and detail are given to its construction, and its finish is its beauty. It requires light, care and attention.

The implement dealers as a class are a bright, hustling part of commerce. It has often been wondered why it was that they did not give the care of vehicles greater attention, as many exam-

ples of those who do have been talked of, praised and freely advertised. The industry alone is one of which one may well be proud because the carriage men are progressive and aggressive not only at home, but abroad. They study to please to produce that which will not only give them profit, but fame, and in the smaller cities and towns often find the implement man their best agent. To such a dealer it may be remarked, as a successful one once stated, "Fit your room for vehicles and your vehicle is half sold. Your home buyer comes to see you in preference to going out of town. You are ranked with the large repository trade. Your profits will be larger, for your volume will be greater, which will give you gratification and secure you both reputation and gain. Your customer has sought your advice, and knowledge of the business has earned for you a custom with the attendant remuneration. Take your carriage out of the shed, place it on a clean floor, dust it up so that it will show at its best, let the light of day strike it, give it an honest price, and an honest recommendation is its seasonable guarantee. You will thus gain friends, trade and financial reward. The factories are looking earnestly, and with extra inducements, to this class of dealers, and such will find the addition of the vehicle to their stock pleasant and profitable, as the "other fellow" will always find it unpleasant and unprofitable, simply because he does not treat the carriage buyer, its maker or himself properly.

Two Old Stoves.

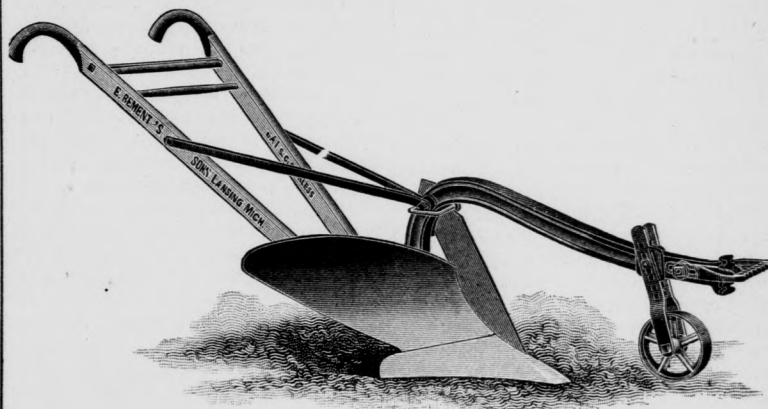
The oldest stove in the United States is now on exhibition in Minneapolis. It stands on legs or end supports, similar to those of a sewing machine, only they are about half as high and of much heavier casting. The total weight of the stove is five hundred pounds. It is three feet long, thirty-two inches high and one foot wide, with a hearth extending in front. There is no grate in the bottom, the fire being built directly on the bottom of the stove, the heat passing from below the oven, back of it and over the top of the pipe. The outside has scrolls and designs and crowns in relief, much after the fashion of stoves of to-day, and on both sides cast with the metal are the words, "Hereford Furnace, Thomas Maybury, Mfr., 1767." The stove is well preserved, in spite of its age. The surface has a finish that is technically known as "pebbled."

In the State Capitol at Richmond, Va., there is an old stove of much the same pattern, and one of the local newspapers there thinks that it may be even older than the Minneapolis curio. This Virginia heater also stands on legs, is about seven feet high and is handsomely ornamented. It is "three stories" high and of pyramidal shape and was made in 1770 for the House of Burgesses at Williamsburg, whence it was removed to Richmond when the seat of Government was removed thither. The founder, one Buzaglio, whose place of business was in England, wrote of the "warming machine" that "the elegance of workmanship does honor to Great Britain. It exceeds in grandeur anything ever seen of the kind and is a masterpiece not to be equaled in all Europe. It has met with generous applause and could not be sufficiently admired."

Was a Case of Life or Death.

"I thought you said this was a life or death case!" growled the sleepy druggist, who had been awakened at 3 a. m. by a man who wanted a two-cent stamp. "So it is," declared the man, "so it is. I've got to mail this letter to my wife at once, that she may get it in time to postpone her return home long enough for me to have a new mirror put in the parlor and the hall repapered. Some of the boys spent the evening with me to-night."

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.

THE VALUE OF TRUTH.

Some Things Which the Advertiser Should Understand.

Written for the Tradesman.

In a previous paper the writer expressed in the Tradesman the belief that it does not pay to fool the public in advertising, no matter how much attention is attracted thereby. The fact is one that can not be emphasized too much and it does not apply to the written advertisement simply, but to every means used to catch the public eye. A case in point comes very forcibly to mind just now.

A man who runs a gentleman's furnishing store arranged in his window a device which was intended primarily to attract public attention, without considering results. It was not a new device, but the dealer in men's things considered it very clever. It was a little machine operated by clockwork and so arranged that every two minutes a small attachment tapped upon the inside of the show window so loudly that the sound could be readily heard in the street.

The effect upon the passerby was always the same and may be readily guessed. He may have been passing by with his eyes fixed on the sidewalk or down the street. Suddenly his attention was arrested by the sound of some one apparently tapping on the window pane. He would invariably stop and almost at the same time would see that he had been tricked. What he had supposed was someone in the store tapping on the window to attract his attention particularly he found was merely a device intended to compel him to look at the store whether or no.

The result was always the same. The person resumed his walk irritated and sore because his thoughts and his progress had been interrupted by the machine. I would like to have that merchant figure out for me how much trade the trick pulled into his store, how many dollars it coaxed over his counter and how many permanent customers it brought him. I am not prepared to say that he would not be able to make some such showing. The American people are a good-natured people, as anyone who has ever been in a crowd of them has observed. Did you ever see an American crowd suffering discomfort without someone in the company laughing and making light of his troubles? It may be in a crowded street car, in a passenger train stalled in the snow drifts, in some place of public assemblage jammed beyond its capacity, or even in a time of danger, but the American sense of humor is so strong that it never deserts an American crowd and your optimist is always there with his jokes to drown the cries and sighs of the complainers.

This American quality of good nature may induce a few to accept the merchant's window tapping device as a joke and it may call attention to the store and result in a sale. But good nature is a poor thing to bank on. It is as uncertain as a wheat-speculating bank cashier and liable to disappear just at the wrong moment, just as he prone to do. If the merchant will estimate the amount of annoyance caused by his window tapping device he will relegate it quickly to the store room to be replaced by a window display so attractive that it will command the attention of the passerby who has time to stop and look at it and will not annoy and irritate the man who has not.

This particular device is spoken of be-

cause it is ready to the pen, because it deserves discussion per se and because it is a sample of numerous devices which enterprising specialty manufacturers sometimes urge upon the merchant as trade pullers. Some very good things may be secured to augment the display of goods in the show window, but it is always wise to select something that pleases the public and does not deceive it. After all, everything in an advertising way contributes to your personal reputation for veracity. If you would maintain that, you must tell the truth to your customer as well as to your banker, to your creditor as to your debtor, in your windows as in your office, in your advertisements as in your personal conversation. You may tell the truth under all these conditions, but if you fail in a single one it will undo all the good accomplished otherwise.

It is never necessary to warp the truth in order to sell goods. The public knows you are in business for what there is in it—to make at least a living and to obtain, if possible, a competence. The public is willing to concede you a reasonable profit just as the public itself enjoys a profit upon what it sells. Every man in this world is a seller either of goods or labor or professional service. The man who is not a seller is a sell. The world is giving him a living and he is giving nothing in return. If he is a seller, he is selling what he has to sell at a profit. If the laborer sells his labor at \$1.75 a day, he feels he is selling it for more than he could make it profit him if he labored for himself. The lawyer has an investment, not merely in law books and gas fixtures—and I say "gas fixtures" with no intention of alluding to what is commonly supposed to be the attorney's stock in trade—but he has an investment of money and years spent in preparation and in acquiring the knowledge that he now hopes to sell to the public at a profit.

The public does not concede you this profit through any fine altruistic principles. As has been said, it claims the same thing for itself and is, therefore, compelled to concede it to you. Since it does concede it, there is no necessity for either trickery or false statement. "Corruption wins not more than honesty." Apply this to all the lines of our business and it brings us back to the original proposition—advertising—and to a reiteration of the rule that an advertisement which attracts attention by deceiving the public is not good advertising.

A man who had traveled much once told me of an experience he claimed to have had repeatedly in English inns. The waitress would ask him:

"Beef or mutton?"

"A little beef, well done."

"But we 'aven't any beef."

If you specialize on any article any particular day you should be prepared for just as much of a run as you anticipate unless you have expressly stated just how limited your lot of this or that article may be. Your bargain-hunting customer may thus be saved a disappointment and you be saved the loss of a bargain-hunting customer. This matter is spoken of in this connection because of the fact that, while you have no intention of deceiving your trade, you will be given credit for doing so just the same if you fail from any cause to fulfill your advertisement.

The dealer must avoid deceiving the trade of his store in his advertising, in his show windows and in the conduct of his business. He must avoid giving captious critics the opportunity to accuse him of it, even undeservedly. Finally, he must philosophically fortify himself against such criticism for it is pretty certain to come from some quarter.

Charles Frederick.

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.

Scales

R. R. Track, Abbatoir,
Hopper, Dormant,
Coal, Depot, Portable,
Wagon, Stock, Grocer, Postal, etc. Write

Fairbanks, Morse & Co., DETROIT or CHICAGO.



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.

We are making a fine line of

High Grade Package Goods

as follows: Elk Brand, Viletta, Marie, Bermudas, Toasting Marshmallows, Mignonetta, 100 package, and the Famous 5c package Favorite Sweets.

Straub Bros. & Amiotte

Traverse City, Michigan

Commercial Travelers

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

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

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

Gripsack Brigade.

Traverse City Eagle: Morgan Paige has taken a position as traveling salesman for the McMahon Cracker Co., of Chicago, and left on a four weeks' trip yesterday.

An accident insurance company which does not promptly pay the insured for loss of time caused by accident, soon loses the confidence of its patrons and might as well go out of business.

Marshall Statesman: John P. Keuchle, of Grand Rapids, son of Mr. and Mrs. George Keuchle, of this city, has secured a position as traveling representative for Swift & Co., of Chicago.

Saginaw Courier-Herald: Alfred J. Hooper has resigned his position as city salesman for the William Barie Dry Goods Co. to accept a similar position with Burnham, Stoepel & Co., of Detroit.

Less variety of dishes and better cooks would be an improvement in many of the tolerably good hotels of this country. Many a good piece of meat is spoiled in the cooking and many an ordinary cut is made palatable by proper cooking.

The Pacific slope traveling men are talking up the idea of writing and staging a play with the ubiquitous commercial traveler as the central figure and hotel clerks, chambermaids, dining room girls, country merchants and omnibus drivers in the other parts. The idea is a good one and needs only to be drawn true to life to become a winner and a success. If the proper characters are selected and the scenes and incidents taken from traveling men's experiences there will be but little need for imagination.

Why He Preferred an Upper Berth.

"Why do I prefer an upper berth to a lower in a sleeping car?" repeated the drummer as he counted out and swallowed six pellets without explaining whether they were for his liver or lungs.

"Yes, why?" queried the man, who was felicitating himself on having secured lower No. 7.

"Well, there are various reasons. When I first began to travel, fifteen years ago, the wheel of a car on a train flew off and killed a man in lower No. 5. The chap over him never got a scratch. Later on a fellow threw a stone at the car and it entered the window of lower No. 4 and broke the sleeper's thigh. Man over him never woke up.

Again, a car I was on ran over a lot of dynamite. Man in lower No. 7 was blown up with the floor and killed, but the one over him didn't even know that anything happened. Once more, a man in a lower berth can be easily robbed, while one in an upper is seldom troubled. Last, but not least—

"What?" was asked, as he paused.

"I always undress, same as at a hotel. There's no telling when an accident may come. In case the car goes off, the upper berth is apt to close up and you are thus secure from the gaze of the vulgar public until the porter can put up a tent alongside of the track, get your

clothes there and help you to dress. Modesty is my chief reason, but, as all you fellows broke your necks to get lower berths, of course I can't expect you to understand or appreciate it."

Arranging for the Annual Outing.

Jackson, May 26—The Jackson Retail Grocers' Association has named the following committees for the eleventh annual excursion, which will be given about the usual time, the second week in August:

Transportation and location—Geo. E. Lewis, J. F. Helmer, P. W. Haefner, C. G. Hill.

Printing and Advertising—H. C. Eddy, S. Lewis, W. H. Meder.

Tickets—L. Pelton, C. G. Hill, W. H. Porter, J. F. Helmer, H. C. Eddy, W. H. Meder, J. Dawson, J. L. Petermann.

Badges—R. C. Cary, L. Pelton, J. Dawson, W. H. Meder.

Music—J. L. Petermann, J. Dawson, W. H. Meder.

The Committee on Transportation is in correspondence with the best excursion points within the limit of a one day trip and will try to find the greatest attractions for a day of pleasure.

W. H. Porter, Sec'y.

The effect of the coal strike is being perceptibly felt along other lines of industry. Naturally it comes first to the railroads, a good share of whose business is transporting coal from the mines and distributing it in different sections of the country. If none is mined, none can be transported, and hence the roads must dispense with the services of many train crews who would otherwise be busily employed. The men thus laid off are not at fault. They are contented with their work and wages, and all they ask is the chance to do one and get the other. The railroads, however, cannot be expected to pay employees in idleness. In some shops the forces are being reduced, and there will be more of that sort of thing before there is less. Here again the burden and the hardship fall upon men and their families who are in no sense at fault and who have no complaint except that arising from lack of employment. A prolonged strike in the coal fields is very far reaching in its influence and results.

At length the people of Massachusetts can buy and eat ice cream and confectionery, can purchase and drink soda water on Sunday without violating the statutes of that State. For a great many years there have been in existence there what are called blue laws, which very much limited and circumscribed what the people regarded as personal liberty on Sunday. That the laws were disregarded and more honored in the breach than the observance did not affect the fact that disobeying them constituted a violation of the statutes subjecting the offender to punishment. An attempt to enforce the law raised a storm of protest against it which resulted in its prompt repeal by the Legislature. It was General Grant who said that the best way to secure the repeal of an objectionable statute is to enforce it. Now Bostonians and others can have their candy, their ice cream and their soda water on Sunday without breaking the law, and there seems to be general satisfaction with the outlook.

Many people in the United States have strangely inaccurate ideas about the climate in the West Indies. The New York committee in charge of the collection and forwarding of supplies to Martinique have been embarrassed by a number of kind hearted people who have sent them second hand overcoats, winter flannels, discarded furs and heavy wraps of various sort.

SUCCESSFUL SALESMEN.

John C. Emery, Representing Powers & Walker Casket Co.

John C. Emery, whose ancestors fought on both sides in the Revolution, was born at Somerville, N. J., Oct. 5, 1866. He attended the primary and high schools of the place, graduating at the age of 17 years. He then went to Buffalo and for the next five years was in the employ of Baker, Parrish & Co., ship chandlers. Wishing to engage in business on his own account, he removed to Albion, Neb., and opened a furniture and undertaking establishment. After four years he sold his business and removed to Detroit, where he secured a position as shipping clerk and city salesman for the Detroit Metallic Casket Co., which position he resigned to accept an offer from the Powers & Walker Casket Co., of Grand Rapids, to



serve in the capacity of traveling salesman in the territory of Michigan, Ohio and Indiana. He will sever his connection with this house on July 1, 1902, to engage with the Worden-Clarke Co., 25 and 27 West Houston Street, New York, in the capacity of traveling salesman, calling on the casket manufacturers of Michigan, Ohio and Indiana and the entire West, Northwest and Southwest as far as the Missouri and Mississippi Rivers with a special line of dry goods used in the manufacture of caskets.

Mr. Emery was married at Plainfield, N. J., Sept. 10, 1891, to Miss Mary Vliet Henderson. They have one child, Ethel Anna, aged 9 years. The family resides at 164 Southeast street.

Mr. Emery is affiliated with B. P. O. E., Masons, Modern Woodmen and G. R. Council, No. 131, U. C. T., and now holds the office of Junior Counselor of the Grand Rapids Council.

Mr. Emery has many hobbies, but is not methodical in his habit of riding them. He is extremely fond of all athletic sports and plays the National game far better than the average amateur. He is also an enthusiastic hunter and fisherman and displays no mean ability with the gun and rod. He is a lover of art and books and has surrounded himself with works that show a keen literary taste. He has a freedom of expression and a ready wit which make him an exceptionally good story-teller and he delights in the pastime.

Mr. Emery has a happy faculty of impressing his individuality upon his friends and associates, and it does not soon fade out in forgetfulness. What he is, he is of himself and by himself: a

self-made man, whose success is an honor to himself and a gratification to all who know him.

The time may be at hand when the building business will pass out of the hands of individuals and into that of great corporations as other industries have done. For instance, it is reported that a construction company is about to be organized in New York with a capital of \$150,000,000 to do business all over the country. Such a concern would of course have advantages in the purchase of materials and in being able to furnish employes with work in all seasons.

One phase of the American invasion arouses violent opposition in London. It is the proposition of American capitalists to erect there office buildings of the sky-scraper type common in New York. The Londoners say such structures will never do, but it may be demonstrated that they would rise above the fog that envelops the British metropolis, and then the acceptance of the skyscraper would be assured.

Acme Folding Basket Holder



Brings high prices for your vegetables because they are UP out of the dirt and away from the dogs. Vegetable and fruit display. Made by

Hirst Manufacturing Co.

Holly, Mich.
Sold by grocers and wood-
enware Jobbers.

The Warwick

Strictly first class.
Rates \$2 per day. Central location.
Trade of visiting merchants and travel
ing 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.

We Are Satisfied Never

Although now spoken of
by the traveling public as
the best hotel in the State
of Michigan

The Livingston

is constantly striving to ob-
tain more convenience and
comfort for its patrons.

Grand Rapids

Drugs--Chemicals

Michigan State Board of Pharmacy
Term expires
HENRY HEIM, Saginaw Dec. 31, 1902
WILEY P. 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,
Secretary, HENRY HEIM, Saginaw.
Treasurer, W. P. DOTY, Detroit.

Examination Sessions.

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

Mich. State Pharmaceutical Association.

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

Artificial Mineral Waters.

The following have been recommended as affording suitable artificial mineral waters for charging in fountains:

Vichy.

Sodium carbonate.....4250 grs.
Sodium chloride.....110 grs.
Potassium chloride.....140 grs.
Sodium bromide.....10 grs.
Lithium carbonate.....10 grs.
Calcium chloride.....725 grs.
Magnesium chloride.....300 grs.
Water.....10 gal.

Hunyadi.

Magnesium sulphate.....41,200 grs.
Sodium sulphate.....41,600 grs.
Potassium sulphate.....220 grs.
Sodium chloride.....3,135 grs.
Sodium bicarbonate.....1,250 grs.
Water.....10 gal.

Lithia.

Lithium carbonate.....120 grs.
Sodium bicarbonate.....1,100 grs.
Carbonated water.....10 gal.
For "still" lithia water, substitute lithium citrate for the carbonate in the above formula.

High Rock.

Sodium carbonate.....4 480 grs.
Potassium sulphate.....15 grs.
Sodium chloride.....2,270 grs.
Potassium chloride.....85 grs.
Sodium bromide.....10 grs.
Calcium chloride.....1,020 grs.
Magnesium chloride.....50 grs.
Iron chloride.....15 grs.
Water.....10 gal.

Deep Rock.

Sodium chloride.....1,500 grs.
Potassium chloride.....1,500 grs.
Sodium silicate.....1,460 grs.
Sodium carbonate.....520 grs.
Magnesium chloride.....100 grs.
Calcium chloride.....200 grs.
Hydrochloric acid.....260 grs.
Water.....10 gal.

Hair Renewers and Preservatives.

1. Bay rum.....1 pt.
Alcohol.....8 ozs.
Castor oil.....4 drs.
Ammonium carbonate.....2 drs.
Tincture cantharides.....4 drs.
2. Quinine sulphate.....20 grs.
Powdered borax.....30 grs.
Ammonia water.....2 drs.
Tinct. cinchona comp.....4 drs.
Bay rum, to make.....4 ozs.
3. Quinine sulphate.....20 grs.
Tincture jaborandi.....1 oz.
Glycerin.....1 oz.
Cologne water.....2 ozs.
Bay rum.....2 ozs.
Rose water.....11 ozs.

Dissolve the quinine in the rose water with the aid of 20 drops of diluted sulphuric acid, and add the glycerin. Mix the tincture, cologne and bay rum, and add the rose-water mixture.

4. Quinine hydrochlorate.....15 Gms.
Tartaric acid.....8 Gms.
Fld. ext. pilocarpus.....50 Cc.
Tincture cantharides.....100 Cc.
Glycerin.....300 Cc.
Trip. ext. Jockey Club 100 Cc.
Alcohol.....1,500 Cc.

Mix and set aside for a few days, then filter.

5. Quinine sulphate.....15 grs.
Borax.....1 dr.
Cologne.....2 ozs.
Tincture cantharides.....3 ozs.
Ammonia water.....1 dr.
Glycerin.....3 ozs.
Alcohol.....6 ozs.
Distilled water, to make.....16 ozs.
Tincture cudbear to color.
6. Quinine sulphate.....25 grs.
Tincture cantharides.....2 drs.
Bay rum.....10 ozs.
Glycerin.....4 ozs.
Rose oil.....2 dps.
Neroli oil.....5 dps.
Diluted sulphuric acid sufficient.
Tincture cudbear to color.

Salicylic Acid in Strawberries.

L. Portes and A. Desmoulières find that salicylic acid is a normal constituent of strawberries and natural strawberry juice in which it is probably present as methyl salicylate. It occurs both in wild and cultivated fruits. They controvert the statement of Truchon and Martin Claude that the coloration obtained with ferric chloride in an ethereal extract of strawberry juice is due to a tannin and state that the method of removing this advocated by these authorities also removes the salicylic acid. They have further succeeded in isolating a crystalline body which gives the reactions of salicylic acid. If the acid be present in strawberries it is quite possible that it may be in other fruits; hence great care will be necessary in examinations of preserved fruits lest indications of salicylic acid be misinterpreted.

Root Beer Extract.

1. Fl. ext. sarsaparilla.....1 pt.
Fl. ext. calamus.....2 ozs.
Sassafras oil.....4 drs.
Wintergreen oil.....1 dr.
Anise oil.....1 dr.
Alcohol.....1 pt.
Sugar color.....2 pts.
Syrup to make.....1 gal.
2. Essence sassafras.....2 ozs.
Essence wintergreen.....2 ozs.
Fl. extract ginger.....2 drs.
Syrup.....1 gal.
Caramel sufficient to color.

The quantities above given are presumed to be sufficient for a 10-gallon fountain. This may, however be readily ascertained by a trial or two.

Almond Paste For the Hands.

- Blanched almonds.....1½ lbs.
Rice powder.....4 ozs.
Orris powder.....6 ozs.
Spermaceti.....½ oz.
Almond oil.....2 ozs.
White soft soap.....2 ozs.
Essential almond oil.....1 dr.
Bergamot oil.....3 drs.
Otto of rose.....½ dr.

Beat the almonds to a paste, add the spermaceti oil of almonds and soap previously melted, then the powders and perfumes. The mass to be beaten until quite smooth and the consistency adjusted by adding more powders or glycerin.

Yellow Paste Sheep Dip.

- Yellow arsenious sulphide.....3 parts.
Dried sodium carbonate.....3 parts.
Sulphur.....1 part.
Soft soap.....3 parts.

Make into a paste. From 2 to 3 lbs. of the paste is first dissolved in a few gallons of boiling water, and then more water added to make 30 gals.—a quantity which suffices to dip twenty-five to thirty sheep.

Horse Colic and Inflammation Draught.

- Ether rect.....½ oz.
Tr. opii.....6 drs.
Spt. ammon. arom.....1 oz.
Tr. asafetidae.....½ oz.
Ol. lini ad.....½ pt.

Give at one dose, and repeat in an hour if necessary.

The Germicidal Action of the Organic Peroxides.

Drs. F. G. Novy and P. C. Freer of the University of Michigan presented at the Chicago meeting of the American Society of Bacteriologists an important paper that has been extensively but not very accurately reported in the daily papers. The authors stated that their investigation was begun with the object of finding the correct explanation of the action of metals and of sunlight upon bacteria. Certain metals such as gold and copper exert a marked inhibiting and even germicidal effect upon some bacteria but the interpretation of the results has not been wholly satisfactory. The fact that various surfaces such as metals and fabrics exert a marked effect upon the formation of benzoyl acetyl peroxide was established by the authors and served as a basis for the view that metals act upon bacteria by giving rise to energetic peroxides which of necessity must be more active than ordinary peroxides. The action of sunlight has been ascribed by different workers to hydrogen peroxide but the destructive action observed is greater than that which can be credited to this body. In order to substantiate the theory of the authors regarding the action of metals and of sunlight it was deemed necessary to investigate the action of a number of known organic peroxides. The results show that some of these bodies such as acetone peroxide and dibenzoyl peroxide are wholly inert. On the other hand solutions of diacetyl benzoyl acetyl and of benzoyl hydrogen peroxides and of phthalmonoper acid exert pronounced and even remarkable germicidal properties. With reference to diacetyl peroxides and benzoyl acetyl peroxide (the latter is commercially known as acetone the new internal antiseptic) it was shown that the bodies themselves are chemically and bacterially inert but on contact with water they undergo hydrolysis and give rise to the extremely energetic acetyl hydrogen and benzoyl hydrogen peroxides. A solution of these peroxides (1:3000) is capable of destroying all pathogenic bacteria. Cholera and typhoid germs added to tap water are promptly destroyed by the addition of one part of peroxide to 100,000 parts of water. The authors point out the probable value of these peroxides in the prevention and cure of these and allied diseases. The destruction of bacteria in the mouth and saliva takes place with extraordinary rapidity and the reagents have shown themselves useful in diseases of the mouth. The powerful effects of the organic peroxides is not explainable as due to nascent oxygen since a solution of hydrogen peroxide which will produce equal germicidal action contains one or even two hundred times as much nascent oxygen. The authors incline to the belief that the acetyl and benzoyl ions are the active agents.

The Drug Market.

Opium—The crop is reported damaged. Whether this is true or not the article is very firm and has advanced about 5c per lb.

Morphine—Is unchanged.

Quinine—Is steady.

Caffeine—Has declined 50c per lb. on account of competition.

Cod Liver Oil—Is still advancing on account of small catch.

Insect Powder—Is very firm and advancing on account of higher price for flowers.

Caraway Seed—Is scarce and has advanced.

Oil Caraway Seed—Has advanced in sympathy with the seed.
Oil Bergamot—Is firm and tending higher.

Oils Wintergreen and Peppermint—Are both in a very firm position.

Oil Wormseed—Is in small supply and advancing.

Buchu Leaves—Are very firm and advancing. Higher prices are looked for.

Wormseed—American is out of the market. Levant is very firm and advancing.

Paris Green—Is very scarce and advancing.

Menthol—Has advanced 25c per lb. and is tending higher.

Fruit Chocolate.

Make a syrup as follows:

Strawberry syrup.....10 ozs.
Vanilla syrup.....10 ozs.
Raspberry syrup.....8 ozs.
Chocolate syrup.....4 ozs.

In serving draw two fluid ounces of this syrup into a 12-ounce glass, add one or two fluid ounces of cream, nearly fill the glass with the coarse stream of carbonated water, then top off with the fine stream.

FIREWORKS

We make a
Specialty
of
Public Exhibitions
and can furnish
Displays

for any amount on
short notice

Estimates submitted to committees
for approval.

Advise the amount you wish to invest in
Fireworks and send for one of our

Special Assortments

with programme for firing, giving the
best possible effects. Catalogue on application.

Fred Brundage,

Wholesale Druggist, Muskegon, Mich.

Stationery Druggist Sudries Wrapping Paper Bags and Twine

Grand Rapids Stationery Co.

29 No. Ionia Street, Grand Rapids, Mich.

Kindly give us a trial order.

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.

Advanced—Menthol.
Declined—

Menthol.....	2 4 80	Seldilitz Mixture.....	50 22	Linseed, pure raw.....	65 68
Morphia, S., P. & W.....	2 15 2 40	Sinapis.....	2 18	Linseed, boiled.....	66 69
Morphia, S., N. Y. Q.....	2 15 2 40	Sinapis, opt.....	2 30	Neatsfoot, winter str.....	43 70
Morphia, Mal.....	2 15 2 40	Snuff, Macaboy, De.....	2 41	Spirits Turpentine..	50 53
Moschus Canton.....	2 40	Voes.....	2 41		
Myristica, No. 1.....	65 2 80	Snuff, Scotch, De Vo's.....	2 41	Paints BBL. LB.	
Nux Vomica...po. 15	2 10	Soda, Boras.....	9 11	Red Venetian.....	1 1/2 2 28
Os Sepia.....	35 2 37	Soda, Boras, po.....	9 11	Ochre, yellow Mars.....	1 1/2 2 28
Pepsin Saac, H. & P.....	2 100	Soda et Potass Tart.....	23 25	Ochre, yellow Ber.....	1 1/2 2 28
P Co.....	2 100	Soda, Carb.....	1 1/2 2	Putty, commercial..	2 1/2 2 1/2 23
Pleis Liq. N.N. 1/2 gal.	2 2 00	Soda, Bi-Carb.....	3 1/2 4	Putty, strictly pure..	2 1/2 2 1/2 23
doz.....	2 1 00	Soda, Ash.....	2 2	Vermilion, Prime	13 15
Pleis Liq, quarts.....	2 85	Soda, Sulphas.....	2 2 60	American.....	70 75
Pleis Liq, pints.....	2 50	Spts. Cologne.....	2 2 00	Vermilion, English..	14 18
Pil Hydrarg...po. 80	2 18	Spts. Ether Co.....	2 2 00	Green, Paris.....	13 16
Piper Nigra...po. 22	2 30	Spts. Myrcia Dom.....	2 1 05	Green, Peninsular....	6 2 6 1/2
Piper Alba...po. 35	10 12	Spts. Vini Rect. bbl.	2 28 30	Lead, red.....	5 2 6 1/2
Plix Burgun.....	10 12	Spts. Vini Rect. 10gal	50 55	Lead, white.....	6 2 6 1/2
Plumbi Acet.....	30 1 50	Spts. Vini Rect. 5 gal	80 1 05	Whiting, white Span	2 95
Pulvis Ipecac et Opii	2 75	Strychnia, Crystal... 80 1 05	2 24 2 4	Whiting, gilders'.....	2 95
Pyrethrum, boxes H. & P. D. Co., doz.....	25 2 30	Sulphur, Subl.....	2 24 2 4	White, Paris, Amer.....	2 1 25
Pyrethrum, pv.....	8 10	Sulphur, Roll.....	2 24 2 4	Whiting, Paris, Eng.....	2 1 40
Quassia.....	30 2 40	Tamarinds.....	2 28 30	cliff.....	1 10 1 20
Quinia, S. P. & W.....	3 2 40	Terebenth Venice... 50 55	2 24 2 4	Universal Prepared. 1	10 1 20
Quinia, S. German.....	12 14	Vanilla.....	9 00 16 00		
Quinia, N. Y.....	20 22	Zinc Sulph.....	7 2 8	Varnishes	
Rubia Tinctorum.....	4 50 2 4 75			No. 1 Turp Coach... 1	10 2 1 20
Saccharum Lactis pv	40 2 50			Extra Turp.....	1 60 2 17 0
Salacin.....	12 14			Coach Body.....	2 75 2 3 00
Sanguls Draconis... 40 2 50	12 14			No. 1 Turp Furn.....	1 00 2 1 10
Sapo, W.....	10 12			Extra Turk Damar..	1 55 2 1 60
Sapo M.....	2 15			Jap. Dryer, No. 1 Turp	70 2 79

Drugs

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

**Hazeltine & Perkins
Drug Co.
Grand Rapids, Mich.**

GROCERY PRICE CURRENT

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

ADVANCED

DECLINED

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A	Col.
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Alabastine	1
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Bluing	1
Brooms	1
Brushes	1
Butter Color	1
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AXLE GREASE

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



BAKING POWDER

Mica, tin boxes	75	9 00
Paragon	55	6 00

BAKING POWDER

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

JAXON

ROYAL

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

AMERICAN

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

ENGLISH

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

BLUING

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



CONDENSED PEARL BLUING

Small size, per doz.	40
Large size, per doz.	75

BROOMS

No. 1 Carpet	2 70
No. 2 Carpet	2 25
No. 3 Carpet	2 15
No. 4 Carpet	1 75
Parlor Gem	2 40
Common Whisk	1 75
Fancy Whisk	1 10
Warehouse	3 50

BRUSHES

Milwaukee Dustless	1 00@3 00
Fiber	1 00@3 00
Russian Bristle	3 00@5 00
Discount, 33 1/3% in doz. lots.	

SCRUB

Solid Back, 8 in.	45
Solid Back, 11 in.	95
Pointed Ends	85

SHOE

No. 8	1 00
No. 7	1 30
No. 4	1 70
No. 3	1 90

STOVE

No. 3	75
No. 2	1 10
No. 1	1 75

BUTTER COLOR

W. R. & Co.'s, 15c size	1 25
W. R. & Co.'s, 25c size	2 00

CANDLES

Electric Light, 8s.	12
Electric Light, 16s.	12 1/2
Paraffine, 6s.	10 1/2
Paraffine, 12s.	11
Wickling	23

1	2
AXLE GREASE	CANNED GOODS
Aurora	3 lb. Standards
Castor Oil	Gallons, standards
Diamond	Blackberries
Frazer's	Standards
IXL Golden, tin boxes	Beans
	Baked
	Red Kidney
	String
	Wax
	Blueberries
	Standard
	Brook Trout
	2 lb. cans, Spiced
	Clams
	Little Neck, 1 lb.
	Little Neck, 2 lb.
	Clam Bouillon
	Burnham's, 1/4 pint
	Burnham's, pints
	Burnham's, quarts
	Cherries
	Red Standards
	White
	Corn
	Fair
	Good
	Fancy
	French Peas
	Sur Extra Fine
	Extra Fine
	Moyen
	Gooseberries
	Standard
	Hominy
	Star, 1/4 lb.
	Star, 1 lb.
	Pieck Tails
	Mackerel
	Mustard, 1 lb.
	Mustard, 2 lb.
	Soused, 1 lb.
	Soused, 2 lb.
	Tomato, 1 lb.
	Tomato, 2 lb.
	Mushrooms
	Hotels
	Buttons
	Oysters
	Cove, 1 lb.
	Cove, 2 lb.
	Cove, 1 lb. Oval
	Peaches
	Pie
	Yellow
	Pears
	Standard
	Fancy
	Peas
	Marrowfat
	Early June
	Early June Sifted
	Plums
	Grated
	Sliced
	Pumpkin
	Fair
	Good
	Fancy
	Raspberries
	Standard
	Russian Caviar
	1 lb. cans
	1 lb. cans
	1 lb. can
	Salmon
	Columbia River, talls
	Columbia River, flats
	Red Alaska
	Pink Alaska
	Standard
	Shrimps
	Domestic, 1/2s
	Domestic, 1/4s
	Domestic, Mustard
	California, 1/4s
	French, 1/4s
	French, 1/2s
	French, 3/4s
	Strawberries
	Standard
	Fancy
	Succotash
	Fair
	Good
	Fancy

1E3

Tomatoes	1 33
Fair	1 35
Good	1 45
Fancy	1 55
Gallons	3 50
CARBON OILS	
Barrels	
Eocene	@11
Perfection	@10
Diamond White	@9
D. S. Gasoline	@12 1/2
Deodorized Naphtha	@10 1/2
Cylinder	29
Engine	19
Black, winter	9 @10 1/2

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

CHEESE	
Acme	@13
Amboy	@12 1/2
Elite	@13
Emblem	@2
Gem	@13
Gold Medal	@13
Ideal	@13
Jersey	@13
Riverside	@13
Brick	14@15
Edam	@20
Leiden	@17
Limburger	13@14
Pineapple	50@75
Sap Sago	19@20

CHEWING GUM	
American Flag Spruce	55
Beeman's Pepsin	55
Black Jack	55
Largest Gum Made	55
Sen Sen	55
Sen Sen Breath Perfume	1 00
Sugar Leaf	55
Yucatan	55

CHICORY	
Blue	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.	
Vienna Sweet	21
Vanilla	28
Premium	31

CLOTHES LINES	
Sisal	
60 ft, 3 thread, extra	1 00
72 ft, 3 thread, extra	1 40
90 ft, 3 thread, extra	1 70
60 ft, 6 thread, extra	1 29
72 ft, 6 thread, extra	
Jute	
60 ft	75
72 ft	90
90 ft	1 05
120 ft	1 50

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, 1/4s	35
Colonial, 1/2s	33
Epps	42
Huyler	45
Van Houten, 1/4s	12
Van Houten, 1/2s	20
Van Houten, 3/4s	40
Webb	30
Wilbur, 1/4s	41
Wilbur, 1/2s	42

COCOANUT	
Dunham's 1/4s	26
Dunham's 1/2s and 3/4s	26 1/2
Dunham's 1/2s	27
Dunham's 3/4s	28
Bulk	13

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

COFFEE	
Roasted	
F. M. C. brands	
Mandehling	30 1/2
Purity	28
No 1 Hotel	28
Monogram	28
Special Hotel	28
Parkerhouse	21
Honolulu	17
Fancy Maracabo	16
Maracabo	13
Porto Rican	15
Marxero	11 1/2

4

Dwinell-Wright Co.'s Brands.



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

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
Junior	28
Korun	14
Delivered in 100 lb. lots	

Rio	
Common	8
Fair	9
Choice	10
Fancy	15

Santos	
Common	8
Fair	9
Choice	10
Fancy	13
Peaberry	11

Maracabo	
Fair	13
Choice	16

Mexican	
Choice	13
Fancy	17

Guatemala	
Choice	13

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

Mocha	
Arabian	21

Package	
New York Bais.	
Arbuckle	10 1/2
Dillworth	10 1/2
Jersey	10 1/2
Lion	10

McLaughlin's XXXX	
McLaughlin's XXXX sold to	
retailers only. Mail all orders	
direct to W. F. McLaughlin &	
Co., Chicago.	

Extract	
Valley City 1/4 gross	75
Felix 1/4 gross	1 15
Hummel's foll 1/4 gross	85
Hummel's tin 1/4 gross	1 43

CONDENSED MILK	
4 doz in case	
Gall Borden Eagle	6 40
Crown	5 90
Daisy	4 70
Champion	4 25
Magnolia	4 00
Challenge	4 10
Dime	3 35
Milkmaid	6 10
Tip Top	3 85
Nestles	4 25
Highland Cream	5 00
St. Charles Cream	4 50
Peerless Evaporated Cream	4 00

CRACKERS	
National Biscuit Co.'s brands	
Butter	
Seymour	6 1/2
New York	6 1/2
Family	6 1/2
Salted	6 1/2
Wolverine	6 1/2

CRACKERS	
National Biscuit Co.'s brands	
Butter	
Seymour.....	6
New York.....	6

6

Grits
Walsh-DeRoo Co.'s Brand.

Cases, 24 2 lb. packages.... 2 00
Sago
East India..... 3 3/4
German, sacks..... 3 3/4
German, broken package.... 4

Flake, 110 lb. sacks..... 4 1/4
Pearl, 130 lb. sacks..... 3 3/4
Pearl, 24 1 lb. packages..... 6 1/4

Cracked, bulk..... 3 1/4
24 2 lb. packages..... 2 50

FISHING TACKLE
1/2 to 1 inch..... 6
1 1/2 to 2 inches..... 7
2 to 2 1/2 inches..... 9
2 1/2 to 3 inches..... 11
3 inches..... 15
3 1/2 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..... 13
No. 8, 15 feet..... 15
No. 9, 15 feet..... 20

Linen Lines
Small..... 20
Medium..... 25
Large..... 34

Poles
Bamboo, 14 ft., per doz..... 50
Bamboo, 16 ft., per doz..... 65
Bamboo, 18 ft., per doz..... 80

FLAVORING EXTRACTS

FOOTE & JENKS'
JAXON
Highest Grade Extracts

Vanilla..... 1 00
Lemon..... 1 00
1 oz full m. 1 20 1 oz full m. 80
2 oz full m. 2 00 2 oz full m. 1 25
No. 3 fan'y 3 15 No. 3 fan'y 1 75

COLEMAN'S
HIGH GRADE EXTRACTS

Vanilla..... 1 00
Lemon..... 1 00
2 oz panel. 1 20 2 oz panel. 75
3 oz taper. 2 00 4 oz taper. 1 50

JENNINGS' FLAVORING
EXTRACTS

D. C. Lemon..... 1 00
D. C. Vanilla..... 1 00
2 oz. 75 2 oz. 1 24
3 oz. 1 00 3 oz. 1 60
6 oz. 2 00 6 oz. 2 00
No. 4 T. 1 52 No. 3 T. 2 08
2 oz. Assorted Flavors 75c.

Our Tropical.
2 oz. full measure, Lemon..... 75
4 oz. full measure, Lemon..... 1 50
2 oz. full measure, Vanilla..... 90
4 oz. full measure, Vanilla..... 1 80

Standard.
2 oz. Panel Vanilla Tonka..... 70
2 oz. Panel Lemon..... 60

FLY PAPER
Tanglefoot, per box..... 35
Tanglefoot, per case..... 3 20

FRESH MEATS
Beef
Carcase..... 7 @ 10
Forequarters..... 6 1/2 @ 7 1/2
Hindquarters..... 8 @ 11
Loin..... 12 @ 17
Ribs..... 9 @ 14
Rounds..... 8 @ 9
Chucks..... 6 1/2 @ 7 1/2
Plates..... 4 @ 5

Pork
Dressed..... 7 @ 7 1/2
Loin..... 10 1/2 @ 11
Boston Butts..... 9 1/2 @ 9 1/2
Shoulders..... 9 1/2 @ 9 1/2
Leaf Lard..... 2 @ 11

Mutton
Carcase..... 7 @ 8 1/2
Lamb..... 9 @ 12 1/2

Veal
Carcase..... 6 @ 8

FRUIT CAN WRENCH
Triumph, per gross..... 9 60

GELATINE
Knox's Sparkling..... 1 20
Knox's Sparkling, pr gross 14 00
Knox's Acidulated..... 1 20
Knox's Acidulated, pr gross 14 00
Oxford..... 75
Plymouth Rock..... 1 20
Nelson's..... 1 50
Cox's, 2 qt size..... 1 61
Cox's, 1 qt size..... 1 10

7

GRAIN BAGS
Amoskeag, 100 in bale..... 15 1/2
Amoskeag, less than bale..... 15 1/2

GRAINS AND FLOUR

Wheat

Winter Wheat Flour

Local Brands

Patents..... 4 75
Second Patent..... 4 25
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

Worden Grocer Co.'s Brand
Quaker 1/2s..... 4 10
Quaker 1/4s..... 4 10
Quaker 1/8s..... 4 10

Spring Wheat Flour
Clark-Jewell-Wells Co.'s Brand

Pillsbury's Best 1/2s..... 4 70
Pillsbury's Best 1/4s..... 4 60
Pillsbury's Best 1/8s..... 4 50
Pillsbury's Best 1/4s paper..... 4 50
Pillsbury's Best 1/8s paper..... 4 50

Ball-Barnhart-Putman's Brand
Duluth Imperial 1/2s..... 4 40
Duluth Imperial 1/4s..... 4 30
Duluth Imperial 1/8s..... 4 20

Lemon & Wheeler Co.'s Brand
Wingold 1/2s..... 4 40
Wingold 1/4s..... 4 30
Wingold 1/8s..... 4 20

Olney & Judson's Brand
Ceresota 1/2s..... 4 60
Ceresota 1/4s..... 4 50
Ceresota 1/8s..... 4 40

Worden Grocer Co.'s Brand
Laurel 1/2s..... 4 50
Laurel 1/4s..... 4 40
Laurel 1/8s..... 4 30

Laurel 1/2s & 1/4s paper..... 4 30

Meal

Bolted..... 2 70
Granulated..... 2 90

Feed and Millstuffs
St. Car Feed, screened..... 25 00
No. 1 Corn and Oats..... 24 50
Unbolted Corn Meal..... 23 50
Winter Wheat Bran..... 20 00
Winter Wheat Middlings..... 21 00
Screenings..... 19 00

Oats

Car lots..... 46 1/2
Car lots, clipped..... 50 1/2
Less than car lots..... 50 1/2

Corn
Corn, car lots..... 66
Hay

No. 1 Timothy car lots..... 10 00
No. 1 Timothy ton lots..... 12 00

HERBS

Sage..... 15
Hops..... 15
Laurel Leaves..... 15
Senna Leaves..... 25

INDIGO

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

JELLY

5 lb. palls, per doz..... 1 75
15 lb. palls..... 38
30 lb. palls..... 72

LICORICE

Pure..... 30
Calabria..... 23
Stelly..... 14
Root..... 10

LYE

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

MEAT EXTRACTS

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

MOLASSES

New Orleans
Fancy Open Kettle..... 40
Choice..... 35
Fair..... 25
Good..... 22

MUSTARD

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

OLIVES

Bulk, 1 gal. kegs..... 1 35
Bulk, 3 gal. kegs..... 1 20
Bulk, 5 gal. kegs..... 1 15
Manzanilla, 7 oz..... 80
Queen, pints..... 2 35
Queen, 19 oz..... 4 50
Queen, 28 oz..... 7 00
Stuffed, 5 oz..... 90
Stuffed, 8 oz..... 1 45
Stuffed, 10 oz..... 2 30

PICKLES

Barrels, 1,200 count..... 8 00
Half bbls, 600 count..... 4 50

Small

Barrels, 2,400 count..... 9 50
Half bbls, 1,200 count..... 5 25

PIPES

Clay, No. 216..... 1 70
Clay, T. D., full count..... 65
Cob, No. 3..... 85

8

PLAYING CARDS

No. 90, Steamboat..... 90
No. 15, Rival, assorted..... 1 20
No. 20, Rover, enameled..... 1 60
No. 52, Special..... 1 75
No. 98, Golf, satin finish..... 2 00
No. 808, Bicycle..... 2 00
No. 632, Tournam't Whist..... 2 25

POTASH

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

PROVISIONS

Barreled Pork
Mess..... @ 17 75
Back..... @ 19 00
Clear back..... @ 20 00
Short cut..... @ 18 50
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 1/4
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..... @ 9 1/4
Shoulders (N. Y. cut)..... 11 1/2 @ 12 1/4
California hams..... @ 9 1/2
Bologna..... @ 14
Pickle Balled Hams..... 9 1/2 @ 9 1/4
Berlin Ham pr's'd..... 9 1/2 @ 10
Mince Hams..... 9 1/2 @ 10

Lard

Compound..... 8 1/2
Pure..... @ 11
50 lb. Tubs, advance..... 1 1/2
50 lb. Tubs..... 1 1/2
50 lb. Tins, advance..... 1 1/2
20 lb. Palls, advance..... 1 1/2
10 lb. Palls, advance..... 1 1/2
5 lb. Palls, advance..... 1 1/2
a lb. Palls, advance..... 1 1/2
Vegetable..... 9

Sausages

Bologna..... 6
Liver..... 6
Frankfort..... @ 8 1/2
Pork..... 8 1/2
Tongue..... 6 1/2
Headcheese..... 6 1/2

Beef

Extra Mess..... 10 00
Boneless..... 11 50
Rump, New..... 12 00

Pigs' Feet

1/2 bbls., 40 lbs..... 1 70
1/4 bbls..... 3 50
1 bbl., lbs..... 7 50

Tripe

Kits, 15 lbs..... 70
1/2 bbls., 40 lbs..... 1 40
1/4 bbls., 80 lbs..... 2 50

Casings

Pork..... 24
Beef rounds..... 5
Beef middles..... 12
Sheep..... 65

Butterline

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, 1/2s..... 50
Potted ham, 1/4s..... 50
Deviled ham, 1/2s..... 50
Deviled ham, 1/4s..... 50
Potted tongue, 1/2s..... 50
Potted tongue, 1/4s..... 50

RICE

Domestic
Carolina head..... 6 1/4
Carolina No. 1..... 6
Carolina No. 2..... 5 1/4
Broken..... 3

Herring

Holland white hoops, bbl. 10 25
Holland white hoops, bbl. 5 25
Holland white hoop, keg. 75 @ 25
Holland white hoop, mech. 85

Round 100 lbs.

Round 40 lbs..... 3 35
Round 40 lbs..... 1 65
Sealed..... 10 1/4
Bloaters..... 10 1/4

Whitefish

No. 1 No. 2 Fam..... 3 40
100 lbs..... 6 50
40 lbs..... 3 00
10 lbs..... 80
8 lbs..... 87
42

SEEDS

Anise..... 9
Canary, Smyrna..... 3 1/4
Caraway..... 7 1/4
Cardamon, Malabar..... 1 00
Celery..... 10
Hemp, Russian..... 4
Mixed Bird..... 4
Mustard, white..... 7
Poppy..... 6
Rape..... 4
Cattle Bone..... 14

SHOE BLACKING

Handy Box, large..... 2 50
Handy Box, small..... 1 25
Bixby's Royal Polish..... 85
Miller's Crown Polish..... 85

Sutton's Table Rice

Japan, No. 1..... 5 1/2 @
Japan, No. 2..... 5 @
Java, fancy head..... 5 @
Java, No. 1..... 5 @
Table..... 5 @

Sutton's Table Rice

Best
Sutton's Table Rice

Sutton's Table Rice

Best
Sutton's Table Rice

Sutton's Table Rice

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Best
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Sutton's Table Rice

Best
Sutton's Table Rice

9



Best grade Imported Japan,
3 pound pockets, 33 to the
bale..... 6
Cost of packing in cotton pockets
only 1/2 c more than bulk.

SALERATUS

Packed 60 lbs. in box.
Church's Arm and Hammer..... 3 15
Deland's..... 3 15
Dwight's Cow..... 3 15
Scotch Family..... 2 10
L. P..... 3 00
Wyandotte, 100 1/2s..... 3 00

SAL SODA

Granulated, bbls..... 95
Granulated, 100 lb. cases..... 1 00
Lump, bbls..... 80
Lump, 145 lb. kegs..... 85

SALT

Buckeye
100 3 lb. bags..... 3 00
50 6 lb. bags..... 3 00
22 14 lb. bags..... 2 75
In 5 bbl. lots 5 per cent. discount.

Diamond Crystal

Table, cases, 24 3 lb. boxes..... 1 40
Table, barrels, 100 3 lb. bags..... 3 00
Table, barrels, 40 7 lb. bags..... 2 75
Butter, barrels, 280 lb. bulk..... 2 65
Butter, barrels, 20 14 lb. bags..... 2 85

Butter, sacks, 28 lbs..... 27
Butter, sacks, 56 lbs..... 67
Common Grades

100 3 lb. sacks..... 2 25
60 5 lb. sacks..... 2 15
28 10 lb. sacks..... 2 05
56 lb. sacks..... 40
28 lb. sacks..... 22

Warsaw

56 lb. dairy in drill bags..... 40
28 lb. dairy in drill bags..... 20
56 lb. dairy in linen sacks..... 60
56 lb. dairy in linen sacks..... 60
56 lb. sacks..... 25
Solar Rock..... 25

Granulated Fine

Medium Fine..... 90
SALT FISH

Cod
Georges cured..... @ 5 1/4
Georges genuine..... @ 6 1/4
Georges selected..... @ 3 1/4
Grand Bank..... @ 5 1/4
Strips or bricks..... 6 1/4 @ 10 1/4
Pollock..... @ 3 1/4

Halibut

Strips..... 14
Chunks..... 15 1/4
Trout

No. 1 100 lbs..... 5 50
No. 1 40 lbs..... 2 50
No. 1 10 lbs..... 70
No. 1 8 lbs..... 59

Mackerel

Mess 100 lbs..... 9 50
Mess 40 lbs..... 4 10
Mess 10 lbs..... 1 10
Mess 8 lbs..... 91
Mess 4 lbs..... 85
No. 1 100 lbs..... 3 70
No. 1 40 lbs..... 1 00
No. 1 10 lbs..... 75
No. 2 100 lbs..... 7 25
No. 2 40 lbs..... 3 3
No. 2 10 lbs..... 3

Herring

Holland white hoops, bbl. 10 25
Holland white hoops, bbl. 5 25
Holland white hoop, keg. 75 @ 25
Holland white hoop, mech. 85

Round 100 lbs..... 3 35
Round 40 lbs..... 1 65
Sealed..... 10 1/4
Bloaters..... 10 1/4

Whitefish

No. 1 No. 2 Fam..... 3 40
100 lbs..... 6 50
40 lbs..... 3 00
10 lbs..... 80
8 lbs..... 87
42

SEEDS

Anise..... 9
Canary, Smyrna..... 3 1/4
Caraway..... 7 1/4
Cardamon, Malabar..... 1 00
Celery..... 10
Hemp, Russian..... 4
Mixed Bird..... 4
Mustard, white..... 7
Poppy..... 6
Rape..... 4
Cattle Bone..... 14

SHOE BLACKING

Handy Box, large..... 2 50
Handy Box, small..... 1 25
Bixby's Royal Polish..... 85
Miller's Crown Polish..... 85

10

SOAP
Beaver Soap Co. brands

100 cakes, large size..... 6 50
50 cakes, large size..... 3 25
100 cakes, small size..... 3 35
50 cakes, small size..... 1 95

JAXON

Single box..... 3 35
5 box lots, delivered..... 3 30
10 box lots, delivered..... 3 25

Johnson Soap Co. brands—
Silver King..... 3 65
Calumet Family..... 2 75
Scotch Family..... 2 85
Cuba..... 2 35

Jas. S. Kirk & Co. brands—
Dusky Diamond..... 3 85
Jap Rose..... 3 75
Savon Imperial..... 3 55
White Russian..... 3 60
Dome, oval bars..... 3 55
Satinet, oval..... 2 50
White Cloud..... 4 10

Lautz Bros. brands—
Big Acme..... 4 25
Acme 5c..... 3 65
Marcellines..... 4 00
Master..... 3 70

Proctor & Gamble brands—
Lenox..... 3 35
Ivory, 6 oz..... 4 00
Ivory, 10 oz..... 6 75

Schultz & Co. brand—
Star..... 3 40
Search-Light Soap Co. brand—
"Search-Light" Soap, 100
big, pure, solid bars..... 3 75
A. B. Wrisley brands—
Good Cheer..... 4 00
Old Country..... 3 40

Scouring
Sapolio, kitchen, 3 doz..... 2 40
Sapolio, hand, 3 doz..... 2 40

SODA

Boxes..... 5 1/4
Kegs, English..... 4 1/4

SNUFF

Scotch, in bladders..... 37
Maccaboy, in jars..... 35
French Rappee, in jars..... 43

SPICES

Whole Spices
Allspice..... 12
Cassia, China in mats..... 12
Cassia, Batavia, in bund..... 28
Cassia, Saigon, broken..... 38
Cassia, Saigon, in rolls..... 55
Cloves, Amboyana..... 17
Cloves, Zanzibar..... 14
Nutmegs, 75-80..... 55
Nutmegs, 105-10..... 40
Nutmegs, 115-20..... 35
Pepper, Singapore, black..... 18
Pepper, Singapore, white..... 20
Pepper, shot..... 28

Pure Ground in Bulk
Allspice..... 16
Cassia, Batavia..... 28
Cassia, Batavia..... 28
Cloves, Zanzibar..... 17
Ginger, African..... 15
Ginger, Cochin..... 18
Ginger, Jamaica..... 25
Mace..... 65
Mustard..... 17
Pepper, Singapore, black..... 18
Pepper, Singapore, white..... 20
Pepper, Cay

Headquarters for FIREWORKS

We sell more fireworks than any other ten wholesale houses in the country. Why? An examination of the prices on this page will answer the question for you.

WHITE MANDARIN FIRE CRACKERS.

Every box guaranteed.



We positively guarantee every box of these crackers to give satisfaction. They are the latest 1902 importation, manufactured by new process, without the use of clay, each cracker containing a generous supply of gun powder, perfectly dry. Perfect fuse, will explode with twice the noise of the ordinary fire cracker. We as strongly recommend this cracker as we discourage the purchase of the gold chop ones.

Costing only a little more than the worthless goods, they are very low priced in comparison with the latter.

5-cent White Mandarin Crackers: The well known Gunshang brand, this year's importation. 54 loud exploding crackers in pack, 40 packs in box. We guarantee sure fire. Box \$1 10

GOLD CHOP FIRE CRACKERS.

64 crackers in pack, 40 packs in box. We do not recommend this grade of crackers and cannot accept them in return under any consideration. Box 78

Bang Salutes.

A small size cracker made after the style of the regular bang cracker. All fuses are primed which is a feature of this brand.

2½-Inch: 10 in box, 100 boxes in case. Case 2 50
As above, 1 doz. boxes in pkg. Doz. bxs 35
3½-Inch: 15 in box, 50 boxes in case. Case 2 50
As above, 1 doz. boxes in pkg. Doz. bxs 65

Bang Cannon Crackers—Each with primed fuse.



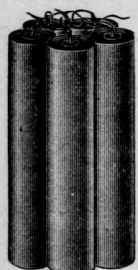
4½-Inch: 25 in box, 20 bxs. in case. Box \$0 12. Case 2 30
5½ " 20 " 20 " " " 12. " 2 30
7½ " 10 " 20 " " " 12. " 2 30
8½ " 5 " 20 " " " 12. " 2 30
10 " 3 " 20 " " " 12. " 2 30
12 " 2 " 20 " " " 12. " 2 30

Bang Cracker Assortment.

All the popular sizes assorted according to their relative selling quantities as follows:

200 3½-in. Bang Salutes to retail 2 for 1c. 1 00
100 4½ " " Crackers " 1c each. 1 00
40 5½ " " " " 2 for 5c. 1 00
20 7½ " " " " 5c each. 1 00
10 8½ " " " " 10c each. 1 00

Bringing you a total for assortment of \$5 00 complete, \$2.50.



CHINESE CANNON FIRE CRACKERS.

Old fashioned loud reports. These extra quality goods will please your trade and you will have no complaints of their "not going off." They are satisfactory goods to sell.

5-cent Pack: Extra loud reporting cannon crackers, 2 inches long, ¾ thick, 32 in pack, 40 packs in box. Box \$1 08

Our "Jumbo" 10-cent pack: 80 CRACKERS in a pack (the usual 10-cent pack contains only 56 crackers), 20 packs in box. The biggest package ever offered for 10 cents. Box 1 37

CAP PISTOLS.



N56 "Dewey". White metal, length 5½-inch, trigger guard, large hammer, regular revolver shape, 1 doz. in box. Doz. 33

N52 "Navy". White metal regular revolver shape with trigger guard, length 6-in. 1 doz. in box. Doz. 35

COLORED TRIANGLE WHEELS.



We guarantee our triangle wheels to have all three of the cases loaded; it is not uncommon for some brands to have the medium case empty. In their revolutions they throw circles of dazzling spangles with rings of colored fire in center. Very showy and effective.

1-oz. 1 doz. in pkg. Doz. \$0 24
2 " 1 " " " " " 32

The following sizes have colored fire pots:

¼-lb. ½ doz. in pkg. " 75
½ " ½ " " " " 1 05
1 " ½ " " " " 1 75

DOUBLE TRIANGLE WHEELS.

Composed of 6 heavy cases, each case as it burns changing its forms and scintillations, exhibiting at the same time variegated colored center wheels of changeable colors. Spindle for firing with each wheel.

Large: With 2-colored pots, ½ doz. in pkg. Doz. 4 75

COLORED VERTICAL WHEELS.

Made of heavy revolving cases of brilliant fire and colored centers showing beautiful effects in their revolutions. Spindle attached to each wheel for firing.

8-inch. ½ doz. in pkg. Doz. 70
10 " ½ " " " " 1 37
12 " With colored fire pot. ½ doz. in pkg. " 2 50

TORPEDOES.

The kind that explode with a loud report. We absolutely guarantee that these torpedoes will give satisfaction.

American Torpedoes.

Put up in attractive packages, very loud report.

N100 Penny Pack: 5 in pkg, 100 pkg. in box. Box 45
N200, 3c Pack: 25 box, 100 boxes in case. Case 1 75

Japanese Torpedoes.

Perfect goods in every respect, extra loud report.

N300, Penny Pack: 5 large torpedoes in carton, 100 cartons in box. Box 65
N400, 2c Pack: 10 in box, 100 boxes in case. Case 1 20
N500, 5c Pack: 25 in box, 40 boxes in case. Case 1 15

"Silver Star" Torpedoes.

Each torpedo covered with tin foil. Regular cannon effect.

N600, 5c Pack: 10 torpedoes in box, 100 boxes in case. Case 1 80
N700, 3 for 25c Pack: 25 in box, 40 boxes in case. Case 1 75

COLORED SKY ROCKETS.

2-oz., 3½-in., without cone, 3 doz. in pkg. Gro. 70
3 " 7 " " " " " 1 00
4 " 8½ " " " " " 1 70
6 " 10 " " " " " 21
8 " 11½ " " " " " 37
1-lb., 12½ " " " " " 54
2 " 15 " " " " 92
3 " " " " " 1 70
4 " " " " " 2 40

These are a few of the goods which we offer in our special 4th of July circular. We shall be glad to send a copy of it to any merchant upon request. Ask for Circular No. J2837. It lists the biggest bargains in fireworks ever offered to the public.

FIREWORKS NOVELTIES TO

RETAIL AT A PENNY*

We carry a full line of these popular price penny novelties, all well made and sure fire.

Miniature Red Torches: Displaying brilliant crimson flames. ½ gross in box. Gross \$0 67

Merry-Go-Round: A great novelty. A spinning wheel to be placed on the side walk. After lighting it resolves into a circle of golden spurs, making a very novel effect. ½ gross in pkg. Gross 67

Golden Fountains: New and beautiful, fine counter goods. ½ gross in pkg. Gross 67

Jack-in-the-Box: 8½-in. long, with handle. A new and brilliant penny novelty. ½ gro. in pkg. Gross 67

5-CENT NOVELTIES.

Japanese Acrobats: A big surprise. Length 11-in. with stick to push in the ground. 1 doz. in pkg. Doz. 30

Flying Bombs: Starts with an illumination of spur fire and then discharges a brilliant star which explodes with a loud report. 1 doz. box. Doz. 30

Jeweled Fans: The biggest 5-center ever placed on the market. You can easily get a dime for it. Consists of 5 cases of assorted colored fires all connected with a fuse and lighted simultaneously. Each assorted on wood block. 1 doz. pieces in pkg. Doz. 30

10-CENT NOVELTIES.

Scorpion Nests: Large red case with 3 smaller outside cases, similar to the Devil Among the Tailors, mounted on wood block. ¼ doz. in pkg. Doz. 65

Radiator Wheels: A big 10c triangle. 3 cases. ½ doz. in pkg. Doz. 65

Crackerjack: A combination of a very heavy case flanked on 2 sides with smaller cases, displaying variegated effects, the whole forming a beautiful massing of colored lights, ending in an explosion of reporting saucissions. ½ doz. in pkg. Doz. 65

PRINTED MUSLIN FLAGS.

Fine glazed printed flag muslin bright fast colors, 45 stars. Will stand rain. Gro.

N1. 2x3 in. 1 gro. in pkg. \$0 12
N2. 2½x4 in. 1 gro. in pkg. 14½
N3. 4x6 in. 1 gro. in box. 24
N4. 4½x7½ in. 1 gro. in pkg. 33
N5. 6x10 in. 1 gro. in pkg. 60
N5½. 7x11 in. 1 gro. in pkg. 78
N6. 8x13 in. 1 gro. in pkg. 1 20
N7. 12x18 in. ½ gro. in pkg. 1 92
N7½. 14x22 in. 1 doz. in pkg. \$0 20
N8A. 14x24 in. 1 doz. in pkg. 23
N8. 18x27 in. 1 doz. in pkg. 33
N9. 22x36 in. 1 doz. in pkg. 60
N10. 26x42 in. 1 doz. in pkg. 83
N11. 30x50 in. 1 doz. in pkg. 1 10
N11½. 35x54 in. ½ doz. in pkg. 1 32
N12. 40x66 in. ½ doz. in pkg. 2 00

AMERICAN BUNTING FLAGS.

Without staffs.

Best Standard American bunting, strong canvas headings, full complement sewed stars.

3x6 ft. Each \$2 35 | 7x14 ft. Each \$4 95
4x8 " " 2 00 | 8x16 " " 6 50
5x10 " " 2 85 | 10x20 " " 10 50
6x12 " " 4 00 | 12½x25 " " 13 50

DECORATING COTTON BUNTING.

The three best patterns put up in pieces 25-in. wide, about 60 yards in piece. Sold by piece only. Yd.

N60. Red, white and blue stripes with stars all over. \$0 03½
N61. Blue field white stars with 1 red and white stripe. 03½
N62. Red, white and blue stripes, no stars. 03½

N60, 3½c Yd.

BUTLER BROTHERS,

230 TO 240
ADAMS STREET,

CHICAGO.

12

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

Smoking

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

TABLE SAUCES

LEA & PERRIN'S SAUCE



The Original and
Genuine
Worcestershire.

Lea & Perrin's, pints	5 60
Lea & Perrin's, 1/2 pints	2 75
Halford, large	3 75
Halford, small	2 25
Salad Dressing, large	4 50
Salad Dressing, small	2 75

TWINE

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

VINEGAR

Malt White Wine, 40 grain	8
Malt White Wine, 80 grain	11
Pure Cider, B. & B. brand	11
Pure Cider, Red Star	12
Pure Cider, Robinson	12
Pure Cider, Silver	12

WASHING POWDER

Diamond Flake	2 75
Gold Brick	3 25
Gold Dust, regular	4 50
Gold Dust, 5c	4 00
Kirkoline, 24 lb.	3 40
Pearline	2 65
Soapine	4 00
Soapine	4 00
Babbitt's 1776	3 75
Roseline	3 00
Armour's	3 70
Nine O'clock	3 35
Wisdom	3 80

Rub-No-More	3 75
Scourline	3 50

WICKING

No. 6, per gross	25
No. 1, per gross	30
No. 7, per gross	40
No. 3, per gross	55

WOODENWARE

Bushels	35
Bushels, wide band	1 15
Market	30
Splint, large	6 00
Splint, medium	5 00
Splint, small	4 00
Willow Clothes, large	5 50
Willow Clothes, medium	5 00
Willow Clothes, small	4 75

Bradley Butter Boxes

2 lb. size, 24 in case	72
3 lb. size, 16 in case	68
5 lb. size, 12 in case	63
10 lb. size, 6 in case	60

Butter Plates

No. 1 Oval, 250 in crate	40
No. 2 Oval, 250 in crate	45
No. 3 Oval, 250 in crate	50
No. 5 Oval, 250 in crate	60

Churns

Barrel, 5 gals., each	2 40
Barrel, 10 gals., each	2 55
Barrel, 15 gals., each	2 70

Clothes Pins

Round head, 5 gross box	50
Round head, cartons	75

Egg Crates

Humpty Dumpty	2 25
No. 1, complete	29
No. 2, complete	18

Faucets

Cork lined, 8 in.	55
Cork lined, 9 in.	65
Cork lined, 10 in.	85
Cedar, 8 in.	65

13

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

Pails

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

Toothpicks

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

Traps

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

Tubs

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

Wash Boards

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

Window Cleaners

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

Wood Bowls

11 in. Butter	75
13 in. Butter	1 00
15 in. Butter	1 25
17 in. Butter	1 50
19 in. Butter	3 00
Assorted 13-15-17	1 75
Assorted 15-17-19	2 50

WRAPPING PAPER

Common Straw	1 1/4
Fiber Manila, white	3 1/2
Fiber Manila, colored	4 1/4
No. 1 Manila	4
Cream Manila	2 3/4
Butcher's Manila	1 1/2
Wax Butter, short count	13
Wax Butter, full count	20
Wax Butter, rolls	15

YEAST CAKE

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

FRESH FISH

White fish	92 1/2
Trout	80 1/2
Black Bass	10 1/2
Halibut	16
Ciscoes or Herring	6
Bluefish	12
Live Lobster	20
Cod	22
Haddock	10
No. 1 Pickerel	7
Pike	7
Perch	5
Smoked White	10
Red Snapper	12 1/2
Col River Salmon	13
Mackerel	15

Oysters

Can Oysters	50
F. H. Counts	
F. S. D. Selects	
Selects	

Bulk Oysters

Counts	
Extra Selects	
Selects	

HIDES AND PELTS

Green No. 1	7
Green No. 2	6
Cured No. 1	8 1/2
Cured No. 2	7 1/2
Calfskins, green No. 1	9 1/2
Calfskins, green No. 2	8 1/2
Calfskins, cured No. 1	10 1/2
Calfskins, cured No. 2	9 1/2

Pelts

Old Wool	50 1/2
Lamb	15 1/2
Shearings	10 1/2

Tallow

No. 1	6
No. 2	5

Wool

Washed, fine	21 1/2
Washed, medium	21
Unwashed, fine	13 1/2
Unwashed, medium	14 1/2

CANDIES

Stick Candy	
Standard	7
Standard H. H.	7
Standard Twist	8
Cut Leaf	9

Jumbo, 32 lb.

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

14

Mixed Candy

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

Fancy-In Pails

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

Fancy-In 5 lb. Boxes

Lemon Sours	250
Peppermint Drops	250
Chocolate Drops	250
H. M. Choc. Drops	250
H. M. Choc. Lt. and	
Dk. No. 12	21 00
Gum Drops	235
Licorice Drops	275
Lozenges, plain	255
Lozenges, printed	280
Imperial	260
Molasses	255
Cream Bar	255
Molasses Bar	255
Hand Made Creams	290
Cream Buttons, Pep.	
and Wint.	265
String Rock	265
Wintergreen Berries	260

Caramels

Clipper, 20 lb. palls	8 1/2
Perfection, 20 lb. pls	12 1/2
Amazon, Choc Cov'd	15
Korker 2 for 1c pr bx	55
Big 3, 3 for 1c pr bx	55
Dukes, 2 for 1c pr bx	60
Favorite, 4 for 1c, bx	60
AA Cream Carls 3 lb	50

FRUITS

Oranges	
Florida Russett	2
Florida Bright	2
Fancy Navela	2
Extra Choice	2
Lake Valencia	2
Seedlings	2
Medt. Sweets	3 75
Jamaicas	4 00
Rodi	2

Lemons

Verdell, ex fcy 300	2
Verdell, fcy 300	2
Verdell, ex chco 300	2
Verdell, fcy 300	2
Call Lemons, 300	23 75
Messinas 300s	3 50
Messinas 300s	3 50

Bananas

Medium bunches	1 50
Large bunches	2 00

Foreign Dried Fruits

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

Dates

Fards in 10 lb. boxes	2 1/2
Fards in 60 lb. cases	2
Halaw	5 1/2
Sairs, 60 lb. cases	4 1/2

NUTS

Almonds, Tarragona	21 1/2
Almonds, Ivica	2
Almonds, California,	
soft shelled	15 1/2
Brazils	10 1/2
Filberts	13
Walnuts Grenobles	12 1/2
Walnuts, soft shelled	11 1/2

California No. 1	12 1/2
Table Nuts, fancy	10 1/2
Pecans, Med	10
Pecans, Ex. Large	13
Pecans, Jumbos	14

Hickory Nuts per bu.	
Ohio, new	2
Cocanuts, full sacks	23 50
Chestnuts, per bu	2

Peanuts	
Fancy, H. P., Suns	5 1/2
Fancy, H. P., Suns	5 1/2
Roasted	6 1/2

Choice, H. P., Extras	6 1/2
Choice, H. P., Extras	6 1/2
Roasted	6 1/2

Span. Shld No. 1 n'w	5 1/2
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15

STONEWARE

Butters	
1/2 gal., per doz.	48
1 to 6 gal., per gal.	5 1/2
8 gal. each	48
10 gal. each	60
12 gal. each	72
15 gal. meat-tubs, each	1 12
20 gal. meat-tubs, each	1 50
25 gal. meat-tubs, each	2 12
30 gal. meat-tubs, each	2 56

Churns

2 to 6 gal., per gal.	6
"Hurn Dashers, per doz.	84

Milkpans

1/2 gal. flat or rd. bot., per doz.	48
1 gal. nat or rd. bot., each	6

Fine Glazed Milkpans

1/2 gal. flat or rd. bot., per doz.	60
1 gal. flat or rd. bot., each	6

Stewpans

1/2 gal. fireproof, ball, per doz.	85
1 gal. fireproof, ball, per doz.	1 10

Jugs

1/2 gal. per doz

Status of the Pittsburg Produce Market.

Pittsburg, May 26—Our market on all products is in a healthy condition and the most of the produce is taken immediately upon its arrival.

Potatoes last week were a little slow, but have cleaned up to an extent as to allow prices to hold firm and a slight advance—75c carload lots for choice white stock being the top at this writing.

Butter is being held firm, while there is no change of Elgin quotations and no change to note with our prices. Strictly fancy creamery ranges from 22½@23c; country roll and packing stock of an even quality, 16@17c; lower grades on their merits.

The egg market during last week, owing to the few hot days, became easy and prices lower, but a sudden change for the better occurred on Friday and Saturday. The market opened up Monday morning firm and strong with higher prices. To-day the market is firm at 16c for current receipts of well-known brands, while storage stock brings the outside and can be quoted at 16½c, Pittsburg. Great care should be taken of current receipts at this time of the year and to bring the top price they should be candled before shipment.

Poultry is in good demand and receipts are light. Live hens 14½@15c; springers, 30@35c; ducks, 12c; geese, 11@12c. The tone of the market is healthy with a tendency to firmness and higher prices.

C. B. Clark.

The Boston Egg and Produce Market.

Boston, May 26—Receipts of eggs have been lighter for the past week and the market is firm, with an upward tendency. Finest Northern stock sold the first of the week for 17½c, and later 18c was obtained for very fine assorted and candled Michigan's and Northern Indiana's. There was considerable buying for storage and a very strong demand for consumption. As the weather gets warm there is more difference in the price of eggs from different sections than formerly, and all stock from northerly sections meets with ready sale at the quotation.

Receipts of butter are increasing and, were it not for the purchases for storage, there would have been a large surplus this week. About 6,000 packages were stored, which took all the surplus over and above the demand for consumption. Butter is showing nearly full grass and, while prices are very high for the time of year, there seems to be plenty of buyers and we quote the market firm at 23c for finest Northern creameries; 20@22c for dairies and renovated. Low grades have become a little more plenty and ladies are selling mostly at 18@19c, although some very fine marks have sold at 20c.

Smith, McFarland Co.

Combination Was Correct.

According to all the traditions Commodore Vanderbilt, who laid the foundation of the family wealth that has become proverbial, was a man without education, knowing little of the "three Rs," and lamentably weak on spelling. He kept to himself the word on which the combination of the office safe was based, until suddenly sickness prevented his appearing one morning and it became necessary to transfer the secret, in order that the day's work might be done without let or hindrance. The book-keeper sent to the Commodore the house for the word-key, and received reply that "dog" was the necessary word. But every effort to release the bolts on the "d-o-g" combination failed, and it was necessary to send again to the Vanderbilt home in the fear that the old financier might have made a thoughtless mistake. But the messenger was speedily convinced that the mistake was somebody else's when the irascible Commodore roared at him: "'Dog,' you dog! 'Dog!' Confound you all for a lot of zanies! Go back!—go back to the office, and open that safe on 'dog'—'d-o-r-g-e,' 'dog!'"

How the Lord Made Infidels.

The late Colonel Ingersoll might not properly be termed an infidel, yet by that

name he will doubtless be known for many years to come. When he first went to Washington from the West, his head filled with legal lore and agnosticism, he encountered in one of the corridors of the capitol an old negro woman vigorously scrubbing the floor when she heard anyone coming and when the footsteps died away busily reading her Bible.

He slipped up on her very quietly one morning, and taking her by surprise with her Bible, he said: "Mary, do you believe all you read there?"

"I suttanly do," she replied; "eberry word, Colonel Ingersoll."

"Do you believe that God made man out of dust?"

"In coase I does."

"Say it happened to rain hard about that time and the dust was gone and there was nothing but mud?"

"Den de good Lawd knowed enough to know dat it was time to make dem lawyers an' infidels, Colonel Ingersoll."

Bob walked away crestfallen and quoting Tennyson's "In Memoriam," "Leave thou thy sister when she prays."

The following curious advertisement recently appeared in a Spanish journal: "This morning Heaven summoned away the jeweler, Siebald Illmaga, from his shop to another and a better world. The undersigned, his widow, will weep upon his tomb, as will also his two daughters, Hilda and Emma, the former of whom is married, and the latter is open to an offer. The funeral will take place to-morrow. His disconsolate widow, Veronique Illmaga. P. S.—This bereavement will not interrupt our employment, which will be carried on as usual; only our place of business will be removed from No. 3 Lessi de Leinturers to No. 4 rue de Missionnaire. Our grasping landlord has raised the rent."

Business Wants

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

BUSINESS CHANCES.

FOR SALE—GENERAL STORE IN FIRST-class location; no competition; cash receipts, \$10,000 per year; expenses low; living rooms in connection with store; every convenience for doing business; price, \$3,500; terms cash. Traders or sharks need not apply, as this is a first-class legitimate business. Address W. B., 375 Clinton St., Detroit, Mich. 495

FOR SALE—OUR STOCK OF GENERAL merchandise, consisting of groceries, dry goods, shoes, queensware; situated in one of the most flourishing little towns in Northern Indiana; stock mostly new; nice brick building to do business in; rent low; daily sales \$30 to \$41. Stock will invoice about \$4,000; can be reduced to suit purchaser; doing a cash business; nice class of people to deal with; a genuine money-maker for the right person. Reasons for selling, wish to get out of the business. Address No. 498, care Michigan Tradesman. 498

A GOOD STOCK OF NEW AND FRESH drugs in elegant location for sale. Address No. 490, care Michigan Tradesman. 490

FOR SALE—SECOND HAND SODA FOUNTAIN; easy terms. Chas. A. Jackson, Benton Harbor, Mich. 489

A GENERAL STOCK IN THE BEST FARMING community in Michigan for sale; no old goods; the price right to the right man for cash. Address J. W. D., care Michigan Tradesman. 488

THREE VACANT LOTS IN GRAND Rapids, free of incumbrance, to exchange for drug, grocery or notion stock. Address No. 485, care Michigan Tradesman. 485

FOR SALE—DRUG FIXTURES—ELEGANT wall cases, counters, show cases, prescription case; all light oak; will sell at half price. O. A. Fauckboner, Grand Rapids. 486

ON ACCOUNT OF POOR HEALTH, WILL sell best established farming implement business in the State. Address No. 484, care Michigan Tradesman. 484

FOR SALE—HARDWARE STORE AND harness business in town 500 inhabitants; new building; only harness shop in town; best location in town. Sickness cause for selling. W. K. Gunsolus & Co., Petersburg, Mich. 481

FOR SALE OR EXCHANGE—STORE IN Central Michigan city; would take part pay in jewelry or bazaar goods. Address No. 493, care Michigan Tradesman. 493

FOR RENT—DRY GOODS ROOM; POPULATION of town, 7,000; large country trade; competition, two stores; fine opportunity. Address A. F. Houston, Ex., Wooster, O. 480

FOR SALE—FULLY EQUIPPED MEAT market, including team and wagons. A bargain. W. E. Yerks, Grand Ledge, Mich. 471

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—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—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

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 LOCATION; ten miles from any other drug store; good reasons for selling. Address No. 477, care Michigan Tradesman. 477

FOR SALE—STOCK OF GENERAL MERCHANDISE 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—I DESIRE TO SELL MY ENTIRE 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. S. Excellent stand for grocery or drug store; size of building 20x32; complete, ready for goods; six room dwelling, well finished and painted; well equipped; 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

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

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

FOR SALE—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

FOR SALE—ESTABLISHED, CLEAN, MEDICINE-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 CROCKERY and house furnishing store in Sault Ste. Marie, the best and busiest city in the State; stock is new, clean, well-bought and well-selected; the only store of its kind in the city; right in the heart of the business district; a splendid business chance for some person. W. K. Parselle, Sault Ste. Marie, Mich. 404

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

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 BAZAR stock in the city or county; population, 7,000; population of county, 25,000; the county seat; stock invoices \$2,500; sales, \$40 per day; expenses low. Address J. Clark, care Michigan Tradesman. 157

MISCELLANEOUS

\$400 WILL START YOU IN BUSINESS. NOT a "hole in the wall," but a full rigged store of all new goods, with absolutely unlimited possibilities for growth. If you have no location in mind, I will help you find one. No charge for information or services. G. S. Buck, 185 Quincy St., Chicago. 600

WANTED—A YOUNG MAN WHO HAS had some experience in the drug business and also some knowledge of the soda trade; good wages for the right person. In writing give references. Address O. B. Jerrells, Saugatuck, Mich. 494

PHARMACIST, REGISTERED, WANTS steady position; some knowledge of general stock; small town preferred. Address No. 496, care Michigan Tradesman. 496

WANTED—AN AI CLOTHING SALESMAN, stockkeeper; also one who understands trimming. Apply at once at The Globe, Traverse City, Mich. 497

WANTED AT ONCE—SIX GOOD TRAVELING salesmen; none but men with good recommendations and experience need apply. Angle Steel Sled Co., Kalamazoo, Mich. 499

WANTED—CIGAR MAKERS, BUNCH breakers and rollers. Apply at once. G. J. Johnson Cigar Co., Grand Rapids, Mich. 492

WANTED—A REGISTERED PHARMACIST to manage a drug store in a good town. Address No. 491, care Michigan Tradesman. 491

WANTED—A NEAT, HONEST MAN to run a small meat market and help in general store. Address No. 487, care Michigan Tradesman. 487

REGISTERED PHARMACIST, MIDDLE aged and experienced, desires situation; references. Address John Jason, Woodland, Mich. 452

ASK FOR THE
AGENCY

FILSWORTH & THAYER MFG. CO.
MILWAUKEE, WIS. U.S.A.
WE HAVE EVERY THING IN GLOVES & MITTENS
CATALOGUE ON APPLICATION