

MICHIGAN TRADESMAN

Nineteenth Year

GRAND RAPIDS, WEDNESDAY, JUNE 11, 1902.

Number 977

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TRADE WITH THE TROPICS.

The commerce that has created the greatest riches has been that between the North and the South, that is to say, between countries which, having dissimilar products, find it desirable to exchange commodities.

The greatest trade of ancient Rome was carried on with Africa in ships across the Mediterranean Sea by way of Alexandria, at the mouth of the Nile. Not only the products of the rich Nile Valley were thus carried to the world's capital, but an extensive commercial intercourse was also had with Asia by way of the Red Sea and the Persian Gulf. Countries in the same zone of climate have the same agricultural products, and do not, as a general rule, need to exchange each with the other but countries in the temperate zones find it of the greatest advantage to trade with the tropics, and vice versa, since each produces something that the other has not, but greatly needs.

The great commercial wealth of England came through trading with the tropical countries of Asia, America and Africa. Cotton from these Southern States of ours has long been the most important article of trade carried to European countries, and it continues to be an absolute necessity to them.

Hon. O. P. Austin, Commissioner of Statistics for the United States Treasury Department, in the June Forum has an article on the trade of the United States with tropical and subtropical regions, and he notes that tropical and subtropical fruits are now in the reach of all, and are found on every table. It should be remembered that the Southern States of the Union enjoy to a considerable extent a subtropical climate, and besides furnishing a great part of the people of the earth with the cotton which supplies their clothing, also produce in large quantities sugar, rice, sweet potatoes, melons and other fruits appropriate to the latitude and climate.

Sugar and coffee and tea and cocoa, which by earlier generations were considered luxuries, are now necessities of daily life everywhere. The average consumption of sugar, which in the year 1870 was thirty-three pounds per capita, was in 1901 sixty-eight pounds per capita; and the quantity of coffee con-

sumed has increased from six pounds per capita per annum in 1870 to nearly twelve pounds per capita in 1901; that of cocoa is six times as great per capita as in 1870, while that of tea is still as great per capita as in 1870, despite the great increase in the use of coffee and cocoa. Silks and satins, which were luxuries only a generation or two ago, are now considered a necessary part of the wardrobe of a large share of the population. India rubber, which a generation ago was almost unknown, is now utilized everywhere for clothing, for household requirements, for machinery, and even for the tires of our carriages. Countries in the heart of tropical continents, remote from the sea and possessing no navigable rivers, are being penetrated by railroads so that their treasures of sugar, coffee, spices, cocoa, fruits, nuts, gums, furniture woods, dye stuffs, silk and other fibers and rubber are made directly available for commerce.

Commissioner Austin shows that in the year just ended the importation into the United States of goods usually considered as of tropical or subtropical production amounted to \$400,000,000 or considerably more than \$1,000,000 for every day in the year, including Sundays and holidays, while thirty years ago they amounted to but \$143,000,000, or less than \$400,000 per day.

Even these figures fail to show the real growth in the importation and consumption of the products of the tropics, because the reduction in the value per unit of quantity is so great that in many cases a dollar's worth to-day means a much greater quantity of the article imported than it did in earlier years. The cost of sugar in the country from which it was imported averaged about 5 cents per pound in 1870, and 2.3 cents per pound in 1901, or less than one-half that of 1870. The cost of the coffee imported in the "seventies" averaged from 12 cents to 18 cents per pound; in 1899 and 1900 it averaged 6.5 cents, and in 1901 the average was 7.3 cents per pound. The average cost of tea imported from 1870 to 1880 ranged from 24 cents to 37 cents per pound at the port from which it was shipped to the United States, while in 1901 it averaged 12.3 cents per pound; and raw silk which cost over \$5 per pound in 1870, now costs but little over \$3 per pound.

GENERAL TRADE REVIEW.

On account of the retarding influence of the coal strikes in Pennsylvania the Wall Street markets are making records for dullness as compared with many months past. But in spite of this influence the course of prices keeps upward owing to favorable conditions in every other branch of trade. Among especially favorable features may be mentioned the ending of the African troubles, with the opening of the Transvaal mines and industries as affecting the world's trade. Then a most favorable domestic feature is the vast and increasing volume of railway business, and that at the season of least grain traffic. There is also the tremendous pressure of demand for

American industries which carries contracts in some lines well into 1903. The uncertainties of the labor troubles are enough to engage attention, and thus prevent business in the speculative markets, but they have little influence on general industrial trade outside of the localities immediately concerned.

There is no abating of activity in the iron and steel industries except in cases of labor disputes. Of course it is impossible that any great industry should continue under such pressure without the labor factor making an appearance, and especially in a case where it is to the interest of the manufacturers to keep the price of their products down. High premiums are still the rule for early deliveries. Foreign material is still being received and it is significant that much of it is manufactured in bond to avoid paying duty, the product going directly out of the country again.

In textiles woolen mills are increasing production with no effect on prices, and the cotton trade show a similar condition. Eastern shoe houses are getting considerable business for fall deliveries, but the interior factories are still having the lion's share.

THE REIGN OF THE MOB.

Not all the mine owners in Pennsylvania are rich and powerful corporations. At Beaver Brook, in that State, there is a little coal mine producing twenty-five tons a day, owned by one man. He works it with the assistance of his six sons, a team of mules and a small engine. He employs no labor, and so hitherto has never had any question of union or non-unionism, and as he and his six sons dwell together in harmony, they never had any labor troubles, strikes or disturbances. One would naturally suppose that this man was in a very independent position, and that he and his sons might make a little extra money now that the price of coal has advanced.

The striking miners take another view of it. They have declared that no coal shall be mined, and accordingly they marched the other day on the man and his six sons and ordered him to stop work, threatening to compel him to do so by force if he did not capitulate without violence. As he is only one man and poor, he can not employ policemen nor guards of any kind to protect him in his work, and he is not of sufficient influence to call on the county or the State, and so all he can do is to obey the orders of the strikers and desist. Should he and his six sons continue to work their coal mine they are told by the union miners that their property will be destroyed and their lives placed in jeopardy, which is the usual argument of unionism in enforcing its demands.

How long will the American people continue to tolerate the tyranny of unionism and the reign of the mob, making the Constitution a mockery and the liberty of the individual a sham?

The enterprising merchant is he who sells goods that give perfect satisfaction and afford him a fair profit.

THE RURAL HOME.

Some Essential Ideals Which Should Be Observed.

Michigan stands among the first in agricultural and horticultural education, thanks to the progressiveness of her wideawake, farseeing farmers in their constant and vigorous support of those institutions which make rural home life possibilities easier of attainment. The subject of possibility naturally impels me to prophesy to some extent. But the true prophet speaks not for the future, but for the present, and his knowledge is based on an interpretation of the past. Really there is no past, no present, no future, that can be separated from each other. They are as links in a chain or meshes in a net—take hold of them where you will, they still cling together.

In view of what has transpired regarding rural homes in the past three decades, one might well ask, Is there anything that is impossible? Indeed, what might we not expect of the more intelligent and enterprising of that heroic class, namely, the founders, builders and proprietors of country homes. The occupants of a majority of our pioneer log cabins were men and women of sterling worth, with eyes ever ready to feast on the beautiful and with imaginations just as alert and as sparkling as those of their descendants. But, alas, their finances were limited, their homes were deprived of nearly everything except actual necessities—their very outlook was circumscribed by the great forests and their longings for finer or more convenient surroundings were dwarfed by the ever-present heavy labor necessary in clearing a home and supporting and educating—God bless them!—a good sized family. Two facts retarded the development of the rural home. First. Thousands of early settlers were too busy carving a living out of the wilderness. Second. Many lacked the knowledge and skill or even the suggestion that their homes might easily be made an ideal permanent place for joyful living. These objections are rapidly disappearing. Wealth has been slowly accumulated by the persevering, industrious and economical tillers of the soil. The hard, desperate toil of clearing off land and rooting out stumps has been nearly accomplished. What was once a vast forest, swamp or uncultivated prairie is now a fairy land of fields and groves and orchards full of unlimited resources, the forests having receded until we are demanding that reserves be made for the enjoyment of future generations.

The well to do farmers—with broad acres cleared, fenced and drained, with tools and implements greatly improved, with agricultural and horticultural machinery not even dreamed of by our ancestors—have time to beautify the home in its immediate surroundings by clearing away the cluttered, unsightly yards. They must recede and be screened by fruiting trees and curving banks of foliage. Remove the moist, disease-breeding chip pile and replace it with a heavy sod and let the sunshine and the grass show what they can do in the way of sanitation around the back door. Free rural delivery, the improvement of roads, the wonderful uses of electricity not yet dreamed of; acetylene, gasoline and electric lights; trolley cars and automobiles passing our doors, telling us of rapid and frequent ways of transit; the voice of the nation over the long distance telephone—all indicate how it is possible to bring to the rural home

many of the conveniences and luxuries of town or city without their unpleasant features. Those living on an electric line may now enjoy the daily paper not one hundred minutes from the press—even thirty miles distant. With all these recent innovations; with greater educational advantages, through the organization of granges, farmers' clubs, and agricultural and horticultural societies; with publications bearing on every possible phase of rural life, and with better social facilities, are not the pleasures of farm life greatly enhanced?

The meetings of the State Horticultural Society are proof, in themselves, that the leaven of popular education is working and will some day leaven the whole State. The interesting topics on the programmes are a good omen for the future. Yet only a beginning has been accomplished—not one family in twenty has a bountiful supply of fresh garden vegetables, appetizing small fruits and beautiful flowers.

Speaking of beautiful flowers, my memory reverts to a long walk with my parents, when a child, through the wild-woods to visit our neighbors, and such a scene of rustic beauty delighted us as, merging from the great forest, we came suddenly upon their small enclosure! A log house nearly covered with vines. Morning glories, hops and sweet peas vied with each other to cover the rough walls and the tiny garden was filled with such old-fashioned flowers as the peony, larkspur, hollyhock and Indian tassel or "Kiss me over the garden gate." The picture of that humble abode has often been recalled and proves to my mind that wealth is not always necessary to make a home environment beautiful. Careful planting of common seeds, with skillful training, may create beauty where only a short time before were unsightly objects.

The ideal farm house of the future should stand on a slight elevation in the midst of a spacious lawn, remembering that what is done in the way of enlarging and beautifying the home grounds is sure to be reflected in the moral and social life of the home inmates. Much of man's energy and success, as well as of happiness, depends on the character of his surroundings. Round out the corners of the lawn with graceful shrubbery. Plan it large enough to include croquet and tennis. Have trees—not too much shade—and under them place a hanging swing chair, with hammocks for both beauty and comfort. Plant vines. Nothing is more charming than a fragrant honeysuckle or climbing rose, nothing more gorgeous in autumn than woodbine or bittersweet, nothing more health-giving and invigorating than plenty of grapes. For interior decoration the more tender vines and a few blooming plants. Let me here insert a poem describing our own sunny sittingroom ivy, that we have enjoyed the past two winters, written by my husband:

We have a vine,
A lovely, rambling vine,
And you will fail to guess,
As others have,
Whence it comes or how,
Unless in these few lines
I tell you now.

Its starting place
Is in the basement warm;
Outside the great stone wall,
In slanting window
Large and light and long,
It grows in native soil,
With tendrils strong.

Here in the floor
Two tiny holes were made
And through them it was led

With greatest care
To sittingroom above,
Where all enjoy it still
With ardent love.

It climbed the walls
Close by the window's side
And, spreading out and round
With double branch,
It loosely hangs and twines
'Mongst pictures peeping
Through the vines.

The "Wild-eyed Stag,"
As it from forest came,
Looks through the twigs more wild
Than formerly;
And quiet, docile sheep
Try hard from browsing leaves
Themselves to keep.

And old "Farm Scenes"
That's told for many a year,
In accents grandly dear,
Of rural life
Now sings in vineclad lays
Of dearest home life then
In bygone days.

My wife and daughter
Claim its better half
And I from winter's cold
Its roots defend,
While all enjoy its going
Round the sunny room
As it keeps growing.

And o'er this desk
At which I sit and write
It casts a charming glance
Of friendship true,
Which you may share with mine
If in these lines you see
Our lovely vine.

The rural home is to become the best in every way for the future: a home the young people will be loth to leave, the old delight to spend their declining days in and the like of which will be the aim of the city inhabitants, many of whom are already seeking the quiet beauty and restfulness of the real country. We are beginning to realize that those engaged in agricultural and horticultural pursuits may remain in their rural homes, where they meet their educated friends on equal terms and are still all they would desire in any sphere of influence or culture in society.

Among the greatly needed possibilities are conveniently arranged houses, simplified in both apartments and furnishings, one large home room containing ample fireplace and a large extension window, besides ordinary ones. Here should be musical instruments of various kinds. Let light folding furniture replace much of the cumbersome, dust-retaining pieces now in use. Have comfortable chairs, a library table with shaded light, a small well-selected library including a modern dictionary and encyclopedia, and a few really fine pictures. It is possible now, even in rural communities, to depend largely for book reading on the public grange or traveling libraries, and to some extent on the traveling art collections. Every rural home should have a simply furnished dining room, with kitchen on the same level, with linoleum floor coverings, and with cupboards and dumb waiter between, the waiter ascending to the commodious, well-lighted attic, as well as descending to the small, neat, well-drained and well-ventilated cellar. Let the kitchen be as small and as convenient a laboratory as woman, not man, can possibly plan, with ever article as light to handle as will warrant for the work required of it. Both fuel and water should be obtainable without going from under shelter—many a woman's life has been sacrificed by being obliged to run from warm air out in the cold or rain for these necessities. It is possible to arrange a tank to catch fresh rain water from the upper eaves, thence pipe to the kitchen, bath-

room and woodhouse, thus saving much strength and time in pumping soft water. All this would take time, planning and some expense, doubtless, but the comfort given and health saved would well repay the outlay. The same economy of steps and physical effort should pervade every portion of the house. Needless bric-a-brac calls for extra care. The world and they that dwell therein have been longing, with an insatiable desire, for things; but it may be possible to educate ourselves not to want so many things, only those that are worthy, that will give lasting pleasure without constant care. Occasional family excursions to the city are possible, to visit museums, to see fine pictures and statuary, when they can wander up and down the fine streets, feasting the eyes on the contents of the various show windows until satisfied, and on returning home feel thankful that they are not required to dust, polish, oil, varnish and otherwise care for all the beautiful things they have enjoyed, and are not responsible for their breakage or wear and tear, and may thus experience a foretaste of heaven, where moth and rust do not demand so much of their very soul.

Do you divine the idea—the possibility of more simplicity for the rural home; less worry and anxiety, both physical and mental; less purchasable outlay; more time for outdoor exercise, including frequent trips to the woods and meadows for wild flowers; more enjoyment of orchards and grand old trees, of landscape, garden and lawn; more leisure for carriage drives, time for music, sociability and discussion of the timely topics in the late magazines; in a word, less real work and more enjoyment in homes more compact, more convenient, more artistic, with less elaboration? Into this beautiful new, or remodeled, rural home confidence and industry should be constant occupants, for where these are lacking pleasure, happiness and even love will soon "fly out of the window."

There are houses we know of great beauty,
There are dwellings of loftiest dome
That could not be called by the title
Of that dearest of names, "Home,
sweet Home!"

For home is a place where love lingers,
Where it flourishes, blossoms and thrives,
Where its fruitage is known by its actions
In helping and blessing all lives.

Mrs. J. J. Snook.

Actual Experience With Horse Meat.

Speaking of the possibility of using horse meat because of the high price of beef, the editor of the Milwaukee Wisconsin says:

The horse is the cleanest of all animals, and therefore his meat is not unhealthful. We have had some experience in horse beef and know what it is. In 1870 we were shut up for two months in the siege of Paris, and horse beef was served up by not a few of the restaurants under the title of "fillet du mouton." It is a palatable diet, but inasmuch as there is no fat in the beef it is not very nourishing. Meredith M. Read, who was our Consul General at the time in Paris, told us that he lived during the whole siege on horseflesh. It satisfied hunger, but was not a nourishing diet. That is really the only objection to horse meat. The animal, before being slaughtered, was carefully inspected by a veterinarian, and if pronounced free from disease it was sold to the public. It is strange there should be any prejudice against horse beef. The animal, in all its habits, is nearly human—it is so cleanly.

It is not good policy to offer substitutes for Royal Baking Powder, nor to sell the cheap alum powders under any circumstances.

The consumer whose trade is most valuable wants the best and purest goods, and in baking powder this is the "Royal." If he does not find the Royal at your store he will go elsewhere for it, and in so doing there is a liability that he will carry all his orders with him.

Around the State

Movements of Merchants.

Albion—Robert L. Staples will shortly retire from the shoe business.

Pontiac—Alexander Taylor has sold his grocery stock to Wm. Magee.

Onaway—J. S. Snyder has bought out the bakery of McKenzie & Cassidy.

Cambria—Jos. Babcock has purchased the drug stock of F. T. Hackett & Co.

Bay City—Frank W. Wilhelm has purchased the drug stock of Henry Gagner.

Mecosta—J. H. Loucks, general merchandise dealer, will discontinue business.

Mendon—Waugh & Co. have closed out their grocery stock and retired from trade.

Farnsworth—L. G. Van Valkenburg, general dealer, has sold out to J. E. Cassler.

Imlay City—J. I. Wernette, of Caledonia, has purchased the bazaar stock of John Lee.

Lapeer—A. H. Ainsworth & Co. succeed Adelbert H. Ainsworth in the hardware business.

Hersey—S. G. (Mrs. Fred) Kincaid will succeed Mrs. Louisa M. Hines in the drug business July 1.

Lansing—Geo. S. Armstrong, dealer in musical merchandise and bicycles, has discontinued business.

Fremont—Pearson & Kelley is the style of the new firm which succeeds Frank H. Smith in general trade.

Luther—W. H. McQuarrie has sold out his stock of dry goods, drugs and shoes to E. R. Spencer, of Belding.

Nashville—Marple & Stout is the style of the new partnership which succeeds A. C. Marple in the bakery business.

Calumet—Holman & Williams, grocers, have dissolved partnership. The business is continued by Stephen Williams.

Alpena—E. Des Jardins, the Chisholm street grocer, was badly injured in the Sunday excursion wreck near Black River.

Dowagiac—The Dowagiac Furniture Co. has merged its business into a corporation. It has a capital stock of \$10,000.

Benton Harbor—Wm. Haydon, Jr., & Co. is the style of the firm which succeeds Wm. Haydon, Jr., in the jewelry business.

Alpena—Winterhalter & Ryan have opened a cigar and tobacco store on the Chisholm street side of the Holmes & Reynolds block.

Charlotte—The E. V. Abell Co. stock of general merchandise has been sold to parties at Milford, Ind., and has been shipped to that place.

Portland—H. F. Caswell, formerly engaged in the mercantile business at this place, has purchased the grocery stock of Derby & Robinson.

Grayling—The Grayling Mercantile Co. is the style of the new concern which succeeds Joseph Hyman in the clothing and dry goods business.

Alpena—J. E. Cheney, who has spent all of his time at his Kalamazoo shoe store this spring, has returned to spend several weeks at his Alpena store.

Constantine—H. G. Geer will occupy the store room next adjoining his present location by cutting an archway between, using both rooms. Groceries and crockery will occupy one room, while the other will be filled with a line of dry goods, notions and boots and shoes. He expects to open the new store about July 15.

Reed City—J. Scheidegger & Son have sold their jewelry stock to C. J. Grill, who has been station agent and operator at Ashton for the past ten years.

Bay City—McLeod & Friebe, dealers in tinware, groceries and meats, have dissolved partnership. Malcolm W. McLeod continues the business in his own name.

Charlotte—Samuel Robinson has opened a drug store in the Newth block. He has secured the services of Aaron Losey, of Marquette, who is a registered pharmacist.

Alpena—W. H. Campbell has moved his plumbing establishment into the old Alpern property, recently purchased by him. He has put in a new front and otherwise repaired it.

Allegan—Gustav Stern has retired from the firm of H. Stern & Co., of Kalamazoo, and will continue the clothing business at this place under the style of G. Stern & Co.

Onsted—M. P. Wemple has sold his interest in the lumber and grain firm of Onsted & Wemple to Charles Kerr. The business will be continued under the style of Onsted & Kerr.

Alpena—J. D. McDonald will move his vehicle and harness stock into the new McLearn block about June 15. A. McLearn will occupy the other half of the block with his wagon shop.

East Jordan—J. J. Votruba, for the past nine years engaged in the harness and grocery business at this place, has sold out to John R. Vankeppell, of Holland, who will continue the business at the same location.

Edmore—J. H. Gibbs has let the contract for building a new brick block, four stores, bank and hotel. He recently purchased the electric lighting system here, which has been materially added to and a new brick building erected therefor.

Fruitport—John H. Westover has sold his general stock to R. D. McNaughton, who was for many years engaged in general trade at Coopersville and for the past three or four years engaged in the same line of business at Honor. The transfer will occur July 1.

Detroit—The Detroit National Bank, through Theodore D. Buhl, Annie W. Wright, James Davidson, Allan Shelden and Alex McPherson, has made application to have the name of the bank changed to the Old Detroit National Bank, with a capital stock of \$1,500,000 and a surplus and undivided profits of \$500,000.

Manufacturing Matters.

Holland—O. R. Johnson, of the O. R. Johnson Cigar Co., manufacturers, is dead.

Adrian—The McNeal Chemical Co. has been organized with a capital stock of \$5,000.

Rockford—The Rockford Canning Co. is the style of a new enterprise here. The capital stock is \$7,700.

Sault Ste. Marie—The Soo Woolen Mills has been established at this place. The capital stock is \$15,000.

Saginaw—Articles of association have been filed by the Sifter Stove Polish Co. The capital stock is \$100,000.

Crystal Falls—The Crystal Falls Woodenware Co. has been organized with a capital stock of \$10,000.

Fremont—The capital stock of the Fremont Canning Co. has been increased from \$20,000 to \$30,000.

Flint—Edwin A. Atwood (Peninsular Cabinet Co.), manufacturer of revolving hat cases, has sold out to Alfonso R. Duboise.

Zeeland—The VanDerMeer & Timmen Lumber Co. succeeds Elenbaas & Co. in the planing mill business.

St. Johns—Ward & Baker, of Fenton, who are owners of a broom factory at that place, were in town last week looking for a site suitable for their factory.

Constantine—Pickhaver & Raudman, wagon and carriagemakers, have dissolved partnership. Harry Raudman will continue the business at the old stand.

Detroit—The American Ginger Ale Machine Manufacturing Co. has been formed with a capital of \$100,000 to manufacture ginger ale machines in Detroit by a new patented process.

Mt. Clemens—The Chesterfield Creamery Co. will erect a \$2,000 skimming plant at this place. It now has similar plants at Valdenburg, Meade and Chesterfield, each handling about 10,000 pounds of milk per day.

Muskegon—The Amazon Knitting Co. has let the contract for a new addition, 42x164 feet, which will be used as a bleaching department. The building will be of brick with concrete floors and will be ready for occupancy in two months.

Detroit—The Detroit Drug Specialty Co. has been organized with a paid-up capital of \$200,000. Charles G. Andrews, Grant H. Hackett and Howard C. Marshall each have a third interest. The company owns the stock located at 62 and 64 Griswold street.

Plymouth—The Plymouth Creamery Co. has filed articles of association with a capital stock of \$6,000 divided into 600 shares of the par value of \$10 each, of which sum \$600 has been actually paid in. There are fifty-two stockholders with shares varying in number from 1 to 220.

Belding—The Ballou Basket Works will shortly begin the manufacture of coal sacks from canvas, having recently purchased the patents and right for the New Labanon coal sacks. The company will also experiment in the manufacture of laundry and other baskets of canvas over steel frames.

Detroit—The National Bag Co., Ltd., capitalized at \$50,000, has filed articles of association. Of the \$10,000 paid in Robert M. Grindley, Chairman, holds \$3,350; Conrad H. Smith, Vice-Chairman, \$3,350; John O. Hibbard, Secretary, \$1,650, and Richard G. Lambrecht, Treasurer, \$1,650. The company will manufacture cloth and paper sacks and packages.

Kenton—The Sparrow-Kroll Lumber Co. has secured a contract from a Buffalo concern for 7,000 pieces of Norway piling. This is the largest single contract awarded to an Upper Peninsular firm in several years. The piling will be from 45 to 75 feet long, and will fill 500 cars. The timber will be used in Buffalo in the construction of the foundation for a large steel plant.

Lansing—The Clark Carriage Co. has under advisement the erection of another large addition to its Grand street factory. If the new structure is built, work will be begun early in September. The building will be 60x100 feet in dimensions and two stories in height. When the new addition is completed, the com-

pany will occupy 120,000 square feet of floor space and will have a manufacturing capacity of 6,000 vehicles a year.

Caro—The Lacy Shoe Co. has begun the erection of its factory building. It will be one story high, shaped something in the form of the letter T. The office will be located in the center of the building and the general work room will extend 150 feet on Cemetery street, running back 40 feet. It will then narrow to 40 feet wide, running 68 feet farther back. It is expected that the plant will be in operation in about ninety days.

McBride's—B. E. Cadwell and C. W. French, of Stanton, have purchased of C. H. LaFlamboy his feed mill plant at this place and, in connection with it, will erect a grain elevator. The new elevator will be 32x32 feet in size and 50 feet high, and will have a capacity of 15,000 bushels of grain. Work on the new building is now being rushed with the expectation of having it completed in time to take care of this year's crop. The new firm will be known as B. E. Cadwell & Co.

Union City—The Peerless Yeast Co., Ltd., has been formed here with a capital stock of \$400,000, of which \$115,000 is declared fully paid in. The officers are as follows: Chairman, D. D. Buell; Secretary, Holmes W. Johnson; Treasurer, A. J. Boyer; Board of Managers, D. D. Buell, A. J. Boyer, H. W. Johnson, J. W. McCausey and H. T. Carpenter. The stockholders are the gentlemen named above, together with J. S. Nesbitt, N. E. Tower, L. S. Parsons, J. R. Paterson, T. B. Buell, W. D. Baker and Geo. Oakes. The company will manufacture a dry yeast cake upon which it holds patents. Factory buildings constructed of cement will be built at once.

Detroit—The Ward Cigar Co., of Pontiac, has engaged three floors of the old Biddle House property for use as a cigar factory. It is stated that the company will give employment from the start to at least seventy-five hands, and that this force will be increased as the business develops. The removal of the factory is said to be due to the inability to secure competent help in Pontiac. It is thought, however, that the company sees a good opportunity to secure skilled labor owing to the strike which is on at Brown Bros.' factory. The Wards, it is also said, will make a bid for the trade formerly supplied by Brown Bros. before their factory was absorbed by the tobacco trust.

The Doctor's Advice Too Late.

A story of a man who went to see a doctor. The doctor examined him carefully, and, with a grave face, told him that he was very ill, and asked him if he had consulted any one else.

"Oh," said the man, "I went to see a druggist and asked his advice, and he—"

"Druggist!" the doctor broke in angrily. "What was the good of that? The best thing to do when a druggist gives you advice is to do exactly the opposite."

"And he," the patient continued, "advised me to come to you."

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

REMEMBER

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

GRAND RAPIDS SUPPLY COMPANY

20 Pearl Street

Grand Rapids, Mich.

Grand Rapids Gossip

Hogan & Gorton have purchased the grocery and confectionery stock of Charles A. Brink, at 1187 South Division street.

W. H. Ferris has in operation at his store at 157 Monroe street a new gas coffee roaster, which enables him to roast coffee at any time during the day.

Milton Chubb has leased the store building at the corner of Palmer and North Coit avenues of Lyman Townsend and will shortly occupy it with a grocery stock.

Fairfield & Kolvoord, of Allegan, succeed M. Joseph McCarthy in the feed business at 706 South Division street. The business will be in charge of George Fairfield, brother of the senior member of the firm, and the store will be made a distributing point for their flour and other products manufactured at Allegan.

S. H. Benham and Frederick Benham have formed a copartnership under the style of S. H. Benham & Co. to engage in the drug business at Trufant. The Hazeltine & Perkins Drug Co. has the order for the stock. The business will be managed by S. H. Benham, who was prescription clerk for Dr. John Black when he was engaged in the drug business at Trufant.

The Grain Market.

Wheat has not changed in price. Conditions seem to be as strong as ever, but they go for naught when sentiment is against wheat. Our surplus is melting away at the rate of over 2,000,000 bushels per week which leaves the visible only about 27,000,000 bushels, which is as low as it has been in many years. Besides, there have been a few places added, such as Ft. Williams, Galveston and Port Arthur. These places have been added only within the last few years. The amount omitted at these places would leave the visible considerable lower. Taking everything into consideration, wheat should sell considerably above the present low level. However, the contrary is the case, and wheat seems to be sagging little by little. The bears have been looking forward to an early new wheat movement, but their expectations are not likely to be fulfilled on account of the large precipitation of water all over the winter wheat belt. Even in the Northwest report has it that the wheat is not all sowed, while some early sowed is standing in water, but then there is plenty of time yet to make wheat. In our own section wheat seems to be growing too rank, which means lots of straw and short heads, and it is liable to lodge, which may cause rust. The supply and demand situation does not seem to be taken into consideration whatever. Many traders are watching for the Government crop report, which is due today and which will give the acreage and conditions of spring wheat, also winter wheat up to June 1, which probably will gain a few points. However, since June 1 we have had considerable rain, which is not conducive to improvement.

Corn has been sluggish, but no change in price has taken place, notwithstanding there have been extra efforts made to advance the price. Reports are to the effect that where corn is not submerged in water, it has a good stand and is growing well, especially in

Texas, where it is claimed it never looked better.

Oats seem to be quite strong, especially the undertone, on account of the wet weather, which has put a damper on the grand outlook for the crop a couple of weeks ago.

Rye went off 1c, but is still high, as the outlook for a good crop in Germany as well as the United States is very encouraging, indeed, and lower prices may be expected in this cereal.

Beans are virtually the same as one week ago, with a leaning toward lower prices, as the general anticipation is for a large crop throughout the bean district.

Flour remains steady at present prices and millers can not afford to shade the price, on account of the scarcity of wheat.

Mill feed, notwithstanding pasturage is in splendid condition, still remains firm and seems to be very scarce, on account of many mills only running half time, and as mill feed is necessary for feeding purposes, especially for dairy stock, prices are held up.

Receipts of all grain have been of a diminutive character, being as follows: wheat, 32 cars; corn, 1 car; oats, 5 cars; flour, 8 cars; malt, 1 car; hay, 2 cars; straw, 1 car.

Millers are paying 77c for wheat.
C. G. A. Voigt.

Safety of Gasoline for Lighting Purposes.

One of the most practical explanations of the safety and danger of gasoline ever given in this city was made at the store of the Perfection Lighting Co. last Saturday evening by J. W. Kitten, Vice-President of the Safety Gaslight Co., of Chicago. The audience was composed of insurance adjusters, insurance agents, representatives of the fire department and local newspaper men. Mr. Kitten proved to the satisfaction of his auditors that many of the ideas commonly prevalent regarding gasoline and gasoline lighting are erroneous—that, rightly and properly handled, gasoline is one of the safest lighting agents known. He has made repeated efforts to get the experts who establish the rules for the fire insurance companies to acknowledge the injustice and unfairness of their edict that only one gallon of gasoline may be used in a lighting machine at a time, but without result. The Safety machine invented by him takes several gallons at one filling, which precludes the necessity of replenishing the reservoir by artificial light or when the generator is in operation, whereas the small generators which take a gallon or less oil frequently run out of gasoline during an evening and have to be refilled while hot. The insurance men present admitted the truth of the argument and practically pledged themselves to secure a revision of the present stringent rule regarding the use of gasoline for lighting purposes in larger quantities than one gallon.

After the demonstrations the party boarded a chartered street car which took them to the Lakeside Club, where the evening was enjoyably spent in a private dining room, partaking of a bountiful spread tendered by the Perfection Lighting Co.

The Boston Egg and Butter Market.

Boston, June 9—Receipts of eggs decreased during the past week about 4,000 cases and the market was steady to weak most of the time. Fine Northern stock sold as low as 17½c; storage packed eggs from other sections, 16½@17c. There is considerable buying for storage. About forty cars went into the house. The decline in value is probably due to the cool weather in the producing sections.

Receipts of butter are slightly less than last week and the market is barely steady at 23c. There are in store here about 30,000 packages of butter less than last year, which probably accounts for lack of change in the market.

Smith, McFarland Co.

The Grocery Market.

Sugar—The raw sugar market is much stronger, prices showing an advance of 1-16c on 96 deg. test centrifugals, with the market very firm at the advance. But few sugars were placed on sale and holders were very firm, having full confidence in the future market. The continued active demand for refined sugar maintained a strong tendency to prices. The world's visible supply is 3,210,000 tons, showing an increase of 930,000 tons over the corresponding time last year. The firm and higher market for raw sugar caused a stronger feeling in the refined market and prices show an advance of five points on all grades. The demand for sugar the last four or five days has been very heavy indeed, and as this is the month for the usual active demand, it is expected that business will continue brisk from now on and that prices will not go any lower. Most orders were for prompt delivery, which confirms previous reports of short supplies throughout the country.

Canned Goods—The situation in general shows very little change. Tomatoes manifest considerable strength, with spot goods showing some slight advance. There is considerable enquiry for spot tomatoes, but it is very difficult to secure any, as they are so closely cleaned up and what few there are are so firmly held. Futures are in fair request at unchanged prices, although some packers are a little firmer in their views and show some disposition to ask higher prices. There has been a rather active demand for corn during the last few days, especially for the cheaper grades. Prices are steady. In futures only a moderate interest is noted. There is a good demand for 1901 pack of small peas, owing somewhat to the fact that the new pack of peas in Baltimore shows a great scarcity of the small grades. There is a great abundance of the standard grades and trade in this class of goods is light. The pack in sections outside of Baltimore may show a greater percentage of the small peas, but this, of course, remains to be seen. The demand for new pack pineapple is fair, with prices steady. There is considerable enquiry for gallon apples, but it is difficult to secure any, as stocks are so closely cleaned up. Salmon is in a very strong position, both for spot and future goods. Stocks are being reduced constantly under a heavy consumptive demand and the situation will be in excellent shape when the new pack is ready for the market. Owing to light stocks and the heavy demand expected during the next few weeks, the tendency of the market is toward higher prices. Reports from the Columbia River state that the salmon pack so far this season is about the same as it was at the same time last year—about 20,000 cases. This is the estimate given by several cannery men. It is stated that the fish average smaller this year than last. Sardines are steady, with fair demand. Owing to the scarcity of ¾ mustards, it is expected prices will be advanced shortly.

Dried Fruits—The dried fruit market shows no particular interesting features, but is in good condition. In prunes the market shows very little change of importance and there is a good demand for nearly all grades. It is estimated that sizes 70-80, 80-90 and 90-100s of the new crop will be scarce and that 40-50, 50-60 and 60-70s will be most freely offered. The present demand for prunes is satisfactory and it is believed that the entire quantity of prunes now held in California will all pass into consumption be-

fore the arrival of the 1902 crop. Raisins are in strong position and stocks are light. The demand for loose is good and seeded are meeting with a good demand at unchanged prices. Apricots are firm, with stocks very light and prices easily maintained. Probabilities point to a full crop which will come on a practically bare market as the 1901 crop will be entirely exhausted before the new crop is ready for shipment. The demand for apricots is increasing every year and at reasonable prices for the new crop it is evident that the demand for this year will greatly exceed that of previous years. Peaches are in fair demand at previous prices, with light stocks on hand. Dates are in good request, with prices on some grades showing an advance of ¼c. Stocks are greatly reduced and a further advance in price is looked for shortly. Figs are scarce and meet with good demand at unchanged prices, but the tendency is upward.

Rice—The rice market is quiet but steady, with only moderate demand. Stocks of all kinds on the spot are fairly large and considered sufficient for immediate needs.

Molasses—The continuance of warm weather, coupled with the usual dull trade conditions at this time of the season, has restricted business in molasses and the movement is small in all varieties. Prices, however, are firmly maintained.

Fish—Trade in fish is moderate and about as usual at this time of the year. Mackerel is firmly held, but demand is only fair. There is, however, a good demand for codfish at unchanged prices.

Rolled Oats—The rolled oats market is exceedingly firm and active with prices showing an advance of 35c per barrel, 15c per case on competitive cases and 15c on Banner.

Hides, Pelts, Tallow and Wool.

Eastern tanners hold off from buying hides with a stick-to-itiveness unprecedented. The situation is unchanged. Poor stock is still offered at a low value, with few sales. These low prices help to make a lower value to the general market on good stock. The leather market, being lower, tanners see no encouragement to buy, even good hides, at the prices held. The quantity is not large and there is no accumulation.

Both wool pelts and shearings are in good demand and in larger receipts, at fair prices.

Tallow is weaker, with no accumulations. Soapers are well supplied with oils and fats. The export trade has been in edible, the demand being good abroad for this grade. Trade has not been large at best.

Trade in wools in the East has been small and the market drags. An advance can not be obtained. Territory wools have been attractive and have been taken at higher values than the Eastern market would warrant. A strong excitement among buyers has existed in the states and extreme prices have been paid, and although they are not weaker, have eased off, in consequence of which there is not felt the anxiety to buy except on a firmer basis. Much of the State wools have gone into the hands of the Eastern buyers and is being shipped. It is in good condition. No higher value is looked for at present.

Wm. T. Hess.

Virtue should be as highly prized in a man as in a woman and any deviation from its path should be as severely punished in one as in the other.

Getting the People

"L'Art Nouveau" and Newspaper Advertising.

It is a question whether the facile, flowing lines of the new styles of decorative designing classed as "l'art nouveau" have aided so much in the embellishing of the advertiser's work as they have detracted from it in their intrusion in so many ways into the pages and columns outside of this field. The ease with which so-called decorative effects can be cheaply produced and reproduced brings its ragged sketchiness into requisition for ornaments, headings and half-tone borders to an extent which makes the average newspaper, if not a thing of beauty, at least an exhibition of curious conglomeration. Not that all the stuff which defaces the columns of the press should be classed as the new art, yet its license and freedom are responsible for much more than its own appearance.

A symmetrical and well-proportioned border on an advertisement in many cases is an addition of value. It seems to set it apart from its surroundings, to give it homogeneity, clearness and strength. Some good designs for such borders may possibly be classed as the production of the new art, but its general effect is toward a looseness of design which defeats the main purposes of its use.

But the greatest injury to advertising display is through the intrusion of ragged, sketchy designs(?) in neighboring columns. It is getting so that the enterprising publisher must have his department headings sprawled over two columns with a scrawly ornamentation(?) in the new style. Then, if he has a continued story, he must have a two or three column sketched heading for that. If there are illustrations there must be a wealth of flourish in their borders and decorations which combines to make a hodgepodge fearful to behold. Advertising display on such a page is at a decided discount.

What I particularly deprecate in the interest of good advertising is the use of borders in picture ornamentation. There is no question but that half-tone illustration in the daily and weekly press have come to stay and is a great advance in journalism. The appearance of such an illustration on a page is no detraction from its value as carrying advertising, but rather the reverse. But, to be artistic and suitable, it should appear for what it is, not as a nucleus for a scrawl. The best shape for such an illustration is square, in harmony with the general plan of the paper and the most natural shape for pictures. Other simple forms may be used, but they are not an improvement. These may be simple circles or ovals or possibly portions of these figures. There is nothing more hideous than the cutting of a half-tone into some ugly, erratic pattern and then surrounding it with borders and flourishes all out of harmony with everything else on the page. Possibly there will be several different productions of this kind on the same page as much out of harmony with each other as with everything else. Poorly fares the advertiser who is forced to appear in such a neighborhood.

The first newspaper in this country to use half-tones on the lightning perfecting presses was the New York Tribune. It now has a corps of photographers obtaining copy for its illustrations the same as it has its news reporters. These illustrations usually appear in square

REASONS WHY WE ARE ENTITLED TO YOUR Shoe Trade.

1st. Because we have Shoes for Men, Women and Children that are guaranteed to give satisfaction, or a new pair will be given in exchange.

2nd. Because we have the most complete stock of footwear in town and can give you a perfect fit.

3rd. Because we sell at a small profit and aim to give our customers the most wear, style and comfort possible at any given price.

4th. We have a complete stock of Rubbers of the best make and quality obtainable.

Our Gents and Ladies storm Rubbers are made with a new extension heel and the misses and childrens with extension heel and toe. These improvements give double wear and cost no more than the ordinary rubber.

LEWIS' CASH STORE, Lewiston, Mich.

SUMMER GOODS

The cool days of the past week have not checked the enthusiastic buying of Summer Goods at our store.

It is because our stock of Shirtwaists, Skirts, Muslinwear and Waist Fabrics

is so large, so well assorted and contains so many interesting features to attract economical buyers.

Today our stock is at its best, and we are offering many exceptional values in our

Ready-to-Wear Garments

AND

Wash Goods Department.

S. BUCKNER.

Fishing Tackle

We are fishermen ourselves and understand the needs of our local fishermen. We carry a full line of the goods that are best adapted to your needs. Call and see our outfits.

VAUGHAN BROS.,

DRUGS,
Wall Paper, Fishing Tackle.

F. E. Sissons
& Co.

Corner Main and State Streets.

We Sell

GROCERIES

Prompt Delivery

Low Prices

Best Goods

A Combination

Hard to Beat

F. E. SISSONS & CO

plain finish and so are a help to the advertising. But the disciples of yellow journalism fill their pages with heterogeneous scrawls and so-called ornaments to an extent which largely diminishes their advertising value. Decorative ornaments on newspaper pages will not be successful until the entire page is made into one harmonious design—an achievement not very probable.

* * *

Lewis' Cash Store shows a well written and well printed general advertisement, which may be of value as a change. For getting new trade, however, I think a few definite descriptions with leading prices would tend to interest. There is nothing like definiteness in advertising.

It is difficult to find just the object of the architectural display in the seasonable advertisement of S. Buckner. Had the room occupied by the bird and its support been proportioned to increase the white space around the matter it would have been much more valuable. The border is about as poor for newspaper use as could be devised, as it is so fine that enough of the characters are bound to print black to make it appear spotted. Then the cutting of the border to make room for the signature is unnecessary and is not good. The writing is good for the general character of the advertisement and if the matter had been centered, one dash less used, with a better style of type for the signature and an address added the result would not be bad.

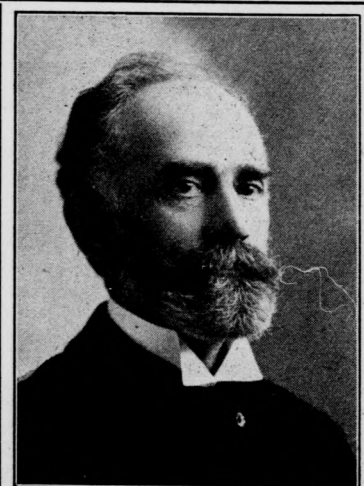
Vaughan Bros. write an excellent notice of their fishing department and in the main the printer's work is good. I would center the paragraph and put the lower display to the right so as to balance better.

F. E. Sissons & Co. write an attractive advertisement for one of a general character and the printer has treated it simply but with a unity of design which gives it character.

Method in His Madness.

Hortense—I was talking with Mrs. Cheffer about the stories they tell of women's cooking. She says she does not believe one word of them. Her husband, she says, always eats what she cooks, without a word of complaint.

Fanchette—But perhaps he thinks that is a convenient way to commit suicide and so be relieved forever from her cooking.



Open Screen Halftones

For use in

Newspapers and General Printing

This size and smaller, \$1.50. Mall, \$1.60.

Finer plate for \$2.

TRADESMAN COMPANY
Grand Rapids

Condition of the Carpet Market.

The carpet situation is characterized by a very healthy outlook. In the manufacturing end business is exceedingly active, the turning out of the very heavy initial business having just commenced. Practically all the mills in the country, barring those affected by the labor strikes, are fully employed, and they promise to be so for many weeks to come. New business of fairly good proportions is coming in every week, and aside from the low level of values, the present state of affairs is as favorable as one could ask for. Western jobbers feel confident of securing good business for fall goods from their trade or their purchases in the Eastern market would not be as heavy as they are. Traveling men report encouragingly on the prospects for a good fall trade, not only in the West, but also in the South. Good grain and cotton crops will substantiate these reports very materially, and as far as they are concerned to-day, nothing of an unfavorable nature has been reported. Financially, these sections of the country are very prosperous, the public in general being well supplied with cash, and good, liberal carpet sales this fall should be looked for. In three-quarter goods the outlook is all that can be wished for. Eastern manufacturers are loaded up to the eyes with business and more is coming in each week. The low values are somewhat of a setback to the manufacturer's anticipations, but nevertheless they are satisfied under present conditions. When the first favorable opportunity presents itself, it can be safely assumed that strong efforts will be made to put prices on a higher level, but until that opportunity arrives, no complaint should be made concerning prices. Conservative manufacturers have contended right along that if prices were raised beyond a certain point at the opening this season, the trade would receive such a blow that it would take some time to recover, and there is no doubt but what the big Eastern factors of the trade realized this before coming to a final understanding in regard to the opening prices. The demand this season, according to the manufacturers themselves, does not incline so strongly toward the better lines of goods as toward the medium-priced fabrics, such as the velvets and tapestries. This does not imply that the Wiltons and Brussels are not receiving their usual call, because they are; they are receiving a demand that is fully up to the expectations of all. Last season at this time, tapestries and the low-priced goods were not as active as they might have been, but this season the requests of the consumers are of a very different nature. For carpet-sized rugs made in Wiltons and body Brussels, the request is very large, and many weavers are sold up for a good part of the season. Ingrain weavers are very busy on their initial business with plenty of new business coming in every little while. Prices are still the strong barrier against which the manufacturers are contending, but for the present it seems probable that ruling rates will hold. While it is generally acknowledged that weavers are justified in asking better prices, it is feared that with the unchanged and even lower prices 3/4 goods are being quoted at, competition will become so keen that the public will go over to the tapestries and the cheap jute and other 4-4 carpets. In Philadelphia ingrain manufacturers are said to be obtaining slightly better rates than the large Eastern mills and they seem to be drawing

in a large amount of business at these rates. A further advance is looked for a little later, just when is not known. The labor troubles seem to have been settled satisfactorily to all, some concessions having been granted to the workers by the manufacturers.

Aluminum Money

Will Increase Your Business.



Cheap and Effective. Send for samples and prices.

C. H. HANSON,
44 S. Clark St., Chicago, Ill.

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.

The Road To Success



for a merchant lies in selecting and selling goods of known quality.

D Crackers

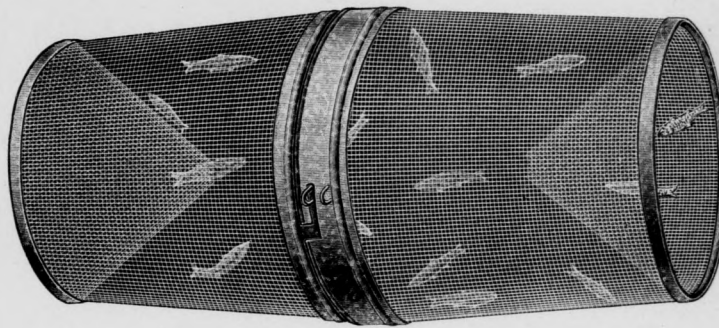
have a reputation for superior quality unsurpassed and bring a good profit.

E. J. Kruce & Co.

Detroit, Mich.

Not in the Trust.

"Sure Catch" Minnow Trap



Length, 19 1/2 inches. Diameter, 9 1/2 inches.

Made from heavy, galvanized wire cloth, with all edges well protected. Can be taken apart at the middle in a moment and nested for convenience in carrying. Packed one-quarter dozen in a case.

Retails at \$1.25 each. Liberal discount to the trade. Our line of Fishing Tackle is complete in every particular. Mail orders solicited and satisfaction guaranteed.

MILES HARDWARE CO.

113-115 MONROE ST. GRAND RAPIDS, MICH.

The gold brick man must have a new trick or find a new victim for each sale, but the man who sells CERESOTA flour finds it easier to sell the second sack than the first.

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

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.

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 |
| Maackinac Island | Traverse City |
| Walloon Lake | 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.

Simple Account File

Simplest and Most Economical Method of Keeping Petit Accounts

- File and 1,000 printed blank bill heads..... \$2 75
- File and 1,000 specially printed bill heads..... 3 00
- Printed blank bill heads, per thousand..... 1 25
- Specially printed bill heads, per thousand..... 1 50

Tradesman Company,
Grand Rapids.



Devoted to the Best Interests of Business Men

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

TRADESMAN COMPANY

One Dollar a Year, Payable in Advance.

Advertising Rates on Application.

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

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

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

E. A. STOWE, EDITOR.

WEDNESDAY, - - JUNE 11, 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 June 4, 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 seventh day of June, 1902.

Henry B. Fairchild,

Notary Public in and for Kent County,
Mich.

THE SOUL OF THE WORLD.

All written records are either literature, science or history. Science and history belong to the domain of utility; they may be classed among the useful arts. Literature belongs to the fine arts, and is, therefore, in the ordinary sense of no practical use in the struggle for life.

When people talk about success in life to-day, they mean money. Wealth is generally held to be the object most to be desired, and those who have it usually call for more consideration than do those who have it not. It is not contended that this is the regular rule by which men in general are judged, but wealth is, nevertheless, a thing of weight.

Coming back to science and history, it is plain that the former is vastly more valuable. Science is made up of the body of facts ascertained concerning material things. Science is the key which unlocks the secrets of nature, and these secrets can be turned to account to enable us to make money. Armies of trained investigators and experimenters are every day engaged in exploring the mysteries of nature, so that they may transmute them into gold by selling them to manufacturers and others who are concerned in exploiting and developing the material resources of the various countries. Doubtless not a few scientists are engaged in their studies for the sake of science itself, but if they discover anything that has a money value, it is eagerly seized on to be used in making money.

As to history, it is valuable in the fact that it instructs us concerning past peoples, their works and their acts. It is only from studying the past that we can reasonably forecast the future; but historical knowledge and discoveries have not a very high money value.

Literature, as an expression and delineation of the human passions, emotions and sentiments, has no money

value. People will buy and read books of fiction simply for the amusement, entertainment and diversion obtained from them, but with the masses of the people a book once read ceases to have any value, and its place in popular interest is immediately taken by another, and thus it is that a modern novel, after having been sold to the number of hundreds of thousands of copies, is soon lost sight of, and is thought of no more.

Those great amassers of wealth whom it has become the custom of their flatterers to characterize as the "captains of industry," as a rule, have but a poor opinion of literature and would look upon a live poet as a particularly useless creature in this world of worry and work to get money. Nevertheless, that apparently worthless something which we call literature is a record of all that is noble, lofty, true, faithful, devoted to duty, grand, heroic and glorious in human life. It is a record of sentiment and of all that sentiment has inspired men to do.

Without sentiment there would be no religion, which is a crystallization of all the purest, loveliest and most uplifting of all human sentiments, and, without religion, it is doubtful if there would be anything in human life save what is gross, material and sensual, and thus it is that literature in which are embalmed sentiment and religion in every age of human experience, so far as we have any knowledge of it, is really the repository of what may be called the soul of the world.

These observations were suggested by the dedication of a library a few days ago in an Illinois town. The library was one of those which had been donated by Mr. Carnegie. Probably there was nothing in the exercises of any special note beyond the locality in which they took place, except an address delivered on the occasion by Colonel George R. Peck, a prominent lawyer of Chicago. Some sentences from the address of the orator have been printed in a Chicago paper and they are full of suggestion. Literature is all-embracing. It includes all those books of the Sacred Scriptures that are not merely historical, and the poetry and romance of all the peoples of the earth in every age. Said the speaker referred to:

The ancient tomes which will find here a place, the scripts of people long passed away, the warnings that come to us of our own mortality, only feed the flame of enquiry, only reiterate the question—Why? The Greek beauty of thought and the Greek beauty of expression will minister to the minds of other generations as it has ministered to ours. Here will be preserved the immortal dialogues that have made Plato a perennial spring from which the thinkers of all the world have drunk. Some eager minds will perhaps have here their first glimpse of Homer, the deep-browed, the immeasurable.

What would be the condition of mankind without the Psalms of David and the Sermon on the Mount? And after them come the Odyssey, the Aeneid, the noble thoughts of Shakespeare, Dante, Cervantes and the hosts of lesser ones still great. In the Iliad and the legends of Arthur and his Table Round are crystallized all the romance and all the heroism of human life. The heroes portrayed in the one were, according to our view, pagans, and yet they had a religion full of lofty and inspiring sentiment. In the other Christianity was the star that illumined their way, and yet their deeds were no more splendid and without reproach, and it is only in books of literature that these inspiring

records are to be found. Said the speaker quoted above:

All the beautiful imagery of the world, all the high thoughts, are not gone. The human mind is not exhausted—it has simply been turned into another channel. Poems are yet to be produced, epics, odes, lyrics, and sonnets, better, perhaps—although I fear not—than any pen has yet written.

Some one has said that all which has actually happened in the world is small and unimportant compared with what has happened in the dreams and fancies and imaginations of genius. That is the secret of Shakespeare's unrivaled power in the intellectual world. His creations are real. A library which has Shakespeare in it—and every library worthy the name has—where we can feast upon the inexhaustible resources of him whom Coleridge called myriad-minded, is equal to every demand of the intellect. And this is why I plead that you do not shut your hearts against the great imaginative works that constitute the world's best literature.

The dreams of the poet are real, because he is a prophet and foresees that which is to come. A grave and great teacher once declared that when the tricky Puck, ordered on an errand of quick dispatch, said, "I'll put a girdle 'round the earth in forty minutes," it was an utterance of Shakespeare's prophecy of the globe girdled by wire and cable, and when that benevolent sprite, Ariel, said: "I go drinking the air before me," it was still another prophetic view of swift transit that was not even dreamed of in Shakespeare's time, save in the prophetic brain of the poet.

It is true that what we would have of material progress would be as nothing without the aid of the mechanic, the engineer, the chemist and electrician, but so long as the human race possesses those records which we term divine inspiration and the great thoughts and noble sentiments embalmed in the written records which the ancients termed letters, we could still lay claim to a very considerable degree of civilization, and but for the inspiration derived from those records there would be little of what the world to-day calls science.

Albany, N. Y., is said to be flooded with spurious coins of almost all denominations, and besides it is said that there is an extraordinary increase in the number of mutilated coins in circulation. The counterfeit dollars and half dollars are said to be good imitations, but somewhat light in weight, while, on the other hand, the nickels, dimes and quarters are of the poorest kind of imitations. The counterfeit quarters are of the date of 1896, and are only thinly coated with silver, and are said to lose their luster after a half hour's handling. They are moreover light in weight, have a dull pewter sound and are crudely molded. Yet with all these defects some hundreds have been accepted without question by local business houses, while the street car companies, saloonkeepers and soda water dealers have suffered considerable loss through the flood of nickels and dimes. It is a well-known fact in police circles that if one city is successfully operated by these counterfeiters it will not be long before other places are heard from, and in the face of the discovery at Albany it is just as well for the merchants of Michigan to be on the lookout.

There is a God in Israel and the verdict of the jury in the McGarry case proves that there is a God in Allegan county as well.

THE SHIPPING COMBINATION.

There now appears to be good reason to expect that J. Pierpont Morgan will have competition in his efforts to control the shipping business of the world. Although his company has succeeded in securing the control of a number of the leading English lines, his efforts have not encountered a friendly reception from the British shipping interests. The combination is recognized as a direct menace to the English shipping supremacy, and although the British government has not openly assumed a hostile attitude, it is known that the feeling entertained is far from friendly.

Despite Mr. Morgan's great financial successes, there are indications that in the shipping combination he has undertaken a task which is by no means as certain of success as most of his other ventures. He has organized what appears to be at least nominally an American company for the handling of the steamship lines which he now controls, but even with an American company he can not transfer the ships he claims to the American flag. Under existing American law no ships built abroad can be registered as American vessels without a special act of Congress. In the present humor of Congress there is not the least probability that American registry will be granted to the British-built ships of the Morgan combination, hence the vessels will continue to be at the disposal of the British admiralty. From a purely economic standpoint the Morgan combination does not hold out the least inducement to American trade; on the contrary, the whole purpose of the combination is to increase freight and passenger rates, hence its operations will merely add to the burdens imposed upon American products.

The antagonism of the British shipping interests is manifested by a movement to organize a rival combination controlled in Great Britain. This proposed combination will include the celebrated Cunard line, which has achieved a great reputation in the passenger business, and will also include the Allan line, the Elder-Dempster interests, as well as other lines. This opposing combination being distinctively a British organization, expects to have assistance from the British government.

As the opposing combination will have even greater tonnage than the Morgan organization, and as it will be backed by ample capital, the most welcome effect it will exert will be to compel a reasonable schedule of freight and passenger rates. Active competition will be secured, which is the thing most to be desired by the business interests of this country. In the political features of the combination and counter-combination, the American public has little interest. Great Britain may have reason to fear that the Morgan arrangement may strike a blow at British supremacy in the shipping trade of the world, but this country has nothing of this sort to anticipate. Our sole interest in the matter is to secure the cheapest possible rates of freight in the handling of our produce, and the Morgan combination is antagonistic to these interests, hence is unfavorable to American trade interests.

Any arrangement which will secure the desired competition and consequent reasonable freight and passenger rates will be welcome whether the opposition be under British, French or German auspices.

Beware of a man that does not talk and a dog that does not bark.

STUDYING THEOLOGY SQUARELY.

One of the great difficulties in advancing religious truth comes from the education of the clergy in theological schools where everything is narrowed down to the limits of the denominational creed. The student is turned out with his head full of what it is permissible to teach, not with his mind instructed to understand the whole truth as it is seen from different points of view. Men trained under such narrow systems seldom or never come to know truth in its wholeness or integrity, and it is not surprising that they differ with one another under the influence of such a one-sided education.

The trustees of the Andover Theological Seminary, in Massachusetts, voted the other day for a change of site from the little town of Andover to the seat of a great university. The decline in the number of students, the decline in financial resources and income, the drift of popular opinion away from the isolated seminary toward those seminaries which are under the eaves of universities and can affiliate with them, have all had their sobering effect upon the trustees and alumni of the institutions, as they must have upon those other seminaries of other denominations before the century is much older. The general movement of which this case is but a signal is one that is wider in its range than this country. The Scotch Presbyterians are facing the same trend, Glasgow and Edinburgh universities and their affiliated theological schools proving more attractive to the Scotch youth than the seminaries farther North and South. It is a movement on which President Harper, of the University of Chicago, dwells in his article on "The Trend of University Education" in a recent issue of the North American Review, and it is not confined to theological schools. It affects the law and the medical schools wherever they exist isolated. President Harper does not hesitate to say that "the ordinary theological seminary can not to-day provide the curriculum of study demanded by those who are to do the work of the ministry during the next quarter of a century. The churches demand a ministry of larger sympathies and wider views."

When this movement comes about, and the student may have an opportunity to broaden his outlook upon life, there will be felt in all the sectarian schools an increasing and insistent demand that theology be studied squarely. What is needed in these schools of the prophets is the study into questions for one's self. The young men who are to carry weight into the pulpit, who are to exert a lasting, telling influence upon the intelligent men of the world to-day, must be trained to see things from various points of view, and must be able to give a good reason for the faith that is in them. To study theology from the scientific point of view and get a reasonable basis for one's faith is one thing; and to study it with the mind already biased to one narrow sectarian point of view is quite another. There is one place in the country where the great question of life and duty and faith are studied squarely. The Harvard Divinity School, since its reorganization in 1879, has given men training in unsectarian theology, and has been used to a large extent by the best men among those who have studied theology. Young men studying in such an institution see truth from various points of view, and when they graduate they turn for their life work to affiliate with whatever de-

nomination their own personal convictions lead them to choose. There is a great demand in these days for thorough intellectual training in theology, and the best men everywhere are anxious to take advantage of it.

PHONETIC SPELLING AND WELSH.

Some years ago there was an agitation in this country for phonetic spelling, which for a time made considerable headway. It will be recalled that when the movement was at its height, the Board of Education of Chicago and other educational bodies adopted the new system, also some newspapers, and periodicals were started in advocacy of the movement. Either for sentimental or utilitarian reasons the advances made did not prove permanent and for some time past very little has been heard of the matter. Advocates of phonetic spelling, however, have not been inactive and the agitation has been continued, with less demonstration, but quite as persistently. A writer in a recent issue of the New York Tribune advances a new argument in favor of the reform.

He urges that the Welsh language, one of the most ancient of modern tongues, at least, has been able to survive and withstand the encroachments of the English because it is phonetically spelled. It is said that Welsh children learn to read their language in the Sunday school alone and in a far shorter time than they learn English by daily attendance in public schools. Whether the Tribune writer's declaration be correct or not, whatever expedites the mastery of reading and writing deserves the attention of educators and if phonetic spelling aids in that direction it should not be discouraged. On the other hand, it is doubtful if a general adoption of phonetic spelling, assuming its practicability and superiority, would promote the desired end or add to the perfection of the language. The fact is that English is becoming more phonetic in its spelling daily by a natural process of development and that without the confusion which would unavoidably follow a sudden and arbitrary change. It is much the same with a language as with morals, it can not be radically reformed by law, although a standard, established and maintained by statute at the proper time may possess educational value.

The people of nearly all European countries sympathized with the Boers in their struggle against the British. They would have been pleased had the Boers won, for British prestige would have been weakened, but now that peace has come with a victory for the British there is recognition throughout Europe of the fact that South Africa will develop more rapidly under British rule and that there will be better opportunities for trade there than would have been the case if the Boers were to retain control. The worst enemies of the British are forced to admit that wherever they are in the ascendant equal advantages are offered to all.

Herr Krupp, the great German gun-maker, has perfected a new gun which he has promised the Emperor to reserve exclusively for the German navy. The inference is that with this gun the German fleet will sweep the seas when they get ready, but it is to be remembered that the German navy knows nothing of war except in theory. The German army has won its laurels, but the German navy has as yet no victories of which it boasts.

HOW FARMING PAYS.

It is customary for the farmers of this State, and for that matter practically of every other state, to insist that while manufacturing and commercial business prosper, theirs does not. It is frequently and repeatedly alleged that farming does not pay and that in it there is no encouragement for well-directed industry. Some figures recently issued by the Census Bureau at Washington are of interest in this connection. They apply only to New York, and show that in June, 1900, there were 226,720 farms in that State. The total value of farm property in New York is calculated at \$1,069,723,895. The total value of farm products in 1899, as shown by the census report, was \$245,270,600. Of this 61 per cent. comprised crops and 39 per cent. animal products. Other figures complete the details.

In mercantile or manufacturing business that firm or corporation which is able to show a profit and declare an annual dividend of 6 or 8 per cent. is counted as being in a flourishing condition. When these enterprises are able to pay a 10 per cent. dividend they are counted as gilt edged investments and sell far above par. It is interesting, then to note what the census figures say to the effect that the income, based upon the total investment in farms in the State of New York is 17 per cent. This is certainly a very handsome showing and one which ought to be highly satisfactory to those engaged in that business. The so-called captains of industry who can make any such showing, count themselves very well satisfied, and the stockholders commend the management. The 17 per cent. spoken of by the census enumerators is the average, and while there are many which fall below that figure, of necessity there must be very many which go far above it. This would indicate that the farmers who use their heads as well as their hands, who are both intelligent and attentive, reap a very satisfactory reward for their work. The figures, which presumably are accurate and reliable, ought to add to the popularity of farming as a regular business and make it more generally attractive.

LET US HAVE ORATORS.

A notion has gone abroad that oratory is of little value, because its place has been taken by the newspaper. It is claimed that the public speaker addresses an audience measured in the extreme by the compass and reach of his voice, while the press is limited neither by time nor distance, but speaks far and near to thousands, while its addresses are in a form which preserves and perpetuates them, so that they may speak even to future generations.

Even if this be so, the press does not take the place of oratory. Written words seem cold and formal compared with those that are spoken, if the speech be athrill with life and feeling. How vastly different in fire and force are expressions which come white-hot out of the heart of the speaker from the self-same words written or printed, and how often it is that a statement when read seems commonplace and prosaic, but when it rushes from the lips of a speaker it is instinct with significance and meaning that perhaps were not previously apparent, or even discoverable.

From this it is easy to understand the great power of oratory. Ideas are not wholly expressed in words. The tone of the voice, the movement of the hands, the writhings of the body, the working of the muscles of the face all have their

part in giving expression to thought, and all these aids to speech are possessed by the orator, while the writer has words alone with which to work.

The expression of the face, the gesticulation of the hands, the changing positions of the body are most potential in giving expression to emotion and passion, so that words would weaken their meaning, and when it comes to speech, how infinitely expressive is the tone of the voice. Words often would be superfluous.

All these advantages are possessed over the writer by the orator and the actor, the chief difference between the two being that the orator expresses his own thoughts and acts his own emotions, while the actor expresses and portrays the thoughts and passions of others.

Let not our young men be deceived by the notion that the press has superseded oratory. Human nature has not changed. It is as much under the dominion of passion and sentiment as ever it was. The magic eloquence of Peter the Hermit set all hearts on fire with holy zeal, and he put in motion the crusades which held Christendom in their spell for centuries. The fiery oratory of 1860-61 did what all the newspapers in the Union could not do—called thirty millions of people to arms. Not all the printing presses in the world turning out religious books can accomplish what is done by the electric oratory from many thousands of pulpits. The orator never speaks to empty benches.

Oratory is the greatest power in the world to move the heart and arouse the feelings, and oftener the heart is right than the head. Then let our young men seek to continue and perpetuate that wonderful oratory that has been so long the glory and the pride of the American people. More than ever we need to appeal to sentiment and emotion, when the greed for gain is coming to be recognized as the master motive in this material age.

RECENT ROYAL VISITS.

This is the season of national love-making. Philanthropy is abroad, and the nations are to be benefited. On these shores Prince Henry, of Germany, was introduced to democracy; and let us hope he returned edified and had his mind broadened by coming in contact with all varieties of people. But this does not prevent German merchants from trying to shut out American goods from their markets.

Soon after Prince Henry's visit the question was mooted in England as to the heir to the throne coming over to have his intellect, if possible, increased.

Then President Loubet, of France, calls upon the Emperor of Russia and is received with open arms. The Russians call the French valiant and the French return the compliment. Loubet congratulates the Emperor upon the magnificence of his domains and the valor of his subjects. The Emperor agrees, but has to excuse himself from accompanying his guest to the ancient capital of his empire, as he might be the victim of a dynamite explosion or shot.

President Loubet has given an example of great courage by appearing in St. Petersburg with the sovereigns. He must, indeed, be brave if he felt no fear. The feeling that he might be blown up along with the imperial family could not have given him the sense of being at home.

Clothing

Fads and Fashions Peculiar to America's Greatest City.

Blucherette. This word is far more terrible than the article it describes, an item in the sum of fashionable footwear. The name means that the object so designated is a modification of the Blucher shoe. This innovation or revival is an oxford tie. To be a bit technical, I may describe it as having a quarter of mat plain and a vamp of patent kid made plain without tip. The toe is in the medium London school. The last is the long-straight, that is, without the out-swing. The lace holes are hand-worked. The bootmaker who showed me this style would not commit himself as to the future of the bulldog toe, but he rather thought from expressions which he had heard among his most fastidious customers and those who seemed to have the right of way to proper dressing, with a desire to lead rather than follow long accepted and widely indorsed styles, that the London or moderate toe was likely to be the immediate "it." He also felt, for the same reasons, that the outswing last had reached the limit of fashionable approval and that straighter lasts, especially for semi-dress, would receive the approval of "the best of them" among his customers this spring and summer. I rather fancy that the Blucherette, with its hand-made lace holes, will be rather a swell fashion for the seaside hotel porch, in combination with smart serge, flannel and duck trousers. Half-hose are going to be very dainty this summer. Exquisite color effect on white and black and white, and the new grays will be set off very richly with this new caprice in shoe wear.

Jumping from the bottom to the top, I see that some chronicler whose imagination is running away with his good sense says, with all the arrogance of a space-filler, that college bands will appear on Panamas this summer. There is only one band which a sane man will wear, and that is the absolutely black in the narrow widths. The Panama hat is a noble, dignified article, becoming to most men, and worthy of good treatment. To caricature its uses by a flamboyant or bizarre addition of any kind is a travesty upon the most ordinary form of common sense. To put a silk facing on a Norfolk jacket is almost in as bad taste.

One of the most strikingly-dressed young fellows whom I have met recently wore a generous derby, with a French brim, in a medium brown shade. I did not like his big eyelets, although there is a great craze for them and there is no accounting for a fad. His double-breasted, two-button coat with its long sweep of lapel was of soft goods in a rather grayish shade—the fabric was on the vicuna order. The coat was the semi-military, that is, with a fair degree of breadth to the shoulders and shapeliness to the waist. And that fairish degree of looseness that seems to be so general in trousers was also in evidence. His gray wash waistcoat was visible about the opening of the buttoned coat, and this waistcoat opening was filled in with a black, neatly-figured silk ascot tied into a moderate puff and fastened with a pin.

Three-button, double-breasted sacks are in striped materials, say white on dark grounds, with trousers in the same

goods. May be advantageously worn with a double-breasted tan waistcoat having long, rolling lapels. Such a coat, if made properly, may be worn unbuttoned. The two-button cutaway is an exceedingly popular garment and I note it in all varieties of cloths. The single-breasted coat in a business suit recently shown me is made of the black tweed and closed with three buttons. I understand that this garment has a strong London following.

Mildness and neatness reign in all things wearable. Collars are lower, ties are extremely modest, half-hose on the quiet order and so on. And these effects are the ones affected by the ordinary as well as by very swell men. Just when the reaction should set in it would be hard to say. But for the nonce the thing is quietness strictly, so far as color and pattern are concerned.

As to the Norfolk jacket, about which more or less is heard, I am convinced that the best trade here will not accept it except for country and outing wear. It is worn with knee breeches for knocking about.

We are entering the summer season. So far I have seen nothing distinctly summerish, or even springish, excepting the shops. The weather has been too cold to bring forth warm weather wearables.

There is a wild profusion of modest effects in the new soft shirts. Some of them are pleated and none of them in the best qualities show any tendency toward the pronounced things which offended good taste and common sense so long.

Black and white figure a great deal in this season's dress; shirts, socks and neckwear are full of it.

Among the new things that I have seen in canes are the rather heavy Malaccas. The boys seem to have tired of the sticks that are merely switches. Silver heads, somewhat old-fashioned looking, are seen.

Belts are moderately wide. One sees less of the extreme narrow widths, which were common enough last summer.

The growing concern in household uniforms makes the intelligence from Washington respecting the new White House liveries of interest. The President and Mrs. Roosevelt selected liveries for their footmen and coachmen a short time ago. In describing these new garments and accessories our friends on the daily papers have made a few mistakes which may perplex the unacquainted. The new livery is rather gayer than usual. "There are white, tight-fitting doeskin knee breeches," says one daily scribe. That hurried writer means stockinette breeches. These breeches meet patent leather boots with russet tops, not "plain leather boots," as has been incorrectly reported. The footman's body coat is of blue cloth with rounded corners. They are not cut away sharply, as one correspondent puts it. There are two rows of silver buttons on the skirt and a row of silver buttons in front. The coachman's livery is practically the same. The summer effect lies in the waistcoat. This is green and yellow valentia, and finished with silver buttons down the front. A tall collar and a white tie lend the finishing touches. The hats are the regulation coachman's with red, white and blue cockade.—Vincent Varley in *Apparel Gazette*.

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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.

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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

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Remarkable Growth of the Manufacture of Clothing.

In the census bulletin on the manufactures of the State of New York, which has just made its appearance, Chief Statistician North traces in brief the development of the ready-to-wear clothing industries in this country.

In striking contrast to the humble origin of the business are the figures presented in the tables which are included in the report and which show that in 1900 there were in New York City alone 1,889 establishments engaged in the factory product of men's clothing, representing a total invested capital of \$36,842,799, employing 30,046 wage earners and producing in that year goods valued at \$103,220,201. In the State of New York alone, there were 4,204 establishments, employing 90,017 wage earners, and their products were valued at \$233,370,447 or 10.7 per cent. of the total value of the products of the State.

The factory manufacture of clothing is of comparatively recent development, says the report. It began probably in the second quarter of the nineteenth century and is particularly associated with two events since 1850, namely, the invention of the sewing machine and the civil war. Apart from army clothing, probably the only ready-made clothing sold in Europe or in this country in the earlier years of the nineteenth century was so-called "slop clothing," which was bought for stocking sailors' "slop-chests" prior to setting out upon long voyages.

As early as 1830, however, New York merchants began to supply a demand for ready-made clothing in the South and West. Many of them maintained retail stores in Southern cities for the sale of clothing made in New York factories, the largest of which are said to have employed 300 to 500 hands each. In 1841 the value of clothing sold at wholesale in New York City was estimated at \$2,500,000. The trade was greatly stimulated by the requirements of Western emigrants, especially after the discovery of gold in California.

Two or three years later the invention of the sewing machine put the business upon a substantial basis and enabled it to meet the demand for army clothing during the civil war. About 1870 cutting machines were introduced; first, a long knife, operating perpendicularly like a saw and cutting through eighteen thicknesses of cloth, later a circular disk operating like a buzz saw and cutting twenty-four thicknesses. But while the ready-made clothing business has now attained so large proportions, it is not a fully organized factory industry. The

clothing is not, as a rule, made in large factories under the supervision of the manufacturer, but in small workshops or tenement rooms through the intervention of a contractor. Various causes contribute to this backward state, one of which is the presence in cities of large bodies of unskilled workmen, whose ignorance of the English language prevents them from finding more remunerative employment than that offered by the "sweater." But the principal cause is the great variety of styles and patterns, which necessitates extreme specialization. This can be more readily accomplished by distributing the different designs among contractors than by undertaking to make all patterns under one roof. Garments of a standard design and cloth, such as overalls, are made in large factories outside the great cities. But the manufacturer of overcoats and suits finds it more profitable to locate in a large city, where he can find an abundant supply of labor and contractors who will relieve him of the necessity of investing money in a plant that would lie idle half the year. New York's dominance of the clothing trade is undisputed.

What Is the Ideal Woman?

Curious to know how the "ideal young woman" appears to other than ministerial eyes, Rev. M. E. Harlan, pastor of the First Church of Christ (Disciples), Brooklyn, was prompted not long ago to send a list of ten questions to 100 young men. Following is the list of questions:

1. Must the ideal young woman be a Christian?
2. Will she use slang or profane speech or lead a poodle?
3. Are dancing and card playing or wine drinking accomplishments which you admire in her?
4. Does it mar or help her as an ideal to be able to keep house or make her own clothes?
5. Shall she help to make her own living—i. e., will she keep house or board?
6. Would you educate her in a female school or a mixed school?
7. Shall we judge her by the same standard of morals by which we judge men? Shall she have fewer liberties than have young men? Why?
8. What one thing do you admire most in young women?
9. What are some common faults among young women?
10. Would she cease to be ideal if she had the right to vote in all elections?

Blessed Relief.

Patron—I want to complain, sir, about one of your waiters.
 Restaurant Proprietor—I'm glad to hear it.
 Patron—You're glad to hear it!
 Restaurant Proprietor—Yes, it'll be a relief to hear a complaint that isn't about the food.

Hard on Them.

It must be rather a trying time for those who have been predicting:
 That high water mark in the tide of prosperity has been reached.
 That the ebb had set in.
 That the crop losses would paralyze the West.
 That railroads could not keep up earnings.
 That everything was over capitalized.
 That the bottom would drop out.
 That money would be tight enough to strangle the business community.
 That the "trusts" would eat up all their little neighbors.
 That good times were over.
 That a slump was coming.
 When:
 The tide still rises.
 The West was never so prosperous.
 The railroads show uniformly increased earnings.

The companies pay increased dividends.

The bottom is wider and deeper.
 The money market was never easier.
 The independents are making money.
 The good times stay.
 The slump fails to materialize.

May She Live to Ride in a Flying Machine.

From the Baltimore Sun.
 Mrs. Sylvia Dunham, whose home is in a village near Boston, counts her age by the successive types of vehicles she has seen perfected. She was born in 1800. At 5 years of age she rode in a stagecoach, at 49 she boarded a railway train for the first time, at 99 she rode on an electric car, and at 100 she enjoyed an outing in an automobile. At the age of 102 years she still attends to her household duties, works in her little garden and reads an hour every day.

THE PAN-AMERICAN GUARANTEED CLOTHING



is always doing business. It spreads its own fame—makes mouth-to-mouth talk. That's too slow for us though—we're advertising this year from the dealer to the consumer. Write us for a salesman—he'll tell you what we're doing to help you make money from the Pan-American Clothing.

There's no sweat shop or tenement house work about Pan-American Guaranteed Clothing—it's made under proper sanitary conditions.

\$3.75 to \$15.00—with a special accent on the \$5.50, \$7.00, \$8.50 lines—that's the range.

Quality just a little better than all others. Suits and Overcoats for Men, Boys and Children. That's all. Samples if you want to know more.

Detroit office—Room 19, Kauter Building in charge of M. J. Rogan.

WILE BROS & WEILL

BUFFALO, N.Y.

A New Suit for Every Unsatisfactory One.

SCOTTEN-DILLON COMPANY

TOBACCO MANUFACTURERS

INDEPENDENT FACTORY

DETROIT, MICHIGAN

OUR LEADING BRANDS. KEEP THEM IN MIND.

FINE CUT

- UNCLE DANIEL.
- OJIBWA.
- FOREST GIANT.
- SWEET SPRAY.

SMOKING

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

PLUG

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

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

Shoes and Rubbers

How to Wait on a Customer in a Shoe Store.

In the first place we meet the customers at the door, seat them, remove the old shoe, ascertain the size and width, also the quality and fit of the old shoe. Here is one of the most important features of fitting shoes. It has been my rule to endeavor to fit the new shoe better than the old shoe has been fitted. In this way you make friends for yourself and good customers for your store. To have a customer leave your store with a shoe properly fitted is the best advertisement a store can have.

Now, to go back to the quality of the shoe. A salesman, who is a good judge of stock can tell about what price the customer paid for the old shoe. Show that price, or less, never higher, unless the customer states the price he wishes to pay. It is much easier to go higher in price if the shoe you have shown is not good enough, than to go lower. For the customer will not be satisfied with a cheap shoe after having seen a better one.

Be careful not to recommend your goods beyond their actual wearing qualities, or your customer will expect too much of them. If you are asked to give your opinion of the shoe, give it as you yourself believe it. In this way you will gain the confidence of your customers.

I have seen many feet fitted with the wrong shaped shoe. A foot that requires a straight shoe can not be fitted with a crooked one, and if so fitted the shoe will get out of shape and be uncomfortable to the foot. The ordinary customer will not know what the matter is, but will lay the blame on the salesman and in consequence will go to your competitor to get the next pair.

The hardest trials of a salesman are the customers who come to the store without any idea of what they want if they want any at all. Show your goods cheerfully. If you find the goods you have shown have pleased the customers a little talk in the right direction may make a sale to a person who had no intention of buying. Even if they do not buy they will remember the kind treatment you gave them and come to you when they do want to buy. Be polite to every one in or out of the store. It will make you friends and friends become customers. While waiting on customers give them your undivided attention. Do not be talking to the other clerks.

One of the hardest trials to the patience of a salesman is where two ladies enter the store, one to buy the other to help select the shoes. It is a very difficult matter to fit one person's feet and suit the taste of another. Nine out of ten times the lady will agree with everything her friend has to say about the shoes you are showing. I have found it good policy to turn my attention to the customer's friend. Show her as much consideration as if she were buying the shoes and you will win her to your side. Then it is no trouble to sell one and maybe two pairs of shoes.

Do not talk too much. A salesman should know when to talk and when not to. People who think for themselves can please themselves quicker than you can talk them into it. Be able to give any information a customer may ask in regard to stock, workmanship and wear. Show no partiality to any customer. Treat the poorer customer just as well as you would the people who buy your

best goods, although they do not buy the best they buy more pairs and at the end of the year you will find you have received as much money from them as from their richer neighbor.

Do not be afraid to show goods. If the goods you have shown do not please a customer, start over again, show something entirely different. If you have a good stock to work on there is something in it that will please every customer that comes into your store. To have a customer leave your store with the impression that you do not care to show goods is a bad thing for your employer and a good advertisement for your competitor. For the customer will go there and buy and will never enter the store while you are employed there.

Never deceive a customer; make good your word. If you guarantee a shoe and it does not wear right, see to it that it is made satisfactory to the customer. They will place confidence in you and your goods, and when wanting another pair of shoes will come to you for them. When the parents send their children to be fitted is the time the salesman should exercise the greatest care. The shoe should be fitted plenty long, so as not to crowd the toes or press too hard on the ball of the foot. A child's foot will shape itself to the shape of the shoe, therefore great care should be taken that the shoe should be the proper shape. A baby that is brought to you for its first pair of shoes should be fitted carefully. Misfit baby shoes make hard feet to fit as they grow older. A great many salesmen make the mistake of putting any kind of a shoe on a baby. If the baby is walking, and the foot is allowed to run forward in the shoe, the toes will grow crooked and the ball of the foot become enlarged. The salesman gets the blame for this, and the store loses the patronage of the whole family and every other customer they can keep from coming to your store.

Another point of importance is the rubber customers. A salesman should be careful in selling rubbers. Sell the right shaped rubber for the shoe they are wearing. A rubber that fits will wear twice as long as one that does not.

If I had been writing on the fit of shoes this essay would have been more appropriate. But as I believe that fitting is more than half the battle, a salesman who can fit customers can make the sales.—Homer Hubert in Boot and Shoe Recorder.

Recent Changes Among Indiana Merchants.

Decatur—John H. Mougey has sold his boot and shoe stock and retired from trade.

Hartford City—Hance & Gehring, merchant tailors, have discontinued business.

Indianapolis—Brockport & Eppert, dealers in boots and shoes, have dissolved partnership. The business is continued by Frederick W. Eppert.

Indianapolis—The Novelty Neckwear Co. has merged its business into a corporation under the same style.

Rockport—Clara K. Davis has purchased the general merchandise stock of Mrs. E. Feehrer.

Saline City—W. M. Grayson, dealer in lumber, has discontinued business.

Indianapolis—Thompson & Converse have uttered a chattel mortgage on their drug stock to the amount of \$650.

Lafayette—A receiver has been applied for for the Samuel Born Co., grain dealers.

The man who has a small mind seldom has occasion to change it.

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.

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



Have You

Our new Shoe or Finding Catalogues? If not order one of each. Up-to-date Shoes for Little Folks; also full line Strap Sandals for Women's, Misses' and Children's.

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

Practical Hints Applicable to All Shoe Dealers.

Every once in a while, some daily newspaper or magazine takes it upon itself to instruct the buying public as to what is necessary in connection with the purchase of a pair of shoes. We print herewith a few of the latest hints to shoppers which we feel are of much interest to retailers throughout the country. If you follow these instructions, I am sure that your trade will be much benefited thereby; by following one or two of them at least your store will lose all semblance of shoe parlors and be converted into a hospital. The article starts in in this manner.

Here are some points on the buying of shoes that the average girl may find useful:

Never wear a shoe that pinches the heel.

Never wear a shoe or boot tight anywhere.

Never come from high heels to low heels at one jump.

Never wear a shoe that presses up into the hollow of the foot.

Never wear a shoe that will not allow the great toe to lie in a straight line.

Never wear leather sole linings to stand upon. White cotton drilling or linen is healthier.

Never wear a shoe with a sole narrower than the outline of the foot traced with a pencil close under the rounding edge.

Never wear a shoe with a sole turning up very much at the toes, as this causes the cords on the upper part of the foot to contract.

Never have the top of the boots tight, as it interferes with the action of the calf muscles, makes one walk bad and spoils the shape of the ankle.

"Never wear a shoe that pinches the heel." There is one for shoemen, who are continually crying that heel seats are too large. Of course, there is no possibility of the shoe clerk taking the counter and pressing it at the back so as to limber it up a little or drawing it at the flanges. That would be entirely out of place, and by so doing they would prevent a prospective customer from finding a shoe that will pinch at the heel.

"Never wear a shoe or boot tight anywhere." Now, this is a good one, and certainly something which the average individual is not aware of. It might be advisable in a case of this kind to have a couple of cork soles, a heel cushion inserted, so as to make the shoe proportionate all around.

If the genius who wrote this article would assist us in finding out the dividing line between the two heels, we would be pleased to convey the information to our subscribers.

"Never wear a shoe that presses up into the hollow of the foot." Shades of St. Crispin! All ye old-time shoemakers who have sweat drops of blood trying to secure a pair of shoes for a customer, the arch of which supported the foot of the fair one, will begin to think when you read this hint that this is the date of the millennium. If the shoe does not fit in the arch you are in trouble, and every shoeman from now until the end of time will be in the same predicament. In order to fit the arch of the foot, is it not necessary that it should press slightly in that very important spot.

"Never wear a shoe with the sole narrower than the outline of the foot traced with a pencil close under the rounding edge." Some time ago we printed a diagram of a human foot and

the diagram of the same size of sole pattern. This pattern was of a sole with a good wide tread, but if the flabby outline of the foot was permitted to spread (which we are told expands a full quarter of an inch with the weight of the body) it would certainly cover more than the sole of the diagram that was shown, and that sole was as nearly perfect as it is possible for one to be made.

"Never wear a shoe with a sole turning up very much at the toes, as this causes the cords of the upper part of the foot to contract." From one view point this is a suggestion which has a semblance of right to it. But I wonder if our "wise-acres" have ever studied the human foot, and found that it has a tendency to raise up at the toes. This suggestion should be brought to the notice of all people who walk heel and toe, and in the language of the shoeman, "turn the tip of the shoe so that it looks into their faces."

"Never have the top of the boots tight, as it interferes with the action of the calf muscles, makes one walk bad and spoils the shape of the ankle." This is a very practical suggestion and will save the shoeman from sticking the button needle into his finger every time he tries to change the three top—so that miladi might have a shoe which still has some appearance of symmetry. It would be unwise to tell this to a prospective customer the first time she enters the store. You had better get on visiting terms with her before you suggest to her the advisability of keeping the shoe loose at the top.

We would like to hear the views of our brother shoemen on this subject; expressions of opinion as to what they think of each one of these suggestions. Perhaps we ourselves are at fault. If so, we are willing to acknowledge it, but from our little experience, which covers some years in all branches of the shoe business, we are unable to grasp the full meaning of these hints to shoe buyers.—Shoe Retailer.

Always Have Hope.

Never give up hope as long as one broken plank of your wrecked vessel is afloat for you to cling to. That broken plank may not land you high and dry, on a coast where every rock is a pure diamond, where pearls are equally mixed with the sand, where the hills are reefs of pure coral and the basest metal is gold; but that poor broken water-soaked plank may toss you against some coast where you can gain a foothold and crawling from the heavy sea, stretch your tired limbs for rest on the hard ground after their fierce struggle with the wild waves, and, lying there in the cold pitiless rain, naked and bleeding, you may even then feel a thrill of joy that you live; and when the storm passes, and the bright sunshine comes out how thankful you should be if you find you have reached a safe harbor where by honest effort and hard toil you may wrest your food and clothing from the yield of the rich soil. How many a shipwrecked mariner on the sea of life gives up because his plank is not a stately passenger vessel or a war ship! How many a poor sinner lets go of even the poor soaked plank and drinks his fill of the angry sea as he sinks for the last time, simply because the harbor in sight looks barren and rough, and he sees no hand of help stretched towards him and no pitying eye bent on his solitary battle! Lose not hope; it is the angel which will lift you from the lowest depth of degradation to the highest pinnacle man has ever trod.

The man who lets his competitor alone in his advertising, and outwits him in buying and store methods, need not worry but what the public will find out.

You Can Only Overcome Competition by Buying Goods Superior to Competition



OREGON CALF LONG TAP

In every day shoes for out door life those made by us from Oregon Calf are just such goods. And they are not expensive.

Rindge, Kalmbach, Logie & Co., Ltd.,

Grand Rapids, Mich.



Mayer's

Shoes



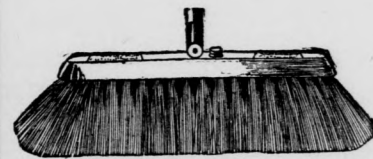
Mayer's Shoes for the

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

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

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

Health Department Endorses It!



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

Health officers recommend and School Boards adopt the

World's Only Sanitary Floor Brush because it is the only brush that minimizes the danger of spreading disease. Write us about it.

Trial Brush on Request Send for a sample brush; test it. If not wanted return at our expense.

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

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

Novel Method of Sweeping a Shoe Store.

The methods usually employed in sweeping the store are a broom or brush on a dry floor, or on floors dampened by sprinkling, or with wet sawdust. An eminent authority shows most conclusively that the broom is one of the most active agents against the well-being of humanity. The experiments were of a most exhaustive nature, starting out with the theory that bacteria stay suspended in the air. They or the particles of dust to which they are attached are too heavy to remain long aloft.

Germs are foreign to the air, as a rule, for it does not furnish them enough moisture or organic nutriment. This would brand wet sawdust sweeping as an element of life to bacteria. The inference is that every time dust is stirred up by the process of sweeping with the dry broom, it fills the air with obnoxious bacteria and death-dealing germs.

A few of the figures are alarming: In a school room before sweeping 600 bacteria to the cubic meter of air, and after the room has been swept over 18,000 were found in the same space. Again, in a small fiber 1½ inch long, taken from a cocoa matting of a railroad car, 2,000,000 were found. This being true of school rooms and railroad coaches, it is a fair comparative test for the store room, and the sweeping is a most important matter.

A few suggestions in regard to the deleterious effects of dust, or rather the effect of bacteria carried by dust, may not be inopportune, and we quote from an eminent authority on the subject as follows: "It is apparent from observation that in a room swept by the old methods a large amount of dust was raised as high as the ceiling of the room, and that this dust in settling will fall on the tops of the desks, window coverings and all projecting ledges, and that the removal of this dirt will consume a large amount of time on the part of the janitor, or in event of his failure to do this, currents of air will be continually sifting the dust down to the floor.

"The large amount of dust on the floor is constantly stirred up by the walking of the people, and the inhalation of a large amount of dust, particularly when laden with disease germs, is extremely dangerous. It has been found that diphtheria germs will become dried on particles of dust and will remain virulent in this condition for a long time. It is well known that the tubercle bacillus, when dried, retains its infective properties for very long periods, and this is the usual way in which consumption is contracted—i. e., by the inhalation of dried tubercle bacilli.

"While the germs of scarlet fever, measles, whooping cough, mumps, small-pox and chickenpox have not been isolated and their exact mode of distribution studied, it is unquestionably true that the above-mentioned mode of dissemination holds good to a greater or less degree for these diseases."

Kerosene oil has been used with more or less success in sweeping store floors by many merchants. There is no question but what the principle is right; it kills the dust, but the ordinary method of dipping the broom into a jar or pail partly filled with oil, or saturating an ordinary floor brush, is wrong. Dipping the broom always results in more or less oil being scattered about the floor, around the pail or jar, which greatly increases the chance of a fire. Furthermore, it is always a case of too much or too little oil; so, while the principle is right, the method is wrong. A number of ordinary

fiber brushes have been offered for the purpose, but they have the same disadvantages as the broom.

With the correct principle to work on, ingenious minds have devised the necessary tools. Doubtless sweepers are now offered which accomplish the desired result and eliminate all the disagreeable features attending the usual methods of sweeping. The sweepers are supplied with a tank for holding the kerosene oil, which feeds the brush at the will of the operator. Just enough can be used to kill all dust and not leave a streak of oil to dirty the floor. In fact, they are being offered for carpet-sweeping, and are quite the thing in this line. No danger of moths or germs where these sweepers are used on carpets or rugs. For hardwood polished floors nothing nicer could be asked for.

The size adapted to store-sweeping is large, and every retailer who is desirous of keeping his store clean and of doing away with 95 per cent. of the dust will do well to supply his help with these dustless sweepers.

How to Tie a Woman's Shoe String.

It was a Wealthy avenue street car, comfortably filled, when a well-dressed young woman entered and took a seat next to a man. Presently she leaned forward and began to tie up her shoe-lacing. It proved rather difficult to do with her gloves on, but after a while the passengers witnessing the performance saw the feat accomplished and the lady sat back, calmly gazing out of the window as if "she was always tying her shoe" in electric cars. At the next stop, the man beside her arose to get off, but lo! there came a struggle, and then horror mutual and general. The two were fastened, not exactly hand and foot, but shoe and shoe! So diligently had the lady tied the knots that the lacing had to be cut by a ready pocketknife before the couple could be separated. Blushes and laughter, embarrassment and indignation were rife, for of all comical scenes to which street cars are subject this was one of the drollest.

All the Same.

During an encampment of the National Guard of Pennsylvania at Mount Gretna several years ago a party of officers went out for a stroll, and, happening to pass a farm house near the encampment grounds, one of them suggested stopping in for a glass of milk. On going inside the yard they were met by the farmer's daughter, who brought forth a can of buttermilk and some tumblers, saying:

"This is the only kind of milk we have."

After each of the party had taken a drink one of them remarked:

"By George! that's fine. Can't you let us have some more?"

The lass replied:

"Oh, yes; take all you want. We feed it to the pigs anyway."

Now is the time
to buy

Dusters and
Nets

We have the correct styles
and our prices are very low.

Sherwood Hall
Grand Rapids, Michigan

We Challenge The World

To produce a better shoe
for the money than our

Hard Pan Shoes



Wear Like Iron

Every inch of leather in these shoes is prime first quality stock. The upper leather we have tanned especially for these shoes. Everything is done to produce a shoe without equal for wearing qualities.

Herold-Bertsch Shoe Co.

Makers of Shoes

Grand Rapids, Mich.

SOME NEW Penny Specialties

WHICH ARE KEEPING US BUSY

Jack in Box Base Ball Stars
Garden Tools Cinnamon Jims

MANUFACTURED BY

The Putnam Candy Co., Grand Rapids, Mich.

Dry Goods

Weekly Market Review of the Principal Staples.

Staple Cottons—Heavy printed sheetings and drills for home account have found a moderate business, while for export there is very little attempt at any sort of trading. Prices stand practically at the last quotations and there is nothing to indicate a very immediate change. Fine printed sheetings are steady and quiet. There has been a slightly better call for ducks at regular prices, but printed osnaburgs are exceptionally slow. In bleached cotton there is a good demand for cambric finished goods, but outside of these lines there is little worth reporting. Prices show no changes. Wide sheetings are dull and cotton flannels also; cotton blankets however, have been growing firmer, while in coarse colored cotton there is an excellent demand for denims, although the market is pretty well sold up and other lines are quiet, although stocks are pretty generally well under control.

Prints and Gingham—The conditions in the market for printed calicoes are practically the same as we have reported for a couple of weeks past. Indigo blues, Turkey reds and mournings and other staples have shown a moderate amount of business for quick delivery. Light fancies are very quiet. In regard to fall business, buyers are showing an exceptional amount of caution and apparently do not wish to commit themselves until prices are more fully determined and the attitude of the seller is shown. Fine printed lines for this season show a fair business, but for the spring of 1903 we receive reports of increased trading. Dark percales and printed napped goods are in good request for fall. Plain domets are steady and fancy woven fabrics are in good request. Staple gingham are pretty well sold up now and orders are being turned down. Dress specialties are also reported as being in excellent condition. Practically all woven patterned goods for next fall have secured a satisfactory amount of business.

Linings—The lining trade shows a very moderate demand for present requirements to something better for the fall. The general market has ruled quiet during the past week and the demand has been light for all descriptions of staples, both from the jobbing and manufacturing trades, but for mercerized and allied finishes there has been a better business transacted.

Dress Goods—The initial dress goods market continues quietly situated, the

orders coming forward from jobbers and garment makers being of a modest character both individually and collectively. The jobber has apparently proceeded as far with the provision for his fall requirements as he feels justified in doing; in some directions he is not meeting with the success in securing fall orders that he has hoped for; in fact, aside from the Western States the accomplishments of the jobbers' salesmen in the way of fall orders have so far been of a rather disappointing character. Over a considerable portion of the country, including a number of the important retail centers, business is of a backward character; the jobber has found the retail trade in a rather unresponsive mood; not having enjoyed as brisk a spring trade as he had hoped for, the retailer has apparently retired into his shell and is, therefore, a difficult individual to do fall business with. June, it is hoped, will give an impetus to the spring retail trade and thus improve the mood and add to the confidence of the retailer. It is apparently futile, however, to expect the Eastern retail trade to give much consideration to his fall requirements until he has been able to make greater inroads on his lightweight stock than has so far been possible. In the West and Northwestern States the retailer has shown a willingness to place some very fair orders for fall goods with the jobber, and such duplicate orders on fall fabrics as have reached the initial fabric market have come from the Western trade principally. They have included such goods as broadcloths in medium and better grades, chevots, cashmeres and other piece dye effects. There are evidences that are favorable to such medium weight goods as prunellas, soleils, etc. Mohair and zibeline effects have been taken to a fair extent by the high class trade, and the same is true of sheer goods of the character of the etamine, etc. On a number of lines of fine foreign dress goods an advance in price of about 10 per cent. has been announced by agents, the reason given being the increased cost of fine wools on the other side of the water. There is a steady demand of modest volume for immediate uses for such goods as etamines, mohairs, grenadines, mistrals, etc., so jobbers report, which would seem to indicate that retailers' holdings of such goods in certain directions are apparently none too large.

Cheaper Than a Candle

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

HOT WEATHER GOODS FANS!

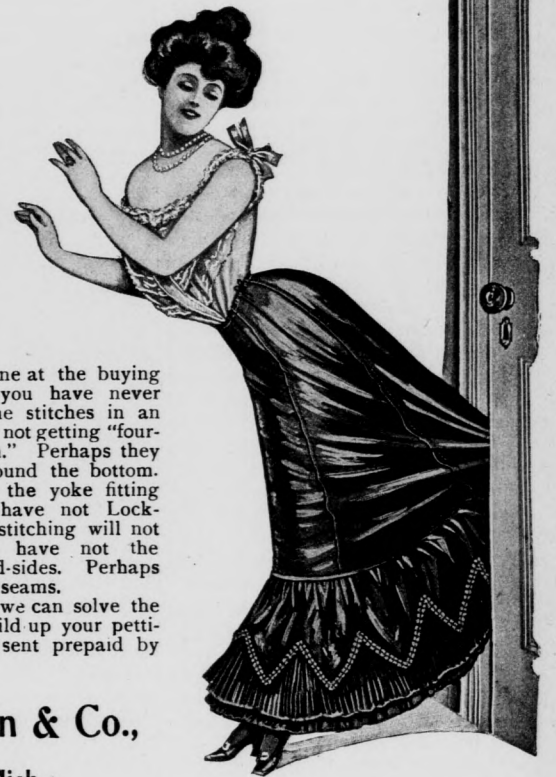
We carry a complete line of fans in all shapes and styles. We have them to retail at 1c, 2c, 3c, 5c, 10c, 15c, 25c, 50c, 75c, \$1.00, \$1.50 and \$2.00 each. Send us your order for sample dozens. We will give it prompt attention and make good selections for you.

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

14 Stitches to the Inch

"Alain" Petticoats

If your
 Petticoat
 Department
 Isn't Paying,
 Why not Dig
 Up
 the Reason



Perhaps you haven't gone at the buying in earnest. Perhaps you have never taken time to count the stitches in an inch. Perhaps you are not getting "fourteen stitches to the inch." Perhaps they are not three yards around the bottom. Perhaps they have not the yoke fitting band. Perhaps they have not Lock-stitching; as the Chain-stitching will not hold. Perhaps they have not the straight-front and gored-sides. Perhaps they have not strapped seams. The chances are that we can solve the problem for you and build up your petticoat trade. Samples sent prepaid by express.

Wm. H. Allen & Co.,
 Detroit, Mich.

GRAND RAPIDS DRY GOODS CO.

FORMERLY VOIGT, HERPOLSHEIMER & CO.

EXCLUSIVELY WHOLESALE

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

Butter and Eggs

Waterglass the Most Satisfactory Preservative.

The Rhode Island Station has been making some experiments in the preservation of eggs. For this purpose various sample lots of fertile and infertile eggs were placed in preparations of waterglass, dry table salt, limewater and salt brine, vaseline, ashes, gypsum, powdered sulphur and sulphur fumes, permanganate of potash, salicylic acid and salt brine.

"Of the different methods tested in this series of experiments," the Station reports, "the old way of using slaked lime and salt brine proved to be very effectual, and has the advantage of being inexpensive. It is also not difficult to practice. For a period of a few weeks only, smearing the eggs with vaseline may prove an effectual method of preservation. In the place of vaseline almost any clean, greasy substance may be used. For a period of a few months only, packing in dry table salt is worthy of recommendation. Of all the substances experimented with, the waterglass solution proved most worthy of commendation. The experiments showed that the waterglass solution could be reduced to 3 per cent. and still retain its preserving quality. It can be obtained at most druggists at from 40 to 60c per gallon, easily manipulated and the solution may be repeatedly used. The eggs should be completely immersed in the solution, and if any eggs float, an inner cover which will sink them below the surface of the liquid should be used. In several tests where the eggs were placed in some jars, inverted saucers were used for this purpose. The expense for the water glass at even 60c per gallon would amount to about two-thirds of a cent for a dozen eggs. Of course, this does not include the expense of the jar or other receptacles, which may be of stoneware, glass or even wood—Massachusetts Ploughman

Observations by a Gotham Egg Man.

I notice by a newspaper report that the Italian egg producers find themselves in about the same position as did our Canadian neighbors when the tariff was first placed on foreign eggs in this country. It seems that Germany has increased import duties materially and that Italy, whence a large part of the German imports are drawn, is likely to suffer a material decrease in export business unless other channels of outlet can be found. Probably, like the Canadians, they will turn to England, which seems to be the mecca of all surplus food products.

* * *

The London Dairy contains the following description of still another method of egg preservation:

The method of egg preservation patented by Mr. C. Aufsborg, of Wiesbaden, consists in first killing all the germs on the shell, and then closing the pores so as to prevent any others from afterwards finding their way to the inside of the shell. These objects are secured together in this method by immersing the egg in a hot solution containing from 15 to 25 per cent. of sulphate of magnesia and ½ per cent. of sulphate of lime, for a time not exceeding five seconds, so as not to coagulate the white of the egg, and then immediately transferring it to a cold solution of waterglass. The pores then become hermetically sealed by the silicates of magnesia and lime. The eggs so treated may be boiled without first pricking them, a precaution necessary with eggs preserved in waterglass only.

"Never in all my experience," said an egg receiver, "have I had so much trouble with consignments of eggs reaching us in bad condition." When asked as to the apparent cause of the trouble he said: "I am at a loss to explain it; we are getting shipments from many different sections and by different routes in which there is serious breakage and it does not seem to be due to the packing altogether because some very carefully packed lots come in with the top layers badly broken and this would indicate careless handling in transit." I think there is no doubt that breakage often occurs from careless handling in loading and unloading the cars, but in most cases where my attention had been called to definite lots of eggs arriving broken there is some other reason sufficient to explain it. Poor, weak cases whether new or old, weak, flimsy fillers and a failure to secure the contents of the case by a sufficient amount of packing on top and bottom are the most prolific causes of damage. A little money saved by buying cheap egg cases or fillers is likely to be lost over and over again by breakage. And the loss is not only in the broken eggs; at this season of year when the weather is warm a few smashed eggs in a case reach a vile state of odor quickly and this permeates the whole case and drives buyers away except at cut prices. Cheap cases and fillers, if weak are no economy, and the greatest care should be taken to put enough excelsior on top and bottom so that the cover when nailed on will draw down tightly and prevent the slightest shifting of the contents. Very often the fillers do not fit the case sideways; it is best to buy fillers and cases that fit perfectly, but when it happens that the fillers are not a close fit a little excelsior should be put into the open space. Packers should expect their goods to pass through some careless hands and take every precaution to avoid consequent loss.—N. Y. Produce Review.

Onion-Flavored Butter.

Much of the butter in the market this week was full grass and considerable of it was good enough to store. A line that was being offered in one of the cellars was objected to by buyers because it showed the flavor of "wild onion." "I guess," said the salesman, "we will have to send this line to the coolers. I remember last year that we had the same trouble with this creamery. The first of the grass butter showed the 'onion flavor,' and we put it in storage rather than take a loss on it by forcing it on sale. When that butter came out of storage no one could discover the 'onions.' The cold had removed the bad flavor. We will probably have to do the same thing this year. And I'm sure, if we do, the line will come out of storage in good shape and minus the onions."—Chicago Dairy Produce.

Another New Cereal Novelty.

The Meat Trust's grasp on the people may be broken by Eugene Barney, of Kalamazoo, who has perfected a substitute for meat which is made entirely from cereals. The new product looks like pressed beef, tastes like chicken or veal loaf, and can be fried, boiled or prepared in any way that meat can. The product can be manufactured at a nominal cost, and is alleged to contain 25 per cent. more nourishment than meat. Mr. Barney, the inventor, is the foreman of the steel rolling plant of the Harrow Spring Co. and has been experimenting for four years to perfect a food to take the place of meat. The product has no semblance to any of the health foods on the market.

SEND YOUR
BUTTER AND EGGS
TO
GRAND RAPIDS
And receive highest prices and quick returns.
C. D. CRITTENDEN, 98 South Division Street
Successor to C. H. Libby
Both Phones 1300

EGGS WANTED

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

Butter

We can handle all you send us.

WHELOCK PRODUCE CO.
106 SOUTH DIVISION STREET, GRAND RAPIDS, MICH.
Citizens Phone 3322.

WE GUARANTEE

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

ONE YEAR

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

Robinson Cider & Vinegar Co.

J. ROBINSON, Manager.

Benton Harbor, Michigan.

SEEDS
CLOVER, TIMOTHY, FIELD PEAS
SEEDS

Send us your orders for seeds. Fill promptly.

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

Our Cash—Your Eggs

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

THE GINTER GROCERY CO.
BOSTON, MASS.

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

JACOB HOEHN, JR.

Established 1864

MAX MAYER

HOEHN & MAYER
Produce Commission Merchants

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

SPECIALTIES:

DRESSED POULTRY, GAME AND EGGS

Stencils Furnished Upon Application

Correspondence Solicited

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

Claims There Is No Foundation For the Charge.

As a buyer of live stock for export at the Chicago market during a greater portion of more than a quarter of a century, I have had no direct business interest with the Chicago packers against whom the Government investigation is now pending. I do not speak in the defense of these packers, but as President of the Chicago Live Stock Exchange I take this opportunity to explain the true condition of the case and to point to the fact that farmers and producers of cattle and live stock the country over are the ones who must suffer most severely from the present agitation. The original charges were that the prices for beef had been forced far above their legitimate level by a combination of the packers. It has later been charged that farmers and feeders have made enormous profits upon cattle that have been fed this winter. From my standpoint as an observer of conditions and an active participant in the fluctuations of this market from various causes, including corn famines and burned-up pastures, with attending high prices, and over-stocked conditions of farms and ranges and burdensome crops of corn and fodder, with very low prices, I declare with all possible emphasis that there is no foundation for these charges.

Had the farmers and feeders failed to receive high prices for all classes of live stock produced from fattening foods at the highest cost ever known by many of them, it would have meant disastrous losses to the agricultural interests all over the country. Present prices for cattle, which are the highest here in almost twenty years, are showing only moderate profits to the farmers who have produced them on corn at a cost of 60 cents or more a bushel. The light average weight of cattle at this market, which for April this year showed more than 100 pounds a head below the average of the same month last year, tells the story of scarcity of feed and a cost so high that many fed it too sparingly to produce cattle of good weight and quality. In some sections of the country that ordinarily produce large quantities of fat cattle, the drought of last summer was so severe that not even rough fodder enough was produced to keep cattle at reasonable cost. Thousands of regular feeders of cattle held out of the business this year, and other big feeders curtailed their operations to less than half the volume of former years.

Cattle in great numbers have come here thin and light, and have not produced sufficient beef to satisfy the most enormous and urgent demand that the history of this country has known. Had the foreign demand for our cattle been as great as usual, prices would have been forced to a much higher range than they have yet reached. It has been a case of the most imperative demand for beef from American consumers month after month, with cattle coming here to supply it in condition that made hardly 80 per cent. of beef that that number would have made in a year of plentiful supply of corn and other fattening foods. It would have been a physical impossibility for any combination of packers to have forced the prices of meats to the high level of the last few weeks had not there been a general demand to consume it readily at the prices. History will show that each year a shortage of corn has been attended with high prices for cattle, as in 1882, when corn sold up to 81½ cents and cattle as high as \$9.30 per hundred-

weight. The American farmer is entitled to a reward for his labor and investment this year in producing beef and other meats to feed the millions of people that have been clamoring for it even at the high price at which it has been sold for, these prices show him no unreasonable profits. For the encouragement of the farmers and feeders of live stock the investigation of this matter should be handled with caution and consideration to minimize the damaging effect on business in general, and the public mind should not be inflamed by wild-eyed charges for which there is no more than very doubtful foundation.

Regarding the recent high prices of American cattle in foreign markets, which are about the highest paid there during the last ten years, it may be said that these prices, at the relatively high cost of cattle here, show very narrow and uncertain profits to the exporters. The best export cattle have been bought here recently at \$7 per hundredweight, and it requires very close to 15 cents per pound dressed weight to show safe returns in the London or Liverpool markets. Some of our experts on this side of the water figure out about \$20 as the expense of sending across a 1,400-pound steer at this time and converting him into dressed beef, forming about 57 per cent. of his live weight. Fifteen cents per pound is as high as any regular sales have been made there this year. The cost of the prime 1,400-pound export steer here this week has been not less than \$7 per hundredweight. A drop of ½ cent in the British market for dressed beef means a cut of almost \$4 per head in the price of the 1,400-pound animal. Figure it out for yourself, and find if you can the great and mysterious profits the exporters are supposed to be making.

Some cheapening of cattle prices may be expected when grass cattle begin to move, but unless the present agitation results in a permanent curtailment in the consumption of beef in some such proportion as that noted here during the last two weeks, the supply of good beef cattle throughout the summer is likely to be relatively small enough to hold prices above the level of recent years. But the great hope of all concerned in the business is that a favorable season will result in bountiful crops, from which cheaper beef may be produced for the people of this and other countries. Mr. Poels, one of the great foreign exporters of sheep and cattle, recently told me that were the American people to adopt the plan of a great portion of the inhabitants of Europe and be satisfied with meat once a day, or even once or twice a week, it would not take long for the supply to overtake the demand. With a big, generous corn crop the coming season, that will give the farmers and feeders plenty of 30-cent corn to feed next winter, prices for cattle may be forced down considerably from their present level, and without serious injury to the agricultural interests, which are most vital to the general prosperity of the country.

Levi B. Doud,
President Chicago Live Stock Exchange.

Australia has become an important exporter of butter and other dairy products. The province of Victoria alone exported to Great Britain in 1889-1900 17,000 tons of butter, representing a value of \$8,000,000. The butter export of Victoria was 369 tons in 1889 and 759 tons in 1890. For the last ten years the export has been not less than 80,000 tons.

EGGS!

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

HILTON & ALDRICH CO.
39 SOUTH MARKET STREET
BOSTON

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

EGGS AND BUTTER

—TO—

LLOYD I. SEAMAN & CO.

Established 1850.

148 READE ST., NEW YORK CITY

HENRY J. RAHE

..Butter, Eggs and Poultry..

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

Immediate sales and prompt returns. Highest market price guaranteed.

Boston is the best market for

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

is the house that can get
the highest market price.

Smith, McFarland Co.,

Produce Commission Merchants

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

69 and 71 Clinton St.,
Boston, Mass.

REFERENCES: Fourth National Bank and Commercial Agencies.

The New York Market

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

New York, June 7—Quite a fair amount of business has been done in coffee, but the general situation does not improve with a few sales. Supplies continue large and the crop receipts at Rio and Santos since July 1 of last year now aggregate 14,856,000 bags, against 10,433,000 bags during the same time last year, and 8,651,000 bags at the same time the previous season, so that within three years the crop has grown almost 80 per cent. In store and afloat there are 2,522,820 bags, against 1,208,655 bags last year—an increase of over 100 per cent. At the close in an invoice way Rio No. 7 is quotable at 5½c. Mild sorts are selling in about the customary way, with supplies not especially large and quotations steady. Good Cucuta, 7½@8½c.

Japan teas remain firm at 22@27c in bond. Old Japans are also doing a little better, but, aside from these, the outlook is not especially encouraging for the seller. Indias, especially, are quiet.

The season has so far advanced that the purchase of sugar can no longer be put off and the business that has been so long looked for seems to be on the way. Some purchases have been made that indicate the taking of supplies at least a few days ahead of current wants. Prices are about unchanged.

There has been a fair demand for rice all the week and sellers seem to be quite encouraged. Quotations are practically without change.

There is no special change to note in spices. The demand is, perhaps, as active as might be expected at this season and pepper, according to its statistical position, ought to show some advance. Cloves and nutmegs are quiet.

Grocery grades of molasses are selling slowly and quotations show no appreciable change. The supply is not over abundant. There is a steady average call for medium sorts of syrups at unchanged rates. Good to prime, 18@22c; fancy stock will bring 28@30c.

The canned goods market is active and salmon and spot tomatoes are especially "solid." The latter are worth \$1.30@1.35 for Jersey 3s, and some quite large sales of Canada goods have been made at almost the same figures. The chances are that the remainder of the Canada goods will go to \$1.40 and, possibly, more. Reports of the pack now going on in Maryland are all very favorable. The pack of peas will be of excellent quality and the output will be quite large. Everything indicates a profitable year for the "man behind the can."

Dried fruits show little change. Prunes are doing well, owing to some trading in an export way. Aside from this the demand is of the usual sort.

Lemons, oranges, bananas, pineapples—the whole line of foreign fruits, in fact—are selling well and lemons show some advance, Sicily ranging from \$2.75 @4.25. California navel oranges, \$3.50 up to \$6.50. Bananas, Aspinwalls, per bunch, \$1.20@1.25.

Butter is firm. Arrivals are easily taken care of and the market is in seller's favor. Best Western creamery, 22½c; seconds to firsts, 20½@22c; imitation creamery, 17½@20½c; Western factory, 17@19c.

Full cream cheese is worth 9½@10c for colored; white, ½c more. The market is steady. The demand and supply are about equal.

Eggs are rather quiet, and yet prices are well sustained. Western fresh gathered, firsts, 18c; fair to good, 17@17½c; regular pack, 16@16½c.

Another Co-operative Store in New England.

The movement inaugurated several weeks ago in Somerville, Mass., for the establishment of a co-operative store promises immediate results. The officers of the Co-operative Association, which is organized for the extension of co-operative stores in Massachusetts under the Bradford Peck system which has

revolutionized trade conditions in Lewiston, Me., propose to establish a large central depot in Boston, and from that point goods will be distributed at manufacturing prices to the local stores wherever established. Already one association has been organized in Quincy, and Somerville has also been selected as a base of immediate operations. Preliminary negotiations are in progress with one of the largest grocery concerns at Union Square for the purchase of its entire stock and business. It is expected that the terms will be arranged this week, and that an option for a short time on the business will be secured and the work of securing 400 subscribers to the co-operative fund will be commenced. Each subscriber will contribute \$10 to the co-operative fund and will receive a dividend or rebate amounting to a proportionate share of the profits every six months. To become a purchasing member a \$10 investment is required, and an admission fee of \$1. The member will receive 5 per cent. interest on this \$10 investment besides his semi-annual rebates or dividends on his or her purchases at the stores. This \$10 investment may be paid at once in full or by installments, according to the agreement with the agent, but with the understanding that interest will not begin until the \$10 investment has been fully paid in. The \$10 investment may be withdrawn at any time in merchandise. Members may invest more than \$10 at 5 per cent. interest, with the consent of the association.

California Grocers Buying Sugar Direct.

California retail grocers can now buy sugar from the refinery. The California & Hawaiian Sugar Refining Co. has been selling direct to the trade through its local agent. While the sales through the agency have as yet been comparatively light by reason of such heavy stocks being purchased during the period of price cutting, many dealers aver that they propose taking advantage of the direct buying, as the local agency carries stock in Portland, and the differential means much to a retailer. The California & Hawaiian Refinery is fighting the Trust refineries, and in thus selling direct to the trade at refinery prices hopes to offset the advantage gained by the Trust's combination with the jobbers. With the exception of one firm, the wholesale houses in Portland buy exclusively of the Trust, and the retaliatory measure adopted by the California & Hawaii people of selling direct is expected to weaken the combination and throw much of the trade to the local agent, as the differential is a strong inducement to retailers, especially in the matter of sugar, on which there is so small a margin of profit.

38 HIGHEST AWARDS
in Europe and America

Walter Baker & Co.'s



PURE, HIGH GRADE

COCOAS

AND

CHOCOLATES

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

Walter Baker & Co. Ltd.

DORCHESTER, MASS.
Established 1780

EGGS

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

G. M. Lamb & Bro.

301 Exchange Place,
corner South Street,

BALTIMORE, Md.

Butter

I always
want it.

E. F. Dudley

Owosso, Mich.

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.

SHIP YOUR

BUTTER AND EGGS

—TO—

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

and be sure of getting the Highest Market Price.

Woes of the Grocer Who Was Too Tender Hearted.

Unfortunate, indeed, is the merchant with a tender heart.

Nine chances out of ten he won't be a good business man.

He'll be buncoed right and left by people whose great specialty is pushing tender hearts along.

He won't be able to steel himself against tales of woe that ring brassy and false to men of less tender hearts.

The best illustration of this is a grocer whom I have known well for years. He is a genial, whole-souled fellow with unlimited capacities for getting business, but very limited capacities for keeping bad debts down.

This fellow was first a railroad conductor. He tired of the road and wanted to settle down, so he started a little grocery store on a side street in a small inland town.

Well, as I say, the fellow was generally liked. His manners were pleasant, he was obliging and, above all, was a hustler. He began to do business right away.

Things went along all right with him until his trade outgrew his first little store and then he moved uptown and took a place about three times as large. Business prospered here, too, for he took the most of his old trade with him and soon got a lot of new.

His bad debts grew just as fast as his business—if not faster. The man simply couldn't refuse anybody credit. The worst old fakes in the town—people whom every boy knew were deadbeats—would go to Jim and get a big order of goods. Why, the mere labor of putting them down in the daybook was wasted, for he would never get a cent.

Just to show the man's temperament, I will recite a colloquy that I heard in his store once.

An old colored woman came in, and bowed and scraped before him.

"Well, Mandy, what's the matter today?" he asked.

"'Deed, boss, nuff's de matter, shuah!" she said.

Then the old mammy went on to tell a bad-luck story. Her old man, who worked around a foundry, had the rheumatiz so bad he had to lay off. She herself could have gotten washing to do if she hadn't had a bone felon on her hand, and she held up a bandaged finger to prove it.

To make a long story short, the old lady wanted to buy some groceries on credit. She would be sure to pay for them as soon as her old man went back to work, which she thought would be next Monday. She called "Gard A'mighty" to witness that she was telling the truth.

The grocer listened as attentively as if some lawyer had been telling him that somebody had just left him a thousand dollars. Then he ordered a clerk to get her the goods.

The clerk went about it so sullenly that when he came back to where I was to get a mackerel I said:

"You don't seem to relish your job."

"By gad!" he said, "that man ought to have a guardian! Why that old nigger is the worst dead beat in town! She's beat everybody, and she'll beat us. He knows it, too! Gad! I believe he's the easiest mark on earth!"

That was my friend Jim, by one of his clerks. He couldn't help it—he was naturally born open-hearted. Go into his store with any kind of an old story and Jim would swallow it without wink-

ing. You can easily imagine the condition of his ledger.

Jim stayed in his uptown store for about three years and his books got so clogged up with bad debts that he had to do something. He stubbornly refused to sue anybody, because he said it was his own fault—he shouldn't have trusted 'em. All of which was true, but the lesson didn't do him any good—he'd do the same thing right over again.

Finally he heard of a good opening in another state, about fifty miles away, and he sold out and went there.

I understand he's doing well there—Jim will always sell goods—but I'll bet anything that the crop of bad debts is already being sown.

Jim told me himself when he left town that he had nearly \$5,000 on his books.

"How much of it is good?" I asked.

He hesitated.

"Not much," he finally admitted.

So he went away and left the whole muck behind—a rather costly monument to the foolishness of an unduly tender-hearted man.

The man who succeeds in business is the one who is fond of using the phrase, "Business is business," and who sees nothing wrong in taking interest when he lends money to his own mother.—Stroller in Grocery World.

The Man Who Worked.

"You have been with that firm a long time," said the old school friend.

"Yes," answered the man with the patient expression of countenance.

"What's your position?"

"I'm an employe."

"But what is your official title?"

"I haven't any official title. It is like this: When the proprietor wants something done he tells the cashier, and the cashier tells the book-keeper, and the book-keeper tells the assistant book-keeper, and the assistant book-keeper tells the chief clerk, and the chief clerk tells me."

"And what then?"

"Well, I haven't anybody to tell, so I have to go and do it."

The miller who builds up his business, whether in flour or feeds, on quality is bound to win. Besides this, he reduces his traveling expense. For one man can sell quantities of first-class stuff and sell it easily, year after year, while five men can dispose of uncertain mixtures and doubtful brands with great difficulty, when once the consumers become suspicious of them.

BOSTON
WANTS
MICHIGAN EGGS
We have an outlet for several cars each week. We can sell them for you on arrival at top prices. No other market exceeds ours. Mark your next shipment to us. We will please you with prompt sales and quick check.
Wiener Bros. & Co., 46 Clinton St.
Boston, Mass.
Refer to Faneuil Hall National Bank.

Don't Kick
IF YOUR RETURNS OF
BUTTER, EGGS, POULTRY
are not satisfactory, but try
Lamson & Co.
Blackstone St., BOSTON.

DO YOU WANT
The services of a prompt, reliable EGG HOUSE during the spring and summer to handle your large or small shipments for you?
Ship now to
L. O. SNEDECOR & SON,
Egg Receivers, 36 Harrison St., N. Y.
Est. 1865. Reference N. Y. Nat. Ex. Bank.

VINECROFT
Order fruit direct from grower and get it twenty-four hours fresher than if bought on our market.
Strawberries, Raspberries, Currants, Gooseberries, Cherries and Grapes by the basket, ton or carload.
Mail orders a specialty.
Wm. K. MUNSON,
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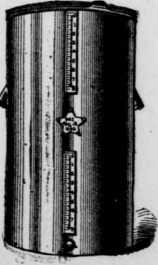
The John G. Doan Company
Manufacturers' Agent for all kinds of
Fruit Packages
Bushels, Half Bushels and Covers; Berry Crates and Boxes; Climax Grape and Peach Baskets.
Write us for prices on carlots or less.
Warehouse, corner E. Fulton and Ferry Sts., Grand Rapids
Citizens Phone 1881.

JOHN H. HOLSTEN,
Commission Merchant
75 Warren Street, New York City
Specialties: EGGS AND BUTTER.
Special attention given to small shipments of eggs. Quick sales. Prompt returns. Consignments solicited. Stencils furnished on application.
References: N. Y. National Ex. Bank, Irving National Bank, N. Y., N. Y. Produce Review and American Creamery.

SEND YOUR
POULTRY, BUTTER AND EGGS
to Year-Around Dealer and get Top Market and Prompt Returns.
GEO. N. HUFF & CO.
55 CADILLAC SQUARE DETROIT, MICHIGAN

SEEDS || Largest Stocks
Best Quality
Lowest Prices
All orders filled promptly day received.
Alfred J. Brown Seed Co., Grand Rapids, Mich.
GROWERS, MERCHANTS, IMPORTERS

Star Cream Separator
is a paying specialty for live dealers to handle. It is already in use by 80,000 buttermakers, who testify that it is the best and cheapest device ever used for the complete separation of cream from milk. Write for prices and territory.
SATISFACTION GUARANTEED.
Lawrence Mfg. Co., Toledo, Ohio



Woman's World

Keeping Up Tactics Which Were Successful Before Marriage.

The question of whether a woman should remain as ugly as she was made or whether she has a right to circumvent nature by art and be beautiful although ugly is a problem that originated with the first plain daughter of Eve and has been under active discussion ever since. Most women incline to the side of art, holding that a woman is as pretty as she looks and that how she does it is her own trade secret, which she is not bound to tell to anybody; but a curious complication has arisen in the situation through a legal decision that has recently been handed down in Iowa.

Near Des Moines, in that State, it seems that there was a young man who fell in love with a young woman whose chief glory was her lovely chestnut locks. It was the old, old story of beauty leading by a single hair. The amorous youth wrote sonnets to his lady's tresses. He caressed the little tender curls above her white brow and wore a glorious silken curl, like a talisman, above his heart, until, alas, in an evil hour he discovered that his sweetheart's hair was only hers by right of purchase. At this he was so infuriated that he broke off the engagement and cast the lady and her false locks out of his life forevermore. The forsaken damsel thereupon brought a suit for breach of promise, but the case was decided against her, as the court held that by wearing a wig she had won the man's love under false pretenses.

Fortunately, there will be few who will side with this unaesthetic opinion of the judge. In a charming comedy that was presented in New York during the past winter, the hero, a disgruntled youth, who is all for unadorned simplicity and the naked truth, rails out against society and the fact that one never sees women except with all their paint on. "And for that you ought to thank heaven for all its mercies," returns his mother, who knows her world.

And so say we all. Rational beings who want to get the most pleasure they can out of life are thankful for everybody who pads the angles of existence, and I, for one, never see a homely woman who has created an impression of beauty where there is none that I do not feel personally grateful to her. If all the women who have lost their teeth went about with toothless gums; if all the women with scanty locks scorned the coiffeur; if all the thin women disdained padding and all the fat ones looked as big around the waist as they are; if all roses were nature's, and there were no powder or rouge or eyebrow pencils, what a lot of scarecrows we should have. Let us be thankful we are spared the painful spectacle.

But this matter of winning love under false pretenses has another aspect and a very serious one. There can be no manner of doubt that a vast majority of the domestic infelicities in the world are brought about from the fact that both men and women, consciously or unconsciously, deceive each other. During the days of courtship they put up a bluff of virtues they do not possess, of beauty that is an optical illusion and charms that do not belong to them. They are willing to make any kind of glib campaign promises, but when it comes to delivering the goods in the dull, prosaic years of matrimony, they fall short and the trouble begins.

Now, so far as the right or wrong of rouging or dyeing her hair or wearing extenders is concerned, I hold that it depends on the way it is done. It is only immoral to rouge when you do it inartistically. If a touch of color on her cheeks or a dash of peroxide on her hair changes a plain woman into a pretty one, it is manifestly her duty to her fellow creatures who have to look at her for a woman to do it, but if she ensnares a man's affections by these arts, she has no right, the minute she is married to him, to drop the beautifying process.

Many a man who marries a girl whose daintiness of appearance has charmed him and finds that, after a few months of matrimony, she has developed into a dowdy sloven in mother hubbards and curl papers, must feel that he was as completely taken in by false pretenses as if he had bought a gold brick.

Nor is this all. In spite of the stress we put upon beauty, not many men really marry a woman because of her rosy cheeks or golden locks. Ninety-nine times out of a hundred what wins a man's love is sympathy and what he marries for is to secure an unwearied listener to his hopes, his plans and his troubles. Women realize this, and if you will watch one trying to please a man, you will see her hanging on his words as if they were the inspired utterances of an oracle and laughing at his jokes, although she may have heard them a hundred times before.

In sharp contrast to this is the attitude of the average wife. She does not feign an interest she does not feel; she does not pretend to be amused when she is bored. Not a bit! She lets her John or William have her opinion with a brutal frankness that is enough to shake the last lingering bit of conceit out of him.

Now I maintain that this is not only a mistake on the wife's part, but is dishonest as well. When a man undertakes to pay a woman's board and clothes and keeps her in bargain-counter money, he expects to get his reward in admiration from her, and whenever she stops burning incense before him she is cheating him out of his just due and what she led him to anticipate. It must be pretty rough on the man who loves flattery and who has married some woman because she has so deftly tickled his vanity, to find out that after marriage she is as chary with compliments as if they cost money.

Never to have been loved is a misfortune. To have been loved and to have lost the love is a mortification, because it is a proof of incompetence. If more women would make good on their antenuptial platforms and keep up through married life the tactics that won them husbands, we should hear less of domestic unhappiness and straying husbands. Fewer men marry for money or for position or for homes than women, and if a woman does not keep the love she has won, it is generally her own fault.

This thing of winning love under false pretenses, however, is not an exclusively feminine device, by any means. Men do it continually. Every man, when he is in love, pictures to his sweetheart a kind of elysium in which they are to dwell and in which he is going to be continually kneeling at her feet, breathing vows of eternal devotion and feeding her on chocolate creams. Her will is to be his law, her slightest desire his command he picks up her handkerchief for her for fear she



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

For \$4.00

We will send you printed and complete

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

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

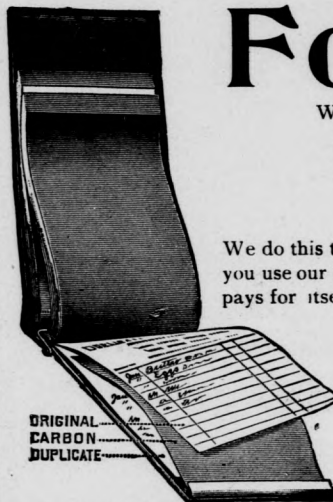
A. H. Morrill, Agt.

105 Ottawa Street, Grand Rapids, Michigan

Manufactured by

Cosby-Wirth Printing Co.,

St. Paul, Minnesota



ORIGINAL
CARBON
DUPLICATE

"Colonial Gold" 10c Assortment

Each piece has a gold band and flowers that are all gold on pure Semi-porcelain. Assortment consists of:

2 dozen 7 inch Dinner Plates.
2 dozen 6 inch Breakfast Plates.
2 dozen 5 inch Pie Plates.
2 dozen Handled Teas.
1 dozen 9 inch Salads.
1 dozen 8 inch Vegetable Dishes.
1 dozen 7 1/2 inch Vegetable Dishes.
1 dozen Jelly Dishes.

12 dozen Full Assortment, \$10.80.

Some good 20c articles in the package. Try one package; you will buy more.

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

will fatigue herself and then, as soon as they are married, he lets her get up and get breakfast and fetch in the coal.

Do you suppose for a minute that the woman whose husband goes to his club night after night, leaving her to pass lonely evenings at home, would have married him if she had known she was to spend her life in solitary imprisonment? Not on your life. He won her under false pretenses. She thought he desired her society.

Do you suppose the woman whose husband growls over every cent he gives her and who makes her feel like a beggar every time she asks for a new dress, would have married him if she had known she would be degraded to the level of a street mendicant? Never in this world. She would have gone out to work and made her own independent living. He led her to believe he was the very soul of generosity; he lavished money on her in the days of courtship, and she never dreamed that it was all a false pretense.

Do you suppose the woman who is married to the mummy man would have married him if she had known that all the conversation she would ever get out of him would be a growl? Not much. She would have looked farther. You would not believe it, but that man was gay and chirpy in society—he is still when he gets away from home—and what took her fancy was his geniality. You see, poor girl, she did not know it was not for home consumption and so she got taken in.

And so it goes. Probably there is no remedy for it and men and women will go on to the end of the chapter trying to appear more attractive to each other than they are; but I repeat again, a deal of misery would be saved if, after marriage, they would keep up the tactics that were so successful before.

Dorothy Dix.

Co-operative Housekeeping Conducted on Practical Lines.

Sioux City, Ia., thinks it has solved the problem of co-operative housekeeping. Twenty-one residents of the suburb of Morningside have lived now for twenty weeks in independence and defiance of the servant girl and have discovered that by co-operative housekeeping the head of the family will save one-fourth of the cost of satisfying the appetites of the family.

The Parkside Co-operative Housekeeping Association, organized in December, has cost each of the members an average of \$2.35 a week, and has saved 81 cents a week for each. The Association has found that its plan will mean an annual economy to a family of four members of \$178.48. This union kitchen was the first of its kind in the United States, the members say, but so successful has it been that another association has been organized there in the Reinhardt flats, and two more will be formed in Morningside, to begin operations next September.

Following the example of Sioux City people, fifteen families of Marion, Ind., have formed a co-operative association and recently been taking their meals in a specially constructed building. The co-operative housekeeping plan solves the servant girl problem, which has become the terror of housekeeping, relieves the housewife of all the worry and labor of superintending the preparations of three meals a day and saves the head of the family a fourth of the cost.

All the members of this Association live within a block of the home of Charles Senift, and there they meet to take their meals at two large tables. Three rooms are rented from Mrs. Senift for \$10 a month, including light and fuel for all the rooms except the kitchen.

The housekeeper and cook gets \$7 a week and her board, and two assistants

get \$1 a week and their board. The five women of the club form a committee that makes out the bill of fare each week, and a man is chosen as buyer to serve for two weeks as assistant to his wife, or, if single, some other man's wife.

The congeniality of the members is secured by requiring a unanimous vote before a new member is admitted.

The Association buys its food from retailers, but the purchases are in large quantities and the Association practically gets wholesale rates, amounting to a saving of 15 per cent. The fuel costs no more practically than in one family, meaning a weekly economy of \$1.50.

There is but one cook for the Association, and, while she gets \$7 a week, it may be assumed that the five families would spend at least \$3 a week each for a servant, together paying \$15. Adding the \$1 received by each of the assistants to the salary of the cook, the families save \$6 a week by pooling.

The Association gives the cook and the assistants board, and this is two persons fewer than would be boarded if the same families were eating on the old plan so that \$4.60 weekly is saved in this way.

The 15 per cent. cut in the prices of food amounts to 24 cents weekly for each member or \$5.04 a week for all twenty-one.

The items of economy for the twenty-one people, weekly, then, are as follows:

	Amount Saved.
Fuel	\$ 1.50
Servant wages.....	6.00
Servant board.....	4.60
Food.....	5.04
Total....	\$17.14

This means a saving of 81 cents a week for each member, or \$3.24 a week for a family of four, amounting in a year to \$178.40 of actual economy.

"The social feature is a strong point in favor of the Association," said Mrs. W. W. Brown, who originated the plan. "One learns to look forward to the 6 o'clock dinner with pleasurable anticipations."

"The plan has worked wonders in bringing into the fresh air three times a day women who have formerly housed themselves carefully from cold, wind and storm. Families in which mincing at table and delicate appetites have been the rule have developed startling appreciation for their meals, and the table is surrounded daily by good eaters."

"Company at meal time has lost its terror. When a visitor drops in before dinner there are no longer furtive glances through icebox and store closets, and brain racking problems of feeding a crowd with a dinner prepared for a few. Instead, there is plenty of time for visiting and hostess and guest are undisturbed by culinary plans and preparations."

"The success of the enterprise has given rise to the suggestion that a suitable building be erected, with one or more well-equipped dining-rooms, each of which will seat about thirty persons. Interest in the plan has been aroused in other cities and states, and the officers receive many letters asking for information and details."

Following are samples of the bill of fare for a weekday and for Sunday:

Thursday—Breakfast: Cereal, griddle cakes, syrup, bread and butter and coffee. Luncheon: Cold pork, potatoes, baking powder biscuits and butter, plum butter, tea and coffee. Dinner: Liver, mashed potatoes, pickles, tea cakes, bread and butter, strawberry preserves and tea.

Sunday—Breakfast: Ham, fried potatoes, syrup, crackers, bread and butter and coffee. Dinner: Stewed chicken, mashed potatoes, celery, white and brown bread, butter, apple pie, oranges, nuts and coffee. Supper: Bread and butter, cake, canned peaches, suet pudding and chocolate.

If some merchants would take the money they are spending for what they call advertising and put it into season tickets for base ball games, they would get more genuine advertising out of it.

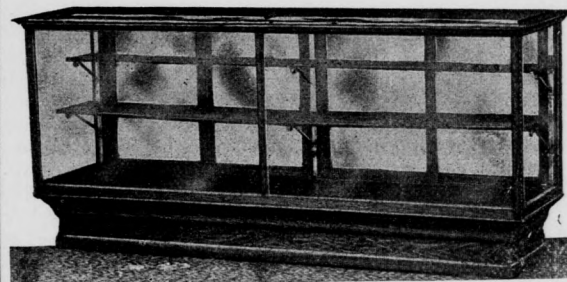
Stock it Promptly!

—You will have enquiries for—

HAND SAPOLIO

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

Enoch Morgan's Sons Co.



SUNDRIES CASE.

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

Shipped knocked down. Takes first class freight rate.

Grand Rapids Fixtures Co.

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

WORLD'S BEST

S.C.W.

FIVE CENT CIGAR

ALL JOBBERS AND

G. J. JOHNSON CIGAR CO.

GRAND RAPIDS, MICHIGAN

Hardware

Implement Dealers as Traveling Salesmen.

Two implement salesmen were recently discussing the folly of some implement dealers in giving up a business which paid reasonably well to seek positions as traveling salesmen.

"There are plenty of applicants for positions," said one, "but manufacturers and jobbers do not recognize the applications of every Tom, Dick and Harry who thinks he is capable of making big sales, and, as a rule, they do not allow these applications to enter into consideration when making up salaries. I know that half a dozen inexperienced men have applied for my place, at a smaller salary, but I am still at it and get a raise every year."

The other did not think the market was overstocked with good, capable men; but his experience had been that the constant stream of applications had a tendency to keep wages down. Employers were inclined to give new men a trial rather than advance salaries.

"I think it is a mistake," said one, "for a dealer to quit a business that makes him a comfortable living, to take a position that lacks a great deal of comfort, if it does bring more cash. There is not much joy to be found on the road. Talk about blue Monday! What an ultramarine hue our Monday bears! Starting out on the early train, to be gone one, two or perhaps three weeks away from our families and friends, sleeping in strange, uncomfortable beds and eating—well, what don't we eat?"

"What kind of road men do ex-dealers make?"

"The best and the poorest. Successful traveling men are born, not made. A man may be ten years in the retail trade and make a dismal failure on the road. Another may be one year a dealer and score a distinct success when he takes to the road. I was thinking over this matter the other day and as near as I can remember, the most successful traveling men that I know in our line were formerly dealers. And, as I continued to think, I recalled that some of the worst failures were formerly dealers also. It depends largely on the man. Here is a case in point: A dealer in a Central Michigan town wound up his business and went down to Jackson to get a job on the road. He had done pretty well in business, but he felt that he was cut out for the road. He went to a jobbing house and offered to go out for a month without pay; he was so sure of success. Confidence is a good thing, but something else is required too. Well, they were one man shy. So they sent him out. They gave him a splendid territory and a line of popular goods. He traveled six weeks and the total volume of his sales was only \$178. He is now back home and I understand he is going to open up a store again.

"Here is another case of the other kind," he continued. "A man who used to be a farmer, then a dealer, went out for a wholesale house. His career as a dealer lasted one year and ended in a disastrous failure. He started out for a small salary five years ago and now he is at the top notch. Every year he gets a half a dozen offers from as many different houses and his salary naturally keeps on climbing. He sells piles of goods and they say the losses on his territory are practically nothing, because he controls the very best trade. Intellectually, he is inferior to the other fel-

low, and when he commenced traveling he certainly knew less about implements. So, you see, it all lies with the man."

The Foundation of All Good Advertising.

The saying of President Lincoln that one could not fool all the people all the time could be amended to read that one could not fool anybody all the time, especially when applying to advertising. The very nature of advertising tends to cast a suspicion upon the statements. The readers of advertisements naturally believe that a merchant is making the attractions of his goods just as strong as possible and probably overstating it a little. Their experience may have shown that the advertiser was overstating it a good deal. There are only a few advertisers whose statements are accepted as absolute truth, yet truth in advertising is the only sure foundation. When a merchant has made the people believe that every statement he makes in his advertisements regarding the goods he has for sale or the conduct of his store is absolutely truthful, has won the battle for success.

It is no uncommon thing—in fact, it is a very common thing—to find firms who without any special effort, without much advertising, with almost no get-up-and-hustle qualities, make a success of their business in face of the most active opposition. They continue placidly along, apparently unmoved, their existence unruffled by the activities of their competitors. The reason for this is that they have the confidence of the public in their vicinity; their patrons know they will be treated right in this store. The very enthusiasm of the newcomer casts suspicion upon him. He has yet to prove that his advertising, his effort to obtain trade, is based on absolute truth and fair dealing.

Misleading advertisements, backed up by deceptive goods, may win trade for one season, and perhaps if the perpetrator is careful and does not overdo his trickery too badly he may last for two or three seasons, but sooner or later the trading public will find out that the promises conveyed by his advertisements are not fulfilled in the goods he sells, and then his name is anything that has a distinctly buried significance.

In these days of easy transportation and widespread advertising mediums, no firm has the monopoly of business in any town, however small or remote, for if the people of the town can not get what they want at home—and this includes fair treatment and good goods—and if they can not readily travel to some other town, the mail-order house is ready, with its prompt service and its absolute guarantees, to come to their doors and supply their wants. A merchant may be the main support of his local church and belong to every society within the utmost radius of his capacity for joining, put his name at the head of every contribution list that is laid before him, yet he has no absolute hold on the trade of his vicinity unless he treats his customers with absolute fairness and backs up his advertisements, whether they be printed in the newspapers, painted on the fences or spoken in the highways and on the cross-roads by his emissaries, with the exact quality of goods that he represents.

A merchant is not fair to himself who does not make an honest profit; a merchant is not fair to his customers if he makes a dishonest one. If you should ask any of the very successful retail merchants of our day what it was that contributed most to the success of their business, they would say, in substance if not in words, that it was honest goods truthfully advertised and sold at fair prices.

LOCAL AGENTS WANTED

FOR OUR

SAFETY GAS-LIGHT MACHINE



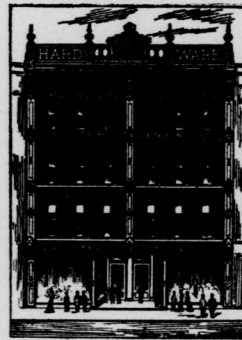
We want a well-known and responsible merchant in every town to install one of our Gas Plants in his own store, thereby getting the advantage of the advertising benefit of having the best lighted store in town, and act as agent to sell and install others. Will save cost of plant in six or eight months' time and add a tidy sum to his bank balance in commissions. Costs about \$3.00 to install a plant. Your local tinsmith can do it. Write us for particulars to-day.

THE PERFECTION LIGHTING CO.,

17 SOUTH DIVISION STREET, GRAND RAPIDS, MICH.

"Up-to-Date" Lighting Supplies, Wholesale and Retail.

State Agents Cosmopolitan Light Co.'s Gas Mantles.



Sporting Goods, Ammunition, Stoves, Window Glass, Bar Iron, Shelf Hardware, etc., etc.

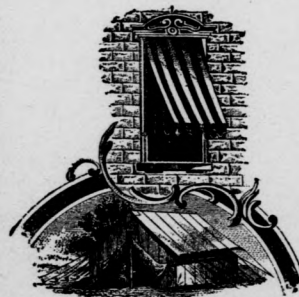
Foster, Stevens & Co.,

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

10 & 12 Monroe St.

Grand Rapids, Mich.

AWNINGS AND TENTS



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

Oil Clothing and Flags
Horse and Wagon Covers

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

Mill Supplies

THE M. I. WILCOX COMPANY

210 to 216 Water St., Toledo, Ohio

Some Dents Peculiarly Applicable to the Hardware Business.

The time is past when a man with a few hundred dollars, without previous experience, can start a hardware store and become opulent before he is bald-headed. The evolution of trade demands more capital invested and a better business training than were required even a few years ago. Competition is much sharper, expenses, as a rule, are higher and the percentage of profit is much less. We have the catalogue houses on one side and the jobbers on the other, both bidding for our customers' trade, and the poor retailer often feels he is "between the devil and the deep sea." We might adopt some of the methods of the catalogue house and the department store with profit to ourselves. We don't want to adopt all of them if we expect "honorable success."

Last fall one of our customers, whom we have accommodated with long credit on our books more than once, was tempted by the alluring price quoted to order a cook stove from one of the catalogue houses. The stove itself is well described in the soliloquy of Shakespeare's Richard III.: "Cheated of features by dissembling nature, deformed, unfinished, sent before my time into this breathing world, scarce half made up." It never was a real good stove and was not piously inclined. In its travels it fell among bad friends and, when at last it reached its purchaser, it was "all broken up" by its treatment. Don't think "I nearly cried my eyes out" with sympathy for the fool and his money that had parted.

To protect our interests and defeat the piratical practices of unscrupulous competition, we must look to the manufacturers and jobbers to assist us. Some manufacturers who are claiming not to sell the catalogue houses, are selling jobbers who supply them regularly, and they know it. "Oh! wise and upright judge," tell us the difference. They can, if they will, dictate the price goods shall be sold at, or cut off the supply. By and by, when this hardware association shall have grown to its desired strength, we may demand some reforms for our better protection, and if not granted, refuse to hold up the hands of manufacturers and jobbers who do not assist us.

Napoleon has been called a genius; Emerson says he was a man who understood his business. His "business" was successful until Wellington proved himself the better manager. Have confidence in yourself and your business; you must have both to succeed, but don't think you are the only oyster in the soup. "Pride goeth before a fall and a haughty spirit before destruction." Business conceit has injured more than one merchant. A little of Job's humility tempered with some of Saul's zeal, is better than having a surplus of either.

Don't think you can run your business successfully without advertising. Just which kind is the most effective and profitable is something of a problem. Most of us have theories upon the subject which we have tested with more or less success.

It is surprising how few hardware merchants realize the value of their show windows for advertising purposes. When properly cared for, they can be made to pay big dividends for the labor and expense given them. Don't waste the valuable space they occupy by neglecting to wash the windows and change the displays often. Don't think because many of the goods you sell soil

your hands and clothes, that your store must be kept exceptionally dirty. It may look like business to have your goods in such disorder that you must paw them over to find what your customer wants, but it is not good business, and there is no excuse for such slovenly methods. The old adage that "goods well bought are half sold" is not more true than the modern one, "goods well displayed will sell themselves." With the improvements now offered for displaying goods, the added expense is but slight compared with benefits received.

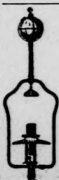
No one but a "mossback" should be contented with sampling goods upon the original package. Don't accumulate old stock. A little care and extra effort will often dispose of an article of slow sale at a profit. The bargain table can be used to advantage with this class of goods, and when better methods fail, use the "old junk pile."

Have some system of keeping your catalogues and price lists so you can readily refer to them, and use the system. Except in cases where lists and discounts are used as a convenience, don't neglect marking plainly the cost and selling price of every article for sale. If there is anything that will make a fellow with a short memory "warm under the collar" when he is in a hurry, it is failing to find the price marked and compelling a customer to wait until the invoice is hunted up.

Don't "turn down" the traveling salesman with a rebuff. He is our best price and trade reporter, and it is an exception when he is not a gentleman. He and his mission were actually predicted by King David in the 19th Psalm nearly three thousand years ago, and his peculiarities are aptly described. Listen! "Day unto day uttereth speech, and night unto night showeth knowledge. There is no speech nor language where their voice is not heard; their line is gone out through all the earth and their words to the end of the world." When the jobber's salesman who visits you denies that he solicits orders from your home manufacturers, don't disbelieve him, because he is probably telling the truth. It is another representative from the same house that calls upon your trade, and like the traditional bedbug, the jobber "gets there just the same."

Don't "blow" against your competitor. He has both a moral and legal right to conduct his business according to his own methods, however much they may differ from yours. Your criticism will but advertise him and his business. It is much better policy to be on friendly terms and speak well of him. Make friends, for the more you have the greater will be your influence; but don't slobber over them, for "a wet mouth accomplishes nothing."

Don't be pessimistic. Notwithstanding our trials and tribulations, there are a good many rays of sunshine in our business, and our lives and the lives of others can be made happier and better by looking upon the bright side of things. "I have been young, and now am old; yet have I not seen the righteous forsaken, nor his seed begging bread." F. A. Powers.

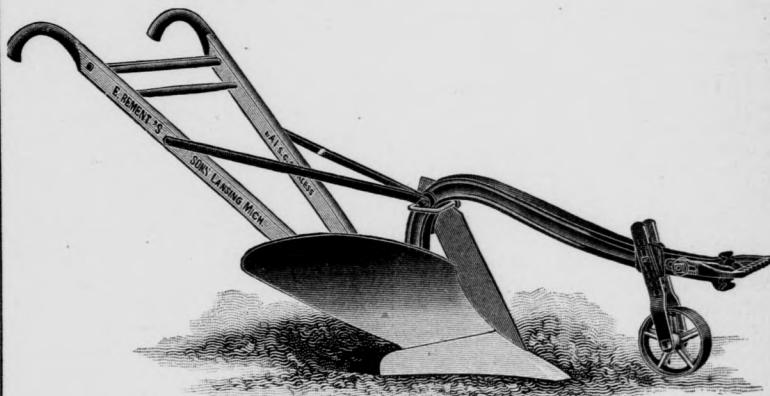


The Imperial Gas Lamp

Is an absolutely safe lamp. It burns without odor or smoke. Common stove gasoline is used. It is an economical light. Attractive prices are offered. Write at once for Agency

The Imperial Gas Lamp Co.
132 and 134 Lake St. E., Chicago

E. Bement's Sons Lansing Michigan.



Bement Peerless Plow

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

Bement Plows
TURN THE EARTH.

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

E. Bement's Sons
Lansing Michigan.

ALL GENUINE BEMENT PEERLESS REPAIRS
BEAR THIS LABEL.

BEWARE OF IMITATIONS!

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

Village Improvement

A Strong Ally of the Village Improvement Society.

Written for the Tradesman.

There is only an occasional meeting now of the Society I have in mind, but a remark made by a rural visitor at the last gathering tended to make the members present believe that the leaven in the meal is at work however slow may be its manifestation.

"Somehow you don't have anything to say about the farm folks. We are not all 'hayseeds' and I go by a dozen farmhouses every day that would be improved if the people living in them were touched up a bit."

It did not take long to answer that the same principles apply to town and country alike and that the farmer who really wants to improve his surroundings will find all that he needs in the reports of the Improvement Society wherever located. If, however, a paper on "The Improvement of the Farm Dooryard" is called for there is nothing that the Societies will more gladly present. There, if anywhere, can the best results be produced and there, if anywhere, must the greatest difficulties be overcome.

Admitted or not admitted, it is true that the Czar of all the Russias and the American farmer are at the present writing the only instances of absolute power on the face of the earth. The influences that control the one are no less potent than those which sway the other. Precedent and prejudice in both instances must be overcome to effect a change. From the New England farmer of the olden time among the New England rocks to his descendants on the Western plains, there is an undying dislike against "fussing in the front yard." To the man busy with the whole farm there is something belittling in pottering with a flower bed and being caught mowing the grass "front the house." The culprit so discovered is profuse with apologies and so makes the first statement easy that the farmer's prejudice must first be overcome before his premises will show signs of improvement.

In one instance the Society found the farmer's wife its efficient ally. It was an unpretending homestead but full of delightful possibilities. It had been rented for a number of years and, like many another so mismanaged, was "all run down." It slopes gently to the south and all day long basks in the New England sunshine. The soil is thin and the rocks are plentiful, but the hillside is full of springs and the sweetest grass

grows there. The same sun and the same soil made the orchards famous and when the needed care was given them the brimming barrels and heaped-up bins gave ample evidence that prosperity had come to stay. The fields, upland and lowland, showed it alike with the well-filled barns, but the surroundings of these and the home acre were not a joy to the eye. The chopping log and the woodpile were prominent in the front or side yard. Chips rotted where roses ought to have bloomed and burdock grew green and rank where hollyhocks and sunflowers should have stood. Not even a June rose dared to lift its fragrant chalice for the summer wind to spill and the venturesome chickweed was the only blossom-bearer that insisted on finding sustenance among the chips and other rubbish.

Finally, one day came a change. The queen of the kitchen—she was worthy of her crown—sitting one evening on the kitchen threshold—the country twilight knows no worthier throne—willed that the approach to her palace should be a waste no longer. Her decree was made known at once and the American Czar laughed at it. The objections were the common ones; but the Czarina, with the determination of a Catherine, compelled the indomitable Peter to remove at once the chop-log of his ancestors to the back yard. It went. The remnants of a long line of woodpiles followed and the ascending sun next day witnessed the removal of the mountains of chips that the years had accumulated. Thus far the Czar went, but would go no farther. He would have no fence with white palings. There should be no bank wall, no white gate and no stone steps. Not even a lawn mower should be allowed to do its abnormal work if the grass did grow.

If "Well begun is half done," the prosperity of that front yard was only a question of time and that a short one. Rome was not built in a day nor were those chips removed in a week. Both wonders were accomplished in time and, when the last chip was removed and a hint of green gave hopes of a future carpet, Catherine with her own fair fingers fashioned a pair of birch-twig brooms and forced the reluctant Czar to help her sweep the front dooryard—a fact I am the more pleased to record because my own astonished eyes beheld the astounding sight.

Thus swept by royal hands the outcome was just as royal: The long-fallow earth was quick to respond to the unusual attention. Vines were planted and they grew. There are beds of bright

jonquils and flaming tulips and poppies. Honeysuckles clamber over the rustic porch and with their swinging censers perfume the farm. Hollyhocks guard the white paling which "wasn't going to be built." A big syringa bush stands sentinel at the gate that was never going to swing and the lawn, green as grass can make it, is cut regularly once a week by a lawn mower that never was going to click in that door-

yard; and that blot on that whole farm, otherwise a charming piece of "Paradise Regained," was removed once and forever by making that farmer's wife the ally of one of the most far-reaching influences of public good which modern times have found. R. M. Streeter.

Bad luck is usually the first thing that comes to the man who waits. Do not neglect your opportunities.



You will find scarcely an imperfect berry in a package. That's one reason why people like it.

OLNEY & JUDSON GROCER CO., Grand Rapids

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

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.



Colt Carbide Feed Generator

Does YOUR Store Suffer by Comparison

New Model Eagle Generator

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.

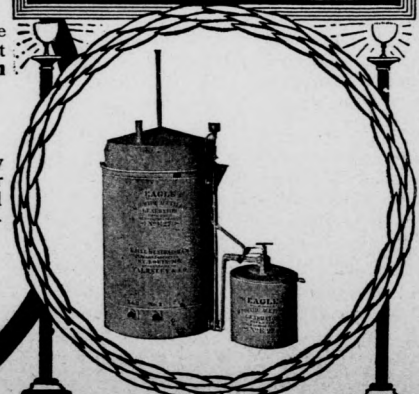
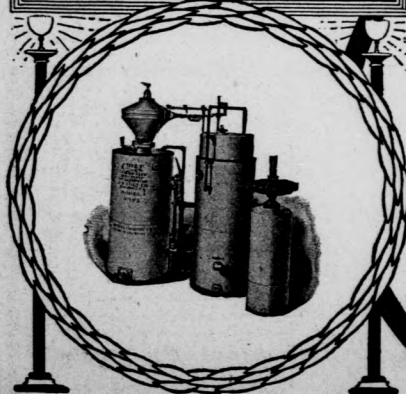
ACETYLENE

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 Ellcott St.; Dayton, 226 S. Ludlow St.; Sioux City, 417 Jackson St.; Minneapolis, 7 Washington Av. N.



Commercial Travelers

Michigan Knights of the Grip

President, JOHN A. WESTON, Lansing; Secretary, M. S. BROWN, Saginaw; Treasurer, JOHN W. SCHRAM, Detroit.

United Commercial Travelers of Michigan

Grand Counselor, H. E. BARTLETT, Flint; Grand Secretary, A. KENDALL, Hillsdale; Grand Treasurer, C. M. EDELMAN, Saginaw.

Grand Rapids Council No. 131, U. C. T.

Senior Counselor, W. S. BURNS; Secretary Treasurer, L. F. Baker.

Gripsack Brigade.

M. J. Rogan, Michigan representative for Wile Bros. & Weill, sails from New York July 5 for a two months' visit to the home of his parents in Ireland.

N. L. Heeres, for the past seven years city salesman for Geo. Hume & Co. of Muskegon, has engaged to represent the Olney & Judson Grocer Co. His territory will comprise Muskegon and the towns on the Pentwater branch of the Pere Marquette.

The sympathy of the traveling fraternity is extended to F. E. Bushman, whose wife died at Detroit, June 10. A short service was held at the residence in Detroit, the funeral and interment being at Burlington, the former home of the deceased.

Wm. I. Law, who sells groceries for the wholesale grocery house of Hulman & Co., of Terre Haute, Ind., and who is claimed to be the highest priced grocery salesman in the country—being in receipt of a regular salary of \$10,000 a year—has locked horns with the trades unions. The latter declared a strike on the street railway company at Terre Haute and adopted their usual tactics of stoning the cars, maiming the passengers, intimidating the public and boycotting those who insist on using the street cars. Law has always been regarded as friendly to labor, but he drew the line between labor and anarchy and utilized the street cars whenever necessary. The result was an onslaught on him and his trade by the trades unions, including the appointment of a committee of fifteen strikers to wait on the retail grocers of Terre Haute and warn them not to buy any goods of Hulman & Co. So far as the Tradesman's information goes it appears that the boycott is making no appreciable difference with Hulman & Co.'s trade, the only grocers who are intimidated by the anarchists being those who run saloons in connection with their stores.

Meeting of Board Directors of the M. K. of G.

Detroit, June 7—Meeting called to order by President Weston.

Full board present. Minutes of last meeting read and approved.

Secretary's report read and approved, showing receipts of \$91 in general fund, \$3,200 in death fund and \$127 in deposit fund.

Treasurer's report was read and approved, showing receipts of \$435.06 in general fund, \$3,207.70 in death fund and \$283 in deposit fund. Disbursement—\$246.14 in general fund, \$1,637.49 in death fund and \$145 in deposit fund. Balance on hand—\$188.92 in general fund, \$1,570.30 in death fund and \$138 in deposit fund.

The following bills were allowed:
 M. S. Brown, salary.....\$164.55
 J. W. Schram, salary..... 68.48
 Tradesman Company..... 1.03
 Champion & Perrin, stationery.. 16.93
 M. S. Brown, stamps..... 10.00
 Wm. K. McIntyre, printing..... 20.75
 George H. Randall..... 7.86
 J. A. Weston..... 6.77
 L. J. Koster..... 10.06
 Manley Jones..... 8.62
 James Cook..... 5.54
 C. W. Hurd..... 7.54
 M. S. Brown..... 6.92

Moved that the assessments for 1902 of C. T. Ballard be paid out of relief fund. Carried.

Communications from Mrs. Chitterling and M. Matson read and ordered placed on file.

Report of Manley Jones in regard to death claim of Mr. Coon received. Ordered accepted and placed on file.

Moved that claim of E. F. Coon be allowed and a warrant for \$408 be drawn. Carried.

Moved that claim of Alois Hoener be allowed. Moved as an amendment that the claim be rejected. Amendment lost. Original motion carried.

Moved that the claim of James A. Smith be allowed. Carried.

Moved that the claim of George A. Dibble be allowed. Carried.

Moved that the claim of George K. Brown be allowed. Carried.

Moved that the claim of O. R. Johnson be allowed. Carried.

Moved that the next Board meeting be held in Saginaw on the first Saturday in September. Carried.

Moved that a warrant be drawn for \$50 in favor of Secretary for stamps. Carried.

Moved that the Board of Directors be made a committee to visit Battle Creek on date set by President Weston for the purpose of encouraging and organizing a Post there; that a special invitation be given James Hammell and John Hoffman to accompany Board on said trip. Carried.

Moved that brother Cook be made a committee of one to interview brother Ex-President Northrup and report his findings by letter to each member of the Board. Carried.

Moved that a vote of thanks be extended to brothers Howarn and Schram for the very hospitable manner in which they entertained the Board with a theater party and luncheon, and especially the kindness shown the visiting ladies. Carried.

Moved that a vote of thanks be extended to the proprietor of Hotel Normandie for the use of his parlors and general good treatment.

Moved that the Secretary be instructed to procure files for membership blanks. Carried.

Moved that we adjourn. Carried.
 M. S. Brown, Sec'y.

Virtue Has Its Own Reward.

The traveling salesman had removed his family to a new boarding house and was taking his first meal with them at the new place.

"Waiter," he said, "bring me some hash."

"Some what, sir?" asked the waiter politely.

"Some hash. Don't you know what hash is?"

"No, sir; we don't have it here."

"Can't I get it if I want it?" he asked dictatorially.

"No, sir. If you want hash you'll have to go somewhere else."

"Well, bring me some prunes then," he said, changing the subject.

"Haven't any prunes, sir," responded the waiter.

"No prunes?"

"No, sir."

"Can't I get prunes here, either?"

"No, sir; not here."

The new boarder was becoming excited.

"Tell the landlady to come here," he commanded.

The waiter brought in the landlady.

"I am informed, madam," he said, "that I can get neither prunes nor hash in this house."

"You have been correctly informed," she admitted with some trepidation, for he looked like a man who could pay.

"Am I to understand that those dishes will not be served here under any circumstances?"

"That's the invariable rule, sir."

"Very well, very well," he said "I'll see you after this meal and pay you for a year's board in advance."

"Michigan in Summer."

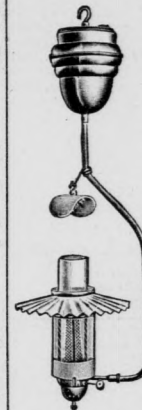
The Grand Rapids & Indiana Railway, the "Fishing Line," has published a 48-page book about the resorts on its line, and will send it to any address on receipt of a two-cent stamp for postage. Contains 280 pictures, rates of all hotels and boarding houses, and information about Petoskey, Bay View, Harbor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

A Rare Chance



Having taken a stock of Gravity and Pressure Gasoline Lamps on an account, I am desirous of turning them into cash as soon as possible. Will sell entire or in lots to suit purchaser while they last. Write to-day.

H. W. CLARK,
 Ann Arbor, Mich.

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.

Beautiful
 Large Grain Carolina

Sutton's Table Rice

Cotton Pockets. Retails 25c.

Livingston Hotel

Stands for everything that is first-class, luxurious and convenient in the eyes of the traveling public.

Grand Rapids

Alpha New England Salad Cream



Contains No Oil

The Cream of All Salad Dressings

This is the cream of great renown, That is widely known in every town. For even the lobster under the sea With THIS a salad would fain to be.

20 and 25 cents per bottle

Valuable pillow tops given free for 5 trade marks.

H. J. Blodgett Co., Inc.

12 India St. Boston, Mass.

Also manufacturers of

Wonderland Pudding Tablets

The perfect pure food dessert. One tablet, costing one penny, makes a quart of delicious pudding.



Drugs--Chemicals

Michigan State Board of Pharmacy

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

President, HENRY HEIM, Saginaw.
Secretary, 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.

THE DRUGGIST'S CALLERS.

They Are Numerous, But Not Always Profitable.

Written for the Tradesman.

In this drug store where I go every day for a loaf, just as though it were a bakery, I have observed that a great many people who honor the druggist with their distinguished patronage are not highly profitable customers. They are just as particular as the man who has a \$1.70 prescription put up and are apt to do a great deal more kicking about things than he does. There is, for instance, the woman who wants to buy patent medicines at cut rates. She thinks a dollar bottle of sarsaparilla ought to sell for about 98 cents, so the public could afford to buy more. She is one of these bargain-counter fiends and patrons of rummage and microbe sales and she thinks that everything ought to be sold at a discount of about 1½ or 2 per cent. from the list price. I have no suggestions to offer as to how the druggist should deal with this customer. I can only narrate how this customer tries to deal with the druggist.

Passing on, as the professional lecturer would say, to other highly profitable patrons of the drug store, we come to the postage stamp buyer. No druggist keeps stamps with the idea that they will yield him a profit, only in so much as the customer may happen to invest in a soda these hot days or buy some trifling article she has in mind to purchase on her shopping tour. The druggist ought not to bank too much on the postage stamp as a trade puller. Have you ever noticed that your most regular postage stamp patrons seldom buy anything else? Adhesive as the postage stamp is, it is not a success as a puller of trade. A good many of the druggist's female customers seem to think that the druggist should sell postage stamps a little cheaper than the postmaster does in order to get the business. They imagine it is a case of competition between the druggist and the local postmaster, whereas in truth neither of them may care much whether he gets the postage stamp trade of the town or not. I once knew a man who had it in for the postmaster of his town. He used to send down to the county seat to buy his stamps, so the local dispenser of stamps would not get the business. He was a large buyer of stamps, but the postmaster did not seem to feel very bad about losing his custom, since the man in question mailed all his letters at the home office. It was a fourth-class post-office and the postmaster's salary was figured on the cancellations.

We must not forget the small boy. To my mind he is the most unprofitable and the most forgivable of the bunch. He comes in on the druggist like bees into a buckwheat field—in swarms. Generally he wants a free ruler, a calendar,

an almanac or some empty cigar boxes. I often wonder what the small boy does with the empty cigar boxes he carries away. I have a suspicion the thrifty youngster is piling them up and when he grows to manhood he will have his mansion on Wealthy avenue equipped with hardwood floors throughout made from the cigar boxes he lugged away from the village drug store in boyhood. He certainly gets enough to do some such thing as that. I have heard that some of the boys, not so thrifty, convert these boxes into toy fiddles and bore holes into the bottoms of others, invert them and then go about inviting little lads in Lord Fauntleroy suits to see how many marbles they can drop through the small aperture—all that go into the box belonging to Fauntleroy and all that fall outside belonging to "the house." If the small boy is successful in finding Fauntleroy he will not need to save up his cigar boxes—he can buy his hardwood floors.

I never feel vindictive toward the small boy on a still hunt for rulers and calendars and cigar boxes. It is the fault of his training. It is the great Yankee desire to get something for nothing, even although it may be worth less. His parents put him up to the almanac idea. Occasionally, his teacher asks the school: "What boy will bring me a nice box to plant some seeds in for the school room window?" That afternoon there is a deluge of empty boxes of all sizes and shapes, from the small wooden box, 1x2x3 inches with a slide top to the crate your last showcase came in. The teacher tells the boys they are all darlings and then goes and gets a box herself at the grocery. She does not give the druggist credit for a generous heart and 800 feet of box lumber; neither should he fail to give the teacher all the credit for clearing his shed of desirable boxes.

Then there is the one dose man, as I shall call him. He has a headache or a pain in the back or an earache or an ulcerated tooth, or perhaps, someone has discolored his eye or caused a nasal hemorrhage and he wants the druggist to do something for it. He only wants one dose. He thinks that will about fix it. He comes in with the expectation that the druggist won't have the nerve to charge him anything for his services. I think, if I were a druggist, I would disappoint him in this regard. He might discover it was more profitable to lay in a supply of headache powders and liniment and toothache gum against such a contingency—and go to some other drug store and buy it.

This article seeks rather to remind the druggist of his troubles than to prescribe a remedy. It certainly ought not to omit one man for whom the writer is at a loss for a name. He is the man who buys a 5 cent cigar, leans one elbow and the weight of his person on your showcase until it creaks at the joints—the showcase, not his person—and blows blue rings of odorous smoke toward your newly-frescoed ceiling. When he is not blowing the smoke toward the ceiling he is wafting it toward the soda fountain until any patrons thereof that may be endeavoring to eat your cold concoctions in peace are forced to cover their mouths with their handkerchiefs and seek safety from suffocation in the open air. He makes the front end of the store look like the Newfoundland banks on a foggy day or the inside of a smokehouse in the busy season. What will it profit a man if he sell one 5 cent cigar and lose his soda

fountain trade? If I were a druggist, I think I would display a sign something like this:

Buy your three-fors here;
Smoke them in the alley.
Douglas Malloch.

Field Occupied by the Registered Pharmacist.

Written for the Tradesman.

Is there anything about the knowledge a registered pharmacist must possess which makes him of any more value to the world than any other clerk? Of course a drug clerk is no better than any other clerk, but his responsibilities are far greater than those of the grocery or hardware clerk. He must spend time and money to prepare himself for his chosen profession. Night after night must he dig into chemistry until he is well enough versed in that science to satisfy the State Board. Many and many long hours must he spend over his materia medica until he knows as much of the science as the average practicing physician. He must cram his head with pharmacy until he knows from what source every drug or chemical is obtained, through what process it is put, what chemical changes have taken place and, besides the correct name, he must remember nearly all drugs by a half dozen different names by which they are known.

After years of study and toil he may be able to pass the State Board examination and secure his certificate. Then he begins to look about him for a situation and naturally turns to the want columns of the various publications to which he has access.

At the present time he is quite liable to find one which reads about like this: "Wanted—A registered pharmacist who understands how to run a soda fountain and can handle a paint and wall paper trade." He has at last found his reward for his years of hard study. A chance to run a soda fountain, wash dishes and sell paint and wall paper, with now and then a prescription to rest up on! This is, indeed, a pleasant position for a man who knows as much about medicine as half the practicing physicians. He thinks of the days when he was serving his apprenticeship, when he toiled all day and half the night at the soda fountain, or when, with his color card and step ladder, he "handled a paint and paper trade" and longed for the time when he could become registered and could watch the apprentice do this work. The time has now come—that is, he has become registered—but the same kind of work is before him. There is a slight difference, however: as he is registered now, his responsibility is increased and perhaps his salary is a dollar or two more than it formerly was.

This is a pleasant state of affairs. It is enough to make a drug clerk quit his position and learn the blacksmith trade. It seems that pharmacy is nothing more than a trade, after all, and a registered pharmacist is nothing more than a laborer and, instead of holding a "position," he has a "job." Tip Wills.

The Drug Market.

Opium—Is dull and without change. If anything, it is a little less firm than last week.
Morphine—Is unchanged.
Quinine—Is steady.
Cod Liver Oil—Has advanced \$5 per barrel and very much higher prices are looked for.
Menthol—Is very firm and advancing.
Paris Green—Is very scarce and advancing under an active demand and a large crop of bugs in sight.
Oil Spearmint—Is scarce and has advanced.
Oil Bay—Is scarce and higher.
Oil Cloves—Is tending higher, on account of an advance in the spice.
Linseed Oil—Has advanced and is tending higher.

Fourth of July Celebration

Buy your Flags, Welcome Banners, Torpedo Canes and Ammunition from the

Grand Rapids Stationery Co.

29 No. Ionia St.,
GRAND RAPIDS, MICH.

Wrapping Paper and Twines

It's Like

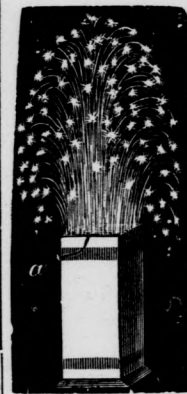
Throwing money to the birds paying a fabulous price for a soda apparatus when our

\$20 FOUNTAIN

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

Grant Manufacturing Co., Inc.
Pittsburg, Pa.

FIREWORKS



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.

Buckeye Paint & Varnish Co.

PAINT, COLOR AND VARNISH MAKERS

Mixed Paint, White Lead, Shingle Stains, Wood Fillers

Sole Manufacturers CRYSTAL ROCK FINISH for Interior and Exterior Use.

Corner 15th and Lucas Streets, Toledo, Ohio.

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 Fels Naptha Soap

DECLINED

- Domestic Cheese
Navy Beans
Flake Tapioca

Index to Markets By Columns

Table listing various grocery items such as Candles, Canned Goods, Carbon Oils, Cheese, etc., with corresponding prices.

1 AXLE GREASE

Table listing axle grease products like Aurora, Castor Oil, Diamond, etc.



Table listing mica products like Mica, tin boxes, Paragon.

BAKING POWDER

Table listing baking powder products like Egg, Royal.



BATH BRICK

Table listing bath brick products like American, English.

BLUING

Table listing bluing products like Arctic, 4 oz. ovals, etc.



BROOMS

Table listing broom products like No. 1 Carpet, No. 2 Carpet, etc.

BRUSHES

Table listing brush products like Milwaukee Dustless, Fiber, etc.

SHOE

Table listing shoe products like No. 8, No. 7, No. 4, No. 3.

STOVE

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

BUTTER COLOR

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

2 CANNED GOODS

Table listing canned goods like Apples, Blackberries, Beans.

Table listing blueberry products like Standard, Brook Trout.

Table listing clam products like Little Neck, Clam Bouillon.

Table listing cherry products like Red Standards, White.

Table listing corn products like French Peas, Sur Extra Fine.

Table listing gooseberry products like Standard, Homy.

Table listing lobster products like Star, Picnic Tails.

Table listing mackerel products like Mustard, 1 lb., 2 lb.

Table listing mushroom products like Hotels, Buttons.

Table listing oyster products like Cove, 1 lb., 2 lb.

Table listing peach products like Pie, Yellow.

Table listing pear products like Standard, Fancy.

Table listing plum products like Marrowfat, Early June.

Table listing pineapple products like Grated, Sliced.

Table listing pumpkin products like Fry, Good, Fancy.

Table listing raspberry products like Standard.

Table listing Russian caviar products like 1/4 lb. cans, 1 lb. can.

Table listing salmon products like Columbia River, Red Alaska.

Table listing shrimp products like Standard.

Table listing sardine products like Domestic, 1/4s, 1/2s.

Table listing strawberry products like Standard, Fancy.

Table listing succotash products like Fair, Good, Fancy.

3 TOMATOES

Table listing tomato products like Fair, Good, Fancy, Gallons.

CARBON OILS

Table listing carbon oil products like Eocene, Perfection, Diamond White, etc.

CATSUP

Table listing catsup products like Columbia, 1/2 pints.

CHEESE

Table listing cheese products like Acme, Amboy, Elsie, Emblem, etc.

CHEWING GUM

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

CHICORY

Table listing chicory products like Bulk, Red, Eagle, etc.

CHOCOLATE

Table listing chocolate products like German Sweet, Premium, Breakfast Cocoa.

CLOTHES LINES

Table listing clothes line products like Sisal, 60 ft., 72 ft., 90 ft., etc.

COTTON VICTOR

Table listing cotton victor products like 50 ft., 60 ft., 70 ft.

COTTON WINDSOR

Table listing cotton windsor products like 59 ft., 60 ft., 70 ft., 80 ft.

COTTON BRAIDED

Table listing cotton braided products like 40 ft., 59 ft., 70 ft.

GALVANIZED WIRE

Table listing galvanized wire products like No. 20, No. 19.

COCOA

Table listing cocoa products like Cleveland, Colonial, Epps, Huyler, etc.

COCOANUT

Table listing cocoanut products like Dunham's 1/4s, 1/2s, 3/4s.

COCOA SHELLS

Table listing cocoa shells products like 20 lb. bags, Less quantity, Pound packages.

COFFEE

Table listing coffee products like Mandehling, Purity, No. 1 Hotel, etc.

4 DWINELL-WRIGHT CO.'S BRANDS.



Table listing Dwinell-Wright products like White House, 1 lb. cans, Excelsior, etc.

Table listing Telfer Coffee Co. brands like No. 9, No. 10, No. 12, etc.

Table listing Rio products like Common, Fair, Choice, Fancy.

Table listing Santos products like Common, Fair, Choice, Fancy.

Table listing Maracalbo products like Fair, Choice.

Table listing Mexican products like Choice, Fancy.

Table listing Guatemala products like Choice.

Table listing Java products like African, Fancy African, O. G., P. G.

Table listing Mocha products like Arabian, Package, New York Basis, etc.

Table listing Extract products like Valley City 1/2 gross, Felix 1/2 gross, etc.

Table listing Condensed Milk products like Gall Borden Eagle, Crown, New York, etc.

Table listing Crackers products like National Biscuit Co.'s brands, Seymour, New York, etc.

Table listing Soda products like Soda XXX, Soda, City, etc.

Table listing Oyster products like Faust, Farina, Extra Farina, etc.

Table listing Sweet Goods-Boxes products like Animals, Assorted Cake.

5 BELLE ROSE

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

Table listing Malted Oats products like Rolled Avena, Steel Cut, etc.

Table listing Monarch products like Monarch, 1/2 bbl., Monarch, 90 lb. sacks, etc.

Table listing Quaker products like Quaker, cases.

Table listing Apricots, Blackberries, Nectarines, Peaches, Pears, etc.

Table listing California Prunes, 100-120 25 lb. boxes, 90-100 25 lb. boxes, etc.

Table listing Apricots, Blackberries, Nectarines, Peaches, Pears, etc.

Table listing Apricots, Blackberries, Nectarines, Peaches, Pears, etc.

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6

Grits
Walsh-DeRoo Co.'s Brand.



Cases, 24 2 lb. packages... 2 00
Sago
East India... 3 3/4

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

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

FISHING TACKLE
1/4 to 1 inch... 6
1 1/2 to 2 inches... 7

Cotton Lines
No. 1, 10 feet... 5
No. 2, 15 feet... 7

Linen Lines
Small... 20
Medium... 26
Large... 34

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

FLAVORING EXTRACTS
FOOTE & JENKS'
JAXON
Highest Grade Extracts

Vanilla Lemon
1 oz full m 1 20 1 oz full m. 80
2 oz full m 2 10 2 oz full m 1 25

COLEMAN'S
HIGH FOOTE & JENKS' CLASS
EXTRACTS

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

JENNINGS'
FLAVORING
EXTRACTS

D. C. Lemon D. C. Vanilla
2 oz... 75 2 oz... 1 24
3 oz... 1 00 3 oz... 1 60

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

7

GRAIN BAGS
Amoskeag, 100 in bale... 15 1/2
Amoskeag, less than bale... 15 1/4

GRAINS AND FLOUR
Wheat
Wheat, white... 79
Wheat, red... 77

Winter Wheat Flour
Local Brands
Patents... 4 60
Second Patent... 4 10

Flour in bbls., 25c per bbl. ad-
ditional.
Ball-Barnhart-Putman's Brand

Diamond 1/2s... 4 00
Diamond 3/4s... 4 00
Diamond 1s... 4 00

Spring Wheat Flour
Clark-Jewell-Wells Co.'s Brand
Pillsbury's Best 1/2s... 4 50

Quaker 1/2s... 4 00
Quaker 3/4s... 4 00
Quaker 1s... 4 00

Olney & Judson's Brand
Ceresota 1/2s... 4 50
Ceresota 3/4s... 4 40

Laurel 1/2s... 4 40
Laurel 3/4s... 4 30
Laurel 1s... 4 20

Meat
Boiled... 2 70
Granulated... 2 90

Feed and Millstuffs
St. Car Feed, screened... 25 50
No. 1 Corn and Oats... 20 00

Oats
Car lots... 48 1/2
Car lots, clipped... 50 1/2

Corn
Corn, car lots... 66

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

HERBS
Sage... 15
Hops... 15
Laurel Leaves... 15

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

8

PLAYING CARDS
No. 90, Steamboat... 90
No. 15, Rival, assorted... 1 20

POTASH
48 cans in case... 4 00
Babbitt's... 1 90

PROVISIONS
Barreled Pork
Mess... 17 75
Back... 19 00

Dry Salt Meats
Bellies... 10 1/4
S P Bellies... 11 1/4

Smoked Meats
Hams, 12 lb. average... 12 1/4
Hams, 14 lb. average... 12 1/4

Lard
Compound... 8 1/2 @ 8 1/4
Pure... 11

Sausages
Bologna... 6
Liver... 6 1/2

Beef
Extra Mess... 14 00
Boneless... 15 50

Pigs' Feet
1/2 bbls., 40 lbs... 1 70
1/4 bbls., 20 lbs... 7 50

Tripe
Kits, 15 lbs... 1 70
1/2 bbls., 40 lbs... 7 50

Casings
Pork... 24
Beef rounds... 25

Butterine
Solid, dairy... 14 1/2 @ 14 1/2
Rolls, dairy... 15

Canned Meats
Corned beef, 2 lb... 2 50
Corned beef, 14 lb... 17 50

RICE
Carolina head... 6 1/2
Carolina No. 1... 6

Sutton's Table Rice, 40 to the
bale, 2 1/2 pound pockets... 7 1/2

Imported.
Japan, No. 1... 5 1/2 @
Japan, No. 2... 5 @

9



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

SALAD CREAM
2 doz. Alpha (large size)... 1 85
1 doz. Alpha (large size)... 1 90

SAL SODA
Granulated, bbls... 95
Granulated, 100 lb. cases... 1 00

SALT
Diamond Crystal
Table, cases, 24 3 lb. boxes... 1 40

Waraw
56 lb. dairy in drill bags... 40
28 lb. dairy in drill bags... 20

SALT FISH
Cod
Georges cured... 2 5 1/2 @ 5 1/2

Herring
Holland white hoops, bbl... 10 25
Holland white hoops, 1/2 bbl... 5 25

Whitefish
No. 1 No. 2 Fam
100 lbs... 6 50
40 lbs... 3 00

SEEDS
Anise... 9
Canary, Smyrna... 3 1/4

SHOE BLACKING
Handy Box, large... 2 50
Handy Box, small... 1 25

10

SOAP
Beaver Soap Co. brands



100 cakes, large size... 6 50
50 cakes, large size... 3 25

JAXON
Single box... 3 35
5 box lots, delivered... 3 30

Church's Arm and Hammer... 3 15
Deland's... 3 00
Dwight's Cow... 3 15

SAL SODA
Granulated, bbls... 95
Granulated, 100 lb. cases... 1 00

SALT
Diamond Crystal
Table, cases, 24 3 lb. boxes... 1 40

Waraw
56 lb. dairy in drill bags... 40
28 lb. dairy in drill bags... 20

SALT FISH
Cod
Georges cured... 2 5 1/2 @ 5 1/2

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Holland white hoops, bbl... 10 25
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Whitefish
No. 1 No. 2 Fam
100 lbs... 6 50
40 lbs... 3 00

SEEDS
Anise... 9
Canary, Smyrna... 3 1/4

SHOE BLACKING
Handy Box, large... 2 50
Handy Box, small... 1 25

11

STOVE POLISH
J. L. Prescott & Co.
Manufacturers
New York, N. Y.



No. 4, 3 doz in case, gross... 4 50
No. 6, 3 doz in case, gross... 7 20

SUGAR
Domino... 6 75
Cut Loaf... 5 15

TEA
Japan
Sundried, medium... 28
Sundried, choice... 30

Gunpowder
Moynue, medium... 26
Moynue, choice... 35

Young Hyson
Choice... 30
Fancy... 36

Formosa, fancy... 42
Amoy, medium... 25
Amoy, choice... 32

English Breakfast
Medium... 27
Choice... 34

India
Ceylon, choice... 32
Fancy... 42

TOBACCO
Cigars
H. & P. Drug Co.'s brands.
Fortune Teller... 35 00

Uncle Daniel... 54
Ojlbwa... 34
Forest Giant... 34

Sweet Loma... 38
Golden Top... 27
Hawatha... 57

Protection... 38
Sweet Loma... 40
Sweet Loma... 38

Flat Iron... 33
Creme de Menthe... 60
Stronghold... 39

12

Table with 2 columns: Item Name and Price. Includes items like Jolly Tar, Old Honesty, Toddy, J. T., Piper Heldsick, Boot Jack, Jelly Cake, Plumb Bob, Honey Dip Twist, Hand Pressed, Ibox, Sweet Core, Flat Car, Great Navy, Warpath, Bamboo, etc.

TABLE SAUCES

LEA & PERRIN'S SAUCE



The Original and Genuine Worcestershire.

Table listing various sizes and types of Lea & Perrin's Sauce with prices.

TWINE

Table listing different types of twine (Cotton, Jute, Hemp, Flax, Wool) and their prices.

VINEGAR

Table listing various types of vinegar (Malt White Wine, Pure Cider, etc.) and their prices.

WASHING POWDER

Table listing different brands and types of washing powder (Diamond Flake, Gold Brick, etc.) and their prices.

SOAPINE

Table listing various brands of soapine (Babbitt's, Roseline, etc.) and their prices.

Rub-No-More

Table listing different sizes and types of Rub-No-More product and their prices.

WICKING

Table listing different types of wicking (No. 0, No. 1, No. 2, No. 3) and their prices.

WOODENWARE

Large table listing various types of woodenware (Baskets, Splint, Willow Clothes, Bradley Butter Boxes, Butter Plates, Churns, Clothes Pins, Egg Crates, Faucets) and their prices.

13

Table listing various types of mop sticks (Trojan spring, Eclipse patent spring, etc.) and their prices.

Pails

Table listing different sizes and types of pails (2-hoop Standard, 3-hoop Standard, etc.) and their prices.

Toothpicks

Table listing different types of toothpicks (Hardwood, Softwood, Banquet, Ideal) and their prices.

Traps

Table listing different types of traps (Mouse, Rat, Rat, spring) and their prices.

Tubs

Table listing different sizes and types of tubs (20-inch Standard, 18-inch Standard, etc.) and their prices.

Wash Boards

Table listing different types of wash boards (Bronze Globe, Dewey, Double Acme, etc.) and their prices.

Window Cleaners

Table listing different sizes and types of window cleaners (12 in., 14 in., 16 in.) and their prices.

Wood Bowls

Table listing different sizes and types of wood bowls (11 lb. Butter, 15 lb. Butter, etc.) and their prices.

WRAPPING PAPER

Table listing different types of wrapping paper (Common Straw, Fiber Manila, etc.) and their prices.

YEAST CAKE

Table listing different sizes and types of yeast cake (Magic, Sunlight, etc.) and their prices.

FRESH FISH

Table listing different types of fresh fish (White fish, Trout, Black Bass, etc.) and their prices.

COYERS

Table listing different types of coyers (F. H. Counts, F. S. D. Selects, etc.) and their prices.

HIDES AND PELTS

Table listing different types of hides and pelts (Green No. 1, Green No. 2, etc.) and their prices.

Wool

Table listing different types of wool (Washed, fine, Unwashed, fine, etc.) and their prices.

CANDIES

Table listing different types of candies (Standard, Standard H. H., Standard Twist, etc.) and their prices.

Stick Candy

Table listing different types of stick candy (Standard, Standard H. H., Standard Twist, etc.) and their prices.

Wool

Table listing different types of wool (Washed, fine, Unwashed, fine, etc.) and their prices.

CANDIES

Table listing different types of candies (Standard, Standard H. H., Standard Twist, etc.) and their prices.

14

Table listing various types of mixed candy (Grocers, Competition, Special, etc.) and their prices.

Fancy-In Pails

Table listing various types of fancy-in pails (Champ. Crys. Gums, Pony Hearts, etc.) and their prices.

Fancy-In 5 lb. Boxes

Table listing various types of fancy-in 5 lb. boxes (Lemon Sours, Peppermint Drops, etc.) and their prices.

Caramels

Table listing various types of caramels (Clipper, 20 lb. pails, Perfection, etc.) and their prices.

FRUITS

Table listing various types of fruits (Florida Russett, Florida Bright, etc.) and their prices.

ORANGES

Table listing various types of oranges (Florida Russett, Florida Bright, etc.) and their prices.

SEEDLINGS

Table listing various types of seedlings (Medt. Sweets, Jamalac, etc.) and their prices.

LEMONS

Table listing various types of lemons (Verdell, ex fcy 300, Verdell, ex chco 300, etc.) and their prices.

BANANAS

Table listing various types of bananas (Medium bunches, Large bunches, etc.) and their prices.

FOREIGN DRIED FRUITS

Table listing various types of foreign dried fruits (California, Fancy, Cal. pkg, etc.) and their prices.

FIGS

Table listing various types of figs (California, Fancy, Cal. pkg, etc.) and their prices.

DATES

Table listing various types of dates (Fards in 10 lb. boxes, Fards in 60 lb. cases, etc.) and their prices.

NUTS

Table listing various types of nuts (Almonds, Taragona, Almonds, Ivory, etc.) and their prices.

PEANUTS

Table listing various types of peanuts (Fancy, H. P., Suns, Roasted, etc.) and their prices.

SPAN. SHLL. NO. 1 N'W

Table listing various types of span. shll. no. 1 n'w (Span. Shll. No. 1 n'w) and their prices.

Hardware Price Current

Large table listing various types of hardware (Ammunition, Caps, Cartridges, Primers, Gun Wads, Loaded Shells, Paper Shells, Gunpowder, Axes, Barrows, Bolts, Buckets, Butts, Cast, Chain, Chisels, Crowbars, Elbows, Expansive Bits, Files, Galvanized Iron, Gauges, Glass, Hammers, Hinges, Hollow Ware, Horse Nails, House Furnishing Goods, Iron, Knobs, Lanterns, Lumber, Nails, Planes, Ropes, Sand Paper, Sash Weights, Sheet Iron, Shovels and Spades, Solder, Squares, Tin-Melyn Grade, Tin-Allaway Grade, Boiler Size Tin Plate, Traps, Wire Goods, Wrenches) and their prices.

Table listing various types of hardware (Stanley Rule and Level Co.'s, Mattocks, Metals-Zinc, Miscellaneous, Molasses Gates, Patent Planished Iron, Planes, Nails, Rivets, Roofing Plates, Sand Paper, Sash Weights, Sheet Iron, Shovels and Spades, Solder, Squares, Tin-Melyn Grade, Tin-Allaway Grade, Boiler Size Tin Plate, Traps, Wire Goods, Wrenches) and their prices.

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STONEWARE

Butters

Table listing butters: 1/2 gal. per doz. 48, 1 to 6 gal. per gal. 5 1/2, 8 gal. each 48, 10 gal. each 60, 12 gal. each 72, 15 gal. meat-tubs, each 1 1/2, 20 gal. meat-tubs, each 1 5/8, 25 gal. meat-tubs, each 2 1/2, 30 gal. meat-tubs, each 2 5/8.

Churns

Table listing churns: 2 to 6 gal., per gal. 6, Turn Dashers, per doz. 84.

Milkpans

Table listing milkpans: 1/2 gal. flat or rd. bot., per doz. 48, 1 gal. flat or rd. bot., each 5 1/2.

Fine Glazed Milkpans

Table listing fine glazed milkpans: 1/2 gal. flat or rd. bot., per doz. 60, 1 gal. flat or rd. bot., each 6.

Stewpans

Table listing stewpans: 1/2 gal. fireproof, ball, per doz. 85, 1 gal. fireproof, ball, per doz. 1 10.

Jugs

Table listing jugs: 1/2 gal. per doz. 56, 1/4 gal. per doz. 42, 1 to 5 gal., per gal. 7.

Sealing Wax

Table listing sealing wax: 5 lbs. in package, per lb. 2.

LAMP BURNERS

Table listing 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

Table listing lamp chimneys: No. 0 Sun 1 38, No. 1 Sun 1 54, No. 2 Sun 2 24.

Anchor Carton Chimneys

Table listing anchor carton chimneys: Each chimney in corrugated carton. No. 0 Crimp 1 50, No. 1 Crimp 1 78, No. 2 Crimp 2 48.

First Quality

Table listing first quality crimp top lamps: 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

Table listing XXX flint lamps: 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

Table listing pearl top lamps: No. 1 Sun, wrapped and labeled 4 00, No. 2 Sun, wrapped and labeled 5 00, No. 2 hinge, wrapped and labeled 5 10, No. 2 Sun, "Small Bulb," for Globe Lamps 80.

La Bastie

Table listing La Bastie 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

Table listing Rochester lamps: No. 1 Lime (65c doz) 3 50, No. 2 Lime (75c doz) 4 00, No. 2 Flint (80c doz) 4 60.

Electric

Table listing electric lamps: No. 2 Lime (70c doz) 4 00, No. 2 Flint (80c doz) 4 60.

OIL CANS

Table listing 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. filling cans, per doz. 7 00, 5 gal. galv. iron Nacefas. 9 00.

LANTERNS

Table listing lanterns: No. 0 Tubular, side lift 4 75, No. 1 B Tubular 7 25, No. 15 Tubular, glass fountain 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

Table listing 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

Table listing best white cotton wicks: Roll contains 32 yards in one piece. No. 0, 3/8-inch wide, per gross or roll 18, No. 1, 1/2-inch wide, per gross or roll 24, No. 2, 1 inch wide, per gross or roll 31, No. 3, 1 1/4 inch wide, per gross or roll 53.

COUPON BOOKS

Table listing 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

Table listing coupon pass books: Can be made to represent any denomination from \$10 down. 50 books 1 50, 100 books 2 50, 500 books 11 50, 1,000 books 20 00.

Credit Checks

Table listing 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.

From The Chicago Daily News May 17th 1907

GIANT BUILDING PLAN Sky-Scraper Warehouse Nearly Two Blocks Long to Be Built. BIG DEAL BY BUTLER BROS. Structure to Cost \$2,000,000 and Extend from West Lake to West Randolph Street.

Butler Brothers as warehouses is the idea of the erection of the largest composite structure of that sort in Chicago. The new building, comprising thirteen stories in height and resembling some of the colossal dramas of the ancients, will stretch from West Lake street almost to West Washington street, being connected by a twelve-foot tunnel under West Randolph street. With the ground they will represent an investment of about \$2,000,000 and they are to be ready for occupancy on Jan. 1.

The catalogue that fills this immense structure with business is certainly worth having. Have you "Our Drummer" No. J. 474

SENT ON APPROVAL! THE STAR PEANUT VENDING MACHINE

Advertisement for The Star Peanut Vending Machine. Includes an image of the machine and text describing its automatic selling of salted shelled peanuts.

Acme Folding Basket Holder

Advertisement for Acme Folding Basket Holder. Includes an image of the basket holder and text describing its use for vegetables and fruit display.

Rugs from Old Carpets Retailer of Fine Rugs and Carpets.

Advertisement for Rugs from Old Carpets. Text describing the process of creating new rugs from old carpets and listing contact information for Petoskey Rug Mfg. & Carpet Co., Limited.

The Produce Market.

Apples—Ben Davis is about the only variety left. Choice stock commands \$4.50@5 per bbl.
 Asparagus—50c per doz.
 Bananas—Prices range from \$1.25@1.75 per bunch, according to size.
 Jumbos, \$2.25 per bunch.
 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 17@18c 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 13½@14c, case count. Receipts are heavy, but none too large to meet local consumptive requirements.
 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—Californians \$3.75. Messinas \$4@4.25.
 Lettuce—Head commands \$1 per bu. Leaf has declined to 7c per lb.
 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 \$4@4.25; California Valencias fetch \$5@5.50; California navels have advanced to \$5@5.50.
 Parsley—35c per doz.
 Peplant—2c per lb.
 Pineapples—Havanas command \$3.50 per crate for 30 size; \$3.25 for 36 size; \$3 for 42 size. Fruit in barrels fetches 8@15c. Receipts are light.
 Plants—Cabbage and tomato, 75c per box of 200; pepper, 90c; sweet potatoes, 85c.
 Potatoes—The market is stronger and higher than a week ago, owing to the scarcity and high price of new potatoes, which command \$1.35 per bu. Old stock has advanced to 65c in carlots and 75c in bushel lots.
 Poultry—The market is strong and ending higher. Live pigeons are in moderate demand at 50@75c and squabs at \$1.20@1.50. Spring broilers, 20@22c; chickens, 9@10c; small hens, 9@10c; large hens, 8@9c; turkey hens, 10½@11½c; gobblers, 9@10c.
 Radishes—15c per doz.
 Spinach—50c per bu.
 Strawberries—Home grown find an outlet on the basis of \$1 per crate of 16 qts. The fruit is large and fine looking, but the fine flavor and saccharine quality peculiar to Michigan berries are largely lacking, due to the prevalence of rainy weather and the absence of sunshine.
 Tomatoes—\$1.50 per 4 basket crate.
 Wax Beans—\$1.75 per bu. box.

The Boys Behind the Counter.

Charlotte—Harper Krebs, who has clerked in J. Wildern's store the past eight years, has resigned his position and gone to Battle Creek, where he has secured a position in the Manufacturers' store, which deals in crockery and house furnishings.
 Traverse City—Clarence V. Slater, stock-keeper in the store of his father, J. W. Slater, house furnishing goods dealer, was married June 4 to Miss Mabel Ingraham, of this place. The marriage occurred at the Catholic church, Rev. Fr. Bauer officiating. John O. Slater, brother of the groom, acted as best man. The happy couple went from the church to their newly furnished home on West Ninth street.

Alpena—Jos. LaBucque has resigned his position with Greenbaum Bros. as shoe salesman and is now manager of J. Geese's shoe store at Onaway.
 Alpena—The clerks have had some trouble lately keeping the clothing stores closed after 6 p. m., according to agreement. One merchant, in particular, who had groceries and clothing combined and sold both after 6 o'clock, caused most of the trouble. The other merchants threatened to open up if this one was not closed up. The matter was compromised by the clerks agreeing to work Monday nights until 9 p. m.

Short Method of Computing Profit.

The following is a quick method of arriving at the price any article must be sold at to make a certain per cent. when bought by the dozen:
 To make 20 per cent. profit, take the dozen price and remove the decimal point one place to left. For example, an article costing \$12 per dozen, selling at \$1.20 each, gives you 20 per cent. profit.
 To make 25 per cent. profit, remove decimal point one place to left and add 5 cents if cost is \$12 per dozen, 10 cents if cost is \$24 per dozen, etc.
 To make 33½ per cent. profit, divide the dozen price by 9. For example, \$12 divided by 9 equals \$1.33½—the selling price.
 To make 40 per cent., add 1-6 to the cost per dozen and remove the decimal point one place to the left. For example, \$12 plus 1-6 equals \$14—selling price \$1.40.
 To make 50 per cent., divide cost of dozen by 8. For example, \$12 divided by 8 equals \$1.50—the selling price.
 Having the cost price per gross, to find selling price per piece to make 40 per cent., remove the decimal point two places to the left. For example, an article costs \$40 per gross. Remove the decimal point two places to the left, which gives 40 cents—the selling price per piece. This will always give a fraction better than 40 per cent., but is near enough for all practical purposes.
 Wm. H. Rouse.

In the settlement of the estate of the late James G. Fair, of San Francisco, fees amounting to nearly \$2,000,000 were distributed among a dozen law firms. The larger the estate the longer the contest and the greater the cost.

M. M. Rickert, Secretary of the Safety Gaslight Co., of Chicago, is spending a couple of weeks in the city with the Perfection Lighting Co., which has taken the State agency for the Safety gasoline lighting system.

It is not the man who prays the loudest whose prayer is first heard by the Almighty. The Lord can hear the chatter of the chipmunk as easily as he does the roar of the lion.

Business Wants

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

BUSINESS CHANCES.

FOR SALE—ONE STIMPSON COMPUTING Scale, capacity 125 pounds; first price \$65, now \$45. One Fairbank scale, No. 16; first price \$5, now \$2.50. One cheese case; first price \$3, now \$2. One Fairbank coffee mill, size 16; first price \$25, now \$15. One broom stand; first price \$2.50, now \$1.50. H. Drebin, Cadillac. 529
FOR SALE—DRUG FIXTURES—ELEGANT wall cases, counters, show cases, prescription case; all light oak; will sell at half price. O. A. Franckboner, Grand Rapids. 534

A NO. 1 OPENING FOR A PHYSICIAN who will purchase my property; price and terms reasonable. Address C. W. Logan, Tustin, Mich. 536
650 BUYS A BAKERY AND SODA FOUN- tain in a good town; doing a good business; good reasons for selling. Address No. 531, care Michigan Tradesman. 531
FOR SALE—\$6,000 CLEAN STOCK DRY goods, furnishings, shoes and groceries in nicest, healthiest town of 700 in Northern Indiana, in fine farming community. Other interests call me away. O. Tippy, New Carlisle, Ind. 533
FOR SALE—WE HAVE A FEW CARS OF maple flooring. Flooring is o. k. and price is o. k. If in need of any, let us quote you prices. F. C. Miller Lumber Co., 23 Widdcomb Building, Grand Rapids. 532
FOR SALE—HARDWARE BUSINESS IN good Northern Michigan town; stock invoices \$4,000; annual sales about \$18,000; good reasons for selling; terms cash. Address No. 528, care Michigan Tradesman. 528
FOR SALE AT A SACRIFICE—DRUG stock in town of 10,000 in Upper Michigan; invoices about \$1,800; a snap. Address No. 527, care Michigan Tradesman. 527
THE NEW WINNER SALES CO. CAN GET you money out of your stock quick and do it without loss; our methods are new, and are winners wherever we go; write us for full particulars. Address New Winner Sales Co., Wone-woc, Wis. 526
FOR SALE—GOOD TWO CHAIR BARBER shop in the liveliest town in Michigan. Address No. 524, care Michigan Tradesman. 524
FOR SALE—DRUG STOCK, INVOICING \$1,000; fruit country and summer resort. Have been shut up twenty years. Must get out of doors on account of health. Address No. 535, care Michigan Tradesman. 535
SHOE STORE FOR RENT; EXCELLENT location; furnished complete, with lease. Peter Scott, Port Huron, Mich. 517
FOR SALE—ONE ELGIN CREAM SEPA- rator, two square churns and one butter worker; suitable for a large creamery. Address No. 519, care Michigan Tradesman. 519
FOR SALE—GOOD DRUG STOCK, INVOIC- ing \$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 COL- lection 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. Willbour R. Dennis, General Agent, Michigan Trust Building, Grand Rapids, or William S. Pond, General Manager, Detroit. 510
FOR SALE—FIRST-CLASS, EXCLUSIVE millinery business in Grand Rapids; object for selling, parties leaving the city. Address Millinery, 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—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
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 FOUN- tain; easy terms. Chas. A. Jackson, Benton Harbor, Mich. 489
A GENERAL STOCK IN THE BEST FARM- ing 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—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 LOCA- tion; ten miles from any other drug store; good reasons for selling. Address No. 477, care Michigan Tradesman. 477
FOR SALE—STOCK OF GENERAL MER- chandise in 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 EN- tire general stock, including fine line of shoes and store fixtures. No cleaner stock or better trade in the State. Business been established 25 years. Reason for selling, other business. P. L. Perkins, Merrill, Mich. 473
FOR SALE AT A BARGAIN—TWENTY room hotel, six room cottage and good barn; delightfully located; fine bay view. Address 504 Front St., Traverse City, Mich. 472
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 Ell Runnels, Corning, Mich. 474
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, BAHMANN & CO. fire proof safe. Outside measurement—36 inches high, 27 inches wide and 24 inches deep. Inside measurement—16½ inches high, 14 inches wide and 10 inches deep. Will sell for \$50 cash. Tradesman Company, Grand Rapids. 368
FOR SALE—STOCK OF GENERAL MER- chandise, consisting of dry goods, groceries and men's furnishings goods; also fixtures; invoices about \$4,000; good clean stock, mostly new; in one of the best sections of Michigan; a fine business chance. Address No. 445, care Michigan Tradesman. 445
FOR SALE—A FINE STOCK OF GRO- ceries and fixtures in good location in town of 1,200 in Southern Michigan; will invoice about \$1,500; good reason for selling. Address G., care Michigan Tradesman. 439
FOR SALE—A GOOD OPPORTUNITY FOR a stock and dairy farm, situated eight miles from Marquette, four miles from Negaunee, Marquette county, Michigan, on the D., S. S. & A. Railway. Good markets; the best of water; buildings and railway station on the property. F. W. Read & Co., Marquette, Mich. 427
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 BA- zaar stock in the city or county; population, 7,000; population of county, 23,000; the county seat; stock invoices \$2,500; sales, \$40 per day; expenses low. Address J. Clark, care Michigan Tradesman. 157

MISCELLANEOUS

CAN YOU RAISE \$400? IF SO, I CAN help you start a retail store. No old goods, but all brand new. If you don't know a good town, I'll help you find one. All about goods and methods free for the asking. G. S. Buck, 185 Quincy St., Chicago, Ill. 823
WANTED—CLERK WHO IS THOROUGH- ly familiar with dry goods to take charge of department and wait on customers in other departments of a large general store. State experience, names of former employers and salary expected. Address No. 530, care Michigan Tradesman. 530
WANTED—FIVE GOOD HIGH-GRADE salesmen to sell an article which pays for itself every three months. Every machine equipped with signals preventing down weight. Address Moneyweight Scale Co., 47 State St., Chicago, Ill. 525
WANTED—PURCHASER FOR MEAT market; only stand in town of 450. Address No. 515, care Michigan Tradesman. 515
DRUGGIST, MIDDLE AGED AND EX- periented, 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—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 FURNI- ture and undertaking business; hustlers only. Write at once to W. M. Davis, Evart, Mich. 505
WANTED AT ONCE—SIX GOOD TRAVEL- ing salesmen; none but men with good recommendations and experience need apply. Angle Steel Sled Co., Kalamazoo, Mich. 499
WANTED—A REGISTERED PHARMA- cist to manage a drug store in a good town. Address No. 491, care Michigan Tradesman. 491