

MICHIGAN TRADESMAN

Nineteenth Year

GRAND RAPIDS, WEDNESDAY, JUNE 4, 1902.

Number 976

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 es-
tate..... 37,176.75
Cash and due from banks... 362,516.66

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 de-
mand letters. Send all other
accounts to our offices for collec-
tion.

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' ex-
penses allowed. Citizens phone, 1957.
Bell phone, Main 1282. Western Michi-
gan 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.

ELLIOT O. GROSVENOR

Late State Food Commissioner

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

1232 Majestic Building, Detroit, Mich.

Tradesman Coupons

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GENERAL TRADE REVIEW.

The most notable feature in the field of general speculation is the apparently slight effect on the stock market of events which a few years ago would have caused violent fluctuations. Thus the level of prices is scarcely affected by the Pennsylvania strikes or by the settlement of the African troubles, either of which would be expected to cause decided changes before the present era of National activity set in. Apparently irrespective of either occurrence, a period of dulness seems to have materialized, but without adverse influence on prices. There is little doubt that there will come eventual benefit from the resumption of mining and other industries in South Africa and should negotiations succeed in the labor troubles the two together must have marked result.

The United States Treasury goes on from week to week making new records of its holdings in gold, the last being \$553,836,892, and this with bank holdings unusually heavy and funds abundant. Retail distribution of general merchandise continues large, the setbacks of the clothing trade on account of the cooler weather having only temporary results. As yet the strike is not having material effect outside of the immediate localities, but its continuance can hardly fail to hinder structural work seriously.

There is yet no slackening in the iron and steel boom. Prices of rails are already adopted for next year for the reason that output is contracted beyond this year and the railways are insisting on knowing what they can do so that they may secure as early delivery as possible. The price of rails remains as last year, \$28, and it is not probable that other scales will be advanced, although heavy premiums for quick delivery will be paid to fortunate holders for a long time to come. Manufacturers are careful to keep up the policy of reasonable prices, and they are warranted in such action by the continued steadiness of profitable trade.

The feature of textile trade is the placing of large numbers of contracts for fall and winter goods, but current demand is pretty well supplied. Wool moves more freely than before this year

but at same prices. Boot and shoe shipments from Boston continue less than last year, but it is coming to comprehension that it is owing to a change in supply rather than a lessening of demand.

ELIMINATE THE UNWORTHY.

Retail dealers' associations naturally attract the attention of freaks and cranks who attempt to utilize the organization as a clearing house in which to further their peculiar ideas, register their complaints and vent their spleen and antagonisms.

When the Grand Rapids Retail Grocers' Association occupied a front room over Herrick's grocery store, on Monroe street, it had as a member a well known architect who was temporarily engaged in the grocery business on the hill. This gentleman thought it was his mission to annihilate the American Sugar Refining Co.—by wind—and the frantic appeals he made to the handful of grocers who attended the meetings that warm summer season attracted the attention of passersby on the other side of the street to that extent that he always had a crowd for an audience. The manner in which he sawed the air with his powerful arms, chewed the scenery, hurled anathemas at Mr. Havemeyer and encouraged the grocers of Grand Rapids to maintain a bold front in the face of the grinding monopoly of the sugar trust was enough to excite the admiration of a stone image.

Not long ago, another bright and shining light of the Association registered a complaint against a certain jobber because he was charging him 2 cents more a gallon for vinegar than his neighbor in trade. It so happened that the neighbor was a man in good credit, who paid for his goods and who does business in his own name, whereas the man who made the complaint does business in his wife's name and is in such poor repute with the jobbing trade that he is compelled to pay for his goods before they are lifted from the larry. Instead of being oppressed by his jobber, he simply pays the penalty of undertaking to do business without having either the capital, experience or business sagacity to conduct a retail business successfully.

So long as any association tolerates this class of individuals and encourages them to attend the meetings by listening to their complaints and permitting them the courtesy of the floor, just so long will it fail to receive the hearty respect of the jobbing trade and the cordial co-operation of the best representatives of the retail trade.

DEVELOPMENT OF CANADA.

The rapid development of Canada is attracting much attention. Never in the history of the country has there been so large an immigration as has taken place during the past few years, and certainly there is room for people when the size of the country is considered. Canada represents 30 per cent. of the entire British Empire and one-fifteenth of the land area of the world.

This enormous territory supports but

5,500,000 people or a population a little larger than that of London.

The cry in Canada, as in certain sections of the United States, is for immigration. The British government has done all that is within its power to make people prefer Canada to the United States, but the glamor of the United States is heavy upon the minds of Europeans who desire to seek betterment in the New World. The new development of Canada is, therefore, all the more interesting because it shows that the trend of travel toward these northern regions is setting in and the antipathy toward this British colony has been overcome. If all that is said about our neighbor be true, we shall see a still larger immigration to that country. Her forests are now regarded as one of the chief sources for the supply of pulpwood for the manufacture of paper. Her fisheries have been improved, and the discovery of immense deposits of iron, lead, nickel, copper, silver and mica has given a great impetus to the mining industry.

Another important factor which has aided greatly toward the development of Canada is the building of railroads. In 1867 the total amount of track in Canada was 2,087 miles; in 1900 it was 17,824 miles, while several hundred more miles were added last year. There has been spent \$95,316,000 upon her waterways, of which \$74,600,000 has been expended since confederation.

The boast can be made by Canadians that they have the most complete system of canals in the world. This is the first step toward securing immigration, and praise must be given the British government for its foresight, for the enormous sum of \$1,100,000,000 has been invested in railways and canals.

Edison is an inventor who devotes his attention to the perfection of devices that are of practical utility. He announces now that he has developed an electric storage battery adapted for the operation of automobiles. The batteries heretofore used have been heavy and permitted but a short mileage, while defective in several important features. The one that Edison has produced, he claims, meets everything desired in a battery. It is light, it is cheap and it will carry a vehicle a hundred miles. It is not the purpose of the inventor to go into the manufacture of electric vehicles of any description. Only the batteries will be handled by his firm. He says the cost of charging the batteries under normal conditions will be about the same as supplying gasoline to an engine developing an equal horsepower. A few pleasure carriages and vehicles for heavy work will be made and experimented with at the Edison works during the next few months and every conceivable kind of test will be given to them. Edison also proposes to give the subject of street car traction some attention, and to apply the invention to launches and small yachts.

The unsuccessful advertiser is the easy victim for the man whose kind of advertising can't be made to pay.

Getting the People

Smoothing the Pathway of Customers.

Booker T. Washington says that the great failing of his race lies in the fact that they are "just going to" do things. The principle of his gospel to them then is to get them to do. While this may be a pre-eminent trait in the colored race it is by no means confined to it. The experienced advertiser has found that while it is difficult to gain the attention at all it is far more difficult to bring the acquaintance to finished action.

Washington, in his wish to do all possible for the welfare of his people, refuses to smooth over difficulties or to permit any gratuitous assistance. If he can not rouse the individual to effort he accounts him not worth saving. Thus what aid he countenances is in the nature of caring for the impotent. It takes a man of strength to attack the problem along these lines, but results are demonstrating that it is the right solution. But he is not selling goods.

The work of the advertiser may be educational and the arguments must be convincing to bring results; but it is not the advertiser's province to insist on the encountering of difficulties. It is his study so to arrange and suggest that the way shall be as plain and smooth as possible. For instance, if he is advertising a specialty he does not usually name a sum for remittance which involves a complicated undertaking to prepare it. There might be a disciplinary value in insisting upon the customer's buying a postal order or getting the sum in stamps that would warrant the negro benefactor in such a policy, but for the advertiser it would only operate to diminish the number of those completing action to his profit by a large subtrahend.

Speaking of difficulties in remitting reminds me of one of the most curious anomalies in our provisions for business convenience, viz., the lack of facilities for remitting in small or odd sums. Anything less than a dollar always presents a problem and the same with fractional sums above that unit. It is awkward to fix up the amount in stamps, even if there was not an idea that stamps are not acceptable in many cases, which tends to exclude their use. Contrivances are sometimes used to send silver, but the usual lack of dexterity and facilities lessens the use of this awkward medium. I notice the advertisement of Berry Bros., the great varnish manufacturers of Detroit, in which they propose to send a specialty for a remittance of 75 cents. Now this advertisement is bound to be a failure, for the awkwardness of arranging the remittance will reduce replies to a small fraction of what they would be if there were a convenient way always at hand to make up the sum. Had these advertisers put the amount of the remittance at \$1 I will venture that the replies would have been much more numerous and, incidentally, much more profitable.

When I go to Congress—of course it will be to the Lower House—the first work I shall undertake will be the presentation of a bill for fractional currency. I think the use of silver and bills for the dollar has sufficiently demonstrated that the two could be kept in circulation at the same time. I shall provide for a fifty cent bill which shall be a size to nicely fit the average business envelope. Then I shall have one of twenty-five cents enough smaller to

TODAY. TOMORROW.

The present shapes the future. What you do today concerns the things of tomorrow. If you are at all anxious about your financial future, you should quickly seize the opportunity to save money.

An Account with This Bank

Affords an easy way for saving money

The Marquette County Savings Bank,
Marquette, Michigan.

CARPETS

Are you Carpet wanting?
Rugs or Portiers, all priced low.
Richardson's Goods are all the go.
Positively this selection
passes any in this section.
Each new pattern is a delight;
Ever pleasing to the sight.
These good CARPETS you should buy;
The reason's plain—come find out why.
Satisfying every need.
Saving waste is GUARANTEED
to all who buy CARPETS of

CLARK BROTHERS,

Look for new line about April 10.

Furniture Dealers & Undertakers.

The Finest Soda Water In Marquette.

You can go about to all of the various Soda Fountains, and if your experience is like most other people's, you will agree that there's no other Soda to compare with ours.
Our's tastes right.
Our's is served right.
Our's you feel right.
Our's is right.
The only fountain that serves Ice Cream.
Anybody who comes here, on the strength of this advertisement, and doesn't like our Soda, may have a glass of something else, or his money will be returned. We know that our Soda is GOOD.

THE
PEOPLE'S
DRUG STORE.

S. B. JONES,
Manager.

. . E. GOODWIN, The Furniture Man . .

Dependable Furniture

is the only kind to buy, especially when it costs no more than cheap inferior goods.

Before you order from catalogues get my prices and note the style and quality. I would also like to call your attention to Buckeye Paint, the best paint made. Just received, a beautiful line of Smyrna Rugs—hand some designs and the price is low.

YOU WOULDN'T WORK

as cheaply for a man who paid you wages once every month and not so often when not convenient for them to do so.

The Cash Grocer

idea is built exactly upon that idea. We sell everything a grain cheaper and some things ten per cent below most grocery prices because we sell for spot cash.

D. C. HORTON & SON,
LEADING CASH GROCER.

"Red Front Bargains."

Harness
Carriages
and Wagons

LONG TIME, LOW PRICES.

That's all

E. M. Smith,
THE DEALER

GOOD MEAT

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

BENTON & VANHORN,

TELEPHONE 5

SPX.

Most people hate the name, but if you can't see, what are you going to do? Why wear 'em, and if you must wear 'em, why not have them to fit, not only the eye, but the face? Good fitting lenses are a comfort to the tired eye and a perfect fitting frame adds to one's comfort and also the appearance. Try it and see if I am not right. I can fit your eyes, your face, and your pocketbook, so you will be comfortable. For instance, note this price, gold filled frames all complete \$1.75. We make a specialty of repairing disabled frames and any time you need your frames strengthened call. We do that for nothing.
POND, The Jeweler,
Next the Corner.

PETOSKEY LIME.
BAY SHORE and ROSE BRANDS

Petoskey Lime is quick slacking, makes more mortar and gives better satisfaction than any lime in the market. Every barrel guaranteed. We always have fresh lime in stock.

Atlas Portland Cement, Red Brick, Fire Brick, Fire Clay, Sewer Pipe.

PROMPT SHIPMENT MADE.

F. B. Spear & Sons.

make a clear distinction. I am not sure whether I shall go further for smaller denominations or not—these two will meet the greatest need.

Since the retirement of the fractional currency of war time many have lamented that we had so awkward a medium of exchange for small amounts. Just why something is not done to remedy the matter, considering how feasible and desirable it is, is one of the hard matters to explain. Until it is done there will always be a serious hindrance to remitting small sums and advertisers will do well to keep their prices at manageable amounts when possible.

* * *

There is a valuable maxim in the advertisement of the Marquette County Savings Bank, but much of its force is lost in the cumbersome, indirect way in which it is expressed. There is no class of advertising in which there is so much difficulty to produce all possible effect as in savings banks. People are always going to begin saving—the great thing is to get them to begin. I should give more prominence to the "now," and should use only one style of type. The ornament and lines make it look ragged.

Poetical effusions in advertising to be successful must come from the pen of a ready writer. The limitations of an acrostic or other curious arrangement of lettering are not conducive to ready writing. The best features of the advertisement of Clark Brothers are the first line and the name. Had there been an address it would have been still better.

The People's Drug Store has a forcibly written advertisement for the opening of the soda season. There is material in it for a good advertisement, but I do not quite like the manner of the comparison with the others in the city. It is always right to say one's own is the best, but it is not always best to reflect, even by intimation, on the quality of the goods of competitors. The printing would be improved to use miters in the border.

The printer handles the simple furniture announcement of E. Goodwin well, except that he mixes three subjects in one paragraph and divides the main topic with another.

D. C. Horton & Son present a good argument which is calculated to command attention and to convince. The writing leaves nothing to be desired except the address and the printer's work is excellent.

E. M. Smith writes a good general carriage advertisement, which the printer treats simply and well.

I have commented on the meat advertisement of Benton & Vanhorn with same wording as this. The display would be better with a plain line dash instead of the ornaments.

Pond, the jeweler, treats the optical question in a way to engage the attention and to interest those needing his work. The printer's work is in good keeping.

F. B. Spear & Sons go right to the point in business style. The printer has done well in simple treatment.

His Practice Waning.

"There is a doctor who is going to give up his profession and learn the trade of machinist."

"What is the cause?"

"Why, the increasing number of automobiles."

"But I thought the more automobiles the more doctors."

"Not in all cases; he is a horse doctor."

Increase Your Cash Trade

**Our Great Premium Dinner Set Plan
Will Do It and Requires Only an In-
vestment of \$10.85**

An Important Question

"How can I increase my cash trade?" is a question every live and up-to-date merchant is constantly trying to answer and devising ways and means that will have the desired effect.

We are constantly aiming to be of real assistance to our customers in suggesting methods which will help them to both increase and improve their trade, and after a careful study we have adopted a premium plan which, if properly handled, will stimulate your trade and help you to WIN AND HOLD many NEW CUSTOMERS. The plan is so simple and the cost so small, when compared with the great and lasting benefits you may derive from it, as to be of little or no consequence.

About Our Premium Plan

We propose to give you DOLLAR FOR DOLLAR in honest values and will supply you with such goods that you will take pride in showing to your customers and will surely attract their attention and be appreciated by the recipient; goods that will not become an eyesore, but will always be admired and remain a standing advertisement of your business. We do not charge exorbitant prices, but are satisfied with the small profit we regularly make on our goods. We supply you with coupons, which you issue to your customer with each purchase, and these coupons are redeemed by you at a cost of $2\frac{1}{2}$ per cent. For instance, a sauce dish which cost you about 5 cents can be obtained by your customer in ex-

change for coupons representing a cash purchase of \$2.00, or a cup and saucer costing you about 14 cents would be given in exchange for coupons representing a purchase of \$6.00, so you see the cost is very small when you consider the advantages it offers.

Requires Only a Small Investment

When adopting our "Premium Dinner Set Plan" your investment would be only \$10.85, for which you would receive the following complete outfit:

1. A complete 100 piece Dinner Set of a beautiful pattern and finest quality that will surely attract attention, and is worth \$15.00 at retail in any store in the country.
2. Several handsome Poster Cards, printed in colors, to be put in prominent places in your store and windows.
3. 5,000 Coupons to be given to your customers with each purchase of 10 cents.
4. A Printed Price List, showing just how you give away the pieces or how large a cash purchase is required to obtain a certain article, so it will not cost you over $2\frac{1}{2}$ per cent., or 25 cents for a \$10.00 sale.
5. 500 Circulars in the nature of a personal letter, calling attention to the fact that you are giving away a handsomely decorated Dinner Set of finest quality **absolutely free of charge**. These letters are to be mailed to the best people in your town and will prove a cheap but effective way of advertising your store.

Our Terms---30 days, 1 per cent. 10 days

H. Leonard & Sons
Grand Rapids, Mich.

Around the State

Movements of Merchants.

Petersburg—H. H. Lantz & Co., millers, have discontinued business.

Port Huron—Amby Gain has opened a grocery store at 628 Erie street.

Croswell—Hunt & Kiefer have opened the only exclusive grocery store at this place.

Clare—Henry W. Pierce has purchased the grocery stock of Albert J. McKinnon.

Lansing—The Butler Block Pharmacy has purchased the drug stock of Morse & Weinman.

Detroit—Wheeler & Beagle are succeeded in the grocery and meat business by Lesperance Bros.

Clare—Jos. Adams & Son have purchased the grocery stock and meat market of J. L. Welch & Co.

Reading—D. H. Bartholomew continues the coal business of Bartholomew & Kane in his own name.

Howell—K. S. B. Holt, John E. Graham and Frank Wilson have organized the Howell Cigar Co.

Flint—Childs & Grobe, grocers, have dissolved partnership. Chas. W. Grobe continues the business in his own name.

Nunica—Fremont Brown has purchased the interest of his partner in the grocery and dry goods business of Brown & Jubb.

Pullman—J. U. Gilpin is building an addition to his store, 16x30 feet, two stories high. He expects to add a stock of dry goods to his grocery stock.

Holton—McCormick & Matteson, dealers in general merchandise and farming implements, have dissolved partnership. The business is continued by Jesse J. Matteson.

Houghton—Wm. Trewartha, of Lake Linden, has engaged in the grocery business on Hecla street. He will eventually branch out into the general merchandise business.

Crystal—E. E. Steffey has decided to engage in the mercantile business in St. Louis on account of ill health. He will move his family there and take treatment at the sanitarium.

Ishpeming—A. W. Myers & Co., general dealers, have merged their business into a stock company under the style of the A. W. Myers Mercantile Co. The capital stock is \$55,000.

Mulliken—E. L. Merritt & Son, dry goods dealers, and A. R. Merritt, baker and confectioner, have consolidated and will hereafter conduct business under the style of E. L. Merritt & Sons.

Frankfort—C. M. Gibson, who for the past six months has had charge of the undertaking department of the Frankfort Furniture Co., has gone to Grand Rapids, where he will embark in business on his own account.

Ann Arbor—Geo. H. Fischer, who for the past fourteen years has been with Dean & Co., has purchased the grocery stock and leased the store building of Wallace Welch, at the corner of South State and Packard streets.

Jackson—Harry Aiken, for a number of years with John C. Norris, the grocer, later steward at the Hibbard House, and until very recently with Patterson, of Course, has opened a cash grocery at 516 North Jackson street.

Belding—W. J. Wilson, senior member of the furniture and undertaking firm of Wilson & Friedly, will retire Sept. 1 in order to take personal charge of business interests in an Eastern city. The business will be continued by the junior partner, H. C. Friedly.

Calumet—Holman & Williams, who have been engaged in the grocery and confectionery business at this place, have dissolved partnership. Mr. Holman retiring. The business will be continued at the old stand by the remaining partner, Stephen Williams.

Houghton—John R. Forangue, who is to be the manager of the new wholesale grocery for the Lake Superior Produce & Cold Storage Co., has arrived from Cleveland. He is an experienced man in the wholesale grocery business. Mr. Forangue will attend to ordering the stock and assume entire charge of the business.

Manistee—Henry W. Marsh and Charles J. Canfield have organized the Manistee Potato Warehouse Co. for the purpose of buying potatoes and building warehouses. Included in the plans of the company is the building of warehouses at Luther, Tustin, Rolfe, Lucas and Hobart for the storing of potatoes until shipment is made.

Shelby—B. M. Salisbury has purchased the interest of R. N. Wheeler in the general store of Wheeler & Myers and the new firm name will be Myers & Salisbury. Mr. Wheeler still retains his interest in the new building being built by Forbes & Wheeler and expects to occupy his time in looking after this and other property interests in the village. He has been in business here for twenty-eight years and feels that he is taking a well earned rest.

Muskegon—The Supreme Court has set aside the conviction of John W. Morse, who was found guilty of selling adulterated pepper. Morse was a traveling salesman and took an order for unadulterated pepper. The court, as in the case of the People vs. Skillman, holds that the agent can not be punished for the unlawful acts of a principal. If, the court says, the agent had knowledge of the practice on the part of the principal to send impure pepper when orders for pure pepper were received, a different question would be presented.

Kalamazoo—Several changes have taken place in the local branch house of Armour & Co. C. S. Grigsby, who has been outside salesman, having charge of the Southwestern Michigan territory, has resigned and has been succeeded by John Himebaugh, who has been the Battle Creek city salesman for some years. Edward Guild, who has been box man in the local house, has been promoted to the position of city salesman at Battle Creek. Fred Zeeb has resigned his position with R. H. Buckhout and taken the position of box man in the local branch house.

Calumet—The outing of the business men of the copper country to Duluth as guests of Vice-President W. F. Fitch of the South Shore road and the Duluth jobbers was an enjoyable event from start to finish. The party arrived at the Zenith City Friday evening and were immediately taken in tow by a delegation of merchants of Duluth and escorted to the Board of Trade trading room, where Mayor Hugo delivered an address of welcome. The evening was spent according to the fancy of the visitors. Saturday, the regular programme of entertainment that had been planned was carried out, which included a trip in the morning on the steamer Iroquois, as guests of Captain W. H. Singer, of the White Line, and in the afternoon a drive around the city, followed by a banquet in the evening at the Spalding Hotel. J. L. Washburn, of Duluth, presided as toastmaster and toasts were re-

sponded to by many of the local merchants and the visitors. The trip from Calumet to Duluth is reported to have been a most agreeable one. The handsome cars provided furnished the maximum of comfort for a day ride and steps had been taken to make full provision for the wants of the inner man by stocking a large baggage car with the best things in the refreshment line. The personnel of the party was not so large as had been looked for because in over half the instances the invitations were not received in time for the business men to arrange their affairs at this busy time of the year so they could make the trip. The visitors returned home Sunday evening.

Manufacturing Matters.

Otsego—The Otsego Creamery Co. has been capitalized at \$5,050.

Plymouth—Wilcox Bros. succeed David B. Wilcox in the flouring mill business.

Robinson—The Banner Creamery Co. has been organized with a capital stock of \$3,000.

Ionia—The Ionia Wagon works has increased its capital stock from \$100,000 to \$250,000.

Detroit—The Superior Paint Co., incorporated with a capital stock of \$75,000, has filed articles of incorporation.

Mulliken—A. E. Lawrence has sold the Mulliken elevator to Frank Nimms, of Lake Odessa, who takes possession June 15.

Frankfort—A new enterprise has been established at this place under the style of the Benzie Canning Co. It has a capital stock of \$10,000.

Carson City—Geo. K. Daniels has bought Luther M. Jones' one-third interest in the grist mill property. The partners are now Geo. M. Jones, E. D. Lyon and Geo. K. Daniels.

Hopkins Station—Herman Stroud, of Monterey, will establish a creamery here and continue the Monterey creamery as a skimming station. He expects to begin operations in about two months.

Detroit—The Hiawatha Salt Co. which proposes to do business in Wayne county, has filed articles of association with the county clerk. The capital stock is placed at \$100,000, with \$60,000 paid in. The stock is held by Detroit and Bay City parties.

Vicksburg—The Vicksburg factory of the Kalamazoo Pant and Overall Co., which has been in operation here about six months, will be removed to Kalamazoo June 15. The reason is that it has been impossible to obtain sufficient help to run machines enough to make it practical and fill their orders. They have employed from thirty to fifty women and girls.

Ann Arbor—The Union Brewing Co., capitalized at \$50,000, has been organized in this city with William A. Gwinner, Christian Martin, Louis Kurtz, Fred Brown and George Krauth as directors. It has been decided to purchase the Western brewery, owned by Martin & Fischer, and erect a modern brewery on the site. A number of local saloonkeepers are interested in the enterprise, and it is claimed the new brewery will have a large share of the local trade from the start.

Pontiac—A. B. Cummings, of Windsor, has been in the city in the interest of a binder twine factory. He proposes to organize a \$150,000 stock company, selling the bulk of the stock to the farmers of this and adjoining counties. The factory he plans will have a capacity of three tons daily. A meeting of citizens and farmers will be called within a short time.

Houghton—The Houghton Lumber Co., the incorporators of which are James Pryor, R. C. Pryor and J. C. Pryor, has been organized with a capital stock of \$50,000. A sawmill will be erected on Portage Lake for the manufacture of rough lumber. It is expected that the mill will be operated on an extensive scale and that sawing will commence about the middle of the summer.

Detroit—The creditors of the Detroit Boat Works will realize about 25 cents on the dollar. The receiver, the Detroit Trust Co., has filed a report showing that the Boat Works' debts amounted to \$25,643.84. There has been expended thus far by the receiver the sum of \$3,826.63, and the Detroit Trust Co. asks for \$1,200 for its services as receiver. The plant and all the property of the Boat Works brought only \$11,531.91 at receiver's sale.

"Michigan in Summer."

The Grand Rapids & Indiana Railway, the "Fishing Line," has published a 48-page book about the resorts on its line, and will send it to any address on receipt of a two-cent stamp for postage. Contains 280 pictures, rates of all hotels and boarding houses, and information about Petoskey, Bay View, Harbor Point, Wequetonsing, Oden, Walloon Lake, Mackinac Island, Traverse City, Omena, Neahawanta, Northport, etc.

"Where to go Fishing," two cents, will interest fishermen.

Summer schedule with through sleeping car service goes into effect June 22. New time folders sent on application.

C. L. Lockwood, G. P. & T. A., 64 S. Ionia St., Grand Rapids, Mich.

Dr. Anderson, of Columbia University, who has made a special study of starch foods and who has invented many of the preparations now in popular use, has hit upon another in the form of popped potatoes, which a company will soon put on the market. The potatoes are subjected to heat and pressure and pop exactly as corn does. The same thing can be done with balls of flour and water, converting them into biscuits as light as feathers. This is glad news for dyspeptics.

Austrian statisticians are worrying themselves over the causes of a falling off in the consumption of beer in the empire. In Lower and Upper Austria, Styria and the Tyrol, it is attributed to an exceptionally good grape season last year, which yielded an abundance of cheap wine. In Vienna an unfavorable labor market is held responsible for the decline, the working people having less money than usual to spend for drink.

The potato crop of the United States exceeds 225,000,000 bushels, yet Bermuda, Scotland, Germany and some other countries sell potatoes to America, which demonstrates that, no matter how much a country may produce, there are some articles in demand that must be supplied from elsewhere.

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 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.

Beet Greens—60c per bu.

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 per crate. South Carolina, \$2.25.

Celery—California Jumbo commands 80c per doz.

Cucumbers—50c per doz. for hot-house.

Eggs—Local handlers pay 13@14c, case count. Receipts are not so heavy as a week ago, but are liberal.

Figs—Five crown Turkey command 14@15c.

Green Onions—12c 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 \$3.75, Messinas \$4@4.25.

Lettuce—8c 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—Mediterranean Sweets command \$3.75@4; California Valencias fetch \$5@5.50; California navels have advanced to \$5@5.50.

Parsley—35c per doz.

Pieplant—2c per lb.

Pineapples—Havanas command \$3.25 per crate for 30 size; \$3 for 36 size; \$2.75 for 42 size. Fruit in barrels fetch 8@15c. Receipts are large and quality good. Floridas are so high in price that few have come to this market.

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

Potatoes—Dealers are moving their odds and ends on the basis of 40@45c per bu. New stock is beginning to arrive and will soon have the call.

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—15c per doz.

Spinach—50c per bu.

Strawberries—Home grown Early Mitchels are being marketed to-day on a basis of \$1.60 per 16 qt. case. The fruit is so full of water that dealers hesitate to purchase except to fill actual orders and shipments are made altogether by express, for fear the fruit will go down before it reaches its destination.

Tomatoes—\$3 for 6 basket crate.

Wax Beans—\$1.40 per bu. box.

Grand Rapids Retail Grocers' Association.

At the regular meeting of the Grand Rapids Retail Grocers' Association, held at the Board of Trade rooms Monday evening, June 2, President Fuller presided.

The honorary guest was H. J. Schaberg, Secretary of the Kalamazoo Retail Grocers' Association, who addressed the meeting at considerable length, urging the claims of Kalamazoo as a location for the sixteenth annual picnic. As usual, Mr. Schaberg was very exact in his statements, confining himself to facts and marshaling, one by one, the advantages Kalamazoo has as a place of meeting. He stated that the grocers of

Muskegon, Grand Haven, Lansing, Jackson, Holland, Battle Creek and Dowagiac had been invited to participate in the celebration and it was expected that representatives from all of these cities would be on hand.

On motion of Secretary Klap, the invitation was accepted, and President Fuller appointed an Executive Committee composed of Messrs. Klap, Lehman, Witters, Will Andre and John G. Gray, and a Programme Committee composed of F. L. Merrill, John Linde-mulder and H. F. Mull.

Mr. Schaberg stated that the Kalamazoo grocers had agreed to close Thursday afternoons during July and August, providing the dry goods stores would agree to change their closing time from Friday to Thursday.

A report from South Bend was received to the effect that the grocers there were moving in the matter of a half holiday.

J. Geo. Lehman suggested that the jobbers who sold cutters be labored with to desist.

Peter Lankester insisted that the cutters did not obtain their goods from city jobbers, but from Chicago and other markets.

On motion, it was decided to close the grocery stores on Thursday afternoons during July and August, beginning the second Thursday in July.

The discussion which followed the adoption of this resolution clearly disclosed the fact that there were several grocers who would not enter into the arrangement, although it was stated that of the grocers who had been approached only about one in twenty-five had declined to sign the agreement.

On motion, it was decided to issue large cards, to be distributed by the yeast companies, to be conspicuously displayed in the store windows announcing that the stores would be closed on the afternoons stated.

The question of admitting traveling salesmen as honorary members on payment of the regular fee was referred to a special committee composed of M. H. Barber, W. F. Empey and L. John Witters.

Inasmuch as the meat dealers have decided to hold their annual picnic August 7, it was decided to adopt the same day for the grocers' picnic and the committee having the matter in charge was instructed to attend the meeting of the meat dealers on Thursday evening of this week and endeavor to interest them in the Kalamazoo excursion.

There being no further business, the meeting adjourned.

Texas Tomato Crop Reduced One-Half.

St. Louis, Mo., June 2—C. D. Jarratt, of Dialville, Texas, who has been appointed the shipping and distributing agent for the large tomato growing association of Craft, Dialville, Alto, Rusk, Kilgore, Frankfort and Lewis Switch, arrived in the city last evening, and will make his headquarters here during the tomato and peach season. Mr. Jarratt states that the tomato crop in Texas is 50 per cent. below the normal yield; that while prospects looked very promising as late as two weeks ago, yet during the last ten days or two weeks, from various causes, the output has been reduced at least one-half. He states that the shipments will commence to move from his section about June 5, in carlots, and will continue thirty to forty days. All shipments of tomatoes from this section will be made in refrigerated cars. He says that they have never been troubled with the worms, as Florida tomatoes seem to be, and does not anticipate that trouble this season. Their tomatoes will be put up in four basket carriers and unwrapped, which is the same package used by Texas shippers heretofore. Miller & Teasdale Co.

Hardware Change in Hoosierdom.

Rockville, Ind., June 3—Ott & Boyd, dealers in hardware and agricultural implements, have dissolved partnership. The business will be continued under the style of the Ott Hardware Co., D. B. Ott having purchased the interest of W. J. Boyd.

The Grocery Market.

Sugars—There is nothing of particular interest in the raw sugar market this week. Holders are very firm in their views, but refiners are not inclined to make very heavy purchases and so but little business has resulted. The world's visible supply of raw sugar is 3,200,000 tons, showing an increase of 40,000 tons over May 22, 1902, and an increase of 950,000 tons over the corresponding time last year. There is a very active demand for refined sugar, stimulated somewhat by the continued warm weather. Stocks are very light and buyers are compelled to purchase quite heavily to supply their actual needs. The general impression is that prices will remain stationary unless the fear of a coal famine should cause refiners to make an advance in price.

Canned Goods—The canned goods situation generally shows but very few features and no changes of importance. There is a fair run of orders for almost everything in the line, which helps to keep the market in good condition, but there is little speculative buying. The situation on tomatoes is stronger, both for spots and futures. In some sections, owing to unfavorable weather, the farmers have been unable to put out plants and the season is consequently late. The demand for spot goods is very good, but stocks are almost completely exhausted and it is practically impossible to find any good-sized lots anywhere. There is a little improvement noted in corn, especially for the fancy grades. There is a moderate demand for peas, particularly for the fancy sifted grades, which are very scarce. From Baltimore comes the news that the percentage of small peas this season is far below the average and indications point to a scarcity of this size this year. The acreage allotted to peas is less this season than last, but as the yield per acre is expected to be greater than usual, the crop is expected to be an average one. The demand for gallon apples at previous prices continues good, with stocks being gradually reduced. There is a moderate demand for pineapple. Prices on the new pack are from 5@25c per dozen less than last year and the low prices have had a tendency to stimulate trade on this article. As stated heretofore, the crop is large and of excellent quality. The demand for salmon continues good for all grades. Prices are no higher, but the tendency is upward. Sardines are in better position. There is a good demand for ¾ mustards and, as stocks are low, holders are reluctant to sell freely.

Dried Fruits—Only a moderate business is doing in the principal descriptions of the dried fruit line. There is quite a good demand for prunes of nearly all sizes, 50-60s, 60-70s and 70 80s selling better than the small sizes. The situation on raisins is practically unchanged. Loose muscatels are firm at quotations and seeded are meeting with a very good demand at unchanged prices. Apricots and peaches show no new features, but meet with a good steady demand at previous prices. Dates are strong and in good position. Figs are strong and, as stocks are very light, will probably do better in price soon. Figs are strong and in light supply with good demand.

Rice—The rice market is firm, with good trade, especially for the lower grades of domestic, for which the tendency of prices is firmer. Most holders have confidence in the future and showed no anxiety to sell. The situation

is reported as very favorable. The movement to date is phenomenal. With the supply far below normal and a continuance of an active consumptive demand the market will be bare of stock before any large quantities of the new crop arrive on the market.

Teas—Trade in tea is light, buyers still adopting the hand-to-mouth policy in making purchases. The demand is chiefly for low medium grades of green teas, for which steady prices are obtained. Black teas, however, show a slightly weaker tendency.

Molasses and Syrups—Nothing of special interest has occurred in the molasses market and trade is slow, being restricted by warm weather. Although sales are light, they are considered of a satisfactory volume, considering the time of the year. The corn syrup market is stronger and prices show an advance of 1c per gallon on barrels and 6c per case on cans.

Fish—Trade in fish continues very quiet. There is, however, a little interest shown in mackerel at unchanged prices, but everything else in this line is dull.

Rolled Oats—The rolled oats market is weaker and prices show a decline of 15c on barrels and 10c on competitive cases.

Hides, Pelts, Tallow and Wool.

Light hides are lower in value. The market is held strong on heavies, with few to be had of any grade. Few are wanted, however, at the high value. Most offerings are of poor quality.

Pelts are in good demand and sell readily at fair value. Shearlings are in good demand, while wool skins are in light offering.

Tallow is easier for soapers' stock. There is a good demand for prime or edible, with no accumulations.

Wools are very quiet East. Sales foot up some larger and no concessions are made to sell, although the volume is small. Prices West of the Mississippi have been far above what can be realized East. Speculation has entered into it so largely that it influences prices in the States, where values have crept up to a point where Eastern buyers hesitate. Wools are strongly held in second hands, with an occasional sale at remunerative prices. The bulk, however, is held at too high values to go out readily.

Wm. T. Hess.

The Boston Egg and Produce Market.

Boston, June 2—Receipts of eggs have increased during the past week, but notwithstanding this fact the market is still firm and unchanged. Finest Northern stock sold last week for 18c. There is considerable buying for storage and a strong demand for consumption. All eggs are beginning to show more or less heat, even those from most Northern sections, but stock seems to clean up well and meets with ready sale at the quotation. Receipt of butter are increasing and the quality has improved greatly over two weeks ago. Most of it is going into the storage, and the demand for current use seems very light. The market is firm at 23c.

Smith, McFarland Co.

Chas. E. Tallman has sold the Western Beef and Provision Co., 71 Canal street, to Lester B. Markham and Walter Scott, who will continue the business under the same style. The transfer occurred May 30.

Aaron Brondyk has purchased the grocery stock of J. K. Wormnest, dealer in groceries and stoves at 90 Grandville avenue.

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

Clerks' Corner.

The Serious Menace of Dishonest Salesmen.

We are requested from time to time to write articles on dishonesty among clerks in furnishing goods stores. Judging from the reports which we receive, peculations are by no means infrequent. It follows that many thefts go undetected, and that in some establishments it would be necessary to take daily inventories, almost, to detect the losses and set in motion some scheme by which the culprit could be apprehended. It is not so very long ago that a number of the leading retailers in New York City met in "star chamber" session at a hotel. They discussed ways and means for correcting the evils in question. One of the gentlemen present, a merchant of long standing, said that losses of goods in the neckwear and collar stocks were considerable. Others spoke of the abstracting of such garments as white vests, smoking jackets, etc. The "pinching" of jewelry was, another merchant declared, an everyday offense. It transpired that dismissals for dishonesty were frequent, that it was not an uncommon thing for a clerk who had been dishonest, and discharged, to obtain a situation in some representative house within a very short time after dismissal. Such miscreants apparently make the rounds. This to some people will seem remarkable, until it is reflected that a clerk discharged for dishonesty from Smith & Co. may, on applying to Brown & Co., quote Smith in reference, knowing that Smith will not "give him away," for fear that he, the applicant, may in turn have some things to say about Smith and his methods of doing business.

This point came out at the meeting in question. What appeared to be wanted was an organization by which information would not be a matter of volition, but obligatory, so that each member of the organization should feel in honor bound to tell, or at least to indicate, that the clerk enquired about had committed this, that or the other offense, or had been discharged under suspicion—in other words, to give the necessary information in such a way that the respondent merchant might not in any event be held liable for scandal.

One gentleman thought that it would be rather a delicate matter to accuse a clerk of stealing when there was nothing more than circumstantial evidence against him. This point led to the remark that a code might be formulated so that no merchant would actually accuse a clerk on reference when there was only suspicion, but might respond, "We found it, in our judgment, to our best interests and for the discipline of the store or department that such party, i.e., the applicant enquired about, be requested to resign." The very vagueness of the response would indicate, it was thought that, while nothing positively could be charged against the clerk, he could not be recommended very highly so far as his moral qualities were concerned. Where clerks are discharged for insubordination or incompetency the matter of meeting enquiries is not so difficult, because the response would be very simple. "He was not the kind of a man we wanted," for example. Where clerks who are not particularly capable men have been "laid off" because of dull business, the response one man at the meeting suggested might be, "We didn't suspend So-and-So for any actual

shortcomings or defects. He is what we would regard as a fairly competent man." Or the response might be that, "While we laid So-and-So off because of dull business, we were not altogether at any time satisfied with his abilities. He might, however, succeed in a store where the discipline and systems were less trying than they are with us, etc., and so on."

In other words, the discussion at the meeting was in the direction of an interchange of information along unbiased lines, given in full confidence with a guarantee that each merchant in the organization would do his utmost to protect the others against the impositions of dishonest or irregular clerks. This meeting adjourned and we have yet to learn that anything was consummated.

Shortly after its adjournment one of the most active outfitting dealers in New York said to the writer: "It is a pity that the organization did not go through, for we are really at the mercy of chaps with a leaning toward larceny. It is a very difficult thing to get at the history of an applicant for a position, especially when you are taking on extra men at such periods. For instance So-and-So may be released by Silas, Goodman & Jones because of business depression. He goes from there to Smith, Brown & Co., and by them is discharged for dishonesty. In the course of time he applies to Kitter & Kingfish and when asked where he has been employed he says Silas, Goodman & Jones and gives them for reference. The interregnum between the time that he left S., G. & J., and worked for S., B. & Co., he says that he spent at home with his mother or his father, or in a hospital—that is, he does not mention S., B. & Co. at all, and there being no way in which S., B. & Co. can notify Kitter & Kingfish, that is, there being no bureau for interchanging information, the fact that he was discharged for dishonesty does not transpire."

Another point mentioned, by the merchant quoted, was that there seems to be in many instances an understanding between the discharged clerks and employers, when the amount of the theft is not sufficient to warrant prosecution, that if the clerk promises to lead a decent life the employer discharging him will not say anything about the offense, so that it sometimes happens that a dealer will recognize, without comment, in another dealer's store a clerk who has been discharged by the first dealer for theft. Now, if it became obligatory for the members of the projected association to report on all cases of dishonesty and serious offenses, why it would not be so easy for offending clerks to obtain employment and it would raise the standard of honesty and general good character among them. It was suggested to the writer, in view of the interest which the meeting had aroused, that he talk with the various dealers about town and get their views on reviving the interest in such an association and incidentally ascertain whether another meeting had not better be called.

Adopting this suggestion, the writer found it was almost impossible to get any dealer to sacrifice the time and interest necessary to keep an association of the kind going. Every man seemed to think that some other man had more time than he had, so the association, so far as the present writer knows, is not likely to be formed at any very early date. There is one thing sure, however, and that is that the systems for preventing dishonesty in the retail stores

PINEAPPLES

Are now in great demand owing to the scarcity of other fruits. The supply of this delicious fruit is larger and prices lower than in several years. We are the largest receivers in this market. Send us liberal orders. We are headquarters for New Cabbage, New Potatoes, Tomatoes and all home grown and Southern garden truck.

THE VINKEMULDER COMPANY

14 AND 16 OTTAWA ST.

GRAND RAPIDS, MICH.

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.

Wagemaker

Letter Filing System
Free to You for a 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.

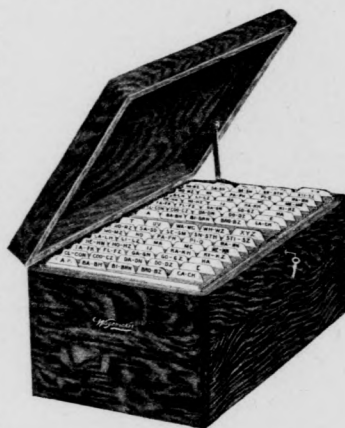
This tray has a capacity of 5,000 letters, or equivalent to about ten of the ordinary flat letter file drawers, and may be used to excellent advantage by small firms or offices having a small business to care for. Larger firms desiring to know something about this new and coming system of vertically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

You need not send us any money—simply pay the freight charges—and at the end of thirty days' trial, if you are perfectly satisfied with the sample tray, send us only \$7.90 and keep it. If you are not satisfied with the tray for any reason, simply return it to us and we will charge you nothing. If you send us \$7.90 with the order we will prepay the freight charges to your city.

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

The Wagemaker Furniture Co.,

6, 8 and 10 Erie St., Grand Rapids, Mich., U. S. A.



The "Imperial"

100 CANDLE POWER
GRAVITY GASOLINE
LIGHT

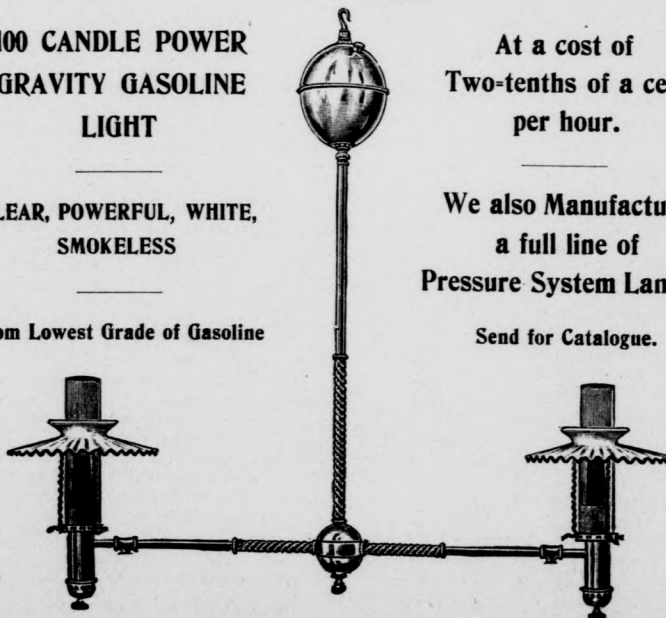
CLEAR, POWERFUL, WHITE,
SMOKELESS

From Lowest Grade of Gasoline

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

We also Manufacture
a full line of
Pressure System Lamps.

Send for Catalogue.



The Imperial Gas Lamp Co.

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

are far from complete and the sooner something is done to correct this evil the better it will be for everybody except those employed in the detective business. Recent store systems, such as cash carriers, checking up slips, and so on, have reduced, of course, the matter of stealing money, but theft of goods goes on merrily. We may not be able to suggest remedies, but we can urge co-operation.

One of the systems adopted by a firm of retailers handling all the lines of men's apparel is worthy of mention in connection with the subject of store management. The firm in question is not unique in this. Other houses follow the same plan. Those who do not might find it advisable to consider it at least. Every salesman employed by the house in mind has a book in which each sale made must be recorded by him. His items must correspond with those entered on the books in the main office. Each salesman has a number. Every morning the individual books are gone over and each sale recorded. A salesman is informed at the end of every month what his sales have amounted to for the term and also for the corresponding period of the year before, and every twelve months he gets a yearly report, with past year comparisons, so that he, the salesman, knows exactly where he stands, whether he is going back or forward. He also knows that the house is thoroughly posted as to his performances, past and present. And upon this information is predicated his success.—Apparel Gazette.

Some Essentials of Good Salesmanship.

The two most telling qualities for successful salesmanship, from my point of view, are cheerfulness and politeness. The former is usually inborn although with the large minority it can be assumed. The latter, combined with cheerfulness, counterbalances any tendency that may evince itself toward an inclination to over-intimacy. The biggest cross-patch is attracted by his opposite, while the jolly man certainly appreciates the man of happy disposition every time.

I never engage a man by the week or month. I tell him, "Your salary, on trial, will be so much a day (naming the salary I pay all my good clerks), and if you wish to remain on trial until I decide to give you permanent employment, you may begin (after I look up his reference). If you suit me I want to keep you as long as I can; if you do not, I want to get rid of you as soon as I discover that I do not need your services. You have nothing to lose, because I pay you the highest salary while on trial. If you suit you can be on trial ten years, for all I care."

This arrangement always suits the cheerful man, who knows his business. The would-be clerk who shows any hesitancy at my proposal is told at once that I can not use him. Of course, there are many other requisites to good salesmanship, but your journal has gone over the ground so often that I do not want to waste your time.

There is one point I would like to mention, however, and that is, my encouragement to have clerks read trade papers. The clerk that does not do this will soon be a back number. I am free to tell you I know very little about clothing, but I always leave my bad humor on the piano before I leave home.

John T. Wright.

The wise man is recognized by his inability to explain everything.

Shortage in the First Crop Japan Teas.

Chicago, May 26—The conditions of the Japan markets are so exceptional that we deem it of sufficient importance to bring the facts, so far as at present known, to your notice. Prior to April 10, report from the tea growing districts were very favorable to the growth of the new leaf, but on that date a strong wind set in, accompanied by an unprecedented drop in the temperature to below freezing, which withered many of the young shoots, thus causing an irreparable damage to the first crop.

About the first of the month a few arrivals reached Yokohama and were taken at a little over last year's costs. Supplies to follow these, however, came on very slowly, with the information that the injury to the young leaf was greater than had been looked for and that a shortage of 20 per cent. was anticipated in the first crop.

When it became clear that the reported shortage was likely to prove a serious fact, the markets naturally advanced rapidly, until rates have apparently settled down to something like 3c over last year's costs, with only moderate assortment to be had at these figures.

Our latest information is to the effect that the shortage in first crop leaf is likely to approach 30 per cent., but, assuming that the same will not exceed 25 per cent., it may be interesting to study what effect this would be likely to have on our market.

Last year's shipments amounted to 38,000,000 pounds, of which about 21,000,000 pounds were first crop teas. Presuming a shortage of 25 per cent. in this, we should have a deficiency of about 5,250,000 pounds, and while part of the same might be made up by a larger supply of second crop leaf, we should still have the full decline in all high grade teas.

On comparing the figures with last season's importations, it must not be forgotten that these latter were short of the year preceding by nearly 2,000,000 pounds.

The total importations into this country and Canada for 1901-1902 were 36,000,000 pounds, 37,816,000 pounds for 1900-1901, while for the year preceding the imposition of the duty the figures were 43,660,000 pounds.

The supply of tea now in this country is, without doubt, the smallest for many years past, and so far as Japan is concerned, we are satisfied that the consumption for the past twelve months has been larger than the importations.

A conservative estimate of the consumption of Japan for this continent, after the repeal of the duty, would be 38,000,000 pounds, while it is certain we can not look for a total supply of over 33,000,000 pounds to 34,000,000 pounds for the season commencing.

Should these estimates prove to be reasonably reliable, present costs may eventually look very moderate.

Hellyer & Co.



**Imported
KOBE
JAPAN RICE**
BLUE PAPER LINED POCKETS

Acme Folding Basket Holder



Brings high prices for your vegetables because they are UP out of the dirt and away from the dogs. Folded and out of the way when not in use. Vegetable and fruit display. Made by

**Hirst
Manufacturing Co.**
Holly, Mich.
Sold by grocers and wood-
enware Jobbers.

The John G. Doan Company

Manufacturers' Agent
for all kinds of

Fruit Packages

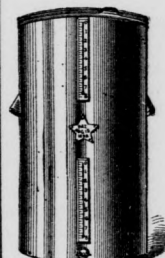
Bushels, Half Bushels and Covers; Berry Crates and Boxes;
Climax Grape and Peach Baskets.
Write us for prices on carlots or less.

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

FREIGHT TRACERS

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

BARLOW BROS., GRAND RAPIDS, MICH.



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.

All Kinds
of
Solid

PAPER BOXES

All Kinds
of
Folding

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

GRAND RAPIDS PAPER BOX CO.
GRAND RAPIDS, MICHIGAN

Box Makers

Die Cutters

Printers

OLD RELIABLE B.L. CIGAR
ALWAYS
BEST.

LUBETSKY BROS. DETROIT, MICH. MAKERS

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

Cash Register Paper

Of all kinds. Quality best. Prices guaranteed. Send
for price list. If in need of a Cash Register address

Standard Cash Register Co., Wabash, Ind.



Devoted to the Best Interests of Business Men

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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 advertisement in the Michigan Tradesman.

E. A. STOWE, EDITOR.

WEDNESDAY, - - JUNE 4, 1902

STATE OF MICHIGAN ss. County of Kent

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

I am pressman in the office of the Tradesman Company and have charge of the presses and folding machine in that establishment. I printed and folded 7,000 copies of the issue of May 28, 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 thirty-first day of May, 1902.

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

THE ANGLO-SAXON MYTH.

Those who loudly proclaim that an Anglo-Saxon civilization is overcoming the world, and who proudly count themselves members of this grand army of conquest, are at little pains to ascertain the accuracy of the term as applied to the Britisher of to-day and his racial relatives and descendants. To be exact, people who possess so much as a reasonable hypothesis of the Anglo-Saxon blood form an insignificant fraction of the English-speaking races and to accredit to these the noble achievements and progress of the latter is to rob another primitive people, no less valiant, capable and even more tenacious, of its due.

Such thoroughgoing and painstaking historians as Green and Freeman have done battle royal against the misconceptions which prevail on this subject, but so persistent are those who uphold the fiction, so firmly entrenched in the public mind is the idea that the Englishman is of necessity Anglo-Saxon, that it becomes necessary from time to time to review the facts which have a bearing on the case.

At a meeting of the British Statistical Society, in 1879, it was conclusively shown that of the 32,000,000 people who then made up the population of England, Scotland and Ireland 2,250,000 still used some form of the Celtic language. Moreover, there are 7,000,000 acknowledged Celts still dwelling in virgin Celtic countries, untouched by Teutonic civilization. In addition it is authoritatively stated that there are nearly 6,000,000 of unquestionable Celts living in England or the Lowlands and passing as Englishmen or Lowlanders. Geographically put, Great Britain may be said to have a comparatively pure Teutonic belt on the east and south, an intervening mixed belt just beyond the central ridge, and a comparatively pure Celtic belt in the west and north as well

as in the greater part of Ireland. The philologist has observed that all of the large towns of England, and especially London, have in their directories a notable proportion of Celtic names, although many of their owners do not suspect their origin. Grant Allen, who has given this subject long and patient study, observes:

It is common to speak of the Anglo-Saxons as the great colonizing race, but when we look at the facts such pretensions will not for a moment hold water. It is the Celt who colonizes. By far the largest number of Canadians are of Irish, Highland Scotch, Welsh or Breton extraction. Examination of directories and other lists of names convinces me that the same is the case with Australian and New Zealand colonists; so that the great Anglo-Saxon race whose energy spreads it over every part of the world, may be regarded as an ingenious myth. Even in England itself colonists go rather from the Celtic western half than from the Teutonic east.

Mr. Allen sums up his conclusions by declaring that a small body of Teutonic immigrants descended sometime about the fifth century and onward on the eastern shore of South Britain. They occupied the whole coast from the Forth to the Isle of Wight, and spread over the country westward as far as the central dividing ridge. Although not quite free from admixture with the aborigines, even in this limited tract, they still remained relatively pure in this their stronghold, and they afterward received a fresh Teutonic re-enforcement by the Danish invasion. Westward of the central line they conquered the aborigines, upon whom they imposed their language and laws, but whom they did not exterminate. During the Middle Ages the English formed by far the most powerful body in Ireland, imposing upon it their name and language, but since the rise of the industrial system the Celts have easily recovered their numerical superiority and have crowded into the towns and seaports, so that only the rural population in certain districts remains Teutonic. Out of Britain, in the colonies, the Celts have it all their own way. Although the British nation of the present day is wholly Teutonic in form, it is even preponderantly Celtic in matter.

The shock that may come to the average Englishman with the discovery that he is not English, but a being of mixed blood, like all whose native heath has been the battle ground of different races, may be in some degree softened by the further reflection, courteously put by one who takes pride in his race irrespective of its origin, that the Celtic element in England has done much to differentiate the national character from that of the slow and ponderous Continental Teutons.

Mayor Low, of New York, was unable to address the Rochambeau party in French. He spoke in English at the dinner tendered to them, explaining that he had found himself in the position of one of his countrymen who went about Paris asking what the French for eau de vie was. "I know what I want to say," said the Mayor, ingratiatingly, but I don't know how to say it."

Indians out in Kansas who were given lands in severalty and speedily lost them, have astonished the white folks out there by asking for work and manifesting great satisfaction in earning \$1.25 per day. The opinion is gaining ground that Uncle Sam ought to have tried the "work cure" on the Indians years ago.

ELEMENTS OF NATIONAL POWER.

In an address before the Manufacturers' Club, of Philadelphia, Hon. O. P. Austin, Chief of the United States Treasury Bureau of Statistics, declared that this Republic has, more than any other of the world's great nations, those elements of power that are required to enable it to hold supremacy and control.

These elements are food, clothing, heat, light and material for the supply of all other articles of use in the way of manufactures. Of all these the Great Republic is the world's largest producer. The principal articles of food are breadstuffs and meats, and of wheat the United States produces more than any other country, and of corn more than all other countries combined, while of meats it is also the world's chief source of supply. For clothing the article of largest requirement is cotton, and of this the United States produces more than three-fourths of the world's supply. For heat, coal is the greatest requirement, and of this the United States is now the world's largest producer and our supply exceeds that of any other country, while for light our production of petroleum furnishes a larger quantity of refined illuminating oil than that of any other nation. In manufactures the United States is also the world's largest producer, the value of our manufactures being nearly double that of the United Kingdom, and nearly equal to that of France, Germany and Russia combined.

This commanding position in the world's commerce is, in Mr. Austin's opinion, likely to be retained by the United States. The power of production shows no signs of abatement, while we may reasonably expect that the development of science and invention and the application of American energy will still further reduce the cost of production and transportation. This high standing of the United States as an exporting nation will, Mr. Austin said, be welcomed by the commercial world rather than antagonized, as has been intimated and feared in certain quarters. The commercial world buys the products of our fields and factories because it requires them for daily use, and because it can obtain them more readily and cheaply from the United States than from any other part of the world.

Suggestions of the exclusion of American products of the field or factory seem scarcely likely, in Mr. Austin's opinion, to be realized. The effect of the refusal of Europe to purchase from the United States any of the great articles of which we furnish so large a proportion of the world's supply would be to cause an advance in the price of those articles in other parts of the world. The United States supplies one-fifth of the wheat entering into international commerce, three-fourths of the cotton, and practically all of the corn, while our proportion of the meat supplies of Europe is also large. To thus eliminate our production from the world's supply of these great articles of daily requirement would be to cause an advance in the prices of the limited supplies which could be obtained from other parts of the world. Hence, in these natural products it may be expected that the demand will continue indefinitely, while the fact that the United States in 1901 sold to Europe alone more manufactures than they had ever sold to the entire world in any year prior to 1895 shows the progress that American manufacturers are making in Europe, the great manufacturing center of the world.

If actual figures are needed to back up these statements, they can be had in the official statistics of the Treasury Department. It is only necessary to go back through the last quarter of the century just closed to gain some idea of the enormous development in productiveness exhibited by this great country with its vast extent, its fertile lands, its immense virgin forests, its enormous and practically unlimited mineral resources, its great navigable rivers and its thousands of miles of coast line fronting on three seas and indented with innumerable bays and roadsteads and harbors offering unparalleled opportunities for commerce with the whole world. Returning to Mr. Austin's figures, it is seen that, following the construction of the first transcontinental railway line, which was completed in 1869, came the extension of other lines through the great Mississippi Valley and the South, and this resulted in the opening of the great agricultural, forest and mineral areas, whose natural supplies have made this the greatest producing country of the world, while the multiplication of railways facilitated the assembling of these natural products for us in manufacturing. As a result, agricultural production has doubled, and in many cases more than doubled, and the value of farm products increased from less than two and a half billions of dollars in 1870 to about four and three-quarter billions in 1900.

In products of manufacture the increase has been even more rapid. The production of coal, a prime necessity in manufacturing grew from 33,000,000 tons in 1870 to 290,000,000 tons in 1901; pig iron, from less than 2,000,000 to over 13,000,000, and steel, from less than 70,000 tons to over 10,000,000 tons. Meantime, the railways had grown from 52,000 miles in 1870 to practically 200,000 miles at the present time, and rates for rail transportation have fallen to about one-third the rates of 1870. The result of all this is that the United States has become the greatest exporting nation in the world, having risen from fourth place in 1870 to first place in 1901. The value of our exports during that time has practically quadrupled, the figures having been, in 1870, \$393,000,000; in 1901, \$1,487,000,000.

Meantime, imports have scarcely doubled, the import figures being, in 1870, \$436,000,000; in 1901, \$823,000,000, the per capita of imports having fallen from \$11.06 to \$10.58, while those of exports increased from \$9.77 to \$18.81.

The only other requisite to complete this wonderful showing of all the elements of world power is a sufficient population. That is certainly not lacking in nearly eighty millions of people, the most ingenious, industrious, energetic and enterprising in all the arts of peace, and in war the bravest and most resourceful. Here, in a generosity and splendor of endowment never before paralleled in the whole history of the human race, are all the elements of the greatest national power. The destiny of a nation possessing such unexampled resources must be grander than anything ever realized before, because no other nation ever possessed such elements of material power.

Who says that a humorist can never hope to be taken seriously? Mark Twain is to receive the degree of LL. D. from the Missouri State University.

The merchant who uses advertising space because his competitor forces him to seldom makes advertising pay.

MEN OF MARK.

Chas. W. Garfield, President Grand Rapids Savings Bank.

Hon. Chas. W. Garfield was born at Wauwatosa, near Milwaukee, March 14, 1848. The family had removed from Genesee county, N. Y., but their original home was in New Hampshire.

When Charles was ten years old, the family moved to Grand Rapids, settling upon the Burton farm, just south of the city. Charles pursued the usual routine of the farmer boy—working on the farm and attending school alternately—and, in addition, teaching school during his vacations. He entered the high school when he was 17 years of age and, although he was not graduated, he practically completed the course in one year.

In 1868 he entered the State Agricultural College as a sophomore, being graduated in 1870, working his way through by teaching school.

On leaving school his health being seriously impaired—in fact, his poor health has always been more or less a check upon his ambitious plans—he spent a year with a nursery firm in Painesville, Ohio. At the end of that time he returned to Grand Rapids and engaged in the growing of nursery stock. Owing, however, to the severity of the winter, the venture failed, leaving Mr. Garfield considerably in debt. He was offered and accepted a position—on a small salary—as foreman of the gardens at the State Agricultural College, and soon after was offered the position of Secretary of the State Horticultural Society. A third position was added to these—the management of the farm department of the Detroit Free Press.

He held these positions until 1877, when the death of his father called him back to the homestead, which he has made his permanent home. He was a member of the State Board of Agriculture until 1885, when he was compelled by failing health to abandon his congenial work. In the same year he was elected Secretary of the State Pomological Society, which position he held many years.

Mr. Garfield is a most energetic worker and gives much time to causes that bring no financial return. There is probably no public man in Michigan who has done more for his State, and especially for the farmers of the State, than he. His interest in horticulture has been most faithful and unselfish. It has also been a studious and intelligent interest. His reports of the transactions of the State Horticultural Society comprise several valuable volumes. His addresses show not only careful and scholarly preparation but a scientific knowledge of his subject, and also practical suggestions for improving existing conditions.

While on the State Board of Agriculture, he was on the Farmers' Institute Commission and drafted the bill creating the Institute as it now stands. He also assisted in drafting the Forestry Commission bill, and has done the State and the cause of forestry yeoman service in creating public sentiment on this subject, keeping everlastingly at it until he has seen the efforts of years crowned with success by the adoption of his plans and the acceptance of his ideas. A less patient and persistent man would have given up the work in disgust, but Mr. Garfield continued with unfailing courage and undaunted faith until he brought the people around to his way of thinking.

He was a member of the State Legis-

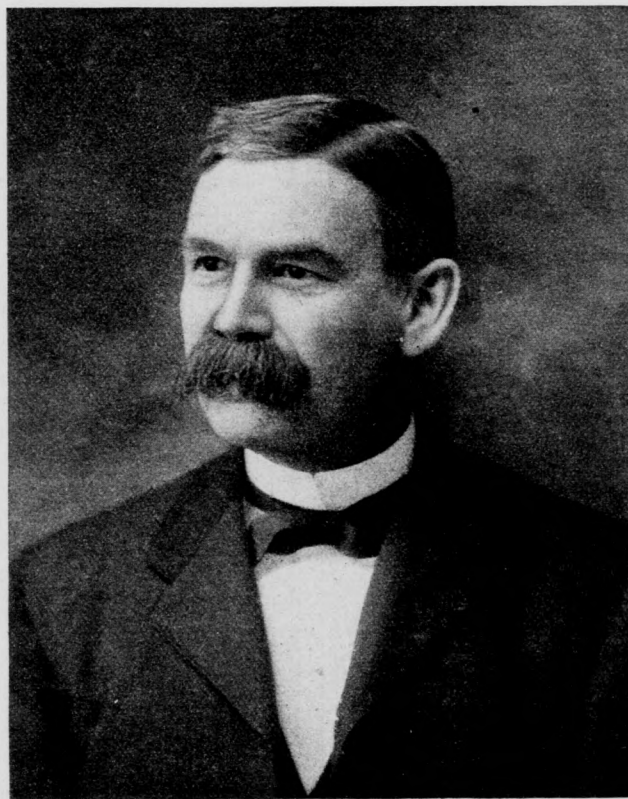
lature in 1881, and he rendered excellent service in connection with enactments in the interest of rural affairs. He has the honor of having been the founder of Arbor Day—a day which promises to be quite generally observed throughout the United States. For many years he was a member of the governing board of the State Agricultural College, and is a member, also, of the National Park and Outdoors Art Association, which meets annually, this year in Washington, D. C.

In addition to his duties and interests in horticulture, Mr. Garfield is engaged in many business enterprises in the city. He is President of the Grand Rapids Savings Bank and director in many other organizations.

Burton Farm, which is one of the most attractive places in the county, is especially noted for its beautiful and extensive tree growth, and is exactly the kind of home that one would expect

delightful homes by bringing into them the refinements of education and about them the attractiveness of modern horticulture will be the foundations of Michigan's future prosperity. We shall frown down all attempts to deceive people by leading them to think that we have a country in which capital and hard work are not the price of success; but we shall ever be ready to prove that a judicious expenditure of money and labor, under the guidance of knowledge and good taste, will lead to the acquirement of possessions so attractive as to secure to the owners the highest satisfaction of living.

As can well be seen from this brief sketch, Mr. Garfield is a man who gives careful attention to his business interests and at the same time has given much of his life in helping his fellow man to make farming not only an industry but an art—to help the farmer in such a way that his occupation may be not only a source of income to him but an education and a pleasure and a comfort.



of a lover of trees and a close student of the best scientific care of them.

Mr. Garfield's pleasure lies not so much in making money, although he is recognized as one of the most conservative and successful business men in Grand Rapids, as in developing everything in rural life that tends to add pleasure and attractiveness to such a life.

We may best illustrate his views by quoting from an address of his delivered before the Michigan Horticultural Society in 1884:

I believe that Michigan, so far as products and manufactures are concerned, is sufficient unto itself; that it is most emphatically a State in which to build homes: independent, attractive homes, in which is engendered a spirit of rest and satisfaction that gives permanence to population and continuous prosperity to the inhabitants. It is very largely to the cultivation of horticulture in our State that we have these conditions so largely developed. Small farms that are readily converted into

How Convicts Kill Time.

It is at once interesting and pathetic to go through the cells of a penitentiary and to note the objects which, with tedious pains, the prisoners have made to while the time away. Here a mantel will be hung with a lambrequin, elaborately fringed, the fine knots and delicate patterns of the threads comparing with the work of the French lace makers. The lambrequin is of an odd blue hue, and the visitor is told that it is made of an old pair of prison trousers. On a little gilt bracket is a small stuffed animal. The bracket, so delicately turned, is of newspapers pasted together and gilded, and the animal is a rat caught in a home-made trap, stuffed with rags, and with pieces of chewing gum, colored with shoe blacking for its eyes. A wall is completely covered with a really artistic decoration of reeds, on which are perched at least 200 birds, each accurately colored and drawn. There are also numberless checkerboards and sets of chessmen that, in the delicacy of their inlay work and the intricacy of their carving, would do honor to the craftsmen of the Orient.

Maintaining a Bulletin Board in the Store.

Many merchants claim that it is difficult to put advances on goods in effect.

When they mention an advance the farmer takes it for granted that this is a new plan by which they are attempting to defraud him—at least some farmers do.

Rather than create this impression and its consequent loss of business many merchants prefer not to make the advances until they have become generally known throughout the community and some other dealer has paved the way.

This is especially true where the merchant has a stock of goods on hand bought at a lower than the market price.

The public very soon knows when a thing has declined in value and they are quick to take advantage of the decline, necessitating that the merchant should sell at a loss frequently. It is just as fair that the merchant should advance the price when an actual advance occurs and this extra profit will even up the losses that he frequently sustains.

How to put the advance in effect? That seems to be the question.

As was advocated in a previous article in this publication the merchant should keep in close touch with local events and should endeavor to have his local editor aid him in this respect.

And supplemental to this he will find that if he has room for a large bulletin board in the interior of his store it will be an attraction.

On this bulletin board from time to time comic pictures from the leading humorous papers may be posted to furnish an additional attraction; jokes that are new and attractive may also be given prominence, and the entire effort of the merchant using this means should be to keep it in the public eye.

To inform his trade the merchant should clip articles relating to market conditions and advances and declines from his trade papers and from the daily papers and should give them all the prominence possible.

If he has secured a line of goods which are the vogue in the cities, but which are being introduced in his community for the first time, an article from a trade paper or a daily publication telling about their prominence will be of great advantage to him.

It will surprise most merchants with what avidity the farmer trade will read these articles thus clipped.

It must always be understood that the merchant has advance information concerning styles, prices, conditions, etc., which the farmer is not likely to secure until some time afterward.

And this information frequently is given greater credence by the farmer when coming to him in printed form than when imparted by word of mouth.

The farmer is suspicious of all statements but those he can see and reason out for himself and think over, and this is the cause for this feeling on his part and is only another reason why the bulletin board, containing clippings from authentic sources will be of interest to him and why its statements will be generally accepted.—Commercial Bulletin.

What's in a Name?

Down Towne—I hired a new typewriter this morning.

Upson Downe—Why, where is she? I don't see her around.

Down Towne—When I learned that her name was Simmons, I fired her.

Upson Downe—What for?

Down Towne—Why, do you suppose I want my letters signed "per Simmons?"

Clothing

News and Gossip Relative to Retail Haberdashery.

The retail haberdasher has since a month ago experienced a period of prosperous business and can certainly find little if any fault. Every department has shared in this, from hats to hosiery, although it may be said that lightweight underwear is not yet quite in season; it is in the South, however, and good quantities of it have been sold here. The weather for the most part has been good, warming up quite pleasantly in the middle of the day, and the sharp wind that characterized the earlier part of the season, and Saturdays in particular, showed excellent results.

The retail haberdasher has some grounds for complaint in regard to shipments of certain of his goods, including underwear and hosiery, although in regard to the latter shipments are not much behind, the chief difficulty being the fact that hosiery for men has been selling considerably better than usual, stocks have gotten low, and it looks as though the regular time for shipments would be too late for the merchants and might cause considerable embarrassment. A check has been put on the retail trade of the West, where cold storms followed the hot spell of middle April, but it had a good start, and the merchants feel quite encouraged in regard to the season.

The retail haberdasher is now beginning to show his warm weather goods, printed twills, soft washable silks and cottons. Stocks are beginning to make their appearance in these various goods, and from all indications this season promises to show a banner business in these goods. As yet it is far too early to decide what styles, patterns or colors will prove most popular. We see in all windows, except most exclusive haberdashers, various styles of cravats made up, or partly made up, to be worn with the highbanded turn-down collar; many of these are made on shields ready to fasten to the collar button, but the tie remaining to be tied up by the hand. Others are entirely made up and ready to slip on. Efforts have been made with all of these to come as near as possible to the hand-tied effect.

So far as designs or patterns in the summer cravats go, the general tendency is for the most part towards simplicity; no matter how many colors are used in forming the design the effect of the whole is simple and neat. Nevertheless, it is right here that we see more freak effects than anywhere else. In shapes there is little of this to be seen, but in

silks and silk patterns there is more. This seems to be the only field which the manufacturers are trying for very novel effects. Among the new shades, and one that promises to be popular, is the khaki or buff silk, and as it may be worn with quite a variety of other colors, it will undoubtedly prove popular. It is particularly effective with reds and blues, and of course with greens, and consequently will undoubtedly be popular for outing stocks.

As for shapes, the four-in-hand of moderate width and bat wing ties will undoubtedly be the prevailing shapes, although in each there will be a great many variations. The retailer has certainly his choice in regard to stocks, for nearly every manufacturer is making something of this sort this season, and the retailers have bought, according to the manufacturers, more than ever before. We may expect to see on the links and in the fields a great variety of shapes and styles.

In regard to collars, we can only write what we have said in previous issues, that the retail trade has been good this spring; all styles have been in demand that have been made, but even now the tendency for business and general daylight wear is very strongly in favor of the medium banded turn down collar. Straight fronts, of course, for formal evening wear and wing collars for semi-dress. Sales have been satisfactory and the retailers have no fault to find with the deliveries, for the manufacturers as a rule have stocks on hand of all styles and sizes from which to fill orders the day they are received. The retailers are placing orders for good quantities of the banded collar running from 1½ to 2½ inches in height. Both round and square corners are popular, with a preference for the former. The retailers do not believe that any collars of any extreme height will be wanted, neither do they believe that the very low shapes will be in any particular demand, but that they will all run to moderation.

The retailers have practically their entire line of summer shirts in stock, and negligees are selling already in a very satisfactory manner. Of course, this has become an all year around style with many men who are considered good dressers, and there is no reason why it should not become accepted as a proper style for business in winter as well as summer. As for stiff bosom fancy shirts, practically everything is in vertical stripes, although there is quite a representation of small fancy patterns. One or two of the haberdashers of New York devoted to the most expensive trade

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.

Fall Line of Ready Made Clothing

for Men, Boys and Children; every conceivable kind. No wholesale house has such a large line on view, samples filling sixty trunks, representing over Two Million and a Half Dollars' worth of Ready Made Clothing. My establishment has proven a great benefit, as dozens of respectable retail clothing merchants can testify, who come here often from all parts of the State and adjoining states, as they can buy from the very cheapest that is made to the highest grade of goods. I represent Eleven different factories. I also employ a competent staff of travelers, and such of the merchants as prefer to buy at home kindly drop me a line and same will receive prompt attention. I have very light and spacious sample rooms admirably adapted to make selections and I pay customers' expenses. Office hours, daily 7:30 a. m. to 6 p. m. except Saturday, then 7:30 a. m. to 1 p. m.

PANTS of every kind and for all ages. Sole Agent for Western Michigan for the VINEBERG PATENT POCKET PANTS, proof against pick pockets.

Citizens phone, 1957; Bell phone, Main 1282; Residence address, room 207, Livingston Hotel; Business address

WILLIAM CONNOR, 28 and 30 S. Ionia St., Grand Rapids, Mich.

ESTABLISHED A QUARTER OF A CENTURY

N. B.—Remember, everything direct from factory: no jobbers' prices.

Summer Goods—I still have a good line to select from.



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 rip 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.

W. L. CONNOR, Western Michigan Agent, Grand Rapids, Mich.

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



have shown fancy stiff bosom shirts with the stripes running across the bosom; this was an effort to get something different from the ordinary run. Among the colors shown in both stiff bosom and negligee shirts are the soft grays, tans and old reds; there are some combinations of colors that contain a sage green in a very pleasing manner, and of course blues will be worn very generally.

Retailers are placing good re-orders for lightweight goods for this season, finding that even at this early date they probably have not enough to carry them through the season. This is particularly true in medium and better grades of balbriggan, but lightweight ribbed goods also show a similar condition, and they all find that the use of union garments is on the increase.

The business in men's half hose has been something enormous. This, coupled with the increase in the price of yarns, which makes the retailer feel that prices for hosiery will be on an advance, has compelled him to place especially large orders. In fancy goods the "clock" styles and many of the new lace effects have been good sellers. There are many new shades in the market, among the most prominent of which are the new grays and the tan or khaki color; white, with a colored clock, has been fairly popular, and there are many new browns and lavenders which have been taken up by those who seek for novelties.

The retail hatter is pushing the manufacturer hard for goods, and it is a difficult problem for the latter to find ways to make deliveries anywhere near the regular time. Additional machinery has been put in the factories, and still the output does not satisfy the retail merchant. Retailers report that they have had the largest business that they have ever known, and with the enormous variety of shapes and styles, crown heights, brim widths, etc., in both soft and stiff hats, every man ought to find it easy to suit his own particular taste. In the stiff hats the young men affect a high tapering crown and a broad brim, but still the largest number of hats sold belong to the more moderate class. Blacks are the best sellers, however, although certain shades of brown find a fair sale.

In soft hats, the black and pearl tourists and the stitched alpines, together with the so-called golf hats, are favorites, and the sale of all of these shapes has been extremely large.

It is too early for us to predict what the public will want for straw hats for this season, as far as this part of the country is concerned, although as early as the middle of April two or three straw hats were seen on men on Broadway. The panamas and their imitations will find ready sale, and as manufacturers have prepared for the tremendous business, the scarcity of last year is not likely to be repeated. In straw hats there are many that might be called modified freaks, but what they will amount to as sellers remains to be proved.

Future Assured.

The teacher placed her hand on the intellectual forehead of the smartest lad and said:

"My boy, you may some day be President."

The tough boy with the expanding chin and oriole sweater felt slighted. He fidgeted in his seat and finally blurted:

"Say, miss, what am I going to be?"
"Oh, you'll go to the United States Senate."

God and the Tragedies of Nature. From the Spectator.

If the superbest manifestations of human nature are involved in the attainment of empire over the forces that are exhibited in the working of natural laws, then it would appear to be the mere negation of reason to say that because terrible pain and loss and vicarious suffering are involved in the conflict there can be no God, or that if there be one He is either not all-powerful or not wholly moral.

Man is appalled and horrified that the flowing fire of Mount Pelee should have fallen upon the just and upon the unjust; that innocent babes and saintly men and women should have been overwhelmed in the company of the sinners of the fated city. But with reflection the judgment modifies. We do not know, although knowing human nature we may surmise, what acts of sublime heroism, what deeds of noble repentance, may have taken place in those dreadful minutes of destruction; but we do know that a disaster of this kind will set science to work to devise warnings and safeguards that will render life among volcanic ranges safer; and we do know that already the thrill of sympathy through the world is awakening self-sacrifice, and is drawing together in joint effort for the sufferers alien races long embittered by clashing ambitions and sound of war. Thus, even applying the slight test of near results we see in this extreme case that the passion for humanity need not hopelessly descend to the denial of God. If this is so, we may surely affirm the moral aspect of every act of God. In a word, we have no more cause to deny the existence of God because of a great and violent catastrophe than we have when a swollen stream drowns a home-going laborer on a dark night. The difference is not in kind but only in degree. Nor, again, if we can trust God's purpose in the smaller mutations of life, is there any sufficient reason to doubt it in the shock of earthquake? If we are to turn materialists, we must find a better reason than that conveyed when death is simultaneous, sudden, painful, terrific and multitudinous.

By means of such acts, through dread of such acts, the human race is compelled to develop to the utmost its highest intellectual and its deepest moral functions. We can imagine without irreverence the Creator saying to the created: "I have given you inherent power to control and use all the forces of Nature; if you do not choose to develop that power these forces will slay you." It will scarcely be denied that it is in the contest with Nature that the highest intellectual faculties of man have been developed.

Ellsworth & Thayer M'n'g Co. Milwaukee, Wis.



Manufacturers of
Fur Coats and Fur Lined Cloth Coats

The Great Western Fur Coat.

The Good-Fit, Don't-Rip Kind.

We want good agent in every town. Catalogue and full particulars on application.

PAYING INVESTMENT FOR MERCHANTS

The Kirkwood Short System of Accounts

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

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

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

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

Cabinet patented Mar. 8, 1898.

Book patented June 14, 1898.

Book patented Mar. 19, 1901.

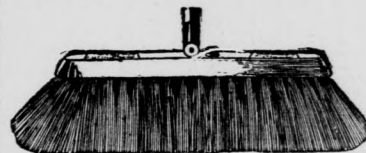
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A. H. MORRILL, Manfrs.' Agent

105 Ottawa Street Grand Rapids, Mich.

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

PAN-AMERICAN GUARANTEED CLOTHING

Is something more than a label and a name—it's a brand of popular priced clothing with capital, advertising, brains, push, reputation and success behind it—a brand with unlimited possibilities and profits in front of it. The profits can be yours.

Our \$5.50, \$7.00 and \$8.50 lines have been "class leaders" for years. Progressive methods and success have enabled us to add QUALITY to our whole line. \$3.75 to \$15.00—Men's Suits and Overcoats—a range which includes everything in popular priced clothing.

Boys' and Children's Clothing, too—just as good values as the men's.

Looks well—wears well—pleases the customer—pays the dealer—and you want it.

"A new suit for every unsatisfactory one."



Detroit Office
Room 19,
Kanter
Building.
M. J. Rogan
in charge.

WILE BROS. & WEILL BUFFALO, N.Y.

Shoes and Rubbers

How to Wait On a Customer in a Shoe Store.

Perhaps the experience of how one has overcome a difficulty will help another to overcome the same. And yet, talk and theorize all we may, the successful shoe salesman can not have a strict set of rules to go by. There may be some ideas that will be of help to all, but say what you please part of the clerk's life is a mystery—how to take hold of a customer who is hard and crusty and crumble and soften him up, get hold of the bleating kind and tame and sell them, and the frivolous kind that do not want to buy to-day, only looking, but when they look they do not know what they want.

I want to say that one of the greatest difficulties that has come my way has been the man or woman who comes with the person buying. They throw cold water on everything you say. The styles are not right, the price is too high and the quality is not good. Ah! patience? Yes. A hard look? No, give them a smile and say: "My quality is right, my styles are correct, and if we know ourselves you are mistaken." Do not weaken for a moment—stand your ground.

Salesmen should not dicker or back and fall in regard to price. If you do it one time you will have to do it next time. I think a weak point in a salesman is when one seeks to give a cut price. If the goods are right why not ask an honest price and have no apology to make doing it? There is nothing that helps a salesman so much as to know that his lines are right and good. He can stand back of his argument with the best evidence obtainable, and that is correctness in all that goes to make a good line of shoes.

I have noticed short-sighted people trying to sell shoes. I mean by that they would sell the first thing that happened to fit in any fashion or that the customer would take first. But one sale is not all you want out of a customer. Another thing, you may have an easy selling shoe, and probably they are getting scarce in sizes. Why not look up that other lot of shoes not quite so easy to sell and give them a push? Do not pick the easiest to sell every time. It sometimes happens that the easiest shoe to sell is not the best wearer. When a salesman enjoys the confidence of his trade he can sell them the shoe that will be best suited to the wear that the shoe will get.

I feel grateful to the many people whom, year in and year out, it is my happy privilege to sell their supply of footwear. And just here, Mr. Editor, I wish to say, that the man who expects to build up a good trade, can build better, if he will start from the bottom and aim to keep a strong line of children's shoes. If the styles of your children's, misses' and youths' shoes are all right it will surely tell in your future business.

I would rather not sell a man an ill-fitting shoe. If I can not fit him correctly I would rather he would go elsewhere. I will stand a better chance to sell him next time. I heard a man say one day about a salesman, that he was looking at the present sale only and he did not seem to realize that one bad sale would lose a good many more. Do not pick for the newest thing every time, sell that slow seller, and the rapid seller will take care of itself.

Ob, yes, funny things will happen. I think one of the strangest demands that I ever heard of took place in our store: A young lady purchased a pair of white kid slippers for her marriage. No doubt she took good care of them; probably did not wear them but one time. Rubbing off the bottoms very well, she appears just a little over a year later to exchange for a pair of baby shoes.

It often happens, that in our Southland a colored man will come in and be in total ignorance as to what size he will wear. His enquiry will be: "Do you keep shoes?"

"Yes, sir."

"Well, give me a pair."

"What size?"

"Don't know, want something to fit this foot of mine."

"What kind of a shoe do you want?"

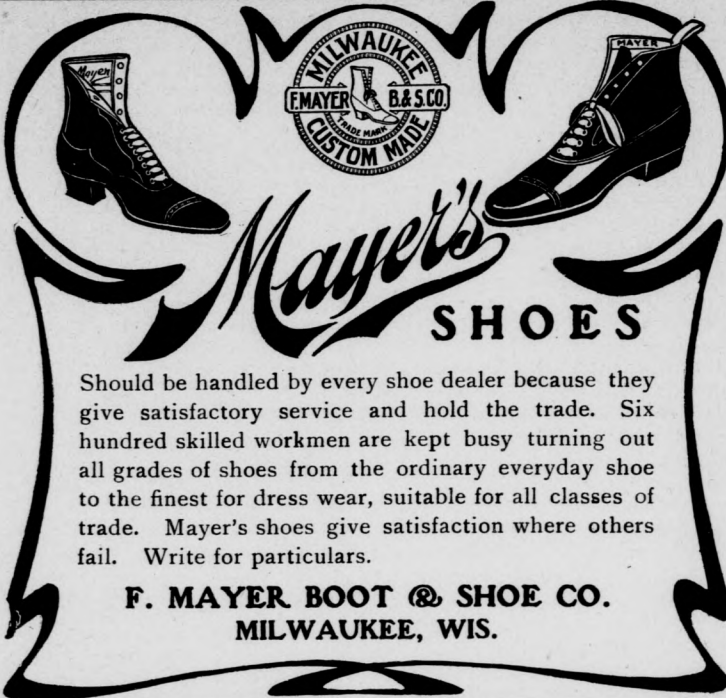
"Don't know, let me see them."

It will take longer to get that man's \$1.25 than it will take to sell a first-class shoe. I had ten times rather have a high-class trade, because they know what they want as a rule, and when they see it, they buy it.

Now confidence, what a world of power in that word. Confidence in your styles, confidence in your quality, confidence in your ability to sell as good an article as other people can sell. But above all—having the confidence of the people you serve—give them a comfortable fit. The day for breaking in shoes is past. But I am not through with that man who spends his \$1.25. Please bear in mind that there are more people buying medium priced shoes than high priced ones, and it will not pay to slight in your attention, that man or woman, whose dollar looks ten times larger to them than it does to the man better off. I feel like taking off my hat to the clerk who stands before the people as fair and just as attentive to the rich and the poor alike. Seeking always by those qualities that a salesman must possess, to interest, to attract, to suit them, and bring them back again. I have often said, I appreciate the first sale, but I appreciate the second to a greater degree.

I would state that it is always easier to handle your regular trade, and I do not mean to say that we can not interest and sell this trade, for we ought to. It requires tact, intelligence, aptness, careful but quick study of the customer. Manner of speech, dress, etc., often determine quality of goods it is best to show first; it would help matters to ask a few questions of current interest, and if opportunity comes, draw out from the customers where they are from, express a kindly interest in them, wishing them a pleasant and profitable trip. Give them a hearty welcome to your town, offer them a kind invitation to make your store their headquarters. It will happen that their friends will hear them say—when you go to B—you just go to that store of C—they are so nice and kind to everyone. This is surely a very practical thing to do, you will learn to know more people in this way. But then everyone will not take the same treatment. There is the independent kind always in a hurry, no time to say a word, but, "give me what I want and let me go." You will hear them say, if you are in a hurry just go down to B—and to that store C—and they will wait on you in a jiffy.

Clear cut explanation of styles and quality count, they are the salesman's assets. He is liable to the customer for a good fit and the best in quality that can be had for the same money. Take



Mayer's SHOES

Should be handled by every shoe dealer because they give satisfactory service and hold the trade. Six hundred skilled workmen are kept busy turning out all grades of shoes from the ordinary everyday shoe to the finest for dress wear, suitable for all classes of trade. Mayer's shoes give satisfaction where others fail. Write for particulars.

F. MAYER BOOT & SHOE CO.
MILWAUKEE, WIS.

For Women's Wear

We do declare

This corodvan

Beyond compare.

The sole is stout,

The upper light,

For every day

They're just all right.

The trade-mark shows

Them so well made

They put all others

In the shade.

Rindge, Kalmbach,

Logie & Co., Ltd.

Grand Rapids, Mich.



LADIES' CORDOVAN

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.

hold of the valuable point to be considered, if the style is agreed on, then so well, next is fit, and that accomplished, now drive home to advantages of this quality.

In conclusion let me say, that it is easier for me in a rush to price goods as I go, no wait until the customer looks over the line, and then taking his time, ask you what price. It pays to be good natured, full of vim and life, but just as firm, as practical, and just as much determination to work hard, just as earnest desire to please and as desirous to advance the cause of your employer. Be kind, considerate, courteous, and full of plans for the future as you can be. The clerk who does not plan and work for better things has missed his calling. To do a certain amount of work just to draw your salary is a poor idea. Give every one the credit of having an opinion, as well as yourself, they want what you sell, you want their money. Now the thing for you to do is to meet that demand with the article and on a sound business basis make the exchange profitable to both.—J. N. Waddell in Boot and Shoe Recorder.

Satisfactory Method of Arranging Overhead Lights.

Most of the lately designed show windows in new shoe stores employ overhead lights for illuminating purposes. This has been found to give more satisfactory results, and, in addition to flooding the shoe display from above with ample light, the electric lamps and reflectors are out of sight. The incandescent lamps are studded in the ceiling of the windows, and surrounded individually with six to eight reflectors, which direct the volume of light directly downward, flooding the window and lighting up every portion. This obviates dark corners and leaves no shadows. This means of arranging the window illumination is handier, neater and produces better results than the older method of strings of lamps along the bottom of the front of the windows or up and down the edges.

A dealer can add materially to the profits of his lines of findings by persistently pushing the sale of his polishes and instructing his clerks to make it a rule to present the merits of the line of polish handled to every purchaser of footwear. Since the passing of the so-called combination dressings there is a greater opportunity to do this, since the regular paste polish and cleaner was intricate to use. But now with a dressing easily applied by a sponge on a wire, allowed to dry and burnished with a cloth, almost any one can brighten up his shoes without trouble. Where one man polished his own shoes a year or so ago, a dozen do now, owing to the efforts of the shoe dealers to push their dressing lines. A few words of explanation after drawing attention to the merits of the article handled generally effect a sale, which would never be made if the customer was left to his own initiative, as the average man would never think of it. In connection with pushing the sale of your polish comes that of foot forms and handy shoe holders, of which there are a number on the market to-day, and enterprising clerks can often make a sale on these handy footwear accessories, if they keep an eye out and push the thing in a tactful manner.

If there is anything that requires tact and a capability of making a correct judgment quickly on the part of a shoe dealer it is when a former customer comes in with a "kick" to make over

the wear his shoes have given him. The average man is apt to expect too much of his footwear. Some men abuse them by burning, wetting or by other senseless treatment. It is to be expected that shoes will wear out, and do so quickly. Besides, not two people wear their shoes alike, and all think they are most careful. Tact and a reasonable amount of good judgment are essential to settle such disputes. The dating of shoes when sold is not apt to help much, as a disgruntled party will say he had not worn them continuously. Then, too, the shoes might have been bought at a low figure during a sale. In the latter case a claim for damages should not be allowed as freely. It is a disagreeable feature of the shoe business, but a dealer must do his best. Jolly the "kicker" along and offer what is reasonable. It is fair to presume that not one in ten will be absolutely satisfied, no matter what is done, short of a free new pair. If the shoes have been worn several weeks, sell a new pair by allowing them a new pair at cost, or say 50 or 75 cents for the wear on the returned ones. No reasonable man can object to paying a small sum for the wear of a pair of shoes for a month or so, and in this way the dealer makes a profit on the first pair, and gets part of the cost of the second, with perhaps a come-back from the maker. The customer is satisfied, and you lose no custom. Of course, in a case where a shoe is brought in with a seam ripped or a vital defect in its construction after but a few days' wear, you can not look for the customer to pay anything, but the maker is all the more liable then. Use tact and do the best you can. Judge the person making the kick and try to satisfy him, if it can be done in a reasonable way. Of course, you do not want to lose any custom or turn away a dissatisfied former patron; however, in some cases where a party is most unreasonable, a dealer is not apt to lose much by getting rid of him. Such people are not apt to command attention or exercise much influence over their friends.—Shoe Retailer.

Recent Changes Among Indiana Merchants.

Bloomington—Smith & Payne, milliners, have dissolved partnership. The business is continued by Smith & Co.

Cambridge City—J. B. Wissler & Son succeed J. B. Wissler in the clothing business.

Fort Wayne—The S. A. Karn Music Co. succeeds S. A. Karn in the musical instrument business.

Gentryville—W. P. Barnett & Co., general dealers, have dissolved partnership. W. P. Barnett succeeding.

Indianapolis—The Indianapolis Sheet Metal Works have merged their business into a corporation.

Indianapolis—Maloy & Eagan, grocers, have dissolved partnership. The business is continued by James Eagan.

Kokomo—Jas. M. Darnell, of Darnell & Dawson, flouring mill operators, is dead.

Milford—Norris & Norris succeed Norris & Neher in the grocery business.

New Albany—The style of A. Hopkins & Co., manufacturers of fertilizing products, has been changed to the Hopkins Fertilizer Co.

Tipton—Geo. Shortle, Jr., has purchased the interest of his partner in the department store business of Holmes & Shortle.

Williams—The Williams Milling Co. succeeds Monical Bros. in the flouring mill business.

Frankford—E. Aronstein has discontinued the cigar business.

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

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

FINISH

Like charity, covers a multitude of sins.

Finish in shoes covers—

Good Leather

Poor Shoddy

Wear alone tells the story

The wearing qualities of our shoes built our business.

Try them.

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

Dry Goods

Weekly Market Review of the Principal Staples.

Staple Cottons—Buyers who are in the market for staple cottons carry an indifferent air with them and do not seem to be inclined to place very many or large orders; their attitude indicates a lack of spirit, yet their presence in the market shows they have some interest at least in it. They go from place to place endeavoring to find some slight concessions, but we have yet to learn of any important transactions made on the basis of a reduced price; for export also there seems to be found less interest and the enquiries noted recently resulted in nothing and the export traders seem to have settled down to a state of apathy and refuse to be routed. Leading tickets of cambric muslins are in small supply and the request has been better for these goods during the past week than for almost any other line. Heavy-weight shirtings and drills show little change and the demand has been confined to very small quantities, and in lightweights, trading is almost stagnant although prices remain unchanged. Bleached shirtings are being bought in small quantities to supply current needs only. Ticks show some irregularity in the low grades although nothing can be construed as particularly favorable to the buyer, and high grade ticks are very firm and scarce. Denims are firm all along the line and well sold up. Chevions and plaids are very well situated. Wide sheetings, cotton flannels and blankets maintain the even tenor of their way and little change is expected for some time to come.

Cotton Dress Goods—The interest in this section centers in the fall season for printed calicoes. Printers hesitate about committing themselves and up to the present reading there have been no new developments. Prices may be declared any day, but so far most of the business has been transacted on an "at value" basis. Some orders have been placed at 5½c for full standard goods and at 5c for lower grades, but trading lacks freedom and neither the buyers nor the sellers are anxious to bind themselves to any extent. There has been a quiet demand for staple prints at steady prices, but with light fancies trading is practically over. There is a moderate demand reported in dark fabrics, napped effects and also in fancy waistings for fall, 1902, and certain lines of woven patterned wash dress goods for next spring are also receiving a moderate business. There has been a good business accomplished in the aggregate in these lines and in some quarters buyers are taking more interest in them and fine yarn printed specialties for next season, but sellers are hardly ready to accept business as yet. The present season's supply of these goods is well cleaned up at first hands and the same is true of fine woven patterned lines and staple and dress gingham.

Linings—Cotton linings have received a fair share of business, although it has been unevenly distributed. The quantities, individually, on each order were small. The jobbing trade has bought quietly of both staple lines and fancies. Kid finished cambrics have been in small request and are easy on the basis of 3¾c for 64s. Silesias are in fair shape and steady in price. Percales are well sold in blacks and staple colors and the prices are steady, but there is small business reported in low grade stiff cotton linings of all kinds. There

has been a moderate demand for high finishes in mercerized and similar effects and prices on all desirable varieties are steady. The clothing trade has been purchasing about the average amount for this season of the year, and sellers report that their stocks of cotton Italians, twills, Alberts, cotton warp Italians, mohair serges are in very good shape and the last quotations are easily maintained.

Wool Dress Goods—Little evidence of life has been imparted to the primary wool and worsted dress goods market since last writing. The selling period is past for the present and business waits on developments at second and third hands. In the meantime the mills are grinding out the goods, making bulk deliveries and steadily reducing the volume of orders in hand. To the mills that have secured a good volume of business the fact that the incoming volume of business is insufficient to make up for the inroads made by the looms on the orders in hand, creates no uneasiness, but to the mill that has been less fortunate, the question of future business is more pressing and consequently the outlook assumes an indefinite form according to the urgency with which business is required to keep the looms going. Manufacturers and sellers are watching the developments in jobbing circles and in the garment manufacturing business with close attention, with a view to profiting by such hints as there thrown out. The initial business having been placed, the seller is naturally anxious to see how the seed he has sown is germinating, for on the outcome depends the final yield. The jobbing fraternity are pursuing their campaign for fall business and, taken altogether, have met with a fair degree of success. The status of the business done by jobbers is not an even and uniform one, but the deficiencies in the business done in some sections have been made up in a measure by the responsive attitude of retailers elsewhere. The sections of the country in which business with the jobber has proved the most backward on fall goods are the Eastern, Southern and Southwestern States. There the retail merchants evince a conservatism that precludes a substantial sale of goods at this time.

Underwear—The underwear section of the knit goods market is in an exceedingly quiet state and is expected to continue in this way for some little time to come. There are practically no developments in the way of business and agents have settled down to an apathetic state, awaiting for something to turn up. Of course a visitor to the market will run across an occasional buyer, but there are not many of them and they are not placing very many orders, in fact, the majority of them have come in the hopes of hastening deliveries on earlier orders. It is a very evident and rather unpleasant fact that many manufacturers are getting to be far behind in the delivery of their orders; we have noted the tendency towards this in previous issues and to-day the condition has become much more evident. Of course, there are several elements that contribute to this condition, not the least of which is the fact that the manufacturers were frequently rash in making promises. This might have been because they felt considerable confidence in the cancellation of a certain proportion of their orders and that this would "balance up" in the end; there have been cancellations, of course, but apparently nowhere near the number that were ex-

\$2.25



per dozen for those new Shield and Band Bows, Shield and Band Teck String Ties and Four in Hands. They are really pretty and specially "cut out" for summer business. Let's have your order for an assorted sample lot. It will convince you that our neckwear buyer is "up to snuff."

Grand Rapids Dry Goods Co.

Grand Rapids, Mich.

Exclusively Wholesale

Formerly Voigt, Herpolsheimer & Co.

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.

pected. Buyers came to realize that a shortage was pending and that prices were likely to advance and where they could they held on to their contracts; this has induced considerable trouble in regard to duplicates, for many of the most prominent buyers are absolutely unable to duplicate their original orders and few if any duplicates have been taken at original prices. In practically every case duplicate orders have been taken at higher prices in spite of every effort made by the buyers and their firms to obtain concessions and get the goods at all near the original prices. There has, however, been a good duplicate business secured in spite of these advances, for it is usually the case that the buyers must have the goods anyway. It is also true that if original prices had been maintained duplicate business would have been considerably larger. There has been enough business secured, however, to satisfy most of the agents and they are not worrying about the future. Perhaps fleeces show this condition more than any other line and it is certainly harder for buyers to satisfy their needs than in any other. Ribbed goods come next in this line. The question of prices for next spring's goods is a most important one and on no line more than on balbriggans; it is generally conceded that prices will be higher than this spring's goods, but how much can not be estimated; those who are said to have shown spring underwear for 1903 refuse to talk. It is not likely, however, that any different style of business has been done this season than a year ago; that is, goods have been shown occasionally to certain favored parties for the sake of getting their opinions, but we do not believe any orders have been booked as yet.

Hosiery—The market is through with its initial fall business so far as cotton goods are concerned, and some duplicate orders have been received; every one is looking forward with the greatest confidence to the future, not only for the duplicate business, but for next spring's business as well. With duplicate orders, higher prices are being realized, and there is every prospect of a stronger market for the spring. There are reports current in the market that some lines of hosiery have been exhibited for the spring 1903, and orders taken. The market as a whole will not be ready to open for some little time; the question of prices of course is an all important one. No one seems desirous of committing himself as yet.

Carpets—The new carpet season is well under way now and manufacturers generally have begun on their large in-

ital orders. While the opening last week in New York brought the trade no very great surprises, it was hoped that through the influence of higher priced materials better prices for carpets would have resulted, but now, as it is actually known what the initial prices are, there is really no cause for any great disappointment on their part. While they believe that better prices are warranted, they are generally willing to accept business at rates the same as the previous season for the good of the market, at the most, hoping that by keeping down prices for the present, they can keep up the good demand that is so strongly felt now. If this can be carried out successfully, the chances for obtaining better prices in the future when opportunity offers itself will, it is believed, be much more favorable. As it is to-day, the situation looks very promising. A large fall business is anticipated and there is every reason to believe that these anticipations will be realized. Had manufacturers insisted on an advance in prices it is very probable that much of the favorable outlook for carpets would have vanished, as such a course at this time, if taken, would no doubt have been very inopportune. The country is agitated now over the advance in nearly all the necessities of life, and while it perhaps would not seem reasonable to believe that an advance of merely a few cents a yard would very materially affect the buying of the general public, there is a great deal to be considered in reference to such a matter. The jobbers, however, took hold very readily at the opening sales in New York and their business aggregated more than is usually the case at this season of the year. Whether higher values would have limited the demand can not be said. In $\frac{3}{4}$ goods, the new schedule of prices made shows little if any difference over that made in November. The initial business taken in New York was noticeable for the attention given to the medium and cheaper priced carpets, velvets and tapestries in particular. It now looks as if these would be the leaders. The Brussels and Wiltons, Axminsters, etc., will of course receive their share of the trade, but the general demand appears to be towards a cheaper article. While the ingrain weavers see no immediate prospects of receiving any better prices for their goods, the situation is surely better than some have been anticipating. The initial business has been very heavy so far and manufacturers will be able to run full for some weeks to come. It is very generally believed now that it will not be long before better prices can be demanded, with better prospects of having them accepted than at the present time. In Philadelphia the labor question appears to be near a settlement. Manufacturers have compromised with the workers and it is believed that the wage question is settled for the present, at least.

14 Stitches to the Inch

The "Alain"

\$9.00
Petticoat

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

The Meat Market

Plain Talk on the Subject of High Prices.

In order to form an intelligent idea as to the causes of high prices for beef, one must first know something of the causes which govern the production and the marketing of meat. I do not know whether people properly appreciate the fact that something that was almost in the nature of a calamity was visited upon our rural districts in the form of a great drought. It was said at the time that the effects of this drought, the greatest in many years, would be far-reaching, and that their first tendency would be to limit the supply of both natural food stuffs and grazing cattle, and to bring about an increased demand and probably an increased price for artificial food stuffs. These things have happened, and now it is charged that a food or a beef trust has been formed with the purpose of imposing arbitrarily high prices upon provisions.

We deny this, explicitly, and we can not only substantiate our denial, but we can supplement it by an appeal to the reason and to the common sense of the public, who can not fail to see, when the facts are fairly presented, that the same laws—natural laws, you may call them, for the laws of trade and of supply and demand are natural—which govern the run of prices in all commodities must govern the run of prices in provisions. In times when feed for the cattle is plentiful, I do not see how a beef trust would be possible. Think how many small farmers there are who, like the cottars and crofters of other countries, raise cattle by ones and twos and threes and half dozens. Think of the total number of people throughout the United States who raise calves, when there is plenty for the animals to eat. As soon as the food stuffs for the calf have to be bought it becomes an expense, and very soon it can, as the old saying goes, eat its head off. As soon as it shows signs of performing that alarming feat, it is rushed into the market at any price. The owner wants to be rid of it.

When the drought was causing alarm, cattle were hurried into Chicago at such a rate that one might well have thought that certain sections of the country were actually being depleted of their live stock. And, in some measure, this was true. Now, keep this in mind, and then recall what James Wilson, the Secretary of Agriculture, said about the beef-eating habits of the American people:

"I claim to know something about the raising and selling of beef. Others may talk about the beef combine as much as they like, but to me the raise in the price of beef is very easily explained. It is due almost wholly to a short corn crop last year, and to a great demand for beef caused by the prosperity of the people of the United States. The high price of corn has made it necessary for Western cattle feeders to send to the South for cotton-seed meal to feed their stock with. The price of fat cattle on the hoof at the Chicago Stock Yards has advanced from 4 cents to 5 cents a pound to 7 cents. Men who have fine beef cattle to sell can almost get their own prices. There is a great demand for cattle, and that means a great demand for beef. The people of the United States are eating more beef now than they ever did before in their history. It is because they are making money and spending it. There are not many families in this country that do

not have their steaks and roasts and boiling pieces. The American people are by long odds the best-fed people in the world. Under such circumstances it is only natural that the price of beef should advance. Cattle and meat, like all other commodities, have to follow the laws of supply and demand. The men who have cattle to sell naturally want the highest prices they can get. It is the same with the packers and retailers."

In the plainest English, the price of beef has been advanced because the price of cattle has advanced. Now, why has the price of cattle advanced? Is it suggested for one minute that there has been an agreement formed among those who are called the beef magnates, or that a trust has been formed by them, for the benevolent purpose of increasing the price of cattle to the cattle raisers? This is a trust that the farmers and cattle dealers will probably appreciate. Or perhaps the farmers and cattle dealers themselves have formed a trust? How many hundreds of thousands are there of them throughout the country? The expense of organizing this enormous trust must have been gigantic. Where are the profits to come in? And what is the use of it, anyway? The beef dealers and manufacturers, if the word may be allowed, those who receive the meat on the hoof and put it upon the market in the form of dressed beef, have combined to make the public pay the farmer more money than he has been used to getting for his cattle. Is that it?

Let us be reasonable. Statistics show that during this season there has been a short supply of live stock. The supply has not only fallen off in number, but has decreased in weight. For five weeks the shortage in weight averaged the enormous bulk of 8,360,000 pounds per week, indicating poor nourishment, or nourishment not up to the average. Of the total receipts, a much larger percentage this year are stockers and feeders bought by farmers for feeding purposes, not being suitable for packing purposes.

The prices that are now ruling for live cattle are the highest since 1882. The average light weight price for beef steers is higher than it has averaged on this class of cattle for twenty years. A similar and a proportionable advance may be noticed on hogs, veal, sheep and lambs in all markets. Every food product is affected. But they are affected, not by any tyrannical or arbitrary agreement to wring the last penny out of the poor consumer, as some sensational writers, who can not have studied the subject, would fain have us believe, but by conditions that are beyond the control of any human being.

It is a well-known fact to the people living in the West that the corn crop was light, and that, owing to the deficient feed, this year's cattle are not yielding as large a percentage of either beef or fat as usual. It is well known that fewer cattle are being fed and marketed. This in itself is in the nature of a restriction of production, which, of course, has a tendency to increase prices. But we maintain that the restriction is a natural one. Why, there were some of us who, upon the reports furnished us by our experts last season, were afraid that there would be a food famine, or that food would be at famine prices in the large cities, on account of the drought. If the burning up of the fodder by the sun and the parching of the expected crops, by reason of lack of rain, had reached the proportions indi-

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cated by the earliest reports, there would have been a veritable famine in the land. So keen were some of the critics of the alleged food trust that at the time of the drought, when Mr. Favorite and others made public a few forecasts which, while not at all alarming, warned the people that natural conditions pointed to a rise in prices, it was alleged that his statements were paving the way for the advance.

The statements, as I happen to know, were made without preparation, and were the replies of Mr. Favorite to a newspaper man whose attention had been attracted by the reports of drought that were being published from various parts of the country, and who asked him what effect the long drought would be likely to have on the supply of food and on the price of beef in the large cities. Mr. Favorite said that the logical outcome of what was happening would be an increase in the price of meat, because the supply would have a tendency to be short, on account of the difficulty and expense of raising cattle, which would cause considerable lessening in the total output of the smaller raisers and would simultaneously cause an increase in the expenses of the larger cattle raisers.

If a commission of enquiry were appointed to investigate as to who had really profited most by the increase in the price of meat, the result would probably be that the makers and handlers of prepared and artificial food stuffs might be accused of having simultaneously raised the rates, and as they had all raised the rates, there would be prima facie evidence of a conspiracy to raise the rates, and said conspiracy to raise the rates of the feed would undoubtedly indicate the existence of a trust among the feed men. If we follow that line of argument every time an article is raised in price all that the indignant purchaser has to do is to ask for a Government investigation. What applies to the greater ought to apply to the lesser.

All kinds of food stuffs fluctuate in price, responding in the first place to the laws of supply and demand, and incidentally to such other factors as transportation rates, etc. According to the new way of thinking, every time any market at all, say the stock market, is so bullish in its tendencies, there is a trust or a conspiracy existing somewhere to raise the price of the stocks affected, by some artificial means or other, and every time stocks go down we are to infer what—that their holders are threatened with an investigation, I suppose?

The law of supply and demand is one which can be studied in the smallest market town. Sometimes too many cabbages are brought in. Then down go the prices of cabbages. If most of the local cabbage crop is withered by drought or scorched by the sun, up go cabbages. There is nothing unnatural or out of the way about it. The law of supply and demand in the business world is a natural law. Therefore, we cheerfully admit that any attempt to interfere with it is in the nature of an economical crime, and is an attempt to interfere with conditions as reasonable as the rising of the sun and the going down thereof.

There are probably some commodities in which an interference, or even a successful interference, would be possible. Fuel, for instance. But how would interference be successfully possible in such articles as meat supply? Surely the preposterous allegation is not made that the meat dealers have bribed

the farmers to restrict the production of beef in order that the meat dealers, after having paid high prices to farmers and to the necessary handlers and middlemen, may have the idle pleasure of making the public pay the piper for the benefit, not of the handler of beef, but of the farmer.

Is anyone accusing the farmers of a conspiracy to raise the prices of cattle? Is anyone accusing the farmers of having entered into a conspiracy to blast the green grass of the early summer, to wither the hay of the later, and to willfully and maliciously restrict, suppress and destroy the corn crop, so that there would be an unusual demand for artificial food stuffs for cattle, in order that said cattle might command a fancy price on the hoof and a still more fancy price when they are converted into food? Does this alleged conspiracy extend to the nutrition of the cattle? Is it alleged that any men have subverted nature's laws in order that the well-fed bees of olden times might be supplanted by a new and miserable herd of stall-fed starvelings, the lean kine of Pharaoh's dream?

We are not afraid of investigation. An investigation, if fairly conducted, will be of great educational benefit to the public. After the evidence is all in, the people of the United States will not be so ready to explain the high price of meat or of any food staple on the theory of essential commercial dishonesty. They will be more inclined, perhaps, to study cause and effect as applied to the cost of what they eat. Food stuffs always increase in price in a city in state of siege. The merchants of that city are in a conspiracy with the enemy to restrict the output and limit the supply? Is that it? During the war the price of cotton goods increased. I hardly think, however, that any one accused the Southern cotton growers of being in a conspiracy with the Liverpool shippers and the Manchester spinners and weavers to increase the price of cotton by fomenting and prolonging the war.

Instances could be multiplied where at various seasons there have been shortages in one staple or another, followed by increased prices. And it is taken for granted that the increased price goes into the pocket of the larger dealer, such for instance as are relatively in the position of the men who are to-day frequently alluded to as the beef magnates. When this is taken for granted, the natural law in the case is entirely overlooked. That natural law would smash any trust that was ever formed, because farmers and cattle raisers would have to be taken into consideration. If there were inordinate profits, and if it should come to their ears, what would they do? What would be the human nature of it? Would they not ask such stiff prices for their cattle, when selling them to the trust, that the trust would be, to use a blunt word, gouged, and would not be able to help itself, and could not they supplement this operation by independent selling, thus attacking the trust from two points at once? Under such circumstances, how long could a trust exist?

And so we come around once more to the proposition, an interrogative proposition, with which we must always both begin and end when considering this question fairly, and that is, How on earth could there be an effective restriction of production?

All farm products have been high recently. Poultry and poultry products

have commanded increased prices. So have butter and dairy products. Poultry sold at 30 per cent. advance and butter at 33½ per cent. advance over last year. This does not necessarily indicate the existence of trusts for the maintenance or increase of the prices of those staples, unless the farmers themselves have gone into the trust business with a vengeance. The farmers, if they were "well trained," could get up a combination of trusts beside which all the trusts or alleged trusts of history would look trifling. Who has been coaching the farmers? What genius in organization

has managed to create and to perfect an understanding among the grangers of the United States? How many of them are there all told? How are they going to kill off outside competition when their own plan is well in hand?

When, as the result of scarcity, combined with heavy consumptive demand, cattle are higher than they have averaged during the last twenty years, consumers feel certain that packers are paying unnecessarily high prices for raw material. It is well known among people connected with the beef industry that the latter charge is ridiculous from any possible standpoint.—Edward Tilden in Butchers' Advocate.

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

The New York Market

Special Features of the Grocery and Produce Trades.

Special Correspondence.

New York, May 31—Coffee is dull, as usual, the only cheerful note being that present quotations are steadily held and that they are not likely to go lower immediately. Buyers take only sufficient to keep them going. At the close Rio No. 7 is worth 5½c. Receipts at Rio and Santos since July 1, 1901, have aggregated 14,639,000 bags, against 10,267,000 bags during the same time last year. In store and afloat there are 2,361,908 bags, against 1,240,849 bags last year. In mild coffees improving strength is shown for the better sorts. Supplies are light. Good Cucuta, 8¼@8½c.

Not even the canning season seems to enliven the sugar market and the whole situation is one indicating a lack of activity. Hardly a buyer seems to care to make purchases a head of everyday requirements. It is doubtful if another year could be found in a decade when the sugar market showed so little activity during the last week in May.

Some new crop Japan teas have been sold from 24½@25c, but aside from this the prevailing situation is quiet. Quotations are practically unchanged.

Rice quotations are practically without change. The market is steady, with a fair demand of export trade—a somewhat unusual feature of this market.

There is no change in spices and the demand continues of a very limited character.

New Orleans molasses is steady, but the actual business is rather limited, owing to the advancing season. Stocks are not large and prices are firmly sustained. Good to prime centrifugal, 17@27c.

There has been a steady demand for the general run of canned goods. Spot tomatoes are sought for and fetch \$1.35@1.40. They may touch \$1.50, but can not remain so a great while. Futures are fairly well sustained at about 80c for Southern. Spot salmon continues strong and an advance is not unlikely.

Lemons and oranges are in good demand. The former at auction showed an advance of about 25c per box.

Best Western creamery butter is worth 22½c; seconds to firsts, 20½@21½c imitation creamery, 18@20c; factory, 17@19c. The market is steady and supplies are not overabundant, but enough to go around.

State, full cream cheese, 10½c for small and 10c for large. The market is unsettled. The quality of stock arriving is not all that could be wished.

Eggs are firm. Warehouses are receiving a large part of arrivals. Selected Western, 17@18c; regular pack, 16@16½c.

The Art of Displaying Vegetables in Summer.

The time has arrived when the grocer who handles green goods is concerned about their proper display.

A few don'ts on this subject may give an idea of what should not be done:

Don't display vegetables on the sidewalk where they will catch

The dust,

Wither,

Be covered with refuse matter and worse.

And be sunstruck.

Don't display them in boxes or on low shelves on the inside of the store where they will be

Handled by everyone,

Where they will catch the sweepings,

Where they will be tumbled under foot,

Where they will look unpalatable and unwholesome.

On the other hand a very good plan to follow is to have a circular display stand in the center of the store, if possible, where they can be kept cool

Out of the hot air

And away from the dust.

Another idea is to utilize the front of the refrigerator for display purposes.

Have a glass front in a compartment separate from that devoted to the butter and cheese, and have the vegetables kept cool and wholesome by a jet or mist of water.

Still another idea, and it is used in some of the most modern stores, is to have a long glass show case arranged with galvanized iron bottom or several galvanized bottoms in the form of shelves, a jet or mist on each of which throws water over the vegetables necessary to keep damp.

An ordinary all glass show case can be arranged in this way and it can be given a position toward the front of the store, where the green stuff will be seen to advantage.

A window display with a mist or jet of water is used by a great many merchants, but this is frequently open to objection on the ground that the sun penetrates the window and will counteract the benefits from the jet of water. If a store has a shady front or is well protected by awnings, this is a good plan, but there should be a screen a foot high in the rear of the window to prevent consumers from picking over the green stuff and also to keep clerks and others from laying packages down on it, thus spoiling the form and freshness of the smaller vegetables.

Berries should never be put under a jet or where they will be sprinkled by water. They will mold rapidly and if they do not mold will soften and return a loss much quicker.

Beets need very little water and will keep green and fresh for several days if not directly under the spray of the mist machine.

Lettuce will stand the most water. Next come radishes, but the tops of the latter rot quickly if wet too thoroughly and persistently.

Carrots will revive if placed in running water and the tops are sprinkled. They do not need a thorough drenching all the time.

Tomatoes should be kept in a cool place, but not in water, as it softens them.

String beans and white wax beans grow tough when soaked in water. White wax beans, if sprinkled, will take on rust specks, if the water is permitted to dry on them.

Green peas do not need to be sprinkled. They will keep green and nice in a cool place, but heat will soon dry out the pods and bleach them.

Asparagus will stand considerable moisture and drenching without injuring it.

Mint, spinach and similar vegetables will stand sprinkling and will revive if they have become somewhat dry by placing them in water and thoroughly soaking them—Commercial Bulletin.

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IF YOUR RETURNS OF
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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.
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References: N. Y. National Ex. Bank, Irving National Bank, N. Y., N. Y.
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BALTIMORE, Md.

Advantages of Feed Mills to the Farmer.

In the days when the boy on the farm carried the grain to the mill with a stone at one end of the bag to balance the load on the back of the horse, every bushel of grain that was ground was subject to a toll, and where there was a large number of animals kept the item of toll was quite large. The labor of hauling the grain to the mill and returning was also an additional expense, depending, however, upon the roads and the distance. Such a system at the present day would bankrupt the farmer and drive him away from his farm. Many of them did not grind the grain for stock, confining their patronage of the mill to flour and meal for the use of the family, in America maize and oats being used unground for all classes of stock. Such a thing as a feed mill was unknown, and its advent has worked a revolution in stock raising that has lifted feeding upon a high plane. As stock raising gradually became a business demanding skill and intelligence, there was a marked improvement also in the breeds of stock. The first breeds of cattle that were introduced into America were the Shorthorns, then known as "Durhams," while the Berkshire led the advance of swine, the Cotswold, Lincoln, Leicester, Southdown and Merino sheep receiving also attention. The trotting horse, the Percheron and the Clydesdale were almost unknown as breeds, the thoroughbred, which made running races the rage, being used for improving the common herds. The grinding mill kept behind the improved breeds, but advanced with them for the reason that improved stock demanded better methods of farming, while the system of feeding was consequently necessarily changed.

Without the grinding mill the farmer would bear a loss that can not well be described. The digestibility of the foods depends upon their divisibility. All portions not assisting to promote growth of bone or the formation of flesh pass into the manure heap. The object of feeding is the conversion of raw materials into products that are more readily demanded in market, thus insuring higher prices.

Grinding mills enable the farmers to utilize a larger proportion of food. By their use the farmer not only reduces the maize to powder, but the cob also. It has been shown by experiment that there is a nutritive value in maize meal that not only amply repays for the labor of grinding, but acts as a mechanical agent in promoting digestion. The labor of grinding is now but an insignificant factor compared with the advantages derived, as horse-powers, engines and water wheels perform a vast amount of work in a very brief period of time.

The improvements in grinding mills have been rapid. With large capacity, and performing the service well, the limit is only dependent upon the will of the operator. The degree of fineness is such as to render the condition of flour fine or coarse, as required.

Innovations have also found their way into the feed mills, and the ease with which the work can be done, and the great saving power, are known only to those who have used mills of the latest designs. Nothing that inventive genius can accomplish is being omitted. The feed mill is an indispensable appliance to successful agriculture, and every year it is more perfect in design, simple in construction and has greater capacity with less loss of power.

That the grinding mills cost nothing has been a claim that is demonstrated wherever they have been used. By rendering the food more serviceable they give it greater value, and thus also give it greater profits. The labor that is performed in grinding the food is not of the kind that interferes with other work that may be pressing, and the feed mill is, therefore, a "rainy-day" implement. It can be put in use when outside work is an impossibility, and at a season of the year when all operations are at a standstill.

Agents who handle agricultural implements will find it an easier matter to collect from their patrons the back dues when they impress upon them the use of the feed mills, as there are but few implements that save so much for the farmer, and the agent who handles them will give better satisfaction to customers, and there are but few implements against which a smaller number of complaints are made than the feed mill. But we will say, however, that the agent who makes the feed mill a specialty must be up with the times. Merchants or agents should have the best. Improvements are too rapid to ignore them. To get behind the customer is to remain there. The newest designs enable the enterprising agent to lead, and put something better into the hands of the customers that will of itself be a commendation and an invitation for additional patronage, thus benefiting himself, his patron and the community.

The aim is not to urge upon the agent the advisability of handling feed mills, for they are aware of that fact, but we do call attention to the importance, not only of using the best, but of the additional value imparted to the crops by their use. If grain is to compete with that grown in other countries, then let the crops be converted into pork, beef, cheese and butter, and for this purpose the feed mill is one of the most valuable implements that will be brought into requisition. It will yet come to the rescue of the farmers, bring them higher prices for their crops and reduce the cost of production to a minimum.

For the disposal of surplus grain we can sanguinely point to the feed mill—more pork, more fresh beef and mutton and more milk, butter, cheese and eggs. Grind the wheat, the maize and the oats, and feed more stock. Put the feed mill in motion, keep it at work and there will be better markets created at home.

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We will buy EGGS outright. Not on Commission. Any sized lot. Name your Lowest Price, F. O. B. Boston.

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References: Bradstreet's and Dun's, Faneuil Hall Nat'l Bank, International Trust Co.

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And receive highest prices and quick returns.

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Other Kinds of Prosperity Than the Dollar Mark.

It is a significant commentary on what we are pleased to call the advanced civilization of our day that our only idea of prosperity deals with material things. We gauge a man's wealth solely by the things that he possesses that he is able to convert into cash. We take into account his houses and lands, his stocks and bonds and jewels and clothes and equipages and, according to the lack or plenitude of these, we extend him our pity or our envy.

Nothing else counts. If we should enquire concerning a friend of whom we had lost sight for a year or two, and in reply were told, "He is very rich: he has perfect health and strength," we would think that the speaker was crazy. Of course, we all recognize good health as a desirable and even necessary adjunct to happiness in life; but we are not in the habit of rating it as a real asset in the sum of one's prosperity—quite as desirable, say, as a block of land or Standard Oil stock.

Yet, lacking health, one is more bankrupt in pleasure than the poorest laborer who sits by the roadside and devours with relish and perfect digestion his coarse and heavy dinner.

Not long ago, in New York, a banquet costing many thousands of dollars was given to a number of the great captains of industry and the leading city politicians. The men who sat at that table controlled railroads and steamship lines; they could make and unmake laws; they organized trusts and owned mines and could buy kingdoms, but not one of them had money enough to buy a

good stomach or the ability to enjoy the food that was set before them. The caterer was in despair, for he knew that the richest man at the feast was only able to eat a little stale bread and skimmed milk; that another of the millionaires exists on a health food that is weighed out to him in minute quantities by his physician, and that scarcely one of the men who were to be the guests of the evening knew the luxury of eating a square meal.

The richest man in the world lives on Spartan fare scantier than the poorest laborer of the hundreds of thousands he employs, and you may be sure that if health were for sale to-day he would beggar himself to buy it. The man and woman who do not know what it is to be racked with pain and suffering, who can lie down at night to restful slumber instead of counting the long hours tortured with maddening insomnia, who have the appetite that gives flavor to any food, may safely rate themselves among the millionaires of life.

So, too, may the contented people; those who are satisfied with what they have are the only rich people; those who are always madly striving for more are poor, no matter how much they have. I have been in magnificent homes where the husband's every thought was bent upon increasing his wealth and the wife's every energy was strained towards climbing upon the social ladder; and so poor were they in contentment that they might as well have been beggars on the street corner for all the pleasure they got out of their possessions.

And I have been in homes where the furniture was imitation oak and the parlor carpet a thing to make an

aesthete shudder, but where the mistress exhibited her plush chairs to you with an attitude full of reverence for their splendor and where the man believed his little five-room cottage an architectural wonder; and I have envied them with all my soul, for they were satisfied, and so were rich beyond the dreams of avarice.

"My face is my fortune, sir," she said, "one reads of the milkmaid in the old song, when questioned concerning her dowry, but if I were a young man, thinking of getting married, I would go fortune hunting for a wife who was an heiress by virtue of possessing a sunshiny and cheerful disposition. I can think of nothing else that would so enrich a man for his whole life as such companionship as that. Such a wife has a capital of hope and courage and energy of which her husband may borrow when he has exhausted his own resources and that will set him up in business again when he feels like failing. The girl who laughs, who can take a soaking in the rain with imperturbable good nature and who is always ready to enjoy anything that comes along, in any old way, is the real rich girl, and not the disgruntled, ill-concocted little bit of French millinery whose papa may have left her a few thousand dollars.

Then there's love. What a thing it is to be rich in love! Now and then we see some fortunate individual who seems to have the power to draw all hearts to him. He has the ability to win love as another man has the gift to make money, but we never say of a man, "Oh, he has made a great success in life; he has made everybody he met better and happier for having known him;

he's rich in love." Yet, surely, to be prosperous in love, to feel every face brighten at your approach, to know that good wishes go with you and hearts beat in sympathy with your sorrow or your gladness—surely that makes a man rich with a wealth that is far beyond gold, and is worth as much to him as, say, being a bank director.

There are also fortunate people who are rich in their family relationships. Every man who has a good wife has the wealth of a Golconda. Every woman who feels her heart beat against a husband's and knows its every throb is true and who knows that his strong arm will defend her against the world has something that all the money of the universe can not buy. The poorest mother who holds her babe upon her breast would not sell it for all the jewels of a queen. We know these things vaguely, but we need to have them brought home to us now and then when we are disposed to grow anarchistic over the unequal distribution of wealth.

The poorest person on God's earth is the rich man or woman with no tender family ties, and that is only too often the sacrifice that life demands of the successful. It is the pound of flesh over the heart that the Shylock, Fate, extorts as the recompense for fame or money. The man of millions has no time for family life. Often he is too busy to marry; if he does, he plunges into the vortex of moneymaking and the wife into the whirlpool of society, the children are left to nurses and governesses, and in many and many a rich household there is hardly a common meeting place and no environment in which that tender love that is made up of the memories of a mother's prayers and cradle

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songs, of stories told in the dark, and hopes shaped out, and dreams dreamed together can strike down its roots and grow.

I have a very dear friend who is rich in everything else except money. She has good health, a devoted husband, a family of charming sons and daughters; but she is ceaselessly complaining because she is not rich enough to send her children to Europe or have opera boxes and otherwise live like a millionaire. Not long ago I induced her to go with me to see a poor, lonely, decrepit old woman who has nothing but money. Coming on home, I said: "Don't you envy Mrs. Croesus? Wouldn't you like to change lots with her?"

"Exchange my lot with hers!" she cried, "why, you must be mad to dream of such a thing; give up my husband and my children to sit forlornly by myself in that big house all day? Why, she has not money enough to hire me to do it for a week!"

"Well," I said, "if you are so much richer than she is, I think you would stop whining about being poor. Don't you think it is a little selfish to expect to have everything? You have the gold—the best riches of earth—and yet you want all the paper money, too."

Another rich man, although he is not called upon to pay taxes on his accumulation, is the man who can truly say, "My mind to me a kingdom is," and whose wide culture has stored his mind with all the treasures of poetry and history and romance. Who considers him prosperous if he has so little of this world's goods that his coat is shabby? Yet we might envy a poorer man.

So completely has this idea of material prosperity taken possession of us that even when we speak of laying up something for a rainy day we concern ourselves simply with a bank account. We forget there is a prosperity of the mind and heart just as much as there is of the purse, and that unless we lay up something for that we may come to want there, too—a hunger for love we have never won, a poverty for lack of interests we have never cultivated; that may be just as hard to bear as physical privation. Chauncey Depew once truly said that the reason so many American men kept on working long after they had accumulated enough fortune was because—although they had plenty to retire on—they had nothing to retire to. They were poor rich men, who were rich in nothing but money.

This may not be a conventional view to take of the subject, but it is a true one, nevertheless. It does us all good now and then to sit down and count our blessings, and when we are splattered by mud from Mr. Coupon's automobile to remember that we may be richer than he is in the things that really count towards happiness and well-being in life. Money isn't the only thing, and there are other kinds of prosperity beside that prosperity whose sign is the dollar mark.

Dorothy Dix.

Woman's Right to Be Ugly.

The right of homeliness, to be the complete enfranchisement of woman, is the theory of one who perhaps knows whereof he speaks.

"It would put an end to the female state," he explains, "placing woman upon an equality with man—not a fictitious equality such as is acquired by diplomas or rules, but a real equality one hundred times more important than the right to vote or hold office.

"The day when woman will be able frankly to say to man, 'You do not admire me, but I don't care,' she will share with him the empire of the world."

This is a new doctrine with a vengeance, and how it appeals to the new woman, or rather the average man, is an interesting question.

Men will not admit, as a rule, that a woman has a right to be homely. According to them, woman's first duty is beauty—she must please and attract, if not by natural loveliness of face and form, at least by the grace with which she presents herself in a careful setting of dress; by the graciousness of her manners; by the ready sympathy of her mind, or by that tact which says the right thing at the right time, or keeps still and looks pleasant.

These are matters of a little mental energy, and if the plain woman will only put her mind to it she may make herself more attractive even than her beautiful sister of the perfect complexion and classic profile, unless, indeed, she prefer to avail herself of the right to be homely. Indeed, so charming may the plain girl become, that the really pretty girl pauses in amazement and wonders at her power.

The fact is, that the plain girl has some beauties that do not strike the observer at once, but discover themselves later, and likewise last longer than mere prettiness. A gracefully shaped head, and a pretty carriage of it, is one of these charms. Another is a delicacy of detail, such as a well-marked line of hair at the neck and back of the ears. Sometimes the hair grows very thick at the temples, and comes down about the ears in an adorable way. Long after you have noted that the hair is of an ugly color this charm will strike you.

There is a dainty slenderness of outline that can not be called beauty of form exactly, but is a sort of cameo cut. Or the plain woman is possessed of a radiant cleanliness.

There is a sweet, fine freshness to her. It is essentially a physical attribute, and is as good and sweet and attractive as mere beauty; often more so. Such a woman coming into a room is like opening a window and letting in oxygen and fresh earth and grass sweetness; it is no matter whether she is pretty or not.

A woman who has neither complexion nor eyes, hair nor teeth, figure nor feature is Mme. Bernhardt. Her whole stock in trade is a voice and matchless grace, and yet for the last score or more of years she has made a doormat of the masculine gender.

"Whatever she wants she gets," is said of one society woman, plain of feature, "because she asks for it so delightfully; she can charm the birds out of the treetops, and make any man in town forget it is dinner time, and he is hungry."

To please, to charm and to captivate may be the gift of the plain woman even in larger degree than of the beauty. It is a gift worth cultivating.

The great mathematician, Sophie Kovalevsky, died of regret. She fell in love with the man who saw in her only a woman who had no charm of face or manner. Sophie Kovalevsky became despondent and died.

Her last request was that her history should be written so that it might serve as a lesson to the young women who might be tempted to imitate her example and rebel against the law of nature, a lesson to show them the folly of contempt of vanity, of carelessness, of acquired homeliness, so to speak, such as unbecoming dress, and all of the perquisites in the art of pleasing.

Since the world began women have tried to please men. They are obliged to do so, because upon that their entire life depends. Rousseau gives the reason of this in a page in "Emile," against which the celebrated Mary Wollstonecraft, the first new woman, vigorously protested.

"The men, the men, always the men," she cried. "Why should woman constantly be occupied in trying to please them? What, deck myself in fine clothes to please mere man? Never!"

Doubtless, she was within her right. Let woman dress as she pleases. But if she refuses to obey the law of her being she will fail to persuade women, and

will succeed in making herself displeasing to men.

As a matter of fact, there is no plain or ugly woman in the world, nor ever has been since the time of Eve, or if there is one here and there nothing ever happens to her. This has been proved by statistics—or the cynic.

The hostess is always a beautiful woman, he assures us. The heroine is always a beautiful woman. Evangeline was beautiful. Lucille was beautiful. Lucrece was beautiful. Sappho was beautiful. In fact, all down the line, from the day of the first woman to this hour, whenever a woman staggers to the center of the stage in any way she is a beautiful woman.

"I have often wondered what part the ugly woman plays in life," he continues, "she does not give any of the big functions."

"She is never the President, the Secretary or anything else in any of the woman organizations of the day. She is not my sweetheart, nor yours, nor the wife of the other fellow. These are all beautiful women!"

Even in the more violent scenes of life the ugly woman plays no part. She is never the subject of the designing villain, and the worst pickpocket in the world would not honor her by snatching a purse from her.

The fiendish fellow would rather dash vitriol or something equally destructive into the face of a really beautiful woman. He would want a victim who was bewilderingly beautiful, stupendously stunning and all that sort of thing.

If by chance there be an ugly woman in the world no one ever hears of her, nothing ever happens to her, apparently.

Cora Stowell.

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DISPENSING CREDIT.

Observations Prompted by Actual Business Experience.

Webster says, in its commercial meaning, that credit is "Trust given or received, the expectation of future payment for property transferred or the fulfillment of promises given." It therefore resolves itself into this—that credit is, in a mercantile sense, nothing but the expectation of money within some limited or specific time.

Credit serves the purpose of capital, although it can only wisely do so when the capital represents funds ready to take its place when necessary; in some rare instances credit alone is capital, based on reputation, ability, surroundings and probable success.

The real power of credit lies in the fact that a comparatively small amount of money can be made to do duty in carrying on larger transactions than would be possible if immediate payment was demanded; but, at the same time, it is absolutely necessary for the safe granting of credit that funds must be instantly available when required.

Many of us have learned by disastrous experience that credit is grossly abused and that men of acknowledged intelligence and ability have ruined others, as well as themselves, in the attempt to transact a competitive business with their larger and firmly-established neighbors, straining their credit to the utmost and out of all proportion to the capital invested.

Oftentimes we are "easy marks" for "magnets" of this description, and repeatedly, by reason of inability to do otherwise, are compelled to make donations to these unhealthy specimens of merchants, who have absolutely no right to the name or to be granted any favorable consideration; yet, these operations will continue just so long as the inordinate, grasping anxiety for wealth blinds the judgment and the principles of honorable business are disregarded.

To illustrate the looseness of the credit system, take, for instance, the attempt of a man to borrow \$100 in money and notice how he is refused; but then see with what celerity he receives credit for a purchase of \$500 worth of goods. An interesting illustration is related of a man in Philadelphia, who desired to start in business for himself. He applied to a woolen house and got goods to the amount of \$400. The salesman asked him what he manufactured.

"I make pants," he replied.

"How do you want to buy these goods?"

"The best way I can," was the answer.

"How will you pay for them?"

"Well, I gif you my note for four months."

"Is your note good?"

The buyer looked around, winked one eye to the salesman and put his finger on his nose. "My vriend," he said, with the air of one who is about to impart a confidence, "if my note was goot, I would make notes, not pants."

Credit, however, is indispensable, and the arrangement of business methods confirms the belief that credit is a thing which can never be abolished. There is scarcely a human being in a civilized country who does not transact something in the way of credit nearly every day in his life, the banker, the merchant, the landlord, the lawyer, the farmer, the minister.

Even the employe hired by the week

gives his employer credit from Monday until Saturday evening, each person creating liabilities for clothing, provisions, rent and the necessities and luxuries of life, and deriving credit, as individual conditions demand, until there exists a chain of credit from producer to consumer without which business transactions would be extremely limited.

The rapid growth and development of this country are largely due to the liberality with which credit has been granted, furnishing the means for the promotion of remarkable and extensive enterprises which, otherwise, could not have been accomplished. Therefore, we are assured that credit, judiciously and wisely given, increases the public wealth, but, if extended to those who are unworthy, whose ability, character and capital are lacking, then the result is disastrous.

Credit oftentimes becomes too cheap and is too readily obtained, thus fostering the spirit of expansion and greed beyond reasonable limits and inviting the very opposite condition which credit was intended to develop.

The foundation of credit is confidence, that feeling of trust or reliance in each other's purposes which leads to mutual sympathy and co-operation. A course of high reputation for strict honesty and truthfulness, coupled with the possession of only fair ability and small capital, will often receive more favorable consideration than the large operator with a shady character. Large means are not always necessary to the creation of credit. What is most desirable is that credit be kept in proportion to actual means, and in harmony with conditions which create and maintain it.

Character, integrity and honesty are positive requisites to-day in determining credit. A man's record is gone over with a fine-tooth comb before he can obtain credit, more pains being taken, at the present time to ascertain the worthiness of an applicant for credit favors than was considered necessary not many years ago.

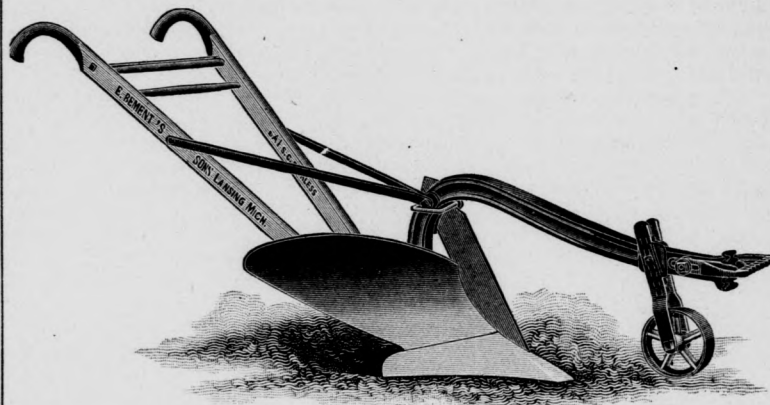
Human nature may not have changed during this lapse of time, but the building of a fortune through the usual course of trade is so slow and so discouraging that the desire to become suddenly rich, stimulated by those delusive and unquestionably attractive advertisements of oil and mining schemes that are "absolutely safe and sure winners," and the fact that Brown, Jones or Smith has become immensely opulent by a quick turn of fortune's wheel, often proves irresistibly alluring to even honest, industrious and cautious men.

With these conditions confronting the credit man, with the revelation of incompetency, inattention to business, extravagant habits and dishonesty, is it any wonder that mistakes are made, and that credit-giving becomes dangerous and disastrous?

In old times, the merchant came to market, and there was opportunity for personal interviews, whereby an estimate of character and worth could be obtained.

To-day the salesman is obliged to hustle on the road, his orders are sent in to the firm, and the patient but persevering credit man is put to extremes to secure information satisfactory enough to warrant his opening many accounts. Correspondence, soliciting statements and references often result in cancellation of orders. Merchants, in many instances, do not appreciate the necessity of mutual confidence. Many are over-

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sensitive, and particularly is this true when their affairs will not bear close investigation.

I have had some peculiar experiences in this line. Years ago I remember an order coming from a party in Northern Michigan. The information secured was unfavorable. I wrote him courteously, as all credit men are noted for doing, asking for a statement of his affairs, and offering, if he preferred, to send the goods C. O. D., with a liberal discount for cash.

In course of time the letter came back, with three words written in large, sprawling characters across its face, "Go to hell." Needless to say we didn't think it advisable to make the trip and the goods were not shipped.

At another time, a lady of middle age selected some goods to be sent from a town in Northern Indiana and, through a misunderstanding on the part of the salesman, she was permitted to depart without the usual interview. The customary questions were sent by mail, and a most spiteful epistle of two pages was received. Indignation and wrath were manifest in every word, and the letter terminated with the expression that "if she only was a man and had the strength, she would return to the city and horsewhip every one of the firm."

One day a young lady was brought to the sanctum for examination, and, after the usual enquiry had been made as to "How much capital have you in your business?" she straightened back, and, with a look of scorn and resentment, replied: "How dare you ask such a question!" All efforts to convince her that her position was wrong were unavailing. She wouldn't yield to argument, or admit that the relation of debtor and creditor which she desired to establish, developed the necessity for mutual confidence.

There are many true sayings about the tricks and rascalities of the Hebrew. To-day merchants of that nationality are very numerous in mercantile pursuits, and, in my experience, I have become acquainted with hundreds who are honest, straightforward and deserving fellows, but there are others. Saturday, in my line of merchandise, is apparently their great purchasing or market day. The army that then shows up in search of bargains, job lots and mark downs, is certainly surprising, and they all want credit, if they can get it. They approach the "sweat box" with a sickening smile that foretells trouble. If, perchance, the story and corroborative evidence are favorable to the granting of credit, it is astonishing how quickly the news is spread, and

you are at once besieged with dozens of others, who believe that, because Isaac was successful in getting credit, the chances are also good for Aaron, Max and Jacob.

It is amusing to note how artfully they will scheme to secure the coveted prize. They can tell the most plausible stories as to finances, with their faces wreathed in smiles, and will unblushingly neglect to inform you that the initial "R" in their firm name stands for Rebecca and not for Reuben, trusting to luck that the credit man will forget to ask some direct question that will expose the falsity of their statements.

If refused, they will send in their wives or daughters, of usually prepossessing appearance, to urge their claim for consideration or will display a roll of receipted bills to assure you that others believe them worthy of credit.

Dispensers of credit should be conscientious investigators, diplomatic, courteous and sagacious, should not forget that, in granting credit, they are assuming some risk, and it is due to themselves to take advantage of every precaution that will reduce their risk to the minimum.

Selling merchandise and loaning money are obviously understood to be controlled by different conditions of credit. Banks require one or more indorsers as security, thereby making the return of the loan more certain, while merchants are trusted with merchandise to the extent of many thousands of dollars, with no security further than the stock in trade, which is subject, not only to the usual risks of business, but to the competency and honesty of the buyer, and which may be frittered away or disposed of without your knowledge long before the bills mature.

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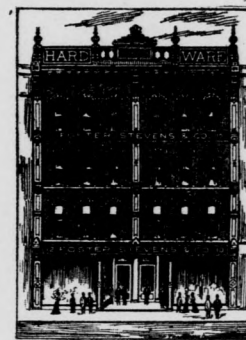
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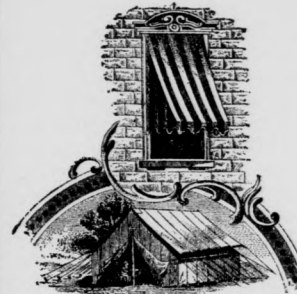
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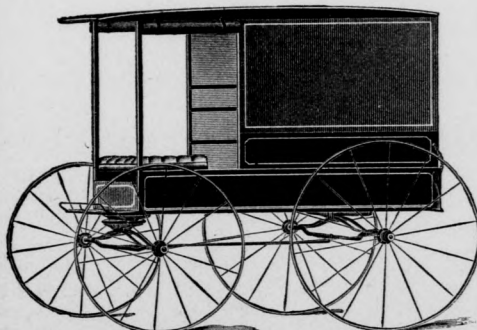
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The Incalculable Strength of Human Weakness.

Written for the Tradesman.

The bar of an old song fairly describes it: "In a little cottage with a creeping vine," only in this instance they were all there out on the porch bright with leaves and sunshine with every flower cup about the steps and on both sides of the walk to the gate spilling some of the sweetest fragrance that humanity has so far inhaled. The man, Bob Winton, had got as far as the gate with his grip when a wee voice called, "Papa," and down dropped the grip and back darted Bob to lift to his lips just the sweetest baby rosbud of a mouth that a happy father ever kissed, whose nectarine qualities at that moment were—not—enhanced by a recent contact with maple syrup.

"Tis goo' bye, Papee;" t but "papee" after a long, searching look couldn't find a clean place for his lips and didn't until somebody in white pique with some blooms at her belt and in her hair with a damp cloth removed the sweets from the sweet and then with a "Keep your mouth clean, Bobbie," there was a smack loud enough to startle the neighborhood and would have startled it if the sound thereof and the cause had not been long established facts in the neighborhood.

A moment later man and grip were at the street corner, the former turning for a last look and hand wave at the beautiful picture he was leaving back there in the glorious sunshine.

Fifteen minutes later he had boarded his train and was forgetting himself in the contents of his morning paper, when the heartiest kind of a "Hello, Bob!" with a corresponding slap on the shoulder was followed an instant later with a greeting that can only be exchanged by those who have known each other long and well. From the seat beside him went the grip to the floor and into it came Fred Manley's one hundred and sixty well-proportioned pounds. The two men looked at each other with admiring eyes.

The late-comer broke the brief silence.

"You're not holding yours, Bob; your gaining on it. Never saw you in better condition. New suit, new hat—my! but we are flying high! Things look brighter than they did in the old times when we played cards on the old box in Barnes' back store. The old man's gone. His checks went in couple of years ago. Wasn't he rank, though! One thing tickled me. I took in Wood River about a year ago and looked things over. Deader there than ever and to cheer myself up I went over to the cemetery where the old man lies. I thought of all the meanness he made us live through, but felt reconciled when his headstone told me he'd 'Gone from his work to his reward!' I came away satisfied!"

He would have gone on in the same vein but somebody stopped in the aisle at his side and a hand crept around his coat collar. "What's old Barnes got to suffer for now, I wonder?" asked the voice from the aisle.

The men in the seat didn't wait to look up. A single impulse stirred them. They sprang to their feet and went for the man in the aisle as if all three were fifteen years old and were seeing each other after the summer vacation. The car was full and no car seat can accommodate three well-developed men without crowding—a fact which instinctively caused a general grasping of grips and a rush to the smoker where the three

old cronies on two seats began a talk of old times loud enough to drown the most vigorous whistle on the road, "old Barnes" being the center of every reminiscence and the back store, the scene where each had its happy culmination.

"Remember that time when Jim McLane cabbaged the old man's ice cream the night of the party and the time we had eating it after everybody else had gone to bed? For pure, unblushing devilment that was the capsheaf of anything that I ever heard of. I wonder where the fellow is now? I believe I'd give more to run up against him than any other of the old fellows we used to know."

"Couldn't be induced to put the amount in figures, could you?" asked a deep bass voice from behind a newspaper on the other side of the aisle, "because if there was any encouragement in them I might try to fill your order."

"Jim McLane! by all that's above ground!" shouted the astonished three; and in less time than it takes to say it, the two seats facing each other were brimming full of four of the most joyful men in the United States. For the first time in years they had been brought together—they whose four fun-loving brains had done more to make old Barnes repent of his stinginess and had come nearer accomplishing their purpose than any other pieces of humanity on the round world.

From that time on for the four there was "fun alive." They left the train stepping on each other in their attempts to get closer, all talking and insisting on being heard at the same time. Their rooms were located together and they feed the waiter to give them a table in the dining room by themselves; and they planned to have a time of it—it was Saturday night—and, as Jim McLane put it, "incarnadine" the town.

There was every reason for it. They had not met in years. Time and circumstance had favored everyone of them. They could afford it. In all probability they four would never be together again just as they then were. Old Barnes was having "his reward," a fact that ought to be duly celebrated and above all there were the days of "auld lang syne" to be duly and fittingly commemorated. First they'd go to the theater and have a box—emblem of the one that served them so faithfully in the back store. Then, that over, they'd come back to the hotel and proceed to destroy some cigars and accompaniments at prices that they couldn't touch in old Barnes' day. In fact, they would give a coloring to the atmosphere that sunrise and sunset together couldn't equal and so have something to remember that would be well worth remembering. The programme having been thus happily made out, they were about leaving the table when the waiter came to say that Mr. Winton was wanted at the 'phone.

"Hello! What is it?" asked the speaker on this side of the line.

"Papee! Keep 'ou' mouf c'ean!"

"All right, Bobbie! Clean it is. 'Good night. Sleep tight.' Say good night to mamma."

Bob Winton hung up the receiver and went back to the three who were awaiting his return.

"I'm sorry, fellows; but the fact is I've just had a message over the 'phone and we'll have to postpone indefinitely our engagement."

From that day to this those three have been wondering "Why?"

Richard Malcolm Strong.



A Drawing Card for Business

Trade, in a steady stream, comes to the store that carries a well stocked line of In-er-seal goods. The demand grows and grows and grows.

NATIONAL BISCUIT COMPANY

WORLD'S BEST

S.C.W.

FIVE CENT CIGAR

ALL JOBBERS AND

G. J. JOHNSON CIGAR CO.

GRAND RAPIDS, MICHIGAN

High Quality Good Package Prompt Delivery

are essentials in the lime trade. PETOSKEY lime is the highest possible standard as to quality. We make a specialty of good barrels, and can assure you of prompt delivery. We solicit your inquiry and orders.

MICHIGAN LIME CO., Petoskey, Mich.

Commercial Travelers

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

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

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

The Ideal Traveling Man's Wife.

What is she, boys? Only a woman with a woman's hopes, dreams, ambitions, loves and desires gratified, satisfied. Answer thou, Oh, knight of the grip!

What must she be?

She must be modest, reserved, dainty and refined. She must treat with scorn the man who thinks he is privileged to talk to her because "she is only a traveling man's wife."

She must frown down the rash youth who thinks the wife, if she be young and good looking (and which one of you, boys, has one who is not?) has as much right to make mashes as the husband, who has been known to have several sweethearts in towns.

She must be able to mend, trim, and contrive, to make ends meet. Must be sweetly content with last winter's dress, turned and let down; with last year's hat adorned with a new wing or bunch of ribbon, with gloves thin at the fingers; in other words, to be "shabby genteel," while Charlie, the idol of her heart, shall be "arrayed in purple and fine linen."

How many are there of you?

We, your wives, with no place to call home, what have we?

Remember you who are our all, our desolation when you leave us, our joy when you return. Treat with consideration and courtesy her, who has given up all to follow you. Do not forget to tell about Jones, who would not buy this time, or Smith, who countermanded his order. Then there was a man who bought a great big bill at great big prices. We would be pleased to know about them, too.

Don't you know, whatever is of interest to you interests us also?

Don't be afraid to caress us, we might like to be kissed sometimes when we don't hardly dare suggest it, for fear you are tired, or your head aches, or you are cross, you know.

Help us, help us, that we may not say in the bitterness of our hearts:

"Heaven is not gained at a single bound, but we build the ladder from which we rise from the lowly earth to the lofty skies."

And we mount to its summit round by round.

Things a Drummer Should Know.

The man on the road is in business for himself, just as much as any stockholder in the firm he represents. His trade is distinctly his; his customers await his visits, buy on his recommendation, and mail their orders to him. If he changes houses, his patrons follow him. His salary is based on the volume of business, as is the profit of any manufacturer or merchant.

The farm boy who has followed the plow, and knows the strong and weak points of that implement—the kind of a plow that will best turn earth on the hillside or the prairie, in clay lands or in marshes—should make a good plow salesman. He could explain to the dealer the kind of plow best suited to his

locality, thus pleasing his patron, because in turn the farmer would be satisfied with his purchase.

It is not necessary to be an orator to sell goods. The representative will win who can explain, in simple, straightforward words, the merits of his wares. The goods and not the salesman should be conspicuous. I know a traveling man who makes a grand display of words, but sells few goods. His audience seems to feel that it is he and not the goods that interests. If he made his good points in simple "A, B, C," retiring behind the line he sells, his business would increase.

The salesman should know how to shake hands, making that act the business of the moment, firmly grasping the hand, meeting the eye steadily, offering his introductory remarks briefly, and showing positiveness, a quality which should characterize both his walk and talk.

The ability to call a customer by name, at his place of business or abroad, should be cultivated. A patron feels neglected if the man he patronizes can not "just recall" where they met; and again, he should never know his customer well enough to greet him with "Hello, Bill!" or "Hello, John!"—H. A. Leak in Success.

Appeal From President Weston.

Lansing, June 2—I want to thank you for the good work which you have all done so far this year. We are getting in a great many new members and, if the good work is kept up, this will be the banner year.

We have paid all claims in sixty days this year. The association was never in such a prosperous condition. Now, my brother, you can help make it more prosperous and one of the largest traveling men's associations of to-day. You are a stockholder and I want to ask each and every member to get just one new member. I do not believe we have a member that would not do that. Remember, the more members we have, the less it costs you. This is a business transaction with you, and you are responsible if we do not grow and prosper. You work for the success of your business—why not work for the success of an association which will pay your family \$500 when you are called to lay down your grip?

Let us this year do something and make the M. K. of G. 2,000 members. If you will help your officers, we can do it, and when our report is made at Battle Creek there will be rejoicing among our members.

John A. Weston, Pres.

Annual Meeting of Michigan Wholesale Grocers.

At the annual meeting of the Michigan Wholesale Grocers' Association, held at Detroit yesterday, the following officers were elected:

President—O. A. Ball, Grand Rapids.
First Vice-President—J. S. Smart, Saginaw.

Second Vice-President—H. S. Griggs, Jackson.

Treasurer—H. P. Sanger, Detroit.
Secretary—H. P. Sanger, Detroit.
Directors—O. A. Ball, J. S. Smart, H. S. Griggs, Frank J. Buckley, B. L. Desenberg, John W. Symons, Amos S. Musselman and Geo. Hume.

Also the following committees:

Membership—W. C. Phipps, O. A. Ball and Herbert Montague.

Arbitration—S. M. Lemon, H. S. Griggs, J. W. Symons, W. H. Brace and A. J. Daniels.

Transportation—C. Elliott, A. S. Musselman, John R. Price, W. I. Brotherton and Edward Dibble.

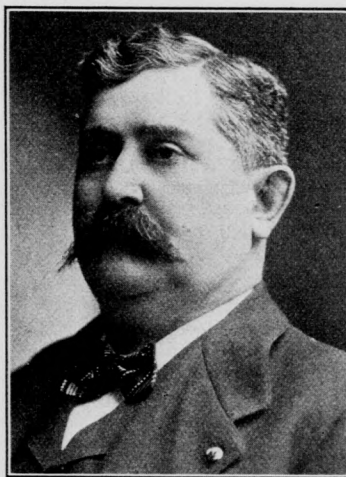
Legislative—Amos S. Musselman, Herbert Montague, W. C. Phipps, S. M. Lemon and James R. Tanner.

Sugar—James Edgar, D. D. Cady, C. Elliott, S. M. Lemon and W. C. Phipps.

SUCCESSFUL SALESMEN.

B. B. Downard, Representing Ellsworth & Thayer Manufacturing Co.

Byron B. Downard was born on a farm in Clinton county, Ohio, June 22, 1852. His father was of Scotch and Pennsylvania Dutch antecedents. His mother represented English and Irish ancestry. When he was 2 years old his parents moved to Marion, Ind., where he was reared and educated in the common schools of the town until he was 14 years of age, when he went to work on a farm. He subsequently worked in a sawmill, clerked in a hotel, served as brakeman on the railroad and finally served an apprenticeship in the plasterers and bricklayers' trade, which he pursued for seven years. For three years he acted as agent for fire and life insurance companies in Marion. In 1880, he began selling goods on the road and the following year he engaged to cover Wisconsin and Illinois for F. M. Dilly & Co., book publishers at Cincinnati. In 1882 he was city salesman in



Milwaukee for an installment goods house. In 1883 he engaged to cover Illinois, Indiana and Missouri for the H. C. Porth Manufacturing Co., manufacturer of rubber goods at Milwaukee. In 1885 he covered Wisconsin for Seville, Butler & Co., jobbers of cigars, tobaccos and grocers' sundries. In 1886 he engaged to travel for Wright Bros., of Milwaukee, jobbers of cigars, covering Wisconsin, Minnesota and the Upper Peninsula of Michigan. July 1, 1887, he struck his gait and engaged to cover Wisconsin and Lower Michigan for the Straw & Ellsworth Manufacturing Co., manufacturer of gloves, mittens and men's fur coats and jobbers of hats and caps. Dec. 15, 1900, the name of the house was changed to the Ellsworth & Thayer Manufacturing Co., at which time the sale of hats and caps was discontinued and Mr. Downard was promoted to the position of general salesman for Michigan, Eastern Wisconsin and Chicago. He sees his trade from once to six times a year and his visits have come to be looked forward to by his customers with pleasant anticipation, because he always has something new to show them on every trip.

Mr. Downard was married July 12, 1892, to Miss Melissa Campbell, of Marion. They reside at 409 VanBuren street, Milwaukee.

Mr. Downard is a member of Kilbourn Lodge, No. 3, F. and A. M., Milwaukee; Manistee Lodge, No. 250, B. P. O. E., and Milwaukee Council, No. 54, U. C. T. He has never held office in any of these organizations and has never

aspired to do so. Mr. Downard rides no hobby. He likes good horse races and a good game of base ball, but is not a crank on anything of that sort. He likes fishing and hunting, but seldom indulges in either because of lack of time. He attributes his success to hard work and tact; to the fact that he has been able to secure and maintain the friendship and confidence of his trade. He is entirely satisfied with his house, with his trade and with his surroundings and has every reason to be gratified over the success he has achieved and with his prospects for the future.

Marquette Mining Journal: The latest addition to the Marquette colony of traveling men, which all along is steadily showing increase, is Wm. C. Owen, brother of Mrs. William Pohlmann. Mr. Owen represents Gage & Co., the Detroit firm of men's outfitters. With Mr. Pohlmann he has rented the front room over the American Express office and the two gentlemen will there be prepared to display their samples to the dealers in the smaller towns of the country.

Wm. E. Martin has severed his connection with the Worden Grocer Co. to take a similar position with Phelps, Brace & Co. The route is being covered temporarily by W. Frederick Blake.

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.

Our Aim

has always been to be the best in every respect. That we have so far succeeded is evinced by the thousands of satisfied patrons who, having once partaken of our hospitality, never tire of singing our praises.

Livingston Hotel

Grand Rapids

The Warwick

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

A. B. GARDNER, Manager.

You ought to sell

LILY WHITE

"The flour the best cooks use"

VALLEY CITY MILLING CO.,
GRAND RAPIDS, MICH.

Drugs--Chemicals

Michigan State Board of Pharmacy

	Term expires
HENRY HEIM, Saginaw	Dec. 31, 1902
WERT 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.

Things and People That Happen in a Drug Store.

Written for the Tradesman.
I have often thought that, if I ever grew tired of the business I am now engaged in, I would like to be a druggist. It might make me better satisfied with my present occupation. A druggist takes life so easy; but then that may be the fault of the doctor who writes the prescription, rather than that of the man who fills it.

A druggist has nothing to do from 7 a. m. until 11 p. m. but to mix up strange concoctions at the instigation of the doctors and to answer fool questions. Without reflecting on the druggist, I never could understand why people looked upon a drug store as an intelligence office. If a druggist has any intelligence that is not working and is running to waste, he ought to bottle it up and sell it in 10 cent packages and not let it out in small lots free gratis for nothing.

For instance, there is a drug store I hang around, as much as the proprietors will permit, that is on four street car lines, and every man, from the boy who cracks up ice and soda fountain glassware to the gentle bouncer who runs the credit department on the roof, is expected to be a walking time-card by the general public. Each is expected to know when the next car goes east, west or south and, if it fails to go, why it does not. If a car has run over a sandwich somewhere and jumped the track, the druggist is expected to know just where it is and what the prospects are for its getting in condition to tap the lightning pipe again. If the cars are not running on a schedule to suit the public or some particular, or over-particular, individual, the drug man is expected to know why they are not.

Worse than that, occasionally a woman walks in and asks when the next car leaves for Pine street. If my friend, the drug clerk, is compelled to tell her it will leave in 28 minutes, she gives him a look that indicates she thinks he owns the whole street railway system, whereas he may not own over \$10,000 worth of stock altogether in the rapid transit concern. With that look of scorn she sweeps out. I say "sweeps out" advisedly, because she does that much for the druggist anyway, if she has on one of those popular long trains. She may knock down a few show cards and jar a little plaster loose, but she is at least entitled to credit for sweeping out.

The clerk, withered by her look of scathing scorn, is just getting back his nerve—something he would not attempt to keep house without—when my lady of the combination car, smoker and fourteen coaches projects herself through the door at him again. She has met a friend outside in the meantime who has told her that her next door neighbor

once had an elopement in their family and she is feeling better. She has also been to another drug store since then and been informed that the car leaves in fifteen minutes. Now she strides in and drops something about how these careless people might have made her miss her car—telling her it left in twenty-eight minutes when it is fifteen. Then she declares it is too bad the street railway company does not provide some decent place in which people may wait for cars. Finally, she disappears and the clerk reappears from behind the prescription case, where he has been throwing corks at a portrait of the man who wrote, "Woman, Lovely Woman."

But all the women are not like that. My goodness, no. There are the dear girls—bless them! The poor we have always with us—and the girls. They are the bright flowers scattered along the rough road of life—and some of them are daisies. Like wild ducks they move in flocks and their thoughts are effervescent. They bubble over with little confidences, for your modern girl is a confidence worker without an equal. They may make fun of the soda fountain clerk's necktie, but they lead many a harmless young man gently away from the engrossing cigar case to the bankrupting soda fountain, and so the drug man loves the girls—as much as circumstances and his wife will permit. Bless the girls! Without them a soda fountain would make more money in the Klondike and the soda fountain clerk would wear the same necktie a week.

There is one other man besides the girls who deserves mention and he is the man who wants to learn the science of pharmaceuticals without going through all the grind the druggist has suffered. I do not know positively that he wants to be a pharmacist, but I judge he does from the way he works himself in behind the prescription case when the drug mixer is compounding medicines. He does not ask questions about how to mix a Prussic acid cocktail or how to generate a fizz from acidum carbolicum, this crafty man, but he distracts the druggist's thoughts with other subjects while he drinks in the other's actions and his 40-count 'em-40 extract of rye, if there happens to be any standing handy. Unfortunately, bicarbonate of potassium and the Cuban tariff question do not mix well and, if the patient the next day shows lassitude, it can be attributed to the man who invades the sacred precincts of the prescription case and gets the prescription clerk to welding the ultimate outcome of the trust movement and ammoniac together.

There is another old subscriber of the drug store who should not be omitted from this chronicle, lest he should feel hurt and not come again. That is the man who belongs to the society for the demolition of directories. The druggist has not the slightest objection in the world to the public use of his directory. That is what he buys it for. He knows the name and residence of every man in town and so has no use for it himself; but the drug man does not like to have a directory used like a temperance lecturer in Kentucky. A directory has Phelans and Paynes and it should not be handled roughly. It is just as easy to open a directory at the side as it is to break its back and get at the contents that way. Then when the directory hater finds the name he wants, it is not necessary in order to get the address to tear out the page. Take the book. There is a hotel in Western Michigan where the untamed directory is chained to the

clerk's desk with a steel chain. This idea might be elaborated upon with success and profit by some of the drug stores. I would suggest that the directory be printed on sheet steel and screwed to the floor with barn hinges.

We will consider some of the other joys of my friends, the druggists, in the next chapter unless, like the boy with the apple said to the boy who wanted the core, the editor and the gentle—when not aroused—reader say:

"There ain't a-goin' to be no other chapter." Douglas Malloch.

The Drug Market.

Opium—Is a little firmer at unchanged price.

Morphine—Is steady.

Quinine—Is weak, but price is unchanged.

Cod Liver Oil—Continues to harden in price. Another advance of 50c per barrel is noted this week.

Menthol—Is firmer at the advance noted last week.

Balsam Peru—Has further declined.

Elm Bark—Continues very scarce and higher.

Vanilla Beans—Are at present very cheap. Very good beans can be sold at about half the price of three months ago.

Juniper Berries—The crop at primary markets is reported exhausted. Price has advanced here.

Oil Spearmint—Is scarce and has advanced.

Celery Seed—Is very firm and advancing, on account of higher prices in the primary market.

Harness Dressing.

A good harness dressing can be made after this formula: One gallon of neat-foot oil; two pounds of Bayberry tallow; two pounds of beeswax; two pounds of beef tallow. Put the above in a pan over a moderate fire. When thoroughly dissolved add two quarts of castor oil; then, while on the fire, stir in one ounce of lampblack. Mix well and strain through a fine cloth to remove the sediment, let cool, and you have as fine a dressing for harness or leather of any kind as can be had.

The Assay of Jalap.

According to Schweissinger a fairly accurate assay of jalap may be made in the following manner: Ten grammes of the finely powdered drug are placed in a small flask with 100 cubic centimeters of alcohol. The mixture is frequently agitated in the course of twenty-four hours. A definite volume of the clear liquid is evaporated, and the resin is washed with water, dried at 100 deg. C., and weighed. The result is correct to within a very small amount.

Sophisticated Calcium Phosphate.

Kebler reports that an article of fine physical appearance proved upon examination to contain 30 per cent. of calcium carbonate. The presence of this impurity is not incidental to the manufacture of calcium phosphate, as has been intimated. Anyone using such a phosphate of calcium for the purpose of diluting powdered opium in manufacturing laudanum would have no end of trouble before the product was finished.

Frosted Chocolate Ice Cream Soda.

Put the proper amount of chocolate syrup into the glass. Then run in enough carbonated water to half fill the glass. Next put in a lump of vanilla ice cream the size of an egg. Then draw on the fine stream of carbonated water and top off the whole with a tall foaming billow of whipped cream.

New Device For Taking Pills.

A European scientist has patented a device for facilitating the swallowing of pills, which consists essentially of a bottle with a long neck. In use, the pill is placed in the bottle and the long neck inserted into the mouth as far as possible, the pill being retained upon the shoulder until what the novelists call the psychological moment, when it falls with great speed and the throat is surprised into completing its descent.

Horse Cough Powders.

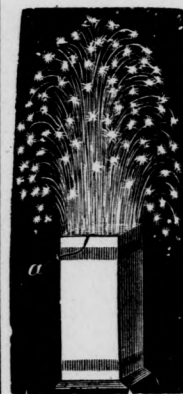
Pulv. camphorae.....3 drs.
Potass. chlorat.....1½ ozs.
Pulv. fol. belladon.....1½ ozs.
Pulv. anisi.....2 ozs.
Divide into twelve powders. Give one twice a day in the food.

Cost of a Glass of Soda Water.

It is estimated that the average cost of a glass of soda water is 1.85 cents. Ice cream soda costs about 2¼ cents, but "phosphates" and mineral waters bring the average down.

If some advertising wasn't so pompous and positive it would make more friends for the store.

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.

WHOLESALE DRUG PRICE CURRENT

Advanced—
Declined—Balsam Peru.

Acidum		Conium Mac.		Sella Co.		Nux Vomica		Soda, Boras		Red Venetian	
Aceticum	60¢ 8	Copaiba	1 15¢ 1 25	Tolutan	50	Os Sepia	35¢ 37	Soda, Boras, po.	90¢ 11	Ochre, yellow Mars.	1 1/2 2 28
Benzoleum, German.	70¢ 75	Cubebae	1 30¢ 1 35	Prunus virg.	50	Pepsin Saac, H. & P.	1 00	Soda et Potass Tart.	23¢ 25	Ochre, yellow Ber.	1 1/2 2 23
Boricum	17	Ercechthitos	1 00¢ 1 10	Tinctures		Piels Liq. N.N. 1/4 gal.	2 00	Soda, Carb.	1 1/2 2	Putty, commercial	2 1/2 2 24
Carbolicum	24¢ 29	Erigeron	1 00¢ 1 10	Aconitum Napellis R	60	doz	2 00	Soda, Bi-Carb.	3 1/2 4	Putty, strictly pure	2 1/2 2 23
Citricum	43¢ 45	Gaultheria	2 00¢ 2 10	Aconitum Napellis F	50	Piels Liq., quarts	1 00	Soda, Sulphas	2 00	Vermilion, F r l me	13¢ 15
Hydrochlor.	3¢ 5	Geranium	75¢ 30	Aloes	50	Piels Liq., pints	85	Spts. Cologne	2 60	Vermilion, English	70¢ 75
Nitrosum	8¢ 10	Gossypii, Sem. gal.	50¢ 60	Aloes and Myrrh	60	Pil Hydrarg.	50	Spts. Ether Co.	50¢ 55	Green, Paris	14¢ 18
Oxalicum	12¢ 14	Hedema	1 65¢ 1 70	Arnica	50	Piper Nigra	22	Spts. Myrcela Dom.	2 00	Green, Peninsular	13¢ 16
Phosphoricum, dil.	12¢ 14	Juniper	1 50¢ 2 00	Assafetida	50	Piper Alba	35	Spts. Vini Rect. bbl.	2 00	Lead, red	5 0 8 1/4
Salicylicum	50¢ 53	Lavendula	90¢ 2 00	Atrope Belladonna	50	Pilx Burgun.	7	Spts. Vini Rect. 1/2 bbl	2 00	Lead, white	6 0 6 1/4
Sulphuricum	13¢ 15	Limonis	1 15¢ 1 25	Aurantii Cortex	50	Plumbi Acet.	10¢ 12	Spts. Vini Rect. 10gal	2 00	Whiting, white Span	90
Tannicum	1 10¢ 1 20	Mentha Piper	2 10¢ 2 20	Benzoil	50	Pulvis Ipecac et Opil	1 30¢ 1 50	Spts. Vini Rect. 5 gal	2 00	Whiting, gliders	96
Tartaricum	38¢ 40	Mentha Virid.	1 80¢ 2 00	Benzoin	50	Pyrethrum, boxes H.	80¢ 1 05	Spts. Vini Rect. 10gal	2 00	White, Paris, Amer.	1 25
Ammonia		Morruha, gal.	1 20¢ 1 30	Barosma	50	Pyrethrum, pv.	25¢ 30	Spts. Vini Rect. 10gal	2 00	Whiting, Paris, Eng.	1 25
Aqua, 16 deg.	4¢ 6	Myrra	4 00¢ 4 50	Cantharides	50	Quassia	8¢ 10	Spts. Vini Rect. 10gal	2 00	Whiting, Paris, Eng.	1 25
Aqua, 20 deg.	6¢ 8	Picis Liquida	10¢ 12	Caplicum	50	Quinia, S. F. & W.	30¢ 40	Spts. Vini Rect. 10gal	2 00	Whiting, Paris, Eng.	1 25
Carbonas	13¢ 15	Picis Liquida, gal.	10¢ 12	Cardamom	75	Quinia, S. German	3 40	Spts. Vini Rect. 10gal	2 00	Whiting, Paris, Eng.	1 25
Chloridum	12¢ 14	Ricinis	1 00¢ 1 06	Cardamom Co.	75	Quinia, N. Y.	30¢ 40	Spts. Vini Rect. 10gal	2 00	Whiting, Paris, Eng.	1 25
Aniline		Rosmarini	1 00¢ 1 00	Castor	1 00	Rubia Tinctorum	12¢ 14	Spts. Vini Rect. 10gal	2 00	Whiting, Paris, Eng.	1 25
Black	2 00¢ 2 25	Rosae, ounce.	6 00¢ 6 50	Catechu	50	Saccharum Lactis pv	20¢ 22	Spts. Vini Rect. 10gal	2 00	Whiting, Paris, Eng.	1 25
Brown	30¢ 1 00	Succin	40¢ 45	Cinchona	50	Salacln	4 50¢ 4 75	Spts. Vini Rect. 10gal	2 00	Whiting, Paris, Eng.	1 25
Red	45¢ 50	Sabina	90¢ 1 00	Cinchona Co.	50	Sangus Draconis	40¢ 50	Spts. Vini Rect. 10gal	2 00	Whiting, Paris, Eng.	1 25
Yellow	2 50¢ 3 00	Santal	2 75¢ 7 00	Columba	50	Sapo, W	12¢ 14	Spts. Vini Rect. 10gal	2 00	Whiting, Paris, Eng.	1 25
Baccae		Sassafras	55¢ 60	Cubebae	50	Sapo M	10¢ 12	Spts. Vini Rect. 10gal	2 00	Whiting, Paris, Eng.	1 25
Cubebae	22¢ 24	Sinapis, ess., ounce.	1 50¢ 1 65	Cassia Acutifol	50	Sapo G	12¢ 14	Spts. Vini Rect. 10gal	2 00	Whiting, Paris, Eng.	1 25
Juniperus	6¢ 8	Tig.	40¢ 45	Digitals	50			Spts. Vini Rect. 10gal	2 00	Whiting, Paris, Eng.	1 25
Xanthoxylum	1 70¢ 1 75	Thyme	1 60	Ergot	50			Spts. Vini Rect. 10gal	2 00	Whiting, Paris, Eng.	1 25
Balsamum		Thyme, opt.	1 60	Ferri Chloridum	35			Spts. Vini Rect. 10gal	2 00	Whiting, Paris, Eng.	1 25
Copaiba	50¢ 55	Theobromas	15¢ 20	Gentian	50			Spts. Vini Rect. 10gal	2 00	Whiting, Paris, Eng.	1 25
Peru	6¢ 1 70	Potassium		Gentian Co.	50			Spts. Vini Rect. 10gal	2 00	Whiting, Paris, Eng.	1 25
Terabin, Canada	60¢ 65	Bi-Carb.	15¢ 18	Gulaca	50			Spts. Vini Rect. 10gal	2 00	Whiting, Paris, Eng.	1 25
Tolutan	45¢ 50	Bichromate	13¢ 15	Gulaca ammon.	50			Spts. Vini Rect. 10gal	2 00	Whiting, Paris, Eng.	1 25
Cortex		Bromide	52¢ 57	Hyoscyamus	50			Spts. Vini Rect. 10gal	2 00	Whiting, Paris, Eng.	1 25
Abies, Canadian	18	Carb.	12¢ 15	Iodine	75			Spts. Vini Rect. 10gal	2 00	Whiting, Paris, Eng.	1 25
Cassia	12	Chlorate, po. 17@19	16¢ 18	Iodine, colorless	75			Spts. Vini Rect. 10gal	2 00	Whiting, Paris, Eng.	1 25
Cinchona Flava	18	Cyanide	34¢ 38	Kino	50			Spts. Vini Rect. 10gal	2 00	Whiting, Paris, Eng.	1 25
Euonymus atropurp.	30	Iodide	2 30¢ 2 40	Lobelia	50			Spts. Vini Rect. 10gal	2 00	Whiting, Paris, Eng.	1 25
Myrica Cerifera, po.	18	Potassa, Bitart, pure	28¢ 30	Myrrh	50			Spts. Vini Rect. 10gal	2 00	Whiting, Paris, Eng.	1 25
Prunus Virgini	20	Potassa, Bitart, com.	2¢ 15	Nux Vomica	50			Spts. Vini Rect. 10gal	2 00	Whiting, Paris, Eng.	1 25
Quillaja, gr'd	12	Potass Nitras, opt.	7¢ 10	Opil.	50			Spts. Vini Rect. 10gal	2 00	Whiting, Paris, Eng.	1 25
Sassafras	12	Potass Nitras	6¢ 8	Opil, comphorated	50			Spts. Vini Rect. 10gal	2 00	Whiting, Paris, Eng.	1 25
Ulmus	20	Prussiate	23¢ 26	Opil, deodorized	50			Spts. Vini Rect. 10gal	2 00	Whiting, Paris, Eng.	1 25
Extractum		Sulphate po.	15¢ 18	Quassia	50			Spts. Vini Rect. 10gal	2 00	Whiting, Paris, Eng.	1 25
Glycyrrhiza Glabra	24¢ 25	Radix		Rhatany	50			Spts. Vini Rect. 10gal	2 00	Whiting, Paris, Eng.	1 25
Glycyrrhiza, po.	28¢ 30	Aconitum	20¢ 25	Rhei.	50			Spts. Vini Rect. 10gal	2 00	Whiting, Paris, Eng.	1 25
Hematox, 15 lb. box	11¢ 12	Althea	30¢ 33	Sanguinaria	50			Spts. Vini Rect. 10gal	2 00	Whiting, Paris, Eng.	1 25
Hematox, 15	13¢ 14	Anchusa	10¢ 12	Serpentaria	50			Spts. Vini Rect. 10gal	2 00	Whiting, Paris, Eng.	1 25
Hematox, 1/4s	14¢ 15	Arum po.	2¢ 25	Stromonium	50			Spts. Vini Rect. 10gal	2 00	Whiting, Paris, Eng.	1 25
Hematox, 1/4s	16¢ 17	Calamus	20¢ 40	Tolutan	50			Spts. Vini Rect. 10gal	2 00	Whiting, Paris, Eng.	1 25
Ferru		Gentiana	12¢ 15	Valerian	50			Spts. Vini Rect. 10gal	2 00	Whiting, Paris, Eng.	1 25
Carbonate Precip.	15	Glycyrrhiza, pv. 15	16¢ 18	Veratrum Veride	50			Spts. Vini Rect. 10gal	2 00	Whiting, Paris, Eng.	1 25
Citrate and Quinia	2 25	Hydrastis Canaden.	75	Zingiber	20			Spts. Vini Rect. 10gal	2 00	Whiting, Paris, Eng.	1 25
Citrate Soluble	75	Hydrastis Can. po.	80	Miscellaneous				Spts. Vini Rect. 10gal	2 00	Whiting, Paris, Eng.	1 25
Ferrocyanidum Sol.	40	Hellebore, Alba, po.	12¢ 15	Ether, Spts. Nit. F	30¢ 35			Spts. Vini Rect. 10gal	2 00	Whiting, Paris, Eng.	1 25
Solut. Chloride	15	Inula, po.	18¢ 22	Ether, Spts. Nit. F	34¢ 38			Spts. Vini Rect. 10gal	2 00	Whiting, Paris, Eng.	1 25
Sulphate, com'l, by	80	Ipecac, po.	3 60¢ 3 75	Alumen	24¢ 3			Spts. Vini Rect. 10gal	2 00	Whiting, Paris, Eng.	1 25
Sulphate, pure	7	Iris plox, po. 35@38	35¢ 40	Alumen, gro'd, po. 7	30¢ 4			Spts. Vini Rect. 10gal	2 00	Whiting, Paris, Eng.	1 25
Flora		Jalap, pr.	25¢ 30	Annatto.	40¢ 50			Spts. Vini Rect. 10gal	2 00	Whiting, Paris, Eng.	1 25
Arnica	15¢ 18	Maranta, 1/4s	22¢ 25	Antimon.	40¢ 50			Spts. Vini Rect. 10gal	2 00	Whiting, Paris, Eng.	1 25
Anthemis	22¢ 25	Podophyllum, po.	22¢ 25	Antimoniet Potass T	40¢ 50			Spts. Vini Rect. 10gal	2 00	Whiting, Paris, Eng.	1 25
Matricaria	30¢ 35	Rhei.	75¢ 1 00	Antipyrin	25			Spts. Vini Rect. 10gal	2 00	Whiting, Paris, Eng.	1 25
Folia		Rhei, cut	1 25	Antifebrin	20			Spts. Vini Rect. 10gal	2 00	Whiting, Paris, Eng.	1 25
Barosma	35¢ 40	Rhei, pv.	75¢ 1 35	Argenti Nitras, oz.	45			Spts. Vini Rect. 10gal	2 00	Whiting, Paris, Eng.	1 25
Cassia Acutifol, Tin-	20¢ 25	Spigelia	35¢ 38	Arsenicum	10¢ 12			Spts. Vini Rect. 10gal	2 00	Whiting, Paris, Eng.	1 25
nevelly	20¢ 25	Sanguinaria, po. 15	35¢ 38	Balm Gilead Buds.	45¢ 50			Spts. Vini Rect. 10gal	2 00	Whiting, Paris, Eng.	1 25
Cassia, Acutifol, Alix.	25¢ 30	Serpentaria	50¢ 55	Blismuth S. N.	1 65¢ 1 70			Spts. Vini Rect. 10gal	2 00	Whiting, Paris, Eng.	1 25
Salvia officinalis, 1/4s	12¢ 20	Senega	60¢ 65	Calcium Chlor., 1s.	10			Spts. Vini Rect. 10gal	2 00	Whiting, Paris, Eng.	1 25
and 1/4s	12¢ 20	Smlax, officinalis H.	2¢ 25	Calcium Chlor., 1/4s.	10			Spts. Vini Rect. 10gal	2 00	Whiting, Paris, Eng.	1 25
Uva Ursi	8¢ 10	Smlax, M.	2¢ 25	Calcium Chlor., 1/4s.	10			Spts. Vini Rect. 10gal	2 00	Whiting, Paris, Eng.	1 25
Gummi		Sellae, po. 35	10¢ 12	Cantharides, Rus. po.	80			Spts. Vini Rect. 10gal	2 00	Whiting, Paris, Eng.	1 25
Acacia, 1st picked	65	Symplacum, Foet-	25¢ 30	Capici Fructus, af.	15			Spts. Vini Rect. 10gal	2 00	Whiting, Paris, Eng.	1 25
Acacia, 2d picked	65	cus, po.	25	Capici Fructus B, po.	15			Spts. Vini Rect. 10gal	2 00	Whiting, Paris, Eng.	1 25
Acacia, 3d picked	65	Valeriana, Eng. po. 30	25	Caryophyllus, po. 15	12¢ 14			Spts. Vini Rect. 10gal	2 00	Whiting, Paris, Eng.	1 25
Acacia, sifted sorts.	28	Zingiber a.	14¢ 16	Carmin, No. 40	3 00			Spts. Vini Rect. 10gal	2 00	Whiting, Paris, Eng.	1 25
Acacia, po.	45¢ 65	Zingiber j.	25¢ 27	Cera Alba	55¢ 60			Spts. Vini Rect. 10gal	2 00	Whiting, Paris, Eng.	1 25
Aloe, Barb. po. 18@20	12¢ 14	Semen		Cera Flava	40¢ 42			Spts. Vini Rect. 10gal	2 00	Whiting, Paris, Eng.	1 25
Aloe, Cape, po. 15	12¢ 14	Anisum	2¢ 15	Cocculus	40			Spts. Vini Rect. 10gal	2 00	Whiting, Paris, Eng.	1 25
Aloe, Socotri, po. 40	12¢ 14	Apium (graveleons)	13¢ 15	Cassia Fructus	40			Spts. Vini Rect. 10gal	2 00	Whiting, Paris, Eng.	1 25
Ammoniac	55¢ 60	Bird, 1s.	4¢ 6	Centraria	10			Spts. Vini Rect. 10gal	2 00	Whiting, Paris, Eng.	1 25
Assafetida	25¢ 40	Carul	10¢ 11	Cetaceum	45			Spts. Vini Rect. 10gal	2 00	Whiting, Paris, Eng.	1 25
Benzoilum	50¢ 55	Cardamom	1 25¢ 1 75	Chloroform	55¢ 60			Spts. Vini Rect. 10gal	2 00	Whiting, Paris, Eng.	1 25
Catechu, 1s	65	Carlandrum	8¢ 10	Chloroform, squibbs	1 10			Spts. Vini Rect. 10gal	2 00	Whiting, Paris, Eng.	1 25
Catechu, 1/4s	65	Cannabis Sativa	4 1/2¢ 5	Chloral Hyd Crst.	1 35¢ 1 60			Spts. Vini Rect. 10gal	2 00	Whiting, Paris, Eng.	1 25
Catechu, 1/4s	65	Cydonium	75¢ 1 00	Chondrus	20¢ 25			Spts. Vini Rect. 10gal	2 00	Whiting, Paris, Eng.	1 25
Camphore	64¢ 69	Chenopodium	15¢ 16	Cinchonidine, P. & W	38¢ 48			Spts. Vini Rect. 10gal	2 00	Whiting, Paris, Eng.	1 25
Euphorbium, po. 35	2¢ 40	Dipterix Odorata	1 00¢ 1 10	Cinchonidine, Germ.	38¢ 48			Spts. Vini Rect. 10gal	2 00	Whiting, Paris, Eng.	1 25
Galbanum	1 00	Foeniculum	10¢ 12	Cineale	4 55¢ 4 75			Spts. Vini Rect. 10gal	2 00	Whiting, Paris, Eng.	1 25
Gamboge	80¢ 85	Foenugreek, po.	7¢ 9	Croosotum	45			Spts. Vini Rect. 10gal	2 00	Whiting, Paris, Eng.	1 25
Gualacum	35	Lini, gr'd	4 2¢ 6	Creta, bbl. 75	2			Spts. Vini Rect. 10gal	2 00	Whiting, Paris, Eng.	1 25
Kino	35	Lini, gr'd	4 2¢ 6	Creta, prep.	2			Spts. Vini Rect. 10gal	2 00	Whiting, Paris, Eng.	1 25
Mastic	40	Lobelia	1 50¢ 1 65	Creta, precip.	9¢ 11			Spts. Vini Rect. 10gal	2 00	Whiting, Paris, Eng.	1 25
Myrrh	40	Pharlaris Canarian.	4 1/2¢ 5	Creta, Rubra	9			Spts. Vini Rect. 10gal	2 00	Whiting, Paris, Eng.	1 25
Opil	40	Rapa	4 1/2¢ 5	Crocus	25¢ 30			Spts. Vini Rect. 10gal	2 00	Whiting, Paris, Eng.	1 25
Opil, po. 4.20@4.30	3 20¢ 3 25	Sinapis Alba	9¢ 10	Cudbear	24			Spts. Vini Rect. 10gal	2 00	Whiting, Paris, Eng.	1 25
Shellac	35¢ 45	Sinapis Nigra	11¢ 12	Cupri Sulph.	64¢ 8			Spts. Vini Rect. 10gal	2 00	Whiting, Paris, Eng.	1 25
Shellac, bleached	40¢ 45	Spiritus		Dextrine	70			Spts. Vini Rect. 10gal	2 00	Whiting, Paris, Eng.	1 25
Tragacanth	70¢ 1 00	Frument, W. D. Co.	2 00¢ 2 50	Ether Sulph.	78¢ 92			Spts. Vini Rect. 10gal	2 00	Whiting, Paris, Eng.	1 25
Herba		Frument, D. F. R.	2 00¢ 2 25	Emery, all numbe.s	8			Spts. Vini Rect. 10gal	2 00	Whiting, Paris, Eng.	1 25
Absinthium, oz. pkg	25	Frument	1 25¢ 1 50	Emery, po.	85¢ 90			Spts. Vini Rect. 10gal	2 00	Whiting, Paris, Eng.	1 25
Eupatorium, oz. pkg	25	Juniperis Co. O. T.	1 65¢ 2 00	Flake White	12¢ 15			Spts. Vini Rect. 10gal	2 00	Whiting, Paris, Eng.	1 25
Lobelia, oz. pkg	25	Juniperis Co.	1 75¢ 2 00	Galla	23			Spts. Vini Rect. 10gal	2 00	Whiting, Paris, Eng.	1 25
Majorum, oz. pkg	25	Saacharum N. E.	1 90¢ 2 10	Gambler	8¢ 9			Spts. Vini Rect. 10gal	2 00	Whiting, Paris, Eng.	1 25
Mentha Pip. oz. pkg	25	Spt. Vini Gall.	1 75¢ 6 50	Gelatin, Cooper	60			Spts. Vini Rect. 10gal	2 00	Whiting, Paris, Eng.	1 25
Mentha Vir. oz. pkg	25	Vini Oporto	1 25¢ 2 00	Gelatin, French	35¢ 60			Spts. Vini Rect. 10gal	2 00	Whiting, Paris, Eng.	1 25
Rue, oz. pkg	39	Vini Alba	1 25¢ 2 00	Glassware, flint, box	75 & 5			Spts. Vini Rect. 10gal	2 00	Whiting, Paris, Eng.	1 25
Tanacetum V oz. pkg	25	Sponges		Less than box	70			Spts. Vini Rect. 10gal	2 00	Whiting, Paris, Eng.	1 25
Thymus, V oz. pkg	25	Florida sheeps' wool	2 50¢ 2 75	Glue, brown	11¢ 13			Spts. Vini Rect. 10gal	2 00	Whiting, Paris, Eng.	1 25
Magnesia		Nassau sheeps' wool	2 50¢ 2 75	Glue, white	15¢ 25						

Drugs

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

We are dealers in Paints, Oils and
Varnishes.

We have a full line of Staple Druggists'
Sundries.

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erly's Michigan Catarrh Remedy.

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Whiskies, Brandies, Gins, Wines
and Rums for medical purposes
only.

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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	
Evaporated Apples		Spring Wheat Flour.	
California Prunes		Cheese	

Index to Markets		1		2	
By Columns		AXLE GREASE		CANNED GOODS	
		Aurora doz. gross		Apples	
		Castor Oil. 55 6 00		3 lb. Standards. 1 10	
		Diamond 50 7 00		Gallons, standards. 3 35	
		Frazer's 75 9 00		Blackberries	
		IXL Golden, tin boxes 75 9 00		Standards. 80	
				Beans	
				Baked. 1 00 @ 1 30	
				Red Kidney. 75 @ 85	
				String. 70	
				Wax. 75	
				Blueberries	
				Standard. 90	
				Brook Trout	
				2 lb. cans, Spiced. 1 90	
				Clams.	
				Little Neck, 1 lb. 1 00	
				Little Neck, 2 lb. 1 50	
				Clam Bouillon	
				Burnham's, 1/2 pint. 1 92	
				Burnham's, pints. 3 60	
				Burnham's, quarts. 7 20	
				Cherries	
				Red Standards. 80	
				White	
				Fair. 80	
				Good. 85	
				Fancy. 1 00	
				French Peas	
				Sur Extra Fine. 22	
				Extra Fine. 19	
				Fine. 15	
				Moyen. 11	
				Gooseberries	
				Standard. 90	
				Hominy	
				Standard. 85	
				Lobster	
				Star, 1/2 lb. 2 15	
				Star, 1 lb. 3 60	
				Pleasant Tails. 2 40	
				Mackerel	
				Mustard, 1 lb. 1 75	
				Mustard, 2 lb. 1 75	
				Soused, 1 lb. 2 80	
				Soused, 2 lb. 1 75	
				Tomato, 1 lb. 2 80	
				Tomato, 2 lb. 2 80	
				Mushrooms	
				Hotels. 18 @ 20	
				Buttons. 22 @ 25	
				Oysters	
				Cove, 1 lb. 85	
				Cove, 2 lb. 1 55	
				Cove, 1 lb Oval. 95	
				Peaches	
				Pie. 85 @ 90	
				Yellow. 1 65 @ 1 85	
				Pears	
				Standard. 1 00	
				Fancy. 1 25	
				Peas	
				Marrowfat. 1 00	
				Early June. 1 00	
				Early June Sifted. 1 60	
				Plums	
				Plums. 85	
				Pineapple	
				Grated. 1 25 @ 2 75	
				Sliced. 1 35 @ 2 55	
				Pumpkin	
				Fair. 1 00	
				Good. 1 10	
				Fancy. 1 15	
				Raspberries	
				Standard. 1 15	
				Russian Caviar	
				1/2 lb. cans. 3 75	
				1 lb. cans. 7 00	
				1 lb. can. 12 00	
				Salmon	
				Columbia River, talls. @ 1 85	
				Columbia River, flats. @ 2 00	
				Red Alaska. 1 30 @ 1 40	
				Pink Alaska. 90 @ 1 00	
				Shrimps	
				Standard. 1 50	
				Sardines	
				Domestic, 1/2 lb. 3 35	
				Domestic, 1 lb. 5 00	
				Domestic, Mustard. 11 @ 14	
				California, 1/2 lb. 17 @ 24	
				California, 1 lb. 7 @ 14	
				French, 1/2 lb. 18 @ 28	
				French, 1 lb. 18 @ 28	
				Strawberries	
				Standard. 1 25	
				Fancy. 1 25	
				Succotash	
				Fair. 95	
				Good. 1 00	
				Fancy. 1 25	

3		4		5	
Tomatoes		Dwinnell-Wright Co.'s Brands.		Belle Rose. 8	
Fair. 1 30		Bent's Water. 16		Cinnamon Bar. 9	
Good. 1 35		Coffee Cake, Iced. 10		Coffee Cake, Java. 10	
Fancy. 1 40		Cocoanut Macaroons. 18		Cocoanut Taffy. 18	
Gallons. 3 60		Cracknels. 16		Creams, Iced. 8	
CARBON OILS		Cream Crisp. 10 1/2		Cubans. 11 1/2	
Barrels		Currant Fruit. 12		Frosted Honey. 12	
Eocene. @ 11		Frosted Cream. 9		Ginger Gems, 1/2 lb. 6 1/2	
Perfection. @ 10		Ginger Snaps, N. B. C. 6 1/2		Gladialor. 10 1/2	
Diamond White. @ 9		Grandma Cakes. 8		Graham Crackers. 8	
D. S. Gasoline. @ 12 1/2		Graham Crackers. 12		Graham Crackers. 12	
Deodorized Naphtha. @ 10 1/2		Grand Rapids Tea. 16		Honey Fingers. 12	
Cylinder. @ 29		Iced Honey Crumpets. 10		Imperial. 8	
Engine. @ 19		Jumbles, Honey. 12		Lady Fingers. 12	
Black, winter. @ 10 1/2		Lemon Snaps. 12		Lemon Snaps. 12	
CATSUP		Lemon Snaps. 12		Marshmallow. 16	
Columbia, pints. 2 00		Marshmallow Cream. 16		Marshmallow Cream. 16	
Columbia, 1/2 pints. 1 25		Marshmallow Cream. 16		Marshmallow Cream. 16	
CHEESE		Mocha and Java		Mocha and Java	
Acme. @ 12		White House, 1 lb. cans. 10		Milk Biscuit. 7 1/2	
Amboy. @ 11 1/2		White House, 2 lb. cans. 10		Molasses Cake. 8	
Elsie. @ 12		Excelstor, M. & J. 1 lb. cans. 10		Molasses Bar. 9	
Emblem. @ 12 1/2		Excelstor, M. & J. 2 lb. cans. 10		Moss Jelly Bar. 12 1/2	
Gem. @ 12 1/2		Tip Top, M. & J. 1 lb. cans. 10		Newton. 12	
Gold Medal. @ 12 1/2		Royal Java. 22		Oatmeal Crackers. 12	
Ideal. @ 12		Royal Java and Mocha. 22		Oatmeal Crackers. 12	
Jersey. @ 12		Java and Mocha Blend. 22		Orange Crisp. 9	
Riverside. @ 12		Boston Combination. 22		Orange Gem. 9	
Brick. 14 @ 15		Ja-Vo Blend. 22		Penny Cake. 8	
Edam. @ 20		Ja-Mo-Ka Blend. 22		Pilot Bread, XXX. 7 1/2	
Lelden. @ 20		Distributed by Olney & Judson		Pretzettes, hand made. 8 1/2	
Limburger. 13 @ 14		Gro. Co., Grand Rapids, C. El-		Pretzels, hand made. 8 1/2	
Pineapple. 50 @ 75		liott & Co., Detroit, B. Desen-		Scotch Cookies. 9	
Sap Sago. 18 @ 20		berg & Co., Kalamazoo, Symons		Sears' Lunch. 7 1/2	
CHEWING GUM		Bros. & Co., Saginaw, Jackson		Sugar Cake. 9	
American Flag Spruce. 55		Grocer Co., Jackson, Melsel &		Sugar Cream XXX. 8	
Beeman's Peppin. 60		Goeschel, Bay City, Fliebach		Sugar Squares. 8	
Black Jack. 60		Co., Toledo.		Sultanas. 13	
Largest Gum Made. 60		Telifer Coffee Co. brands		Tutti Frutti. 13	
Sen Sen. 55		No. 9. 100. 8 1/2		Vanilla Wafers. 16	
Sen Sen Breath Perfume. 1 00		No. 10. 100. 9 1/2		Vienna Crimp. 8	
Sugar Loaf. 55		No. 11. 100. 12		E. J. Krue & Co.'s baked good	
Yucatan. 55		No. 12. 100. 12		Standard Crackers.	
Bulk. 7		No. 13. 100. 14		Blue Ribbon Squares.	
Red. 7		No. 14. 100. 14		Write for complete price list	
Eagle. 4		No. 15. 100. 16		with interesting discounts.	
Franck's. 7		No. 16. 100. 18		CREAM TARTAR	
Schenner's. 6		No. 17. 100. 18		5 and 10 lb. wooden boxes. 30	
CHOCOLATE		No. 18. 100. 20		Bulk in sacks. 29	
Walter Baker & Co.'s.		No. 19. 100. 20		DRIED FRUITS	
German Sweet. 23		No. 20. 100. 22		Apples	
Premium. 31		No. 21. 100. 22		Evaporated, 50 lb. boxes. @ 10 1/2	
Breakfast Cocoa. 46		No. 22. 100. 24		California Prunes	
Runkel Bros. 21		No. 23. 100. 24		100-120 25 lb. boxes. @ 4	
Vienna Sweet. 21		No. 24. 100. 26		90-100 25 lb. boxes. @ 4 1/2	
Premium. 31		No. 25. 100. 26		80-90 25 lb. boxes. @ 5	
CLOTHES LINES		No. 26. 100. 28		70-80 25 lb. boxes. @ 5 1/2	
Sisal		No. 27. 100. 28		60-70 25 lb. boxes. @ 6	
60 ft. 3 thread, extra. 1 00		No. 28. 100. 28		50-60 25 lb. boxes. @ 7 1/2	
72 ft. 3 thread, extra. 1 40		No. 29. 100. 28		40-50 25 lb. boxes. @ 8 1/2	
72 ft. 3 thread, extra. 1 70		No. 30. 100. 28		30-40 25 lb. boxes. 9	
60 ft. 6 thread, extra. 1 29		No. 31. 100. 28		1/2 cent less in 50 lb. cases	
72 ft. 6 thread, extra. 1 50		No. 32. 100. 28		California Fruits	
Jute		No. 33. 100. 28		Apricots. @ 11 1/2	
60 ft. 100. 75		No. 34. 100. 28		Blackberries. 8 1/2	
50 ft. 100. 90		No. 35. 100. 28		Nectarines. 8 1/2	
72 ft. 100. 1 05		No. 36. 100. 28		Peaches. @ 9 1/2	
90 ft. 100. 1 50		No. 37. 100. 28		Pears. 9 1/2	
120 ft. 100. 1 50		No. 38. 100. 28		Pitted Cherries. 9 1/2	
Cotton Victor		No. 39. 100. 28		Raspberries. 9 1/2	
50 ft. 100. 80		No. 40. 100. 28		Citron	
60 ft. 100. 95		No. 41. 100. 28		Leghorn. 11	
70 ft. 100. 1 10		No. 42. 100. 28		Corsican. 12 1/2	
Cotton Windsor		No. 43. 100. 28		Currants	
59 ft. 120. 1 20		No. 44. 100. 28		California, 1 lb. package. 7 1/2	
60 ft. 120. 1 40		No. 45. 100. 28		Imported, 1 lb. package. 7 1/2	
70 ft. 120. 1 65		No. 46. 100. 28		Imported, bulk. 7	
80 ft. 120. 1 85		No. 47. 100. 28		Citron American 19 lb. bx. 13	
Cotton Braided		No. 48. 100. 28		Lemon American 10 lb. bx. 13	
40 ft. 100. 55		No. 49. 100. 28		Orange American 10 lb. bx. 13	
59 ft. 100. 70		No. 50. 100. 28		Raisins	
70 ft. 100. 80		No. 51. 100. 28		London Layers 2 Crown. 1 75	
Galvanized Wire		No. 52. 100. 28		London Layers 3 Crown. 1 90	
No. 20, each 100 ft long. 1 90		No. 53. 100. 28		Cluster 4 Crown. 7 1/2	
No. 19, each 100 ft long. 2 10		No. 54. 100. 28		Loose Muscatels 2 Crown. 7 1/2	
COCOA		No. 55. 100. 28		Loose Muscatels 3 Crown. 8 1/2	
Cleveland. 41		No. 56. 100. 28		L. M., Seeded, 1 lb. 9 1/2 @ 10	
Colonial, 1/2. 35		No. 57. 100. 28		Sultanas, bulk. 11	
Colonial, 1/4. 35		No. 58. 100. 28		Sultanas, package. 11 1/2	
Epps. 42		No. 59. 100. 28		FARINACEOUS GOODS	
Hunt. 45		No. 60. 100. 28		Beans	
Van Houten, 1/2. 12		No. 61. 100. 28		Dried Lima. 5 1/2	
Van Houten, 1/4. 20		No. 62. 100. 28		Medium Hand Picked. 1 75	
Van Houten, 1/8. 40		No. 63. 100. 28		Brown Holland. 2 25	
Van Houten, 1/16. 70		No. 64. 100. 28		Farina	
Webb. 41		No. 65. 100. 28		24 1 lb. packages. 1 13	
Wilbur, 1/2. 42		No. 66. 100. 28		Bulk, per 100. 2 60	
Wilbur, 1/4. 42		No. 67. 100. 28		Hominy	
COCOANUT		No. 68. 100. 28		Flake, 50 lb. sack. 5 00	
Dunham's 1/2. 26		No. 69. 100. 28		Pearl, 200 lb. bbl. 5 00	
Dunham's 1/4 and 1/8. 26 1/2		No. 70. 100. 28		Pearl, 100 lb. sack. 2 50	
Dunham's 1/8. 27		No. 71. 100. 28		Maccaroni and Vermicelli	
Dunham's 1/16. 28		No. 72. 100. 28		Domestic, 10 lb. box. 6 00	
Bulk. 13		No. 73. 100. 28		Imported, 25 lb. box. 2 60	
COCOA SHELLS		No. 74. 100. 28		Pearl Barley	
20 lb. bags. 2 1/2		No. 75. 100. 28		Common. 3 00	
Less quantity. 3		No. 76. 100. 28		Chester. 2 75	
Pound packages. 4		No. 77. 100. 28		Empire. 3 60	
COFFEE		No. 78. 100. 28		Green, Wisconsin, bu. 1 90	
Roasted		No. 79. 100. 28		Green, Scotch, bu. 2 00	
F. M. C. brands. 30 1/2		No. 80. 100. 28		Split, lb. 1 90	
Mandehling. 28		No. 81. 100. 28		Rolled Oats	
Purity. 28		No. 82. 100. 28		Rolled Avena, bbl. 5 40	
No 1 Hotel. 28		No. 83. 100. 28		Steel Cut, 100 lb. sacks. 2 80	
Monogram. 26		No. 84. 100. 28		Monarch, bbl. 5 00	
Special Hotel. 23		No. 85. 100. 28		Monarch, 1/2 bbl. 2 40	
Parkhouse. 21		No. 86. 100. 28		Monarch, 90 lb. sacks. 2 40	
Honolulu. 17		No. 87. 100. 28		Quaker, cases. 3 25	
Fancy Maracabo. 16		No. 88. 100. 28			
Maracabo. 15		No. 89. 100. 28			
Porto Rican. 15 1/2		No. 90. 100. 28			
Marexo. 11 1/2		No. 91. 100. 28			

White House, 1 lb. cans.		White House, 2 lb. cans.	
Excelstor, M. & J. 1 lb. cans.		Excelstor, M. & J. 2 lb. cans.	
Tip Top, M. & J. 1 lb. cans.		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-	
liott & Co., Detroit, B. Desen-		berg & Co., Kalamazoo, Symons	
Bros. & Co., Saginaw, Jackson		Grocer Co., Jackson, Melsel &	
Goeschel, Bay City, Fliebach		Co., Toledo.	
Telifer Coffee Co. brands		No. 9. 100. 8 1/2	
No. 10. 100. 9 1/2		No. 11. 100. 12	
No. 12. 100. 12		No. 13. 100. 14	
No. 14. 100. 14		No. 15. 100. 16	
No. 16. 100. 18		No. 17. 100. 18	
No. 18. 100. 20		No. 19. 100. 20	
No. 20. 100. 22		No. 21. 100. 22	
No. 22. 100. 24		No. 23. 100. 24	
No. 24. 100. 26		No. 25. 100. 26	
No. 26. 100. 28		No. 27. 100. 28	
No. 28. 100. 28		No. 29. 100. 28	
No. 30. 100. 28		No. 31. 100. 28	
No. 32. 100. 28		No. 33. 100. 28	
No. 34. 100. 28		No. 35. 100. 28	
No. 36. 100. 28		No. 37. 100. 28	
No. 38. 100. 28		No. 39. 100. 28	
No. 40. 100. 28		No. 41. 100. 28	
No. 42. 100. 28		No. 43. 100. 28	
No. 44. 100. 28		No. 45. 100. 28	
No. 46. 100. 28		No. 47. 100. 28	
No. 48. 100. 28		No. 49. 100. 28	
No. 50. 100. 28		No. 51. 100. 28	
No. 52. 100. 28		No. 53. 100. 28	
No. 54. 100. 28		No. 55. 100. 28	
No. 56. 100. 28			

6

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

Tapioca

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

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

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

Wheat

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

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

FISHING TACKLE

1/2 to 1 inch..... 6

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

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

2 inches..... 11

3 inches..... 15

Cotton Lines

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

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

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

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

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

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

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

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

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

Linen Lines

Small..... 20

Medium..... 26

Large..... 34

Poles

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

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

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

FLAVORING EXTRACTS

FOOTE & JENKS'

JAXON

Highest Grade Extracts

Vanilla..... 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 25

COLEMAN'S

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

JENNING'S

FLAVORING

EXTRACTS

D. C. Lemon..... 75

D. C. Vanilla..... 2 00

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

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

No. 4 T. 1 50 No. 3 T. 2 00

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..... 1 50

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..... 7 @ 10

Forequarters..... 6 1/2 @ 7 1/2

Hindquarters..... 8 @ 17

Loins..... 12 @ 14

Ribs..... 8 @ 9

Rounds..... 8 @ 9

Chucks..... 6 1/2 @ 7 1/2

Plates..... 4 @ 5

Pork

Dressed..... 7 1/2 @ 8

Loins..... 10 1/2 @ 11

Boston Butts..... 9 1/2 @ 9 1/2

Shoulders..... 9 @ 9 1/2

Leaf Lard..... 11

Mutton

Carcaass..... 7 @ 8 1/2

Lams..... 9 @ 14

Veal

Carcaass..... 6 @ 8 1/2

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 1/4

GRAINS AND FLOUR

Wheat

Winter Wheat Flour..... 76

Local Brands

Patents..... 4 60

Second Patent..... 4 10

Straight..... 3 80

Second Straight..... 3 60

Clear..... 3 30

Graham..... 3 60

Buckwheat..... 4 30

Rye..... 3 00

Subject to usual cash dis-

count.

Flour in bbls., 25c per bbl. ad-

ditional.

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 1/2 paper..... 4 50

Pillsbury's Best 1/4 paper..... 4 50

Pillsbury's Best 1/8 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

Oiley & Judson's Brand

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

Ceresota 1/4s..... 4 40

Ceresota 1/8s..... 4 30

Worden Grocer Co.'s Brand

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

Laurel 1/4s..... 4 30

Laurel 1/8s..... 4 20

Laurel 1/2s and 1/4s paper..... 4 20

Meal

Bolted..... 2 70

Granulated..... 2 90

Feed and Millstuffs

St. Car Feed, screened..... 25 50

No. 1 Corn and Oats..... 25 00

Unbolted Corn Meal..... 24 00

Winter Wheat Bran..... 19 00

Winter Wheat Middlings..... 20 00

Screenings..... 19 00

Oats

Car lots..... 46

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

Less than car lots.....

Corn

Corn, car lots..... 65

Hay

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

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

HERBS

Sage..... 15

Hops..... 15

Laurel Leaves..... 15

Senna Leaves..... 25

INDIGO

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

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

JELLY

5 lb. pails per doz..... 1 75

15 lb. pails..... 38

30 lb. pails..... 72

LICORICE

Pure..... 30

Calabria..... 23

Sicily..... 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..... 26

Good..... 22

Half-barrels 2c extra

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..... 1 45

Stuffed, 8 oz..... 1 45

Stuffed, 10 oz..... 2 30

PICKLES

Medium

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

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

Small

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

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

PIPES

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

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

Cob, No. 3..... 85

8

PLAYING CARDS

No. 90, Steamboat..... 90

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

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

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

No. 98, Golf, satin finish..... 2 00

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

No. 632, Tournam't Whist..... 2 25

POTASH

48 cans in case.....

Babbitt's..... 4 00

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

PROVISIONS

Barreled Pork

Mess..... 27 75

Back..... 29 00

Clear back..... 20 00

Short cut..... 28 50

Pig..... 22 00

Bean..... 27 60

Family Mess Loin..... 20 00

Clear..... 18 60

Dry Salt Meats

Bellies..... 10 1/2

S P Bellies..... 11 1/2

Extra shorts..... 10 1/2

Smoked Meats

Hams, 12 lb. average..... 12 1/2

Hams, 14 lb. average..... 12 1/2

Hams, 16 lb. average..... 12 1/2

Hams, 20 lb. average..... 12 1/2

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

Shoulders (N. Y. cut)..... 9 1/2

Bacon, clear..... 12 1/2

California hams..... 9 1/2

Bollid Hams..... 19 1/2

Pierlin Bollid Hams..... 14 1/2

Berlin Ham pr's'd..... 9 1/2

Mince Hams..... 9 1/2

Lard

Compound..... 8 1/2

Pure..... 11 1/2

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

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

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

20 lb. Pails, advance..... 1 1/2

10 lb. Pails, advance..... 1 1/2

5 lb. Pails, advance..... 1 1/2

Vegetable..... 9

Sausages

Bologna..... 6 1/2

Liver..... 6 1/2

Frankfort..... 8 1/2

Pork..... 8 1/2

Blood..... 6 1/2

Tongue..... 6 1/2

Headcheese..... 6 1/2

Beef

Extra Mess..... 12 00

Boneless..... 13 50

Rump, New.....

Pigs' Feet

1/2 bbls., 40 lbs..... 1 70

1/4 bbls., 20 lbs..... 3 50

1 bbls., 100 lbs..... 7 50

Tripe

Kits, 15 lbs..... 70

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

1/4 bbls., 20 lbs..... 3 00

Casings

Pork..... 24

Beef rounds..... 5

Beef middles..... 12</

12

Jolly Tar	38
Old Honesty	44
Toddy	34
J. T.	34
Piper Heldsick	63
Boot Jack	81
Jelly Cake	36
Plumb Bob	32
Honey Dip Twist	39
Smoking	
Hand Pressed	40
Ibex	28
Sweet Core	36
Flat Car	35
Great Navy	37
Warpath	27
Bamboo, 8 oz.	29
Bamboo, 16 oz.	27
I X L, 5 lb.	27
I X L, 16 oz. palls	31
Honey Dew	37
Gold Block	37
Flagman	41
Chips	34
Kiln Dried	22
Duke's Mixture	38
Duke's Cameo	40
Myrtle Navy	40
Yum Yum, 1 1/2 oz.	40
Yum Yum, 1 lb. palls	38
Cream	37
Corn Cake, 2 1/2 oz.	24
Corn Cake, 1 lb.	22
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 00
Lea & Perrin's, 1/2 pints	2 75
Halford, large	3 75
Halford, small	2 25
Salad Dressing, large	4 55
Salad Dressing, small	2 75

TWINE

Cotton, 3 ply	16
Cotton, 4 ply	16
Jute, 2 ply	12
Hemp, 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	12
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 80
Pearline	2 65
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

Rub-No-More	3 75
Scourline	3 50

WICKING

No. 0, per gross	25
No. 1, per gross	30
No. 2, per gross	40
No. 3, per gross	55

WOODENWARE

Baskets	
Bushels	85
Bushels, wide band	1 15
Market	30
Splint, large	6 00
Splint, medium	5 00
Splint, small	4 00
Willow Clothes, large	5 00
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	75
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	68

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 80
Ideal	1 50
Traps	
Mouse, wood, 2 holes	22
Mouse, wood, 4 holes	45
Mouse, wood, 6 holes	75
Mouse, tin, 5 holes	60
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 25
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
16 in. Butter	1 75
17 in. Butter	2 00
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 1/4
Fiber Manila, colored	4 1/4
No. 1 Manila	4
Cream Manila	3
Butcher's Manila	2 1/4
Wax Butter, short count	13
Wax Butter, full count	20
Wax Butter, rolls	15
YEAST CAKE	
Magic, 3 doz.	1 00
Sunlight, 3 doz.	1 00
Sunlight, 1 1/2 doz.	50
Yeast Cream, 3 doz.	1 00
Yeast Foam, 3 doz.	1 00
Yeast Foam, 1 1/2 doz.	50
FRESH FISH	
White fish, per lb.	8
Trout	8 1/2
Black Bass	10 1/2
Hallbut	16
Ciscoes or Herring	5
Bluefish	12
Live Lobster	20
Boiled Lobster	22
Cod	10
Haddock	10
No. 1 Pickerel	7
Pike	7
Perch	5
Smoked White	10
Red Snapper	10
Col River Salmon	12 1/2
Mackerel	15
Oysters	
Can Oysters	50
F. H. Counts	50
F. S. D. Selects	50
Selects	50
Bulk Oysters	
Counts	50
Extra Selects	50
Selects	50
Standards	50
HIDES AND PELTS	
Hides	
Green No. 1	7
Green No. 2	8 1/2
Cured No. 1	8 1/2
Cured No. 2	7 1/2
Calfskins, green No. 1	9 1/4
Calfskins, green No. 2	8 1/4
Calfskins, cured No. 1	10 1/4
Calfskins, cured No. 2	9
Pelts	
Old Wool	50 1/2
Lamb	16 3/4
Shearlings	10 1/2
Tallow	
No. 1	6
No. 2	5
Wool	
Washed, fine	18
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.	cases
Extra H. H.	7 1/2
Boston Cream	10 1/4
Beet R.	8

14

Mixed Candy	
Grocers	6
Competition	7
Special	7 1/2
Conserve	7 1/2
Royal	8 1/2
Ribbon	8
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
Fony Hearts	15
Fairy Cream Squares	12
Fudge Squares	12
Peanut Squares	9
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	11
20 lb. pails	11
Molasses Chews, 15	13
15 lb. pails	12
Golden Waffles	12
Fancy-In 5 lb. Boxes	
Lemon Sours	50
Peppermint Drops	50
Chocolate Drops	50
H. M. Choc. Drops	55
H. M. Choc. Lt. and	50
Dk. No. 12	1 00
Gum Drops	35
Licorice Drops	25
Lozenges, plain	55
Lozenges, printed	60
Imperial	60
Mottos	60
Cream Bar	55
Molasses Bar	55
Hand Made Creams	80
Cream Buttons, Pep.	65
and Wint.	65
String Rock	65
Wintergreen Berries	60
Caramels	
Clipper, 20 lb. pails	8 1/2
Perfection, 20 lb. pails	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 Car's 3lb	50
FRUITS	
Oranges	
Florida Russett	2
Florida Bright	2
Fancy Navels	2
Extra Choice	2
Late Valencias	2
Seedlings	3 75
Med. Sweets	4 00
Jamaicas	2
Rodi	2
Lemons	
Verdell, ex fcy 300	2
Verdell, fcy 300	2
Verdell, ex chco 300	2
Verdell, fcy 300	2
Call Lemons, 300	4 00
Messinas 300s	4 00
Messinas 360s	3 75
Bananas	
Medium bunches	1 50
Large bunches	2 00
Foreign Dried Fruits	
Figs	
Califnias, Fancy	2
Cal. pkg, 10 lb. boxes	2
Extra Choice, Turk.	2
10 lb. boxes	2
Fancy, Turk., 12 lb. 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
Hallowi.	5
lb. cases, new	5 1/2
Sals, 60 lb. cases	4 1/2
NUTS	
Almonds, Tarragona	16
Almonds, Ivica	16
Almonas, California, soft shelled	15 1/2
Brazils	10
Pilberts	13
Walnuts, Grenobles	12 1/2
Walnuts, soft shelled	12
California No. 1	13
Table Nuts, fancy	13 1/2
Pecans, Med.	10
Pecans, Ex. Large	13
Pecans, Jumbos	14
Hickory Nuts per bu.	2
Ohio, new	2
Cocanuts, full sacks	3 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
Choice, H. P., Extras	6
Roasted	6
Span. Shld No. 1 n'w	5 1/2

Headquarters for 5 and 10 cent goods

It is a common remark that, "You can't run a 5 and 10 cent store without Butler Brothers."

We introduced the first 5 and 10 cent counters ever run—way back in 1877—and we are still furnishing more 5 and 10 cent stores than any other twenty wholesale houses in the country.

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

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

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

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

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

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

It will pay you to buy at headquarters.

Our catalogue will be sent free to any merchant upon request. Ask for catalogue J.421.

Butler Brothers

230 to 240 Adams St.

Chicago, Ill.

WE SELL AT WHOLESALE ONLY

Some Peculiarities Noted by an Observing Country Merchant.

Written for the Tradesman.

Grand Rapids is getting bigger and busier all the time. Ten years ago, when I first visited the place, Grand River was there, and it is there to-day, but most of the other landmarks have been altered.

Grand Rapids suits me rather better than Detroit. It seems livelier, and then the ways of the business people are different. Not so very long ago I went to a Detroit tailor to have a coat repaired.

"Did you get this here?" he asked.

"No."

"Then you had better take it to Mr. Einstein," giving me the address. "He makes a specialty of repair work."

A short conversation with Mr. Einstein elucidated the information that he had changed his methods slightly and now made clothes to order only. If I would call upon Mr. Labberchowski, I would be sure of a good job.

So I hunted up Mr. Labberchowski, but he advised me to try Rosenwein & Oxplosionist, who in turn referred me to Epigram & Snuffelburger. Then the last named gave me the address of a young man who had just left their employ and started in for himself.

It was getting a little late, so I braced myself at a lunch counter before I resumed the quest. It seemed that the young man had moved three times, but I at length corralled him in a large room, first floor, looking out on a busy part of Woodward avenue (rent \$3 per month), and hastened to explain my mission. He seemed pleased to see me and said he would gladly do the work if I could be satisfactorily introduced and identified.

I then offered to pay in advance, but he said that would make no difference. Strangers must always register and give references before work could be done for them. I asked the reason for this and he looked at me in mild wonder and replied that it was the custom and that it would be unprofessional to accept work from one not properly vouched for.

I at length got the President of one of the banks to go with me, but as the tailor didn't go in his set, we were still in darkness until we thought of the bank janitor. He and the tailor belonged to the same turnverein or something, and they fixed matters with a rush. The President introduced me to the bank janitor, who, in turn, presented me to the tailor. Then everybody bowed to everybody else and I was allowed to have my coat mended. And the strange part of it all was that I was the only one in the lot who seemed to see anything unusual in the proceedings.

The tailor charged me 5 cents for sewing my coat and made me a very pretty speech when I came away. He said he hoped that the acquaintance so auspiciously and pleasantly begun, might, like a mighty river, continue on to the end, and that nothing would ever occur to mar its placid flow. He desired all my work as long as he remained in business.

I made a very clumsy reply, I am afraid, for I can only remember saying that I was really glad to have had my coat mended, although I think I expressed a feeling of gratefulness to all the kind friends who had taken part in the affair.

Over in Chicago, for instance, they do things differently. The first tailor

you meet mends your coat at once; but his charge is such that to him it must be a matter of indifference whether he ever sees you again or not.

Some Grand Rapids concerns are acquiring more of the Chicago way. A restaurant that advertises fifteen cent meals, shoves the "regular dinner" bill of fare under your nose and you think what a bargain you are getting until the waiter lays down your check. The news stands are rapidly learning the art of charging 5 cents for a 2 cent daily and the policemen tell a long-haired merchant from the North Woods to "Move abn theer!" with as little compunction as did the redheaded "cop" who used to hold a beat near the Twelfth street depot of the Windy City.

It isn't a great while since many country storekeepers considered it rather a disgrace to have it known that they bought anything in Grand Rapids. And, although I hate to do it, I will confess that once upon a time I had something of this feeling myself. Whenever we got in a shipment of goods, we made it a point to call the attention of customers to the elegant new styles direct from New York or Boston or Chicago, and were it accidentally discovered that part of the lot had come from Grand Rapids, it was probably referred to in a disparaging way as a "pick up."

But things change. Grand Rapids has made a place for herself. Her manufacturers and her merchants are hustlers and they do business up to and even beyond the doors of competing marts. Goods of her make are recognized for their real worth and are often preferred to brands that came into existence and were favorably known long before Grand Rapids became a manufacturing center.

And I have known a buyer, weary and spent after a hard and fruitless chase for something special in the larger cities, to stop off at Grand Rapids on his way home, and find just the thing he wanted, and at a satisfactory price. After all, Grand Rapids isn't the worst town in the United States, "if I do say it as oughtn't," Geo. L. Thurston.

Still Another Co-operative Scheme.

A Chicago man has a combination scheme which for pretension outdoes any other trust yet dreamed of. Joseph R. Wickersham is the promoter of the plan, and claims he is rapidly pushing it toward realization. He has already organized the Consumers' Commercial and Industrial Association and incorporated with a capital of \$25,000,000. The object of the company is to assist the consumer and retailer. Any grocer who wishes to join the Association has only to mail an application, and he is made a stockholder, without money and without price. He then organizes his town, by making every customer a member of the Association. Each consumer must pay \$5 for a membership, which membership entitles him to a 5 per cent. discount on all purchases from retailers who are stockholders in the combine. All these membership fees go into the Association funds, and will be used in making large purchases of staple articles at reduced prices. Soap and flour and other articles whose value fluctuates but little will be purchased and sold out to dealers at cost price. Mr. Wickersham says the company will be in working order in sixty days.

Neighborly Advice.

Mrs. Nexdore—My daughter's getting to be quite an enthusiastic piano player.

Mrs. Peppery—Yes; why don't you get her to join a union?

Mrs. Nexdore—Join a union?

Mrs. Peppery—Yes, she wouldn't work more than eight hours a day at it then.

15

STONEWARE

Butters

¼ gal. per doz.	48
1 to 6 gal. per gal.	5 ½
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 60
25 gal. meat-tubs, each	2 12
30 gal. meat-tubs, each	2 56

Churns

2 to 6 gal. per gal.	6
Whurn Dashers, per doz.	84

Milkpans

¼ gal. flat or rd. bot., per doz.	48
1 gal. flat or rd. bot., each	6

Fine Glazed Milkpans

¼ gal. flat or rd. bot., per doz.	60
1 gal. flat or rd. bot., each	6

Stewpans

¼ gal. fireproof, ball, per doz.	85
1 gal. fireproof, ball, per doz.	1 10

Jugs

¼ gal. per doz.	56
¾ gal. per doz.	42
1 to 5 gal. per gal.	7

Sealing Wax

5 lbs. in package, per lb.	2
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LAMP BURNERS

No. 0 Sun	35
No. 1 Sun	36
No. 2 Sun	48
No. 3 Sun	85
Tubular	50
Nutmeg	50

LAMP CHIMNEYS—Seconds

No. 0 Sun	Per box of 6 doz.
No. 1 Sun	1 38
No. 2 Sun	1 54
No. 2 Sun	2 24

Anchor Carton Chimneys

No. 0 Crimp	1 50
No. 1 Crimp	1 78
No. 2 Crimp	2 48

First Quality

No. 0 Sun, crimp top, wrapped & lab.	1 85
No. 1 Sun, crimp top, wrapped & lab.	2 00
No. 2 Sun, crimp top, wrapped & lab.	2 90

XXX Flint

No. 1 Sun, crimp top, wrapped & lab.	2 75
No. 2 Sun, crimp top, wrapped & lab.	3 75
No. 2 Sun, hinge, wrapped & lab.	4 00

Pearl Top

No. 1 Sun, wrapped and labeled	4 00
No. 2 Sun, wrapped and labeled	5 00
No. 2 Sun, "Small Bulb," for Globe	5 10

Lamps

No. 1 Sun, plain bulb, per doz.	1 00
No. 2 Sun, plain bulb, per doz.	1 25
No. 1 Crimp, per doz.	1 35
No. 2 Crimp, per doz.	1 60

Rochester

No. 1 Lime (85c doz)	3 50
No. 2 Lime (75c doz)	4 00
No. 2 Flint (80c doz)	4 60

Electric

No. 2 Lime (70c doz)	4 00
No. 2 Flint (80c doz)	4 60

OIL CANS

1 gal. tin cans with spout, per doz.	1 35
1 gal. galv. iron with spout, per doz.	1 60
2 gal. galv. iron with spout, per doz.	2 95
3 gal. galv. iron with spout, per doz.	3 50
5 gal. galv. iron with spout, per doz.	4 80
3 gal. galv. iron with faucet, per doz.	3 85
5 gal. galv. iron with faucet, per doz.	5 20
5 gal. Tiltting cans	7 00
5 gal. galv. iron Naeefas	9 00

LANTERNS

No. 0 Tubular, side lift	4 75
No. 1 B Tubular	7 25
No. 15 Tubular, dash	7 25
No. 1 Tubular, glass fountain	7 50
No. 12 Tubular, side lamp	13 50
No. 3 Street lamp, each	3 60

LANTERN GLOBES

No. 0 Tub., cases 1 doz. each, box, 10c	45
No. 0 Tub., cases 2 doz. each, box, 15c	45
No. 0 Tub., bbls 5 doz. each, per bbl.	2 00
No. 0 Tub., Bull's eye, cases 1 doz. each	1 25

BEST WHITE COTTON WICKS

Roll contains 32 yards in one piece.	18
No. 0, ¾-inch wide, per gross or roll	31
No. 2, 1-inch wide, per gross or roll	34
No. 3, 1½-inch wide, per gross or roll	53

COUPON BOOKS

50 books, any denomination	1 50
100 books, any denomination	2 50
500 books, any denomination	11 50
1,000 books, any denomination	20 00

Above quotations are for either Tradesman, Superior, Economic or Universal grades. Where 1,000 books are ordered at a time customers receive specially printed cover without extra charge.

Coupon Pass Books

Can be made to represent any denomination from \$10 down.	1 50
50 books	2 50
100 books	11 50
500 books	20 00

Credit Checks

500, any one denomination	2 00
1,000, any one denomination	3 00
2,000, any one denomination	5 00
Steel punch	75

A Picture Book

ENTITLED

"Michigan in Summer"

ABOUT THE SUMMER RESORTS ON THE

Grand Rapids & Indiana Railway

"The Fishing Line"

will be sent to anyone on receipt of postage—two cents. It is a handsome booklet of forty-eight pages, containing 280 pictures of the famous Michigan Summer Resorts:

Petoskey Omena
Harbor Point Northport
Ne-ah-ta-wanta Les Cheneaux Islands
Mackinac Island Traverse City
Waukegoning Wequetonsing
Bay View Charlevoix
Oden Roaring Brook

Gives list of hotels and boarding houses, rates by day and week, railroad fares, maps and G. R. & I. train service. Fishermen will want "Where to go Fishing"—postage two cents.

C. L. Lockwood, G. P. A.

64 So. Ionia Street, Grand Rapids, Mich.

Bicycle Dealers

Who have not already received our

1902 Catalogue No. 6

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



ADAMS & HART

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

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.

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.

FAMILY COUNTER MARKET CANDY ARE POSTAL ICE AND COMPUTING SCALES WARRANTEED
PELOUZE SCALES
PELOUZE SCALE & MFG. CO.
122 W. JACKSON BLVD. CHICAGO.

The Boys Behind the Counter.

Kalamazoo—Miss Zona Arlett, formerly of Grand Rapids, is a new clerk in the glove department at Gilmore Brothers' store.

Ishpeming—Jerry Larochelle has resigned his position with F. Braastad & Co. He has gone to Mass City, where he will look over the town with a view to engaging in the dry goods business.

Laingsburg—Mark Woodbury, who has been in the employ of J. D. Wyckoff for the past year, has severed his connection with that gentleman and taken a similar position with the Owosso Hardware Co.

Ionia—Frank Williams, who has been employed at Detroit since his graduation from the pharmaceutical department of the University, has decided to return to Ionia to be with his mother, and is again behind the counter in the drug store of Geo. Gundrum.

Ishpeming—The members of the Ishpeming Clerks' Association did themselves proud Wednesday evening, in the entertainment they provided for the clerks of Marquette and Negaunee. Forty-six of the Queen City store employees came up by special train and there were thirty over from Negaunee. The attendance of local clerks was just large enough so that the hall was not overcrowded. The first hour or so after the arrival of the visitors was taken up with a meeting of the members of the three associations of the county. E. C. Thomas presided and spoke briefly on the work of the clerks. He called on President Anderson, of the Marquette organization, and the gentleman responded. His remarks were largely upon the 6 o'clock closing question. He gave a brief outline of the progress being made in that direction at Marquette and also spoke of the good that is being accomplished by the organization. He thought all store employees should hold membership in the Association even if the benefits they derive from it were only of a social nature. In the absence of President Samuel Pearce, of the Negaunee branch, James Curley was called on. He is recognized as one of the most energetic workers in the county for the upbuilding of the society. His remarks were brief, but they were enthusiastically received. The talks were followed by a vocal solo by Miss Clara Martin and a mandolin solo by Tony Rose, both of which were well rendered. The entertainment ended, the floor was cleared for dancing for which the Ishpeming orchestra furnished the music. The programme was continued until midnight, when all repaired to the dining room to partake of a banquet. The room was prettily decorated and a unique feature that caught the fancy of the visitors in connection with the banquet was the bouquet of daisy ribbon with which each sandwich was tied. All present were also presented with neat badges, a different color being used for each city. The visitors left for home at 2 o'clock a. m.

The Grain Market.

Wheat has continued in the same old rut, going lower little by little until July futures are 2c lower than one week ago and cash about 3c off, and this in the face of a large decrease, small arrivals and large export shipments. We have exported 235,000,000 bushels since this crop year and it looks as if our wheat exports would amount to 250,000,000 bushels for the year. The English market has been uninteresting, on account of the celebration over peace being de-

clared, so English dealers were not inclined to any trading. The scenery is perfect, however, and the bears—looking at the beautiful grass and green trees—go right on selling wheat, irrespective of the other conditions. Prospects for better prices seem to be as strong as ever. We also note that complaints are coming from Texas and Oklahoma of the wheat standing in water and, unless dry weather comes very soon, many fields will not be fit to harvest. The same complaint comes from other winter wheat sections. There seems to be plenty of rain all over. Even in Michigan we do not need any more rain, as the wheat will grow too rank, and too much straw makes short heads.

Corn has not changed in prices, as the scarcity held it up. (We might state that the scarcity of wheat seems to have the contrary effect on prices.) The outlook for a large corn crop is splendid. Once during the week prices were elevated to 1@1½c per bushel, but went back again to where they were a week ago.

The May corner was settled up yesterday, when May oats reached 49½c. The manipulators of the corner, Mr. Patten and associates, it is claimed, cleared a million dollars on the deal. After the deal closed, the prices receded to normal—about 45@46c per bushel in carlots.

In rye there is hardly anything doing. The price is 55c, with no enquiry or offerings. We look for lower prices.

Beans also took a drop from last week of fully 12c per bushel. Lower prices will follow.

Flour remains steady. The demand is fair, both local and domestic. As stated previously, the millers can not export any, being handicapped by the import duty in England.

Millfeed is off \$1 per ton, being \$20 for bran and \$21 for middlings.

Receipts of grain have been small, being for the week as follows: wheat, 44 cars; corn, 3 cars; oats, 2 cars; flour, 3 cars; malt, 1 car; hay, 1 car; potatoes, 1 car.

For the month: wheat, 206 cars; corn, 19 cars; oats, 16 cars; flour, 16 cars; beans, 2 cars; malt, 4 cars; hay, 2 cars; straw, 1 car; potatoes, 17 cars.

The mills are paying 76c for wheat.
C. G. A. Voigt.

The Very First Time.

Hojack—Well, old Scadds has finally given his permission to the marriage of his daughter to Choly Noodles.

Tomdick—That is the first time he was ever known to give something for nothing.

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.

SHOE STORE FOR RENT; EXCELLENT location; furnished complete, with lease. Peter Scott, Port Huron, Mich. 517

FOR SALE—ONE ELGIN CREAM SEPARATOR, two square churns and one butter worker; suitable for a large creamery. Address No. 519, care Michigan Tradesman. 519

FOR SALE—GOOD DRUG STOCK, INVOICING \$2,800, in one of the best Southern Michigan towns. Terms on application. Address No. 521, care Michigan Tradesman. 521

FOR SALE—FINE YIELDING 40 ACRE farm in Kalamazoo county; buildings; all under cultivation; value, \$1,200. Address No. 522, care Michigan Tradesman. 522

FOR SALE—A REAL ESTATE AND COLLECTION OFFICE; good money in it for two good men. Address Real Estate, 603 Bearinger Building, Saginaw, Mich. 513

FOR SALE—A GENERAL STOCK OF DRY goods, groceries, shoes and undertakers' supplies, stock all in A1 order; good new frame store building, with living rooms above; can be bought or rented reasonably; stock and fixtures about \$3,500; stock can be reduced to suit purchaser; situated in one of the best little towns in Northern Michigan. Address R. D. McNaughton, Honor, Mich. 520

FOR SALE—SELECT STOCK GENERAL hardware, \$4,000 stock, situated in thriving town, county seat, 1,400 population; terms, cash or approved security; owner wishes to go West. Address K, care Michigan Tradesman. 514

FOR SALE—GENERAL MERCHANDISE stock, invoicing \$2,500; last year's business, \$12,000 cash; also store building, 28x62, with eight hardwood finished rooms upstairs; water and sewer connections; will sell cheap for cash only. Owner compelled to go to Europe. Address No. 511, care Michigan Tradesman. 511

THE 4 PER CENT ANNUITY BONDS OF the National Life Insurance Co., of Vermont, can be purchased by a single payment; interest begins immediately and the principal sum is paid at death. Founded 1850. Assets over twenty-two millions. Wilbour E. Dennis, General Agent, Michigan Trust Building, Grand Rapids, or William S. Pond, General Manager, Detroit. 510

FOR SALE—BAZAAR STORE CHEAP; THE only store of the kind in a good town in Southern Michigan. Address No. 509, care Michigan Tradesman. 509

A SNAP—MILLINERY LOCATION; twelve years established; best town of size in the State; stock low and clean; competition light. Address No. 508, care Michigan Tradesman. 508

FOR SALE—FIRST-CLASS, EXCLUSIVE millinery business in Grand Rapids; object for selling, parties leaving the city. Address Milliner, care Michigan Tradesman. 507

A GRAND OPPORTUNITY. A BUSINESS man of ability, experience and with \$10,000 cash can have an active equal interest in an established department store in the best city in Michigan, where opportunity for expansion is practically limitless; this year's sales can easily be made to lap \$100,000; but you must have ambition and ability; money alone not wanted. Address No. 506, care Michigan Tradesman. 506

FOR SALE—FLOUR, FEED AND AGRICULTURAL business in flourishing town of 800; cash sales last year, \$35,000; best of surrounding country; will sell half interest or whole business. Good reasons for selling; it will pay you to investigate. Address Hustler, care Michigan Tradesman. 504

FOR SALE—STOCK OF HARDWARE AND furniture in Northern Michigan. Address No. 503, care Michigan Tradesman. 503

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 \$40. 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—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—FULLY EQUIPPED MEAT market, including team and wagons. A bargain. W. E. Yerks, Grand Ledge, Mich. 471

FOR SALE—FURNITURE AND CROCKERY stock and store fixtures; 22 years' standing; best location; nothing but cash or bankable paper; a good thing for the right man; good reasons for selling. R. C. Smith, Petoskey, Mich. 470

FOR SALE—PLANING MILL AND WOOD-working machinery, with feed mill attached; plenty of work; cause for selling, eyesight failing; will sell cheap. H. C. Branch, Sunfield, Mich. 469

FOR SALE—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 hustling 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. Excellent stand for grocery or drug store; size of building 28x32; complete, ready for goods; six room dwelling, well finished and painted; well, cistern, horse barn; two lots planted with small fruits and ornamental trees; immediate possession given; very desirable and cheap; terms, \$900, \$700 down, balance any time desired; no trades. Mrs. Dora Haskin, McCords, Kent Co., Mich. 461

FOR SALE—COUNTRY STORE AND dwelling combined; general merchandise stock, barn, custom saw mill and feed mill, with good patronage; Citizens local and long distance telephones in store; bargain for cash. Reason for selling, must retire. For particulars call on or address Eli Runnels, Corning, Mich. 474

FOR SALE—THE LEADING DRY GOODS store in a growing Northern Michigan town of 3,000 people; stock invoices about \$9,000; sold \$28,000 last year; a splendid opportunity; best of reasons for selling. Address No. 468, care Michigan Tradesman. 468

FOR SALE CHEAP—SECONDHAND NO. 4 Bar-Lock typewriter, in good condition. Specimen of work done on machine on application. Tradesman Company, Grand Rapids. 465

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, RAHMANN & CO. fire proof safe. Outside measurement—36 inches high, 27 inches wide and 24 inches deep. Inside measurement—18½ 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. & A. Railway. Good markets; the best of water; buildings and railway station on the property. F. W. Kead & Co., Marquette, Mich. 427

FOR SALE—ESTABLISHED, CLEAN, MEDIUM-SIZED drug stock; good opportunity for unregistered druggist. Address No. 443, care Michigan Tradesman. 443

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 BAZAAR stock in the city or county; population, 7,000; population of county, 23,000; the county seat; stock invoices \$2,500; sales, \$40 per day; expenses low. Address J. Clark, care Michigan Tradesman. 157

MISCELLANEOUS

WANTED—PURCHASER FOR MEAT market; only stand in town of 450. Address No. 515, care Michigan Tradesman. 515

DRUGGIST, MIDDLE AGED AND EXPERIENCED, desires situation; no bad habits; references. Address Box 114, Woodland, Mich. 516

WANTED—A CLERK FOR GENERAL stores; must be steady and temperate and a hustler. Apply to Clerk, care Michigan Tradesman. 518

WANTED—REGISTERED ASSISTANT pharmacist or person with at least two years' experience; good references. Address C. E. VanEvery, Kalamazoo. 512

TIRE OF WORKING FOR SOMEONE else? If so, write me. I can help you open a new store with a fraction of the money you'd probably think necessary. Best business on earth for moderate investment. Full information, and if you like I'll find you a location all free. G. S. Buck, 185 Quincy St., Chicago, Ill. 501

WANTED—POSITION BY COMPETENT book-keeper, sober and industrious; can come well recommended; competent to manage grocery store in small town. Address W. H. V., care Michigan Tradesman. 502

WANTED—YOUNG MAN FOR FURNITURE and undertaking business; hustlers only. Write at once to W. M. Davis, Ewart, Mich. 505

PHARMACIST, REGISTERED, WANTS steady position; some knowledge of general stock; small town preferred. Address No. 496, care Michigan Tradesman. 496

WANTED—AN A1 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—A REGISTERED PHARMACIST to manage a drug store in a good town. Address No. 491, care Michigan Tradesman. 491