

MICHIGAN TRADESMAN

Nineteenth Year

GRAND RAPIDS, WEDNESDAY, JUNE 18, 1902.

Number 978

Commercial Credit Co., Ltd.

Widdicomb Building, Grand Rapids
Detroit Opera House Block, Detroit

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

WILLIAM CONNOR

WHOLESALE
READYMADE CLOTHING

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

William Alden Smith Building,
Grand Rapids, Mich.

Mail orders promptly seen to. Open daily from 7:30 a. m. to 6 p. m., except Saturdays to 1 p. m. Customers' expenses allowed. Citizens phone, 1957. Bell phone, Main 1282. Western Michigan agent Vineberg's Patent Pants.

Collection Department

R. G. DUN & CO.

Mich. Trust Building, Grand Rapids

Collection delinquent accounts; cheap, efficient, responsible; direct demand system. Collections made everywhere—for every trader.

C. E. McCRONE, Manager.

ELLIOT O. GROSVENOR

Late State Food Commissioner

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

1232 Majestic Building, Detroit, Mich.

Kent County Savings Bank

Cor. Canal and Lyon Sts.
Grand Rapids, Mich.

JNO. A. COVODE, Pres.

HENRY IDEMA, Vice-Pres.

J. A. S. VERDIER, Cashier.

A. T. SLAGHT, Ass't Cashier.

DIRECTORS

JNO. W. BLODGETT,

F. C. MILLER,

J. A. COVODE,

T. J. O'BRIEN,

E. CROFTON FOX,

T. STEWART WHITE,

HENRY IDEMA,

J. A. S. VERDIER.

Conservative Management

Capital and Surplus \$150,000

Glover's Gem Mantles

For Gas or Gasoline. Write for catalogue.

Glover's Wholesale Merchandise Co.
Manufacturers, Importers and Jobbers of Gas and Gasoline Sundries

Grand Rapids, Michigan

Tradesman Coupons

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BUSINESS BARRIER BROKEN.

From time immemorial there has been a prejudice among the English aristocracy against those who, as they call it, were engaged in trade. The landed lords and ancient families with inherited title and wealth held themselves above and aloof from those who had made their own money through the ordinary channels of commerce. To be a business man entitled one to little recognition and less rank among the British. There have been times and places where the same feeling sought to manifest itself a little in this country, but by no means to such a degree as obtained in England. But now the stigma has been removed, trade has been vindicated and come into its own. King Edward paid the distinguished compliment to J. Pierpont Morgan, the American, of singling him out from a large company and having a half hour's conversation. Morgan, according to old-fashioned British ideas, is only a tradesman, but of late the British have been getting quite a comprehensive idea of what an American tradesman can do.

Of course, the prejudice which has existed and been fostered by those who think themselves very aristocratic is unreasonable, senseless and silly. In this country a man is judged by what he is and what he has become, not what he used to be or does. Many, in fact most of the wealthiest and most influential Americans, knew what poverty was in their youth and have struggled to the top, either in professions or in business, as the result of their industry and ability. Here they are accorded credit for all they have accomplished. It is what a man is, not what he once was, that is accepted as the standard in the United States. The English are slower than the Americans to adopt new ideas and accept changed conditions. When King Edward conferred the special favor of his society upon Tradesman Morgan, who all his life has been only a business man, he set an example which perhaps may be something of an eye opener in London and the British Isles. What King Edward does, other Englishmen will feel not only that they can

afford to do, but must do. He sets the fashion over there and seems to have a good deal of sound sense about him. Hereafter there will be no barrier between business men and the social swim. They can enter it unhindered and unhampered. The exclusive set has had something of a jar, and being in trade can no longer be looked upon as conveying a taint. The Americans are proving themselves a great help to their English cousins in many ways. They are building their bridges and their railroads, running their steamship lines, selling them hundreds of millions of dollars' worth of goods annually and, incidentally, opening up new avenues of social success.

OUR NATIONAL CONSCIENCE.

Ex-President Patton, of Princeton, is alarmed about the condition of "our national conscience," and attributes to the universal desire of getting rich the dulling of our ideas as to what is right and what is wrong. Fortunately, Mr. Patton excludes the poor man from this fearful charge. This is the solitary advantage the poor man has over the rich man. He can sigh for wealth, but is compelled to the exercise of virtue because, sad to say, opportunity does not present itself to do things denounced by the Decalogue.

The utterances of a Princeton President will carry little weight with his hearers for there are ten chances to one that among his auditors some man is planning a financial coup to the wreck or detriment of a competitor. The race for wealth is beset with many dangers. A story in this connection can be told of the late Senator Stanford. On his return from Europe the Senator said to his brother-in-law:

"You have been buying a great deal of land, have you not?"

"I did not buy these properties for you," was the reply. "I bought for your boy."

The Senator paused a moment before he answered. A sad expression passed over his face, and then he said:

"Poor lad, poor lad! He will have to have all that we can get for him in order to protect himself."

Under these conditions the wonder is that any man has a conscience.

School houses may in future become centers of social as well as educational life. In New York City there is a movement advocated by Felix Adler, Jacob Riis and other students of sociology for the opening of school houses on Sunday and the provision of music for the entertainment of the people of the neighborhood. In the crowded quarters of the metropolis where the people are poor and in squalid surroundings some influence is needed to keep them from giving way to the attractions of saloons and other vicious resorts. It is probably true that lots of people acquire bad tendencies because it is difficult for them to get access and contact with things that will elevate.

A day of sorrow is longer than a month of joy.

GENERAL TRADE REVIEW.

The depressing influence of the strike situation, aided by some other minor bear influences such as the failure of the United States steel refunding scheme, still operates to restrict trading, but can not materially affect prices. As long as all leading industries are at the highest activity and good news the rule as to crop reports it is not to be expected that ordinary influences will be effective in depressing prices. Payments are satisfactory, as a rule, and bank exchanges reflect the large collections. Comparisons with clearings in the corresponding week last year are still worthless as a measure of the volume of business because of the insignificant current stock operations. Omitting the few large Eastern cities, however, the week's record shows a good increase over last year's clearings, Louisville gaining 22.3 per cent., Minneapolis 15.9, San Francisco 12.7, St. Louis 10.9 and many other interior cities from 5 to 10 per cent. Activity is especially notable in all lines of structural material, the aggregate of building operations now in progress being very heavy. This results in high prices for lumber, bricks and all allied products.

The best possible news is heard regarding the consumption of pig iron, which is the foundation of industrial activity. During May the output attained a new high record, at the rate of 18,800,000 tons per annum, yet furnace stocks were depleted to the extent of over 20,000 tons and holdings on June 1 were not more than were needed for a single day's consumption. Shipments are falling behind old contracts and high premiums are readily paid for delivery within the next few months. A few mills are planning the customary summer closing for repairs, but idle capacity will be small this season unless unreasonable demands are made by workmen. The strike at blast furnaces for shorter hours proved a failure, but some concessions as to wages were made. This interruption forced the active capacity at the opening of the month slightly below the figures of May 1, but prompt revival has probably restored the rate to a new high point, although exact figures are not available. To meet the demand for fuel Connellsville ovens are now making about 250,000 tons weekly, and shipping even more, as stocks in the yards had accumulated during the car shortage.

Some paper mills and other plants dependent on coal are closing down for the summer vacation earlier than usual in order to economize fuel. Textile mills are increasing their output, while prices in all departments are well maintained. Shoe factories at the East are still limiting operations, but at other points there is no curtailment.

The man who spends half his time looking over the fence to see what his neighbor is doing never wins. The winning horse is the one that keeps his nose straight before him and sticks right to the business on hand.

Some faces have a very striking appearance—clock faces for example.

Getting the People

Some of the Limitations of Outdoor Advertising.

Does outdoor advertising pay? The fact of its continued and growing use would argue that it does. It does not follow that all such advertising pays any more than that all of any other kind pays.

As a general proposition an extensive business can not be built up on outdoor advertising alone. This kind of advertising is necessarily so general and indefinite that it can not be depended upon to bring results except as auxiliary to that which is more specific and complete. Its value is in adding to and intensifying impressions, but it comes to the attention in too desultory a way to be depended upon for creating definite and complete ideas.

Thus outdoor advertising is essentially general. It is not appropriate, for instance, to give price lists, unless in cases where the article is a specialty with one price only. The effectiveness of such advertising lies in the added repetition to the more specific in the press and so making both more valuable. The greater the repetition in every appropriate way the stronger and more lasting the impression.

I say in every appropriate way. There seems to be no limit as to size or place where outdoor advertising may be intruded. There is just now a movement in the New York Legislature to regulate the size of the various kinds of signs and bill boards which may be erected in that State. It is very difficult to convince the average American that there can be a limit as to constructions on private property, but the movement in question proposes to limit wood and iron signs at least to the degree of safety for these materials. This may not be all that is desired, but it will be worth something to establish the precedent that such signs can be regulated at all. In many European cities the sizes are regulated to very reasonable limits and taxes are imposed even then.

Outlandish exaggerated constructions are never appropriate. Much has been said—and with reason—against the intrusion of such advertising in attractive landscapes or highway views. Good advertising is that which presents a pleasant impression on the mind. Intrusive advertising never does this. The mammoth sign advertising about Niagara for instance is of less value, in my opinion, than its projectors fondly hope.

Well-proportioned and neatly-executed advertising signs are unquestionably of value. To be well proportioned they must not be so large as to be obtrusive or in the way in any manner. They should be made to harmonize with their surroundings in a way to be attractive and so convey their impression pleasantly.

Such advertising should be very brief. People passing in this busy world will not read long stories. Repetitions of alliterative phrases soon fix themselves in the mind. If such phrases are found in connection with more complete advertising elsewhere, they are unconsciously impressed upon the memory and the more definite advertising becomes effective. Never give price lists or long lists of articles. Such are universally avoided.

There is a business ring about the writing of H. R. Niergarth which will tend to gain attention and give confidence. If, however, I were to mention

H. R. NIERGARTH

IT MEANS SOMETHING

To be on "THE TOP NOTCH" in these times of fierce competition from large cities.

It takes the double combination of brain and money to reach and hold that place. It means wise buying and shrewd management to get the best of everything in quality and price. We have accomplished this at least in a fair manner, and the results of our efforts speak for themselves.

We still sell granulated Sugar at 5c. per pound, one pound or a thousand pounds. You can have the trust sugar or the Michigan sugar either one.

—DON'T FORGET THE—

Sample Shoes.

They are moving out rapidly.

We pay 15 cents for Eggs
We pay 16 cents for Butter

Cash.

ONE PRICE TO ALL.

The
Top
Notch
Store.

I. E. SWIFT CO.,

HOUGHTON, MICH.

Shelf and Heavy Hardware AND MINING SUPPLIES.

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

RAND DRILL PARTS IN STOCK.

TUBE ROSE FLOUR

It is even, substantial, wholesome, pleasing. You'll like to eat it for its nutritious qualities. No doubt about it being the very best flour you ever tasted. Acknowledged to be the best Flour ever milled in Clinton County. Ask your grocer for it.

OVID ROLLER MILLS

Associated With Our Shirts



are all the other fixings for the summer man, and like these shirts these things are right in every particular. This is a progressive store and our stock of

Men's Furnishings is full to the brim of new ideas, new styles and good quality. We haven't missed any good things produced this season, but you'll miss it if you don't buy something from this stock.

GOODING & ORMSBEE,
MARQUETTE, MICH. 127-129 Washington St.

IMPORTANCE OF AGRICULTURE.

Volumes could be written treating on the importance of the agricultural business and there would still be more to tell. The human family are entirely dependent upon the farmer for the vital necessities of food and clothing, and in spite of untiring effort on the part of the tiller of the soil, and a gathering of the harvest, a great part of the world every month of the year, we are always on the verge of shortage, near to famine, and but a few months' surplus between us and starvation. If every manufacturing industry on earth should close for one year, the farmer would still live on in comparative comfort. But not so if the farmer should turn off no surplus for the same period. The distress and disaster resulting would be of a magnitude far beyond the comprehension of the finite mind. In magnitude, agriculture stands first and foremost of all industries, for as far as the United States is concerned, the farmers' products constitute seventy per cent of the increase of aggregate wealth, and sixty per cent of all of the transportation carried by our great transcontinental railway lines, by our coast and river navigation, and the great ocean freight carrying lines. Our exports of agricultural products now amount to nearly or quite a billion dollars annually. We can at once see that in dollars, agriculture is greater than all other industries combined, and hence should receive first consideration at the hands of our lawmakers. Such, however, we have reason to believe is not the case.

Buy and Use the New Deere Hayloader.

Stilson & Arnold

Young And Healthy

When you have a healthy appetite we want you to come in. We want you to choose from our regular menu and see if you can't find just the thing to satisfy your hunger. If you can't stay and dine, take some of our baked goods home.

SNOBBLE'S RESTAURANT

For Miss West's
R

Pure Drugs
Courtesy
Right Prices
Use of each a sufficient quantity

Sig.

Take this prescription to

MARSH,
THE DRUGGIST
524 LIBERTY ST.

Will Call Again
M. D.

You Never Have to Eat

"Bad luck" leaves
if you get your
bread from the

Hornkohl Bakery

Where perfect bread is made. We make a specialty of cakes and fancy pastry of all kinds. Telephone or order from the wagon and we will deliver at any time.

Alex C. Hornkohl
Telephone 81.

shoes in this advertisement at all I would have the matter follow the rest, or, better, have it separated by a panel from the rest. The printer's work is judicious. The fine characterized border is printed exceptionally well.

I have commented before on this advertisement of I. E. Swift Co. as being a very suitable, strong display. If the advertisement were changed oftener it would lessen the liability of its receiving so much attention from this critic and would increase the value of the space to the business.

Ovid Roller Mills present a convincing argument, which will no doubt gain attention. The printer would have done better to use smaller type for the paragraph so as to get more white space all around.

Gooding & Ormsbee present a good general advertisement for summer wear. I would strike out one-third the writing and leave out the flourish after the first line, take out the rules inside the border and so get more room.

Stilson & Arnold present us with a fine essay on the Importance of Agriculture which, however, I am afraid will not generally be found thrillingly interesting to the average reader. The only advertisement is in the last two lines. It seems to me that a few words as to the merit, efficiency and economy of the hayloader would have found more readers and excited more profitable interest. Then add the price, if practicable, and the advertisement would be a good one.

Snooble's Restaurant presents an originally expressed and attractive advertisement which will bring trade.

Marsh, the Druggist, presents an imitation prescription which is not bad for a change. The printer has carried out the idea well.

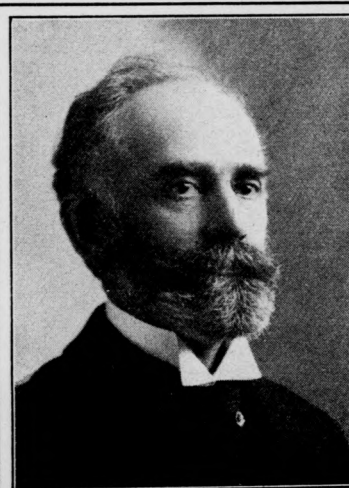
Alex C. Hornkohl writes a good general bakery advertisement which is handled well by the printer. The border is rather fine for ordinary printing.

They Do.

Uncle Si—Them city folks is a gosh blamed lot of advertisers.

Samanthy—Dew tell!

Uncle Si—Yes, the gals behind the counters in them dry goods stores is all the time yellin', "Cash here!" Gosh darn it, even if they be rich, why can't they keep it to themselves!



Open Screen Halftones

For use in

Newspapers and General Printing

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

Finer plate for \$2.

TRADESMAN COMPANY
Grand Rapids

NEW CUSTOMERS.

The Way to Get Them and How to Hold Them.

"What should the buyer or the retailer do to secure new customers and how can he hold them?"

This question suggests that the buyer or retailer has been in business for some time and desires to add "new customers" to his old ones, but it does not necessarily imply this, because when a man starts in business all of his customers are new, just as the customers secured at any subsequent time are new. Practically, it makes no material difference which way we look at it; both cases are essentially identical; for, if we offer inducements to attract new customers, the same must be given to attract the old; otherwise the latter would be discriminated against, and in that case it would not pay to be an old customer. Do not banish old customers while securing the new.

I accept the situation in its wide significance, and therefore note it as one of the things the dealer should do, namely, that he must treat all customers in the best possible manner; with the same liberality, courtesy and kindness.

What is necessary to secure and hold customers at any stage of progress is exactly what is requisite to make the start in business auspicious, successful. And to achieve ultimate success all the factors requisite to produce success at the start must be in continuous operation to the end. Business momentum will not last long after the application of energy ceases.

To gain new customers the retailer must be advantageously located in a community where they exist in sufficient number; that is, where the competition is not too active, nor business overdone. He must have a full stock of good goods; the kind the people want, but always the highest quality demand allows; the price must be right. Keep the stock well arranged and in good order—but not to an extent indicating there is no business to disturb it.

The store room must be properly constructed—suitable. Display goods to the best possible advantage; artistic window display is a good mode of advertising. Make a liberal, but proper and judicious use of printers' ink, the mode of advertising having the most extensive influence. Continuous, persistent advertising is necessary to success. An advertisement tells what you will or can do; pleased customers tell what you have done; therefore, they are the best advertisement. Advertisements should be truthful; never misrepresenting or exaggerating. Practice get-at-it-iveness and cultivate stick-to-it-iveness; they contain much practical philosophy. Good reputation, the light proceeding from good character, exerts a material influence thereon; character being the sum of those qualities that constitute a man—what he is—these constitute the essence of what the dealer should do to secure new customers.

Besides the preceding, the following are among the requisites to hold customers: Have regular prices; observe the golden rule and strict integrity; never run down a competitor's character or goods; this is unnecessary when you give full value for their money. Active vigilance, continuous attention to business, and exemplary habits are prominent among the things that produce permanent success.

Every buyer should identify his customers' interests with his own; cultivate

kindness and courtesy. Give people credit for rectitude of intention.

Do not have too many hobbies or prejudices; do not make a hobby of politics. Take an active interest in the welfare of the community; do not be parsimonious, but be as liberal as economy permits. Avoid errors. Accommodate customers by sending for goods not in stock; they will appreciate kindness. Do not give the idea you know every business but your own. Be as attentive and pleasant to the purchaser of five cents' worth as to the one who buys five dollars' worth, and see to it that your salesmen do likewise.

Smoke Is Worth Money.

From American Medicine.

The money loss from unburned smoke may be estimated from an experiment made in Manchester, England last February. At a point about three miles from the center of the city a sample of snow, which had been lying on the ground for ten days, was melted and the dry residue weighed and analyzed. It was found to be equivalent to something over ten pounds to the acre, and consisted of 48.6 per cent. carbon, 6.9 per cent. grease, and 44.5 per cent. ash. Another sample taken from near the center of the city showed about three times the amount mentioned, or nearly one ton of soot per square mile per day. The grease mixed with the soot makes it stick to the buildings or whatever else it falls upon.

In Chicago the Edison company, recognizing that "smoke is horse power going up the chimney," has appropriated \$20,000 to carry out plans to save some of the loss it sustains in this way. In London the Coal Smoke Abatement Society is making an enquiry concerning domestic grates which promises to yield valuable results. Although financial self-interest should spur on the reform, it is generally found that law and governmental regulation are required to bring about reform. Why do not the American women's clubs take up the subject? It is in the line of their avowed function as to national house-keeping and public health. They have the time and the ability to bring the nuisance to an end.

Attracting Attention by Means of Nickels.

A storekeeper in a Northern Michigan town is calling the attention of customers and those he desires as such to his wares by a novel method. The person to whom it is addressed receives by mail a well-filled envelope, with no external markings to indicate its contents, but up in the left hand corner of the envelope are printed the words: "The five cents is inside."

The appearance of the envelope, together with the notice, is calculated to induce curiosity at once. The statement that the five cents is inside is true, for on opening the letter a bright new nickel of 1902 date is found tucked away between the middle pages of a pamphlet.

The explanation given in the pamphlet is that the sender is not a stealer of other people's time, and that as it was calculated that the recipient would use up five cents' worth of his own time in reading the shopkeeper's story the latter had decided to be honest and pay for the time used or "purchased" as he puts it, and he therefore enclosed a nickel in payment.

Put Price on Everything.

Dozens of sales are lost every day by not having prices plainly marked on the goods. Many persons, especially men, dislike to look at an article, ask questions about it and then walk off without buying. The price does not necessarily need to be a bargain, that is not what they are looking for. In fact, most men don't know a bargain when they see it. They want to know if the price is within their means before examining further. It is a common thing to see men walk along a street and glance in the windows until they see one with whatever they need or fancy with prices on and stop.

Sunset Cottage



For Rent Furnished for the Summer Season

on the east shore of Grand Traverse Bay, two miles from Traverse City, near Edgewood, situated on an elevation close to the shore, commanding a beautiful view of the city and bay; one of the most picturesque locations in the north. The cottage was recently built, has five sleeping rooms, ceiled throughout, well calculated for a large family; beautiful grounds, two acres of grove, fine garden with a variety of fruit; barn for two horses. Servants' house, fine water; a beautiful place for a family to enjoy the summer. The drive to Traverse City is close to the water and charming in every way—within ten minutes' ride of depot or steamboat landing. Telephone connections with city. Good boating and bathing close by. Rent, \$250. For further particulars address

FRANK HAMILTON, Traverse City, Mich.

MICA
AXLE
GREASE

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

ILLUMINATING AND
LUBRICATING OILS

PERFECTION OIL IS THE STANDARD
THE WORLD OVER

HIGHEST PRICE PAID FOR EMPTY CARBON AND GASOLINE BARRELS

STANDARD OIL CO.

Around the State

Movements of Merchants.

Fisherville (Auburn P. O.)—Joseph Rejch, grocer, is dead.

Cheboygan—Klingensmith & Reid have engaged in the wholesale fruit business.

Ann Arbor—Ottmer & Staeb have purchased the grocery stock of Robt. S. Paul.

Clio—Huyck & Conlee have purchased the hardware stock of the Clio Hardware Co.

Grant—C. Mast has removed his general merchandise stock from Wooster to this place.

Battle Creek—The Cretekos & Klemos Co., confectioner, is succeeded by the Cretekos & Yangas Co.

Saginaw—The Saginaw Produce & Cold Storage Co. is about to put Long Horn cheese on the Saginaw market.

Kalamazoo—John Clark, of Chicago, has purchased the men's furnishing goods business of Charles Friedman.

Detroit—Geo. A. Waters & Son are succeeded by Geo. A. Waters & Sons in the agricultural implement business.

Detroit—Dempsey & Osler, grocers, have dissolved partnership. The business is continued by James Dempsey.

Onaway—L. N. McDougal, dealer in men's furnishing goods, millinery and confectionery, has removed to Crosswell.

Traverse City—Lewis & Lemon, grocers, have dissolved partnership. The business is continued by E. C. Lewis.

Cambria—Fred T. Hackett has sold his drug and grocery stock to J. D. Babcock, who has already taken possession.

Hart—Benjamin S. Reed has sold his drug stock to Dr. J. H. Nicholson, who will continue the business at the same location.

South Lake Linden—Henry Opal has purchased the interest of his partner in the grocery stock and meat market of Hodges & Opal.

Constantine—J. Thomas, clothier at Elkhart, Ind., will open a branch house at the location occupied by the White Corner Clothing house.

Chelsea—The Chelsea Telephone Co. has recently declared a semi-annual dividend of \$1 per share. The company has over 100 subscribers.

Onondaga—W. H. Baldwin & Co., grocers, have dissolved partnership. The business is continued by W. H. Baldwin in his own name.

Alpena—The shoe stock of J. V. Elton, who failed in Kalamazoo, has been brought here, and is being disposed of at the Cheney shoe store.

Calumet—Peter Primeau, administrator for the Gardner estate, has sold the stock of clothing and men's furnishing goods to G. Orick, of Duluth.

Ewart—The Osceola Cigar Co. has dissolved partnership, C. F. Phillips having purchased the interest of his partner, S. D. Briggs, who retires from the business.

Sault Ste. Marie—B. F. Smithson has opened a branch commission house across the river on the Canadian side, which will be conducted under the style of the Toronto Market.

Paw Paw—Frank Pugsley and L. E. Shepard have purchased the hardware stock of Henry Holt. They have engaged Mr. Holt to remain with them in charge of the tin shop.

Iron Mountain—The Menominee Range Telephone Co. has declared a dividend of 8 per cent. Eight exchanges and two toll stations are now maintained by the company, covering a large portion of the Iron Range.

Muskegon—I. J. Fles, formerly with the boot and shoe firm of J. Bouwens & Son, of Zeeland, has purchased the property at 126 and 128 Pine street and engaged in the boot and shoe and men's furnishing goods business.

Vermontville—Warner & Sackett have sold their men's furnishing goods and grocery stock to C. W. Moore and M. F. Sparks, of this place, who will continue the business at the old stand under the style of Moore & Sparks.

Corunna—W. A. Knight has sold his furniture stock to John L. Curtis, of this city, and Albert W. Curtis, of Owosso. A. W. Curtis will manage the store, John retaining his present position as turnkey at the county jail.

Cadillac—E. Gust Johnson has sold his branch grocery stock at 516 North Mitchell street to J. W. Salt, of Au Sable, and Bert Howell, of this place, who will continue the business under the style of the Salt & Howell Grocery Co.

Detroit—Adolph Schadt, John Matthewson and William E. Metzger have formed a partnership to buy and sell feathers. W. E. Metzger is a special partner and has contributed \$2,500 to the capital. The firm name is Schadt & Matthewson.

Scottville—S. M. Smyth has purchased the creamery building and has removed the same to the lot north of his potato warehouse, where it will soon be metamorphosed into a veneered brick warehouse, with a stone basement for the storing of potatoes and apples.

Alpena—The finishing touches of the addition to I. Cohen's department store are being rapidly completed. The present dry goods department will be greatly enlarged and a furniture department will be added. The stock for the new department is now arriving.

Cadillac—The People's Savings Bank of Cadillac, organized to do a general commercial and savings business, with a capital stock of \$50,000, has filed articles of incorporation with Banking Commissioner Maltz. The principal stockholders are George Chapman, Charles E. Russell and Henry Ballou.

Bancroft—W. E. Watson celebrated the twenty-fifth anniversary of his engaging in trade at this place last Saturday. There have been three changes in the business since Jan. 1, 1877, when Mr. Watson embarked in general trade—Watson, Obert & Co., W. E. Watson & Bro. and Watson Bros. & Martin, under which style the business is now conducted.

Lansing—L. A. Baker has purchased the stock of musical instruments formerly owned by Geo. Armstrong, successor to W. S. Holmes & Son. Mr. Baker is now located in the store occupied by Mr. Armstrong, on Washington avenue. C. B. Gillet, who shared with Mr. Baker the music store at 119 Michigan avenue, has moved to the second floor of the same building.

Ravenna—Since the big fire S. L. Alberts is located in I. O. O. F. hall; C. A. Stauffer is in the same place; Beers Bros. are in the A. Rogers warehouse; W. E. Patterson is located in his warehouse; C. V. Haas will have his jewelry store in Conklin & Eason's building until his new building is done; Bert Wilson is located in the A. Rogers building; F. E. Thatcher is in H. Waler's building.

Detroit—The Crusoe Bros. Co. has filed articles of association with a capital stock of \$25,000, divided into 2,500 shares of the par value of \$10 each. The entire amount has been paid in. The stockholders are: Francis F. Palms, 500

shares; Frank A. Schulte, 300 shares; Peter Schulte, 200 shares; Martin Bayer, 200 shares; Claude E. Howell, 100 shares; Jerome N. Crusoe, 500 shares; Joseph F. Crusoe, 700 shares.

Detroit—The Commercial National Bank of Detroit started in Tuesday as the formal consolidation of the old Commercial National and the Preston National, the last steps in the merging of the two financial institutions being taken when the stockholders of both banks formally ratified the action of the directors. The following directors of the Preston National were elected directors of the new bank: Charles L. Palms, M. J. Murphy, H. K. White, A. E. F. White, J. D. Standish and Dr. J. B. Book. These with the following from the old Commercial National bank will make the full board of directors of fifteen members for the new institution: M. L. Williams, George Hendrie, Joseph H. Berry, W. C. Williams, Gilbert W. Lee, Charles F. Hammond, Robert Henkel, Wm. P. Hamilton and Jacob S. Farrand, Jr. The capital stock of the new bank is \$1,000,000, all of which is paid in. The \$500,000 of new stock was sold at \$150 per share. As the stock of the old Commercial National was \$500,000, this makes the \$1,000,000 of capital, and the surplus of the old bank having been \$150,000, the additional \$250,000 is to be added to the surplus, making \$400,000.

Manufacturing Matters.

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

Houghton—The Lake Superior Soap Co. now manufactures a full line of toilet soaps.

Adrian—The style of the Pure Food Preserving Co. has been changed to the Acme Preserving Co.

Ypsilanti—The Ypsilanti Dairy Association has increased its capital stock from \$7,000 to \$12,000.

Cadillac—John Dersch continues the cigar manufacturing business of M. L. Dersch & Co. in his own name.

Midland—The Midland Chemical Co. is the style of a new corporation at this place. The capital stock is \$20,000.

Cheboygan—M. D. Olds recently bought a tract of timber near Naubinway, the consideration being \$108,000 cash, and he will lumber the tract next fall and winter.

Union City—The firm of J. Martin Moore & A. C. Black proprietors of the roller mills for the past two years, has dissolved partnership. The business will be continued by Mr. Black, in company with D. P. White, who has purchased the interest of Mr. Moore.

Vicksburg—A new pant and overall company will shortly be incorporated, with a capital stock of \$7,000, each stockholder agreeing to supply more money in the event of the company deciding to increase the capital stock to \$10,000.

Chapin—The Chapin Cheese Co. reports a large increase of business this year. The factory was established in 1891 by a corporation of farmers and is now under the management of Geo. E. Peters, formerly of Chicago. S. T. Leonard is the cheesemaker.

Detroit—A few weeks ago Charles Bennett, once a famous base ball player, retired from the cigar business carried on at 83 Woodward avenue. Now his long-time partner, Ben Gibbons, has done likewise, having sold out to Theo. Werner & Co., cigar manufacturers in the East, who have engaged W. B. Somerville as local manager.

Baldwin—W. M. Parsons, who has occupied the position of local manager of the Great Northern Portland Cement Co. ever since the organization of that company, has resigned. He is succeeded by J. W. Prince, of Glenn Falls, N. Y. Mr. Parsons will continue to reside at this place, although his business interests will occupy a large portion of his time elsewhere.

Detroit—The Quaker Shade Roller Co. has filed articles of association with the county clerk, the purpose of the corporation being the manufacture and sale of shade rollers and other wood and metal products. The operations are to be carried on in the counties of Saginaw and Bay. The capital stock is \$100,000. Albert E. F. White and Thomas S. White, of Detroit, are large stockholders.

Detroit—The Pioneer Woolen Mills Co. has filed articles of association with a capital stock of \$50,000, divided into 5,000 shares of the par value of \$10 each, of which amount \$25,000 has been paid in. The stockholders are: Clark C. Wortley, Ypsilanti, 4,240 shares; William M. Finck, 500 shares; John P. Puhl, 150 shares; Otto H. Dandelle, 100 shares; Clark S. Wortley, Ypsilanti, 10 shares.

Detroit—The Morton Baking & Manufacturing Co. has filed articles of association with a capital stock of \$40,000, of which sum \$10,300 has been paid in to date. The capital stock is divided into 4,000 shares of the par value of \$10 each. The stockholders are: Robert Morton, 2,000 shares; Fred D. Shiell, 225 shares; James Morton, trustee, Brooklyn, N. Y., 200 shares; Lewis Newberry, 30 shares. The company will manufacture and sell bread, cake and crackers.

Detroit—The American Go-Cart Co. has filed articles of association with a capital stock of \$36,000, divided into 3,600 shares of the par value of \$10 each. Of these shares 3,000 are common and 600 preferred stock. Eight thousand dollars has been actually paid in to date. The stockholders are: Arthur E. Howlett, 1,400 shares; Charles Sargeant, 700 shares; Thomas A. Flockhart, 30 common and 20 preferred shares; Caleb L. Cross, 20 shares; John J. Booth, 104 shares; Harry J. Booth, 50 shares; F. H. Blackman, 100 shares.

Detroit—The Morton Baking & Manufacturing Co. has been making and selling "Shaker Bread," put up in paper wrappers, for the past six years and has spent considerable money in advertising it so that it has acquired a large sale. It is averred that C. E. Price & Co. are making a bread and selling it in wrappers marked "Original Shaker Bread." The Morton company claims that this is an infringement of its trade name and has filed a bill in chancery asking an injunction restraining its use by C. E. Price & Co. A temporary injunction has been granted.

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

Broene Bros. have purchased the grocery stock of Mrs. Kate Heyboer at 857 Jefferson avenue.

Miles Chubb, who has engaged in the grocery business at the corner of Palmer and Coit avenues, purchased his stock of the Worden Grocer Co.

A. M. Scott, baker at 125 Monroe street, has leased the adjoining store, 123 Monroe street, and will remove the partition wall and throw both stores into one.

Homer A. Burton and Edwin M. Higgs, formerly with the Donseaux Clothing & Grocery Co., at Lansing, have engaged in the grocery business at Agricultural College under the style of Higgs & Burton. The Worden Grocer Co. furnished the stock.

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—35c per doz. for new.
Beet Greens—50c 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 liberal and the quality is good.

Cabbage—Florida, \$3 per crate. South Carolina, \$2.25.

Celery—Home grown is beginning to come in on the basis of 25c per doz.

Cherries—\$1.25 per crate of 16 qts. for sour and \$1.35 for sweet. The crop is good in quality and fair in size.

Cucumbers—40@45c per doz. for hot house.

Eggs—The market is stronger and higher and advancing. Local dealers pay 16c for candled stock and 13@14c for case count. The loss off is heavy.

Figs—Five crown Turkey command 14@15c.

Green Onions—12c for Silver Skins.
Green Peas—\$1.25 per bu. box.

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

Lemons—Californias \$4, Messinas \$4.25@4.50.

Lettuce—Head commands 75c per bu. Leaf has declined to 70c per bu.

Maple Sugar—10½c per lb.
Maple Syrup—\$1 per gal. for fancy.

Onions—Bermudas, \$1.80 per crate; Egyptian, \$3.75 per sack; Louisiana, \$1.65 per sack of 65 lbs.

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.

Peaches—Reports from Georgia are to the effect that the peach crop of that State will be at least two-thirds off, but the quality of the fruit marketed will be the finest ever known. Many of the trees will not make more than a half crate to the tree, but the peaches will be the finest sellers ever produced. This exceptionally fine quality, together with the price looked for, will go far toward making up the loss expected on account of the extreme shortness of the crop.

Pieplant—2c per lb.

Pineapples—Havanas command \$3.75 per crate for 30 size; \$3.50 for 36 size; \$3.25 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—Old stock is strong and in active demand at 75c. New stock is in good demand at \$1 per bu. Receipts are mainly from Kansas and Missouri points.

Poultry—The market is strong on old stock, but lower and weaker on broilers. Live pigeons are in moderate demand at 50@75c and squabs at \$1.20@1.50. Spring broilers, 18@20c; chickens, 9@10c; small hens, 9@10c; large hens, 8@9c; turkey hens, 10½@11½c; gobblers, 9@10c.

Radishes—15c per doz.
Raspberries—Receipts of Southern grown are so meager as to render satisfactory quotations impossible.

Spinach—45c per bu.
Squash—Summer fetches 75c per basket.

Strawberries—\$1@1.25 per 16 qt. crate. The quality of the stock handled is excellent, due to the cool weather, which is favorable for growers and shippers.

Tomatoes—\$1 per 4 basket crate.
Wax Beans—\$1.75 per bu. box.

The Grain Market.

The closing prices in wheat for the past week have shown no advancement or depression. The moist, cool weather during the week in wheat sections showed no improvement over the Government crop report, which made winter wheat a trifle lower than the crop report made in May, while spring wheat showed almost perfect conditions, with nearly 3,000,000 acres shortage in seeding, but then there is nearly two months before spring wheat will be fit to harvest, so that it will probably recede from the present high estimate. The visible showed a decrease of over 2,500,000 bushels, which leaves the amount in sight at 23,570,000 bushels, which is less than it has been for ten years. Besides, cash wheat seems to be getting scarcer every day and a higher premium is being paid for it, so it seems almost impossible for the bears to crowd prices below the present level, especially as the outlook for the present crop is 20 per cent. less than last year.

Corn is on the boom and fully 4c above last week's prices for July. It looks very much as if the market is oversold, because when short interests want to buy there seems to be none for sale. At present, it looks as if corn was going considerably higher.

Oats are in the same position as corn—very strong, with a 2c advance for futures. However, as the new crop will be coming along, the price will soon be lower.

Rye is very uninteresting. There seems to be no market for it at all and prices are nominally the same as last reported.

Flour is very strong at present prices. While dealers seem to be looking for lower prices, we think they will be mistaken as prices will surely advance in conformity with wheat. There is no material change in mill feed. The demand keeps pace with the supply and no change in price can be recorded.

Receipts of grain did not loom up as they usually do and I can only report the following: wheat, 46 cars; corn, 2 cars; oats, 2 cars; flour, 5 cars; malt, 2 cars; hay, 1 car; straw, 1 car; potatoes, 1 car. Millers are paying 77c for No. 2 red wheat.

C. G. A. Voigt.

The stories of the good spirit with which the Boers have accepted British sovereignty and the readiness they have displayed to fraternize with their former foes, are significant when some of the tales of British barbarity which have been circulated are taken into account. Men of the character of the Boers would not readily forgive cruel treatment of their women and children. The probability is that the charges of ferocity made against both sides in this war did not have a great deal of foundation in fact.

The Grocery Market.

Sugars—The raw sugar market is firm, but with no change in price. Refiners were ready buyers, but offerings were somewhat restricted, holders being very firm and disposed to ask higher prices. The world's visible supply of raw sugar is 3,100,000 tons, showing a decrease of 110,000 tons under June 5, 1902, and an increase of 910,000 tons over the corresponding period last year. The position of the refined market remains firm with list prices unchanged. The warmer weather is having a stimulating effect on the consumption of sugar and, as a result, the trade generally bought very heavily and business during the week was more active than for some time past. Should the warm weather continue, which will further stimulate the consumption, prices are likely to be advanced before the close of this month.

Canned Goods—Tomatoes are the most interesting feature in the canned goods line. There is a very good demand for spot goods right along and some orders have to be turned down through inability to secure supplies. Prices on what little stock there is left are not quotably higher, but have an advancing tendency. Future tomatoes continue very strong and are in good demand. Advances from some sections report unfavorable conditions for the new crop and the packers are very unwilling sellers, some of them having withdrawn entirely from the market for the present. Corn is in strong position, with a fair volume of business in both spot and future goods. The demand for spot is principally for the fancy and medium grades, there being very little trade on the cheaper kinds. The outlook for the new crop in some sections is not very encouraging and some packers have withdrawn their offerings of futures. There is a fair demand for gallon apples, but stocks are very closely cleaned up and very little business results. Trade in salmon continues very good. Stocks are moving out well and the consumptive demand at this time of the year is very heavy. Sardines are steady and fairly active.

Dried Fruits—Business in the dried fruit line is rather quiet, with only a moderate demand for the various articles in the list. Prunes show no special feature. There is a moderate demand for all sizes, but the demand is larger for 40-50s and 50-60s and for these sizes a premium of ¼c is asked, but with small business resulting. Raisins continue strong and in good demand for all grades. The demand is particularly good for seeded and stocks are reduced to small quantities. Apricots and peaches are steady and in fair request. Prospects point to a full crop of apricots and the probabilities are that prices will be moderate. The peach crop will be large like that of apricots. Currants are in good demand at unchanged prices. Dates are strong, particularly Fards, which are quoted a trifle higher. Stocks of these goods are light. Figs show no special features. A small enquiry is being supplied at list prices.

Rice—Trade in rice is quiet. Stocks are only fair and dealers are firm, but the trade continues to buy in a small way only to supply their immediate needs. The general situation of the rice market, however, is very satisfactory and it is believed the new crop will come on a practically bare market. Reports from the South state that the new crop is estimated at five million sacks, as against three million sacks last season.

Molasses—Trade in molasses is light, but the market remains steady. Dealers have only moderate supplies on hand, which are barely sufficient to meet regular requirements before the arrival of new crop and consequently show no disposition to urge sales, and buyers, as usual at this time of the year, carry small supplies from now on through the summer months and are not in the market for any large quantities. Prices for all grades are stationary and no change in the general market conditions is looked for.

Nuts—Trade in nuts is fair for this season of the year. Brazils, almonds and filberts are all very strong, with an advancing tendency. Almonds are scarce but Brazils and filberts are in moderate supply. Peanuts are in good demand at previous prices.

Rolled Oats—Trade in rolled oats just at present is quiet. The recent heavy purchases made have supplied the trade for present requirements. The market, however, is firm with no indication of lower prices in the near future.

Tobaccos—The tax on all manufactured tobaccos will be reduced 3 6-10c July 1, which will leave the tax at the same point it was before the Spanish war. Retail dealers who have on hand unbroken packages will receive the above rebate, providing they have enough tobacco on hand to bring the total tax up to \$10. This applies to goods in transit as well as goods on hand, providing invoice or bill lading has been received by the dealer by July 1, on which date the inventory must be made and the report filled out on special blanks furnished by the internal revenue collector. Most brands of manufactured goods will be reduced from 1 to 2c per pound on account of the reduction of the tax, but some manufacturers will make no change in their list price.

Hides, Pelts, Tallow and Wool.

The hide market remains quiet, with light sales. There is no accumulation of stocks; in fact, the demand is greater than the supply, but no advance will be paid to obtain them. The quality is somewhat mixed in all deliveries. There is a large percentage of seconds which are not desirable. A clear grain, free from marks, is hard to get. A strictly No. 1 hide brings above quotations.

Shearlings meet with a ready sale at fair prices, while wool skins are slow of sale. There are but few old wool skins on the market.

Tallow and greases can again be said to be easier. The demand for soapers' stock is light and prices have fallen off. The quality is poor. Anything edible goes into compound and is consumed quickly. Australian and South American shipments are enormous.

Wools are more active East and are quotable a fraction higher. While in states trading is quite active at a greater advance than East, many bunches have been sold and are sacking out. Buyers who have held out thinking prices were too high have taken lots at still higher values than have been paid. Their trade requires some wool. The past week has seemed to be more quiet, but an undercurrent was at work. Bunches are hard to move at a profit.

Wm. T. Hess.

Hermanus Hondorp, who has been connected with the Sherwood Hall establishment for the past thirty years, has returned to his desk in the shipping department after a fortnight's vacation.

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

IN A COMPLETE STOCK.

Some Things Which Every Merchant Should Keep.
Written for the Tradesman.

Every merchant whose doors are open for the patronage of the public undoubtedly has the desire to have as complete a stock as is wise and possible. A few things have occurred to me that every merchant should keep if he wishes to make a success of merchandising. First among the things he should keep I would place:

His temper.

It is a matter to be regretted that there are some merchants who do not keep this very necessary article in stock. One must not lose sight of the fact that the merchant has about as much provocation to get along without it as any man and this fact alone makes it all the more important to him that he should keep it.

The man who sells goods over a counter comes into about as close contact with human nature as any man in any profession, and very often he comes in contact with the saw edge. The world is full of irritation, dyspepsia and misunderstanding. There is not a day goes by but the merchant must mollify somebody or straighten out some tangle for some other person.

I would not slander the gentler sex, but I think if the feminine reader will be honest with herself she will admit that the woman shopper is just a trifle harder to suit than the man. A long shopping tour never improves a woman's disposition, particularly if she is looking for some particular article that she can not find. To antagonize her will neither help the present occasion nor win her future good-will.

I would not be understood to say that the merchant or clerk, by reason of his calling, is compelled to take abuse or calmly suffer injustice. I advise keeping one's temper, not particularly for the benefit of the buyer, but as an advantage to one's self. If the customer loses his and you keep yours you have him at a disadvantage. James G. Blaine says of Senators Green and Fessenden in his "Twenty Years of Congress": "Douglas rarely had a debate with either in which he did not lose his temper in debate; and to lose one's temper in debate is to lose one's cause."

What is true on the floor of the United States Senate is just as true over the counter of your store and if Stephen A. Douglas' oratory was set at naught by an inflammable disposition, the storeman's argument is likewise apt to suffer somewhat by a loss of temper. If the customer loses his temper and you keep yours he will be apt to feel a little foolish after it is all over and he has calmed down. Few men pick a quarrel for the mere joy of quarreling. They are more apt to honestly believe they have some cause for complaining and you can remove this belief much more easily if you go about it quietly and dispassionately than if you go about it "hammer and tongs."

What varied types of temper one sees in front of a counter! About the hardest kind to contend with, it seems to me, is the woman—and occasionally the man—who thinks clerks are slaves to be never spoken to kindly or even politely. They are quite frequent personages in the metropolitan stores and are just about the hardest kind to keep one's temper with. I have seen these women in stores with their escorts, acting in this manner. No doubt one of these ladies, when she dines with one of these gen-

tlemen or talks with him, is very careful to avoid doing anything that might be considered oute. Yet if her escort is one of our true American gentlemen, how his heart must swell with indignation and contempt when one of these society buds reveals the thorns of her disposition by speaking irritably or impolitely to a saleswoman. It is not difficult to be a lady where everyone is on her best behavior—at the dinner table or in the ball room or the drawing room. It is in her every day and less artificial life that the true lady and the truly unladylike reveal themselves.

Even with this class of counter irritants the clerk who keeps his temper has the advantage. In every brain there lurks a thing called conscience. In some people it is well developed. In others it appears to have suffered the same fate as their lungs and their digestive organs from tight lacing. It is stunted and cannot perform its functions properly. The heart may be squeezed in more ways than one by the desire for a small waist.

If you can get along with this class you will have no trouble with the rest; and, be it said, if you get along with this class, you are a dandy. No sales person is compelled or should take abuse or suffer injustice; but keep your temper and you keep your customer and your self-respect and teach the one who loses his a lesson. Lose it and you are a loser in the same proportion and send the customer away to pick a quarrel with some other suffering compatriot.

Keep your purpose.

There is occasionally—only occasionally—a merchant apt to wander in his policy of conducting a store. One should always seek to improve, but be careful of the will-o'-the-wisp that looks like improvement but is something else. When the customer reads in his local paper that Jones is making a number of changes in his store or Smith in his working force, or Green in his lines, he fervently prays that the newspaper has erred and that it is improvements he is making and not merely changes. There is little benefit in change except change of climate, and this is improvement. The man who builds up a trade had better think twice before he tampers with it. The boat that varies unnecessarily in its course comes in last in the race; the merchant who constantly alters his policy is the last to win success.

A store should be operated upon a definite policy. The newspaper which is conducted without a steadfast policy can never achieve great distinction. The store which caters to no trade or public taste has a harder row to hoe and more competition with which to contend than the store that has a clientele. Haven't you had an appreciative customer—there are some—tell you that you had something or did something a little better than anybody else? You may have been in some doubt about it yourself, but you have swallowed the compliment with good grace and determined to keep on pleasing this particular—perhaps very particular—customer in this particular way. What of those who say nothing? If your store possesses individuality it should not be sacrificed lightly by a change of policy unless one is absolutely certain that the change of policy is an improvement.

Every store is bound to achieve distinction in the community for something. It may be for carrying a superior grade of one thing or a large selection of another. It may be for the courtesy of its clerks, the affability of

its proprietor or the quickness of its service. Change robs it of these things unless it is such a change as does not disturb them or increases them. Then, again, a store may be noticeable for the absence of these things. If it is, there must be an absence of policy; to such a store one can only say:

Get a policy and keep it.

Charles Frederick.

The Bachelor Chauffeur.

"They tell me you bought an automobile instead of getting married."

"Yes, an automobile is like a woman, anyway."

"How, pray?"

"Expensive, contrary and hard to manage."

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LV. GRAND RAPIDS, 12 noon. AR. NEW YORK, 10.00 a. m.
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W. C. BLAKE, Tkt. Agt. Union Station, Grand Rapids, Mich.
O. W. RUGGLES, Gen'l Pass'r and Tkt. Agt., Chicago.

Grand Rapids Retail Grocers' Association.

At the regular meeting of the Grand Rapids Retail Grocers' Association, held Monday evening, June 16, President Fuller presided.

The committee appointed to meet with the Meat Dealers' Association reported that the butchers had decided to adopt the half holiday and also join the grocers in going to Kalamazoo on Aug. 7, provided the meat dealers were given one-half of the net proceeds. The committee was of the opinion that the division should be on the basis of one-third and two thirds instead, and was given further time in which to continue the negotiations.

The following letter from H. J. Schaberg, Secretary of the Kalamazoo Grocers and Meat Dealers' Association was read and placed on file:

I have ordered and will have on hand by Wednesday 4,000 gummed stickers, suitable to paste on envelopes and other various articles. These stickers invite everyone to attend our celebration on August 7. I will also have 500 posters printed stating, "This store will be closed August 7, in order to attend the grocers and meat dealers' celebration at Kalamazoo." I will also have 10,000 envelope slips prepared, suitable for jobbers to place in envelopes with invoices. These also will invite everyone to attend our celebration and will state that Grand Rapids, Holland, Muskegon, Grand Haven, Lansing, Jackson and Battle Creek have been invited to participate; that fifteen of the best bands in the State will be here; that we will have the largest industrial parade ever known in the State. For list of sports, see small handbills, and for further particulars address H. J. Schaberg, Secretary of the Arrangement Committee. If you can use some of the above matter as a starter, we will be able to furnish you a limited amount. I intend to visit Battle Creek on Tuesday to see what I can do with the merchants at that place. I am anxious to know what action the Grand Rapids meat dealers have taken in regard to coming to Kalamazoo with you. I would be pleased to hear from you regarding this matter. I would like to have you lend your influence in obtaining the acceptance of Jackson, Lansing, Muskegon, Holland and Grand Haven.

The following letter from the National Biscuit Co. was read:

We desire to take this occasion to express our congratulations to your Association in its decision to set aside a half day each week for recreation. There is certainly no class of merchants who need and deserve a consideration of this nature, especially through the warm summer months, more than the retail grocer. He is up and astir with the first peep of morn, and usually the last to leave his place of business at the close of day. He can now further the acquaintance of his family and participate in outings and recreation which heretofore his continual application to business throughout the week rendered impossible.

We trust it is also in order to congratulate the grocery clerks who will share and look forward to these occasions with interest.

And to both we believe the effects of this rest from business cares and duties will be an investment of renewed energy and clearer minds to take up and battle with business complications and the endless cares incidental to commercial life.

That your first holiday may open the series to follow in a fitting and proper manner, we beg to suggest that every grocer and his business associates wear in a conspicuous position an appropriate badge on this occasion.

We are pleased to submit a few designs for your inspection, and if this proposition meets with your approval we will gladly furnish, with our compliments, a supply of badges of the style you select sufficient to equip all interested.

On motion, the proposition was accepted with thanks and Frank L. Merrill and Ralph Andre were appointed a committee to decide on a design of badge to be adopted.

B. S. Harris called attention to the misleading quotations on grocery staples in the daily papers, especially sugar, which is quoted at the New York price, exclusive of freight, cartage and jobbers' margin. The Secretary was instructed to call on the daily papers, with a view to securing immunity from this annoyance, if possible.

It was decided to close the grocery stores all day July 4.

Daniel Viergever enquired about the cards that were to be printed and circulated among the grocers calling attention to the half day closing schedule and was assured by President Fuller that the matter would receive prompt attention.

Secretary Klap suggested that the Association usher in the first half holiday on July 10 with a great flourish of trumpets, including music by a brass band of sixteen pieces and spread-eagle speeches by Mayor Palmer and Wm. Alden Smith; that the speakers and officers of the Association start from the head of Monroe street in a hack, properly decorated, followed by a street car containing the band.

President Fuller also urged that an impressive demonstration be made. In his opinion, it would be an excellent idea to get a large crowd over to John Ball Park and keep the people there so long that they would not get back in time to do any trading in the stores which do not observe the first half holiday.

On motion, the Committee on Picnic was instructed to take charge of the affair at an expense of not to exceed \$25.

Daniel Viergever brought up the subject of cutting grocers and denied the correctness of the statement made by Peter Lankester at the last meeting that this class of grocers obtained their supplies out of town.

There being no further business, the meeting adjourned.

Heroic Treatment.

Kitty—So you have managed to get Fred to propose at last? How did you bring it about?

Bertha—I borrowed Mamie's engagement ring and had it on the third finger of my left hand when Fred called last evening.

Kitty—And what did he say?

Bertha—He saw it the moment he got into the room. He looked as though he'd go through the floor. Finally he mustered up courage to ask if it was an engagement ring, and I said, "Yes." That was no lie, you know. It was an engagement ring—Mamie's, you know.

Kitty—And then?

Bertha—Then he gasped, and I thought he would faint. But the upshot of it was he proposed.

Coffins Sold Cheap by Auction.

Yellow Springs, Ohio, June 9.—A unique auction sale was held here yesterday when the goods of the late William McCullough were sold. McCullough was a cabinetmaker and had twenty-four coffins in his collection. Nine of them, children's size, sold for ten cents each and the remaining ones, of adult size, averaged 50 cents each. It was a gruesome sight when the buyers departed with their purchases.

"What's the matter?" asked the rooster, "more absent-mindedness?" "Yes," replied the hen, "I can never find things where I lay them."

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.

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

Celery City Produce Co.

Shippers of

Selected Celery and Other Vegetables in Season

Kalamazoo, Mich.

ANNOUNCEMENT

We wish to announce to the trade that our famous White Plume Celery will be ready to place on the market in about ten days and you will make no mistake in placing your orders for some with us as we have a reputation to sustain.

We shall open the season with a price of 15 cents per bunch f. o. b. this city, each bunch to contain not less than 12 fall grown stalks.

Trusting you will at least favor us with a trial order, we remain,

Yours truly,

CELERY CITY PRODUCE CO.

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.

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

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SENT ON APPROVAL!



THE STAR PEANUT VENDING MACHINE

For automatically selling salted shelled peanuts. Operates with a cent and is perfectly legitimate. It is attractive and lucrative—not an experiment, but actual facts from actual results. Handsomely finished, and will increase your sales at large profit. Try it; that's the test! My circular gives full description and brings price and terms. Shall I send it to you?

Manufactured by

W. G. HENSHAW, Kalamazoo, Mich.

Acme Folding Basket Holder



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

Hirst Manufacturing Co.

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



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Published at the New Blodgett Building,
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TRADESMAN COMPANY

One Dollar a Year, Payable in Advance.

Advertising Rates on Application.

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

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

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

E. A. STOWE, EDITOR.

WEDNESDAY, - - JUNE 18, 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 11, 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 fourteenth day of June, 1902.

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

WHERE TO DRAW THE LINE.

The month of roses and diplomas has come and both are holding high carnival. The summer air is sweet with the breath of the one and gladdened with the joy of the holder of the other. Both have their pleasing duty to perform and both come and go carrying with them the good wishes of the world they have blessed. There are times when the thought protrudes that the diploma, unlike the rose, is not a fulfillment of all that it promised; that there is too much of the glitter and none of the refined gold longed for and hoped for, and that we are not getting from too many studies that real culture which can come only from a thorough knowledge of a far-reaching few; and yet when it is over, "When lights are out and gone are all the guests," when in pleasing confusion, the theme, not always new and not always freshly treated, is recalled to be finally blessed or banded, the wonder is that so much of the genuine good asserts itself and leaves us commending where we expected to blame.

Conceding this, it is still submitted that there are certain boundaries in the educational field which are distinctly marked out and which should just as distinctly be observed. The pupils of the high school, for example, do not fail to present in their grade anything hinting, however faintly, of the kindergarten and yet every high school senior the country over is willing, even volubly so, to assert that a high school without its secret societies, its varied "teams," its "yell" and its slang, is no high school that a wide-awake, up-to-date school boy wants to have anything to do with. So with a "Let's us!" one after another of the "rights and customs," college born and bred, has been smuggled into the high school. There is something attractive in the pin of the D. K. E., and Alpha Delta Phi rolls smoothly from the lips of the vaca-

tion-spending college boy, and when school again begins the Greek letter fraternities are introduced into the high school, with the essential accompaniments of lodge and pin and grip, a menace to good lessons and the vigorous root of no end of troubles.

What high school—a high school, be it borne in mind—to-day does not have its foot ball team and its base ball team and its basket ball team; and what one of these teams can play ball without a striking uniform? There is reason in it all. A sound mind in a sound body covers the whole ground, and for the same good reason it is necessary for the well-trained club of Smithville to cross bats with the Jonesville high school nine, and always on any afternoon but Saturday. "That is the way the college fellers manage," and so that is the way the high school clubs are allowed to manage the land over. There is a good deal of "business" engendered by this meeting of the teams, "but it is all educational." It costs to go and it costs to entertain and be entertained and it costs to come home again, but from challenge to the last waltz early the next morning it has "an educational influence" which no well-regulated high school can afford to ignore.

The college customs followed thus in term time assume complete control at the high school commencement. There is the baccalaureate sermon on Sunday; there is the planting of the class tree and the class ivy, there is the class party for the lower classes at night and a class supper for the graduates, prefaced by a graduating programme, an exact copy of the college programme with a substitution of the pupils' names—a complete transfer of the college to the high school. The last innovation is that of an ambitious class of the Middle West who have donned the college gown and mortar board, and are so proclaiming to the rest of high schooldom their right to the title of "The Leading High School of the Great Republic!"

It is submitted that this "assuming a virtue if you have it not" has a strong tendency to bring the whole matter into disrepute. The high school pupil in his college gown is suggestive of the boy in his father's overcoat and hat and of the little girl in her grandmother's finery. It certainly adds nothing to the impressiveness of the occasion. It does take away exactly what mature life appreciates most on that day of days—the exultant joy of triumphant childhood, which, seen then at its best, "can never come again."

There is nothing in these innovations in themselves to be condemned. The workaday world can get along without the college gown and cap and the rollicking music that goes with both, but it does not want to. The "sweet girl graduate" and her boy companion, as manly as she is sweet, are no more to be frowned upon and found fault with than is the rare June day upon which the commencement comes; but it does want the baby to prattle while babyhood lasts, it does want the boy and the girl to be a boy and a girl as long as they can—the pleasing, delightful torment of motherhood and of fatherhood!—and then, when they both come home from college, that same prosy old world wants the careless student life to blossom in all its glory, that its own bright days may be brought back to it. This and nothing more; and it is certain that this desire can be best reached by putting out of the high school all that the college can claim as peculiarly its own.

COAL STRIKES AND FUEL PROBLEM.

The use of anthracite coal as fuel maintains itself against serious drawbacks as to cost and convenience. In the great cities there is the constant contest against escaping smoke which gives this form of fuel a great advantage as compared with its softer competitor abounding in grosser volatile products. On this account largely the mining has been carried on at the cost of the most stupendous engineering undertakings, the older mines honey-combing the earth to great depths involving gigantic industries simply to preserve the integrity of the excavations from the encroachment of water and to secure the circulation of respirable air.

The mining undertakings of course are the growth of many years. With gradually increasing depths and constantly extending workings there have grown up such extensive and complicated operations as would make the most venturesome engineer hesitate were such projects to be laid out and presented on paper. This growth has been so gradual, extending over so long a period as to be almost imperceptible, increasing needs constantly bringing out new and improved apparatus and methods which could only result from the gradual struggle to meet conditions of constantly increasing difficulty. The operatives in these mines are many of them either immigrants from European mining centers or their descendants, so that their liking for their work is owing to an hereditary influence much stronger than could have grown up during the period of American mining. Contrary to much of public opinion on this subject, and even the expression of the miners themselves, the adaptation to the miner's life is so complete that they are lost in other surroundings. Those who sometimes venture to encounter conditions elsewhere are very apt to return to what has become their natural environment. This influence has more to do in giving permanence to the industry against the difficulties involved than is generally credited.

But the fiat of the striker is sufficient to interpose obstacles more effective than mechanical and industrial difficulties. At the delegate's behest the miner is ready to permit the destruction of the means of preserving the mechanical life of the mines, if such an expression may be used, and to invoke the necessity of his seeking a new life elsewhere. The eventual result may be an improvement, but the forced changes can not fail to work much hardship and suffering.

There are, no doubt, many purposes for which there can be no substitute for anthracite as fuel. But there are unquestionably many ways in which its use may be lessened. It is significant that since the strike increased prominence is being given to some of these. For example, oil fuel is being found far superior to coal in portability and can be burned without smoke, the only thing which has stood in the way of its use being its higher cost. Since the strike there has been a wonderful increase in the use of oil and the demand is developing a supply that for many purposes is already making it cheaper than coal. Vessels are being chartered almost daily for the Texas oil trade and considerable fleets are already on the lines. These vessels are, of course, using oil in their own furnaces and so demonstrating its practicability. Never in the history of American industry has so much attention been given to this form of fuel. Not only are its dimin-

ished bulk and tonnage a great advantage on shipboard, but its freedom from smoke is giving an effectual solution to that problem in the great cities both in municipal plants and factories, and in city and suburban transportation.

The development of hydraulic sources of power is going on apace all over the country, but in some localities the high prices of materials and labor have interposed temporary obstacles. These will not serve long to retard the work in the face of the increasing cost of fuel especially in such localities as Western Michigan. Water power is too near and its use too practical for us to go on long in the present wasteful manner with strike enhanced prices. In varying degree the same conditions obtain over much of the country, and a long-continued struggle can only result in bringing this form of energy quickly to the front.

Of significance in the same direction is the present impulse given the project of electricity supplanting steam on American railways. Since the undertaking of the vast system of tunnel transit in New York it has been evident that the subtle fluid must take the place of steam there at least. Then its extension to all surface city traffic for streets and for railway terminals is bound to follow soon. It may be many years before the electric motor will supplant steam for long distance service, but it is bound to do so eventually, and the result will be made nearer by such interference with present conditions as the Pennsylvania strikes.

Just at this time it happens that the electrical engineering firm now taking the lead in railway locomotive development in the world is coming to this country and forming a combination with one of our leading concerns in the same line. This is the combination of Ganz & Co., of Budapest, Hungary, with the Stanley Electric Manufacturing Company, of Pittsfield, Mass., under the control of a gigantic syndicate of Eastern capitalists. High priced fuel, especially in the shape of anthracite, will serve to aid the work of such a syndicate as nothing else could do.

The time has passed, if there ever was such a time, when strikes can materially bar progress in any great industry. They may still serve to disturb local conditions and may operate even to the destruction of a given industry, but the world's work will go on just the same and often with more than relatively increased impulse in other directions. The sufferers are those who break away from conditions and avocations which nothing else could induce them to leave.

Dr. Hans Schweigel, Austrian Consul at Chicago, is having a heap of trouble. He has a picture of the Emperor of Austria in the consulate and he wants everybody to uncover in the presence of the picture. He is having great difficulty in making the Chicago public obey his orders and is said to have expressed himself quite forcibly about American institutions, even including President Roosevelt in his denunciations. Now papers are flying back and forth between Chicago and Vienna, and it is said the Consul's head is demanded. Americans do not take kindly to the idea of a fetish, especially an imported one, before which they must bare the head.

Many a man after marriage wishes he had one-tenth the money he fooled away on other girls to buy a baby carriage with.

THE WEST INDIAN VOLCANOES.

The two West Indian volcanoes which destroyed so many lives and so much property in the islands of St. Vincent and Martinique are being professionally studied by skilled scientists for the purpose of determining, if possible, the causes of their eruption. They are still active, although the natural forces at work are subsiding. The crater of Mont Pelee, which wiped the city of St. Pierre off the map, has been approached and inspected and some evidence of a negative character has thus been obtained. It has been ascertained, for example, that there has been no subsidence of the mountain, its elevation being unchanged; nor has the crater emitted any molten matter or lava; there has been no cataclysm and no topographical alteration of the country. The earlier reports of the eruption, which affirm all these phenomena, have been refuted.

The affirmative evidence adduced is that the lake which formerly occupied the bottom of the old crater has disappeared and that a new crater has been formed. The latter is in the form of a crevasse, almost rifting the mountain, running transversely to the old crater and expanding into a bowl. The active agent at the time the scientists visited both craters, seemed to be steam, which hissed, according to one report, "like a thousand locomotives." This phenomenon was also accompanied by violent detonations.

The erupted material emitted by Mont Pelee consists of ashes, mud, scoriae, boulders and angular rocks. One of the streams flowing from the mountain was observed to be full of steam and mud, and the temperature of the basin of Lake Palmiste, now dry, taken three inches below the surface, was found to be 124 degrees Fahrenheit. These negative and affirmative phenomena of the Martinique volcano are the result of the personal observations of Professor Heilprin, President of the Philadelphia Geographical Society, who visited the scene of eruption in the interest of the National Geographical Society.

Professor Heilprin offers no explanation of the causes of the eruption. That is left by him for future determination or the speculation of the curious and the scientific world. He discovered some phenomena, however, in the eruption, which he considers unique in the history of volcanic activity. First, the greatest destruction of life and property ever known by the direct agency of a volcano is attributed to Mont Pelee's eruption. Second, the phenomenon of explosive gases is probably new. Third, the electrical phenomena which accompanied the outburst are regarded as new. Positive evidences of the effects of bolts of lightning were found in the ruins of St. Pierre. He volunteers no opinion, however, of the causes of the eruption, holding that a careful study of observations is necessary before an opinion can be reached.

Scientific conclusions are usually speculative deductions based on visible phenomena. They may be right or wrong. Two scientific workers in the same field may reach different conclusions from the same facts. This is aptly illustrated in the diverse views entertained by astronomers regarding the composition and physical condition of the sun. One school holds that the sun is a burning gaseous mass which will in time consume itself. The other school exploits the theory that the body of the center of our system is a cool,

habitable, solid mass, enclosed in an incandescent electrical envelope. Both theories are susceptible of proof by physical experiments. So with volcanoes and volcanic eruptions. One theory assumes a molten interior to the earth and the volcanoes mere vents in the crust, through which escapes the surplus gas generated. The other theory denies the possibility of a molten core to the earth, on the ground that the enormous pressures exerted by the component parts of its various stratifications imply a state of ultra solidity. As pressure means heat, the possibility of the earth's core being excessively hot is not disputed. If the center of the earth were, in reality, a molten mass, it would be natural to assume that the eruptions of Mont Pelee on Martinique and the Soufriere on the island of St. Vincent were due to the ejection of superfluous gases. But we might look for simultaneous eruptive phenomena, under such conditions, in all sections where volcanoes exist, for the pressure exerted by a molten mass on the earth's crust would be uniform and every volcanic valve would be thrown open to relieve it.

There are three local conditions in the West Indian eruptions which suggest very strongly the causes, without regard to the condition of the earth's interior. One is an underlying limestone formation; another, the existence of asphaltic deposits or an oil belt, illustrated in the Island of Trinidad, one of the West Indian chain, and the third in the presence of water. There would be no difficulty in reproducing, artificially, from this combination of elements, all the phenomena manifested in the recent eruptions by natural chemical processes. If the asphalt lake on the island of Trinidad should ignite a first-class volcano would be born there by the act. It might take centuries to develop it, but as surely as the burning asphalt communicated its heat to the limestone formation it would prepare it, as if passed through a kiln, for the subsequent chemical action of water. It is to be presumed that in time the asphaltum fire would smother itself with the debris of the enclosing rock, to be followed by a period of cooling, when the collection of water on the surface would be possible, and its percolation into the underlying stratification follow. Then the real volcanic condition would form. Contact of the water with the burned limestone would begin to slack it, generating the intensest of heat and the most expansive forces known in nature, which would ultimately burst the bonds of the choked cavity formerly occupied by the asphalt deposit. The result would be an exact reproduction of the phenomena which have been witnessed in Martinique and St. Vincent, namely, the expulsion of dense clouds of combustible and explosive gases from the unspent oil or asphaltum formation, volumes of steam from the evaporation of the water, the eruption and ejection of ashes and rocks from the combustion and expansion of the slacked lime, accompanied by all the other manifestations of the intensity of the heat in the form of flame, scoriae and, if need be, molten lava, which is merely the fusion of rock formations ordinarily classed as non-combustible.

The electrical phenomena, which were so strongly in evidence at the eruptions of both of the West Indian volcanoes during the periods of their greatest activity, were doubtless due to the violent excitation of the atmosphere, and the streams of mud which have been ejected

from their craters will probably be traced to the floor of the neighboring ocean, where a great subsidence has occurred. Proof of this has been obtained by soundings, showing an increased depth of water near the shore on the line of volcanic disturbance, and the breaking of the submarine cables. Recent reports indicate a marked diminution of volcanic activity, because chemical action is subsiding through the evaporation of the water in the formation. If there is any of the limestone bed left, and no doubt there is, the foundation for a future outburst has been laid in these natural limekilns through a repetition of the same natural chemical processes, the slacking of the lime by the future storage of water in the neighborhood. Unless an extraordinary accumulation of wreckage should choke the throat of the craters during the cooling off period, which began with the decline of volcanic activity, future eruptions of either of these two volcanoes are not likely to be so intense as the one which has just occurred. Eruptions will doubtless continue intermittently as long as any large volume of the limestone bed remains.

MODERN SURVIVALS OF MAGIC.

A little observation shows us that mankind is not yet sufficiently civilized to have outgrown a theory of life that is essentially magical. At the risk of seeming to preach, we venture to try to clear up a matter in which there is in popular thought much confusion. Most of us claim to believe that in the long run a man shall reap what he sows, but practically we deny such belief. In matters of health, education, social position, financial losses and gains, in regard to almost all the practical affairs of life, we are perpetually wondering that the law of cause and effect holds good. We wonder that certain things do not happen, and yet we have never done the things necessary to make them happen. We wonder that certain other things do happen, and yet we have been doing just that which must bring them to pass. We are constantly surprised that this law of cause and effect holds good, and yet if anybody in formal terms should deny the principle we should call him a fool. We never dream of doubting the force or universality of the law in the world of nature, but the minute we come up into the world of human affairs we talk and behave as if the action of this law had ceased. We smile at the stories of the "Arabian Nights" and at the "Presto, change!" of the magician, and yet in the gravest affairs of life there is an almost unlimited faith in the solemn utterances of the prescribed "Presto!" Magic still reigns almost supreme in popular religion. But the juggler theory of life is not confined to the churches, although doubtless it is from them chiefly that we have inherited it.

As an illustration of what we mean: We often meet people who say that they have always tried to be honest, they have knowingly injured no man, they have tried to do their duty; and yet they have never got on in the world as they think they ought to have done. They try to be good, yet somehow they do not make money as fast as some who do not seem to try to be good at all. So strange. Suppose one of these men owns an old horse, and he has a race on the road with a man whose colt can make a mile in 2:20. He has always tried to be good, and yet he gets beaten. How does such reasoning as that look?

Although we plant ever so much goodness, it is not at all certain that the crop will be gold. There are many seeds that develop a stock whose fruit is wealth; but moral goodness does not necessarily produce wealth, and many have very little, indeed, to do with it. So if we desire chiefly to get the beauty and good out of life as we go along, let us not grumble because we get what we work for and do not get something else besides. If it is a question between manhood and money, and we really prefer the manhood, let us not find fault with the universe because the money crop is in another field. We may be able to get both; but it is a good plan to remember that the universe does not pay cash for good behavior. If a man obeys the laws of health, these laws will work to the production of health, as the laws of goodness work to the production of goodness and the laws of agriculture to the production of vegetables. If one wishes to raise a crop of potatoes he must obey the laws of agriculture which go to their production; and if he spends all his leisure time in profanity and the breaking of all the commandments it will have no effect upon his crop. But if he neglects these laws, even for the sake of the prayer meeting or work among the poor, he may be cultivating his own character but his crop will surely be a failure. Penalty for broken law always comes in its own department. If a man is careless about fires he gets burned out; if he breaks the laws of health, he gets sick; if he is mean, the penalty is just the meanness and contempt that attach to such a character. If he is noble and true, he reaps the rewards that only such can comprehend. To sail a ship on the seas, one must obey the laws of navigation. There is no logical connection between an ecclesiastical ritual and an iceberg or a broken shaft. Any supposed connection is only a survival of ancient magic. Piety is good, but it is not the best thing to sail a ship by.

All the popular confusion on this subject—and it is very great—is from thinking that the government of this world is magical instead of being one of law. Whether it is health, or wealth, or goodness, or learning, or navigation, or what not, the one law of cause and effect must be recognized. If we would only remember this it would abate much of our complaining and make us see that when we find fault with the order of things it would oftener be just for us to find fault with ourselves.

For a time there was a falling off of immigration, but of late the figures have given no warrant for fear that there will be any lack of foreign recruits in this country. The arrivals for the first three months of 1901 were 88,680 and for the first three months of 1902 were 137,480. That shows a very perceptible increase. The arrivals for the nine months ending with March, 1901, were 287,120, and for the nine months ending with March, 1902, were 370,575. The number of those coming from Continental Europe rather than from the British Isles is increasing. Austria-Hungary leads the list, with Italy second and Russia third. Other countries in their order are Germany, Sweden, Ireland, England, Japan and Norway. In the nine months ending March, 1902, 13,886 came from Ireland, while 105,084 came from Austria-Hungary. There is no danger but that there will be immigrants enough to supply the demand in this country and to keep the population booming.

Clothing

Fundamental Rules on Which Good Salesmanship Is Based.

Brains and salesmanship are not given, nowadays, the consideration due them in the employment of clerks.

The average clerk of to-day is given employment in consideration for the small amount he will work for rather than for the qualifications which would make him a paying investment at a little greater outlay in money.

Strong statement, but true, in nine cases out of ten, and especially true of large stores in the larger cities.

The tendency is to get cheap men and rely upon the bargain advertisements to sell the goods—the clerk merely acting as an automaton to pull down the goods and to make out cash slips. He is not supposed to go further—he can not.

Such men are not worth the room they take up behind the counter, and the only excuse for being there is that they offer to work cheaper than good salesmen and for that reason are employed.

It is strange that so many sharp, shrewd merchants can not see that they are standing in their own light when they adopt the policy of employing cheap men instead of capable, qualified salesmen.

Merchants who adopt this policy invariably advance as a reason for so doing that competition is now so keen and sharp that profits are slim and necessitate curtailing expenses in every possible direction.

It may be, and is, nowadays, necessary to watch and keep down expenses in every direction, but it is detrimental to the welfare of any store to curtail expenses by adopting low salaries as a standard of employing and trusting to luck to secure brains in the deal.

An underpaid man is never a willing worker. He has no interest in the firm, or its future welfare, beyond the small salary he gets, knowing full well that the next man who comes in and offers to work for less than he does will most likely get his place unless he consents to work for less.

He has no incentive to induce him to apply himself, study merchandising and become a proficient salesman. He knows that brains and ability are not the standard of excellence and reward.

An underpaid man can not dress well—a serious drawback to a store in which men go to purchase style.

A man in a well-worn, faded suit can not sell high priced goods unless the customer knows just what he wants and salesmanship is not required to induce him to take the garment.

"The best is the cheapest" applies to clerks as well as to the stock.

If a clerk was needed in the neckwear and furnishings department and the employer was asked if he would put a grocery clerk in, he would indignantly and very emphatically say, "No!" The question puts it in an absurd light. Still this same employer would fill the vacancy with a man who had had experience in almost any line of business but furnishings if the individual made his application and offered to work for a small enough consideration per week.

This is the tendency and it is a radically wrong one.

It pays better to employ one good man who is fitted and capable of selling your line of goods than to put three inexperienced, brainless men behind the same counter.

The prime qualification of a good

salesman is his ability to sell goods other than what the customer came to purchase.

It is true that "anyone can sell you what you want, but it takes a salesman to sell you what you did not come to buy."

This is illustrated by the many slot machines now found so thickly scattered about the cities and which dispense chewing gum, confections, peanuts, etc., by having a penny dropped in the slot. Salesmanship does not enter into the mechanism of these machines.

A clever salesman will nearly, or quite, pay his own salary by profits made on sales to customers of merchandise over and above what they come in to buy.

In order to get facts for this last statement the writer called on one of the most successful haberdashers, who is known to employ only the most skilled help, and from him obtained some exceedingly valuable information relative to high-priced men as a paying investment.

"I employ the best men I can get and salary is not a factor to enter into serious consideration—get brains and pay for them, then call on them for results and you'll get them every time.

"There's a man," said the haberdasher, pointing to a salesman, "who gets the largest salary of any furnishing goods man in Chicago—the size of it would frighten an ordinary small-town merchant, but the profits on sales he makes of goods over and above what customers come in to buy more than pays the difference between his high salary, and that of an ordinary salesman."

The salesman here spoken of is a student of human nature and brings this gift to bear on each customer. He seems to know what a man will like by studying him.

This salesman seldom fails to sell a shirt buyer some neckwear or collars and cuffs by attracting attention, in a careful, tactful way, to some new shape, effect or shade in neck dressings.

The simple question, "Don't you need some collars?" would in almost every case bring out the reply, "No, not to-day."

The question, "Have you seen the new shape in highband collars," would

Ellsworth & Thayer M'n'g Co.

Milwaukee, Wis.



Manufacturers of

Fur Coats and Fur Lined Cloth Coats

The Great Western Fur Coat.

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

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

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



Get our prices and try
our work when you need

Rubber and Steel Stamps Seals, etc.

Send for Catalogue and see what
we offer.

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

FREIGHT TRACERS

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

BARLOW BROS.,

GRAND RAPIDS, MICH.

PAN-AMERICAN GUARANTEED CLOTHING

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

Our \$5.50, \$7.00 and \$8.50 lines have been "class
leaders" for years. Progressive methods and success
have enabled us to add QUALITY to our whole line.

\$3.75 to \$15.00—Men's Suits and Overcoats—a
range which includes everything in popular priced
clothing.

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

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

"A new suit for every unsatisfactory one."



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

WILE BROS. & WEILL BUFFALO, N.Y.

arouse the customer's curiosity, and his answer would be one of assent to look at it. Then good salesmanship does the rest.

The plan, or method, rather, that forms the basis of good salesmanship is the cultivation of the ability to read human nature quickly.

The following general rules are given by one of the most expert, high-salaried salesmen of Chicago:

Study the general make-up and taste of your customer while he is looking at what he asked for. Size him up, as it were, as a liberal buyer, a close buyer or a hard one to sell to.

Make up your mind what you want to try to sell him after you have made the sale of what he wants. Think ahead.

If you have a fad or a new effect mention it and dwell upon a peculiar or a good feature in it as an excuse for calling attention to it. The customer will take this as a mark of courtesy rather than a bit of strategy.

They will look every time, and I do not exaggerate when I say that I can make one sale in every three customers.

If the customer seems indifferent and does not show some interest, let him alone—do not ever force a sale.

To sell goods by showing them requires tact which is a characteristic that anyone may acquire by the study of human nature and experience.

"A clerk who starts out to make a success," continued the salesman, "of introducing goods to customers must guard against trying to force his ideas on others and make a sale on line of talking them into buying. Over zealousness is worse than almost total indifference and a clerk must act carefully and feel his way, as it were, in each case. To tire a customer by over-persistency is likely to make that same customer avoid the salesman in the future, if not make him shun the store."

The majority of merchants pay too little attention to the study of their clerks and to becoming familiar with their good and bad traits as salesmen.

Employ men with a view of making them useful and profitable in the future. Start them on low, yet consistent salaries, but plenty of encouragement and positive assurance that their advancement depends wholly upon their acquired ability.

Do not be sparing of good words now and then. They cost nothing, but they buy a great deal of interest in your business and you are the gainer.

Advance a man's salary a little at a time, make it often and small, rather than wait a long time and make the advance greater. That is if you intend to raise a man from \$10 to \$15 in three months advance him three times in that period. It will cost a few dollars more, but the effect it has as a stimulant is worth many times the cost and the clerk will apply himself with greater zeal.

Watch your salesmen closely, study their ways of handling trade, and, if necessary, coach them into your ways. Do not consider your time thrown away by so doing.

Discharge a clerk just as soon as you find him to be unfitted or unsuited to your business. It is serving the clerk's best interests, as well as your own, to divorce the man from an occupation for which he is unsuited or can not be trained.

Impress the following on the minds of every clerk in the store as your foundation rules of business:

1. To say what they mean and mean just what they say. Make everything perfectly plain to a customer and do not avoid a question in order to make a sale.

2. Do not misrepresent an article by failing to explain a quality when the clerk knows that the buyer thinks the article other than it really is. Volunteer the information.—Apparel Gazette.

Just Between You and Me.

What is the use of kicking, brother? When things go wrong with you and you feel like a fiddle with the bridge down, doesn't it occur to you that the chances are that it is you who are bilious and not that the universe has slipped a cog in the night? Don't you know that the man to whom you take your tale of woe sees in it a confession of weakness on your part and that in nine cases out of ten you are condemned out of your own mouth? More times than not, the whole trouble arises from your having too high an opinion of your deserts and too low a one of your neighbor's. If success has marked you for its own, if you are going to rise superior to your hindrances, you are going to ignore what you can of unpleasantness, bear what you must and work away with an unflagging determination to achieve your end. The only thing that really counts for anything is results. Talk will never cover deficiencies, nor will any amount of explanation or excuse prevail in the face of continual failure. Do something! Try something for yourself! Make two blades of grass grow in the place of a weed; send in that order the house hardly hoped you would get; open a new door for trade; show up a satisfactory balance sheet at the end of the year—and let the other fellow kick. It is better to lead and have the field against you than to be one of the pack that hangs on the heels of the leader.

If you ever accomplish anything of value you will make mistakes while doing it. Let the other fellow waste his breath over these—and do something more while he talks. Errors are often like the skirmish line that draws the enemy's attention and covers the real plan of attack.

The only man who never made a mistake is the one who never made a success. The horse in a tread-mill never gets in a smash-up, but neither does he get anywhere. Every path to pre-eminence is blazed with errors as the wagon road across the plains is lined with skeletons of those who failed by the way, and our road is clearer for the passage of the pioneers who learned the best paths through experience on the worst ones. A stupid error, a careless error or a repeated error should receive no end of self-condemnation and a hearty Amen to the assaults of others, but oh, brother! expend your bad language upon yourself and let the other fellow alone. Do not kick, for it never pays.

We have all sung the old song in which the boy is urged to "Learn to say No." That lesson is too well learned. The crying need of the day is a greater ability to say Yes, and to say it heartily. More than half the failures we know about are simply unsupported successes that "a long pull, a strong pull and a pull all together" would have lifted on to a firm basis. Negative measures never accomplish anything in the way of progress any more than a rock in a stream aids navigation. Get outside your own scheming brother, and when a good thing is presented to you approve of it, unless you have something much better to offer, which the true kicker never has. If it has weak points, give of your strength to strengthen them. You will lose nothing by it. The most successful man you know is the one who complains the least and uses a dozen affirmative measures to one of the negative.

Don't kick! Every kick has a recoil.—Hardware.



This is to Certify

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

Vineberg Patent Safety Pockets

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

MANUFACTURED BY

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

Sold by All First Class Clothiers.

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

The Peerless Manufacturing Company.

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

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

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

Fall Line of Ready Made Clothing

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

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

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

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

ESTABLISHED A QUARTER OF A CENTURY

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

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

If you want the nearest thing to a water proof shoe that is made buy this one.



It is made from the best seal grain that can be found. This shoe will make you friends.

Price \$1.60 wholesale.

The Western Shoe Co.,

Toledo, Ohio

Shoes and Rubbers

Home-made Shoe Polish.

Three ladies occupied the long settee in the shoe store while one was being fitted to oxfords. They were old friends and ex-school mistresses and the conversation comprised reminiscences.

"Speaking of shoe polish," said one, "I thought, once upon a time, that I had made a great and remunerative discovery. It was in the winter. I taught the Atherton school. Miss Smith and Miss Acre also taught country schools in the same district. We three boarded at the same place. We were too far from town to go in on Sunday, so we put in the time of the Lord's day at and going to and from the little country church.

"Several young men attended and, of course, it was imperative that we three 'town girls' put on our best appearance.

"We brought from town all the appurtenances of a lady's toilet and prided ourselves on keeping up our stock. But, alas! one Sunday caught us without shoe polish. You know what shoes look like after a walk on country roads.

"Well, we were in despair until some one suggested stove polish and one girl tried it—then we were in hysterics; talk about your negro minstrels—she was a peach. Then your honorable ego made her discovery of mucilage and ink. It worked beautifully—put on a polish which would or rather might have driven Whittemore to despair.

"We all used a liberal supply that Sunday, the next Sunday and the next, when it rained. Farewell, fond hopes! We came home through that rain and you should have seen those shoes. The hair of the seven Sutherland sisters was not in it. We took the grass from the meadows by the roots. Everything stuck to those shoes. They looked like 'Weary Willie' after the cyclone. That was the finis of the new shoe polish syndicate."

Insist on the Resignation of the Ingrate.

How many buyers are capable of handling the "second man" on the floor? How many houses are so scrupulous that they will not lend a willing ear to anything that the second man has to say to the detriment of his superior? Cases of this being done are brought to our attention every day in the week. Second men who have little or no ability attempt to ingratiate themselves by underhand methods in the good graces of the houses with whom they are employed, and undermine the position of the buyer by lies and other means which they have at hand.

The most important of all these methods is one in connection with stock. The buyer tells the assistant that he would like to have him check off the sizes of the various shoes in the department or store. The assistant, knowing full well what it means to have undesirable sizes in stock, simply skips those sizes and gives the buyer to understand that they have been all sold out, and it is necessary to order a few more pairs. In fact, very often he takes these sizes from stock, and puts them up in the reserve, and when the buyer asks for an account he sees that these sizes are missing, and takes it for granted that everything is all right. With this in mind he reorders, until at some future time when the head of the house demands an accounting of all the goods in stock, there are six, eight and ten pairs of these undesirable sizes lying on the shelves.

All of this acts to the detriment of the buyer. The second man is not held accountable, where, if the truth were known, and if everyone had his deserts, the floor man should be made entirely responsible for each pair of shoes in stock. He is the one who is closest to the salesmen; he is the one who goes over the various stocks every day in the week, and he is the one who ought to be able to tell at a moment's glance whether such and such shoes are sold or not. Furthermore, he is usually in the presence of the buyer when he calls in and issues size-up orders, and it is a simple matter for him to see if these undesirable sizes that he has in stock are being duplicated in the order about to be placed.

It is very wise for a shoe buyer to look over his stock once in a while himself, and not take for granted everything that is told him. Perhaps one of the most successful shoe buyers in America every once in a while can be seen going over his stock, not only the forward, but the reserve, looking over the size-book, looking up call orders, and by many other methods keeping himself directly in touch with things as they exist on the floor.

A shoeman who finds that he has an ingrate under him, such as we have pictured, would be far better off to insist upon his resignation being accepted at a moment's notice. If the house refuses to accept it, it is then time for the buyer himself to get out, as one man and a dog can not very well move in the same atmosphere and work in harmony with each other. The ingrate is bound to "do" his superior sooner or later, and the buyer, by taking the bull by the horns and asserting his position even resigning if necessary, rather than be thrown out a little later on, will not only hold his self-respect, but also place himself in a better light for securing another position.—Shoe Retailer.

To Turn Negroes White.

There are advertised in the South nostrums which it is pretended will turn the complexion white. That shade is guaranteed only to mulattoes, but the advertisers of the drugs profess that even the darkest skin may be made from four to five shades lighter, whatever degree of change that may show.

With this preparation are thrown in mixtures to make the hair straight. The combination is put in a box and at the price of \$1 finds many purchasers. The profits of this enterprise are so great that several rival firms make large sums out of it every year.

Strong acids applied to the skin will, of course, take off the outer skin. This may tend to lighten the color of a complexion to some small degree. The effect will not be permanent and the application of the liquids must be frequent. The same sort of preparation used to be sold to remove sunburn. It took off the tan; but it took the skin with it and after a while the effect of this diluted acid on the skin was found to be so injurious that it went out of use altogether.

"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, Neatawanta, 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.



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.

Mayer's

Men's Fine Shoes

Are nobby and up-to-date in style. They are made on perfect fitting lasts. Increase your Men's Shoe trade by adding a line of shoes that will bring satisfied customers back to you. Write for prices.

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

Our Strong Star Line



STAR LINE

of Boys', Youths' and Little Gents' Shoes are made over up-to-date lasts.

The uppers are cut from the best grades of standard leather and possess unusual strength and durability.

This is the line we make whose appearance pleases the boy and whose wear satisfies the parent.

Rindge, Kalmbach, Logie & Co., Ltd.

Grand Rapids, Mich.

Assisting the Clerks to Bear the Warm Weather.

The hot summer season and the dog days will soon be on us. The fatiguing time of the year to work in a store is during the months of July and August, and anything that can be done to assist the clerks should be immediately taken into consideration. No one selling at retail has as trying a position as a shoe salesman during the summer season—continually stooping, the blood rushing to his head, the straining of every muscle of his back, running here and there all over the store in order to satisfy the desires of some finicking customer; all these things stamp him as one of the hardest workers selling to the retail trade.

The first thing that can be done, and no doubt with propriety, is to permit the salesmen on the floor to wear shirt waists. It would not be advisable to have them wear the various colors of the rainbow or to have them so loud that they will talk; see that they wear something of a subdued pattern, and the effect will be more pleasing than otherwise to the customers whom they attend.

Another means of assisting them during these hot months is to have early and late hours—that is, having half of the clerks reach the store at 8 o'clock and the other half at 9. Those who arrive at 8 can be allowed to leave an hour earlier in the evening, and the late-comers wait until the store closes. This should be alternated every day except Saturday and perhaps Monday, when the trade is the heaviest. With a little extra effort on the part of the clerks, this scheme can be carried out to perfection, and the store will not suffer by its adoption. The clerks will be more anxious to work, and their efforts will bring better results. Harmonious relations are very good things to have in a store, and the good will of a clerk is capital to his employer. This can be easily secured without loss to a merchant by the adoption of such methods as this.

If the store is a small one where only one or two clerks are employed, it would be well to give them a vacation, if it is only a day at a time. If in a large store, after the Fourth of July it is a simple matter to dispense with one clerk at a time for a week without any injury to the business.

Merchants too often have appreciated the fact that they can get along without the assistance of a clerk for two or three weeks in the summer months when business is dull; and with this in view they lay him off without salary. This is manifestly unfair, as every clerk earns much more than his salary during the busy seasons. At such times he is invaluable. He works early and late and does all in his power to run a big book on the floor, thus hoping to ingratiate himself in the good graces of his employer; but it is rather severe to think that after this spell is over at the first appearance of the dull season he is laid off for two or three weeks without salary. Our clerks do not receive such a munificent sum of money every Saturday night as to allow them to remain idle two or three weeks at a time. They can no more do without their salaries than an employer can do without the clerks during the busy seasons of the year. Employers are heartless in this respect, and they ought to take this subject home to themselves, place themselves in their clerks' positions, and see if they could live on the miserable pittance of \$10 or \$12, without mentioning taking it away from

them three or four weeks in the summer. Over half of the clerks are married, and [it is rather a difficult job to keep a house on \$12 a week. The loss of three weeks' salary would put a household back for six months, and it would be utterly impossible for them to catch up in less time than that. This may look like an absurd statement, but just figure it out, and the result will be very plain—rent at \$12 per month, fuel and food \$7 per week, car fare and other sundries \$3 per week; this leaves the munificent sum of \$2 to be laid away in the bank for future use—to buy clothes, baby shoes and other important adjuncts which are necessary to the maintenance of a home.

These figures are minimum, and you will not find one in fifty who will be able to live on that amount. Therefore it is a hard matter for a man to live on \$12 a week and stand a lay-off during the dull seasons of the year.

The plain truth of the matter is that all men are avaricious; they are working for themselves only. They seem to forget that at one time they were in the harness the same as the boys on the floor, and it is almost impossible for them to realize that a workingman desires butter on his bread. A Vice-President of the United States once said that workingmen did not need butter on their bread; that they could live without it; that it was simply a matter of cultivation. This motto has been carried into the mercantile world, and the employers of labor at the present time have little or no regard for those under them. Do not forget the boys on the floor all have to live. They need your consideration. Just give them a chance, and the good work which you will get in return will more than repay you for any little sacrifice (if sacrifice you may call it) that you may make.—Shoe Retailer.

Domestic Ability.

An aristocratic East Fulton street woman, who has had the usual number of failures in the way of domestics, having tried nearly every nationality, heard the other day that a number of girls had come here from Finland to seek employment as servants, and that they were highly recommended as strong, intelligent, capable and generally excellent help.

With high hope the housekeeper bled her to the office where these paragons were on exhibition, and was soon brought face to face with a brawny specimen, who could not speak a word of English. With the aid of an interpreter the following conversation took place:

"Can you cook?"
"Oh, no."
"Can you wash and iron?"
"No."
"Can you sweep and dust or clean house?"
"I have never done anything like that."

"For goodness' sake!" exclaimed the astonished matron to the interpreter, "ask her what she can do."

With calmness and complacency the reply came back, "I can milk rein-deers!"

Ready for Business.

He—Do you know that, as long as I have known you, I have never seen you dressed in white.

She—Indeed! Are you, then, so partial to the color?

He—Not exactly that; but whenever I see a girl dressed in white, I am tempted to kiss her.

She—Will you excuse me for fifteen minutes?

If somebody else hadn't advertised and made a success of it, and some were not advertising successfully, there would be little work for the advertisement compositor.

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

Buy Hood Rubbers

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

The L. A. Dudley Rubber Co.,

Battle Creek, Mich

FINISH

Like charity, covers a multitude of sins.

Finish in shoes covers—

Good Leather,
Poor Shoddy.

Wear alone tells the story.

The wearing qualities of our shoes built our business.

Try them.

Herold-Bertsch Shoe Co.

Grand Rapids, Mich.
Makers of Shoes.

Dry Goods

Weekly Market Review of the Principal Staples.

Staple Cottons—The greatest interest in staple cottons this week has been centered in the jobbing districts where bleached cottons have had prices cut, including many of the most popular tickets in the trade. So far this condition has not been reflected in the primary market and agents claim that it will not be and some say that they do not see why it exists in the jobbing end. Business at first hands has been quiet in all grades, but firm in prices up to the present writing. Wide sheetings have found a fair business at previous quotations. Brown sheetings and drills show a small business for home account and practically nothing for export trade, and prices on the whole show no change, although the tone is easier. Ducks are finding a moderate business at previous prices and brown osenaburgs are quiet and steady. Denims are in small supply and consequently very firm. Other coarse colored cottons are similarly situated with small stocks and firm prices.

Prints and Gingham—Staple lines of prints have shown an average amount of business at former prices and fine printed fabrics are also without change. There has been a moderate call for both dress and staple gingham and prices are steady. Fine woven patterned wash fabrics for next season are also in fair request and firm in prices.

Linings—The regular line of cotton linings has not shown any particular alteration either in demand or prices since our last report, moderate quantities only being asked for, either for immediate or future delivery. Kid finished cambrics are selling well, the tone is rather inclined to be easy for some goods. It is reported that rather larger orders have been accepted at a fractional reduction. Silesias and percalines are selling moderately at previous prices. Mercerized linings and high finishes, both plain and fancy effects, are moving steadily and in many lines excellent orders have been taken for fall and prices are firm.

Dress Goods—The developments in the wholesale dress goods market during the week under review have not been of a character to indicate any marked progress in the campaign being carried on by the jobbing trade for fall business. There is more or less demand all the time for fall wool and worsted dress goods, but the movement is lacking in force and regularity, giving evidence calculated to create a strengthened impression that the jobber is far from being fully satisfied with present drift of events. A good many manufacturers of dress goods are plainly disappointed, owing to the continued dullness affecting their lines. They had hoped that the jobber would have met with sufficient success with his fall lines to have led to the placing of some substantial repeat orders by the early part of June whereas as a matter of fact the volume of repeat business has simply been of a character, in a general way, to indicate that the retail trade has had fall selections placed before it. The evident unreadiness manifested by retailers in the East and South has very naturally made its impression on jobbers, the latter of course being governed in their attitude to the initial fabric market by the retailers' attitude to their lines. If one is to judge by the volume of fall repeat business that has developed so far it is fair

to assume that the business done by jobbers on fall fabrics is considerably within the limits of their initial fabric purchases. In some directions, of course, the jobber placed his initial orders with a fair degree of liberality and could, therefore, do a considerable volume of business without having recourse to supplementary purchasing. This is true of a number of staple lines on which the looms are well engaged.

Underwear—The general aspect of the knit goods market is a quiet one. A few buyers, late lingerers, are still to be seen in the market, endeavoring to pick up odd lots for filling out their lines. Two or three are after duplicate fall and winter goods and some are looking for present season supplies, which are scarce, in spite of the fact that one or two agents are now on the road testing the trade with spring 1903 lines. This seems unreasonably early and if persisted in and followed by others will keep the knit goods market right where it is and has been for many seasons—very unsatisfactory both in regard to prices and general arrangements of trading. The knit goods market, instead of following the course of other textile markets in bringing the selling period near to the date of consumption, is reversing the order of things and going it earlier and earlier, inducing the buyers to see the samples and place orders before they can have decided upon what they really need and only a most attractive price offer can induce them to even look at the samples. With this method of doing business, it is no wonder that we hear on all sides complaints in regard to the underwear trade, that it "isn't what it used to be."

Hosiery—The primary market for hosiery is experiencing a period of quietude. Duplicate business is light and on account of the scarcity of really good lines there is little effort made except to clear off some stocks that have lagged for various reasons. The best business is just now in assortments of fancies for immediate use. The retail trade has been splendid and is reflecting back to both the domestic manufacturers and importers in good shape.

Carpets—The carpet situation has shown no material change since a week ago. Barring the more favorable outlook for a larger amount of business with better values on goods, the situation is identically the same as at the time of the opening three weeks or more ago. The demand is of a very large order and manufacturers generally are running at full capacity and bid fair to do so for some weeks to come. The season is well on its feet now. Although business is taken at the present ruling rates with practically no opposition on the part of makers, there is a general feeling of dissatisfaction, at the very low values goods are being sold for to-day. Outside of the Philadelphia ingrain weavers, no active interest or effort has been made to remedy the existing conditions, a majority of the manufacturers preferring to let the market take its own course in the hopes that by so doing no bad results will develop. It is the policy of nearly all concerned to wait until the time arrives when it will be to the interest of all to advance the price of carpets some few cents beyond what they are sold for to-day. The high cost of the different materials used in their manufacture demands some action of this sort, as does the increase paid in wages of late. In all probability, such time is not far

The Bricklayer



Is a good judge of overclothes because he always takes fit into consideration when buying. If you want to win the bricklayer for a customer sell him the "Empire" make. It's the kind that fits a

great deal better than most makes sold at double the price. We have them in white with or without bibs and coats to match. Retail at 50 cents.

Grand Rapids Dry Goods Co.

Grand Rapids, Mich.

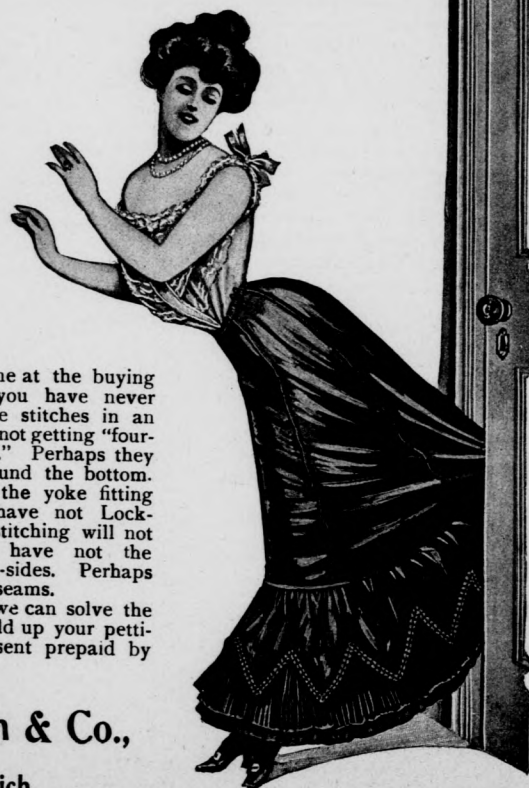
Exclusively Wholesale

Formerly Voigt, Herpolsheimer & Co.

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.

distant. At present, however, when so many strikes are in progress, a too strenuous effort in demanding better prices would do the market no good. The more conservative weavers are advising holding out with to-day's values until a more favorable opportunity for advancing them arrives. The three-quarter goods are in a very healthy position. While manufacturers complain at the low rates they are receiving on their productions, offers at to-day's values are not turned down. Mills are extremely busy on the large initial business, i. e., those who are not afflicted with the dissatisfied employees. All the lines are enjoying a good demand. Tapestries and Brussels are attracting as much attention as any of the grades, as are also the Axminsters. Velvets are in good request and Wiltons are well sold up. Jobbers are showing much interest in carpet affairs for the reason that their stocks up to the first of the season have been pretty low. Jobbing houses report that the traveling men are finding their paths in the different sections of the country well cleared from objectionable influences and every one seems eager to look over the new samples. This is particularly noticeable in the West and Southwest. The ingrain trade, so far as business is concerned, is of a very satisfactory order. Philadelphia weavers have all that they can swing to, as have also the large New England makers. The low prices are the only objectionable feature which the trade have to contend with to-day and of late they have made some strong movements to obtain better rates with some success.

Lace Curtains—Manufacturers of lace curtains and window draperies are very busy catering to the demands of the jobbers. The jobbing and department stores are liberal buyers, the demand from the public being almost unprecedented.

Stimulate Trade When It Needs Stimulating.

Spring business in the shoe line is well over and while there is a fair demand for summer goods, the time will soon be here when the dealer in shoes will find business rather quiet.

This is as true of the shoe department in the general store as it is of the exclusive dealer. In fact, the quietness in the general store may be more apparent than in the retail establishment devoted to this one line, for the reason that the general merchant caters to the farmer and the latter is very busy with his crops, only taking time to come to market when it is necessary and then stopping as short a time as possible.

As a result of these conditions the farmer has little time to shop around. He comes to market with his mind made up as to what he is to buy and what he is going to pay for it.

Possibly his wife has read the advertisements in the county paper or the circulars sent out by the general merchant to his customers and she has made up a list of goods she wants her husband to purchase, where they are to be bought and what is to be paid for them.

These conditions are all stated as preliminary to the general proposition which can be laid down in the matter of getting rid of old shoe stock.

Plan your campaign, Mr. Merchant, with some care.

Go through your shoe stock and select all of the old goods that you have had for three or four or five years, or even a less time, and collect them on one

counter, keeping men's shoes, women's shoes and children's shoes separate.

Then you had better sort these different piles into the different values which are represented.

Fix your price not on what you think the goods are worth, but what you think they will bring quickly and readily.

Your proposition is to get rid of them as soon as possible.

They have cluttered up store space for several years; have represented money which was tied up in business and which was losing for you instead of gaining.

Get your money out of them.

Off shapes not generally liked by the public should be sold as low as 39 cents a pair or 44 cents a pair. Use the odd price to attract attention.

Call your special shoe sale "A Rummage Shoe Sale."

That is what it is, is it not?

It will convey exactly the impression you want to convey to the public and will accomplish your purpose.

At the same time that you hold this rummage sale, Mr. Merchant, look over your new stock and select such goods as are not likely to move readily.

You ought to know pretty nearly now whether goods bought for the spring and summer trade are going to be good property or not.

If they are moving slowly, stimulate their sale a trifle. Those that you ordinarily make a profit of from 50 cents to a dollar a pair on might be cut in price nearly down to cost.

There is no use in holding them for several years.

Every day you hold them after their salable qualities are known to be bad means a more difficult proposition in the end to get rid of them and lessened values.

Better mark them down to cost and move them out right away and reinvest the money in a good salable proposition that will make a good profit.

Hold an odd cent sale on these goods.

If your inclination is to sell them at \$1.75 a pair to close them out, make the price either \$1.73 or \$1.79.

Odd cent price do the business. Now the ground has been laid for your special shoe sale, advertise it thoroughly.

Head it, "Rummage Shoe Sale" in big black type, describe the goods in different lines, use cuts as illustrations for the advertisement, and quote prices.

This is a good time to get rid of such goods, for the reason that during the summer season, when the farmer and his family are all hard at work at home, they require footwear, but they are not always particular as to whether the goods they buy are according to the latest city fashions or not. A year old style will serve their purpose just as well as one strictly up to date, so the shoe is durable and will wear well.

A heavy shoe for plowing purposes or work in the field is often better adapted to the farmer's needs than a light one, and this is also a good time to get rid of all heavy goods adapted to summer wear.

Advertising these goods attracts more attention, as indicated in the opening paragraph, for the reason that the farmer's wife will read these advertisements in the seclusion of her home, knowing that when her husband goes to town or she accompanies him they will have a very short time in which to do their shopping and she must have her mind made up in advance.—Commercial Bulletin.

Men's Neckwear

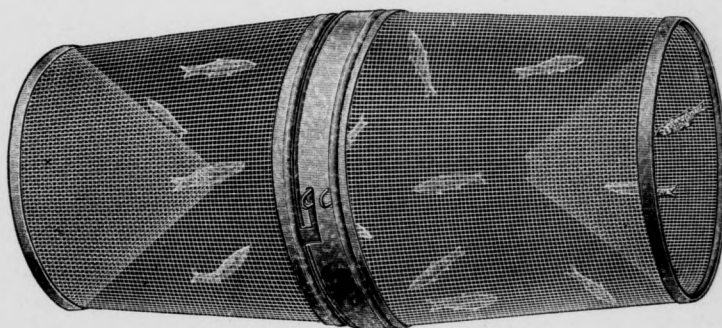
Our stock of men's neckwear contains some very choice patterns in String, Tecks, Bows, Four-in-Hands, Windsors and fancy make ups at from 12c to \$4.50 the dozen.

Ask our agents to show you their line.

P. STEKETEE & SONS, WHOLESALE DRY GOODS

Grand Rapids, Michigan

"Sure Catch" Minnow Trap



Length, 19½ inches. Diameter, 9½ 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.

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.

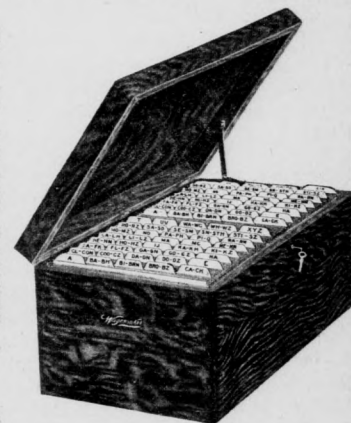
This tray has a capacity of 5,000 letters, or equivalent to about ten of the ordinary flat letter file drawers, and may be used to excellent advantage by small firms or offices having a small business to care for. Larger firms desiring to know something about this new and coming system of vertically 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 \$7.00 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 \$7.00 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.



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.

Butter and Eggs

Observations by a Gotham Egg Man.

As the season advances, it becomes evident that, so far as high grade eggs are concerned, the storage accumulations will contain no lower priced stock than was put away in April. The crucial point now seems to be the amount of summer accumulation. Information in regard to the quantity of eggs stored up to this time in comparison with last year is meager and more or less conflicting, but those who have studied the question with some opportunity of getting facts here and there generally agree that the quantity is considerably short of last year. Recent reports from Chicago are to the effect that on June 1 there were not over 400,000 cases stored and this is said to be 33 per cent. less than held there June 1 last year. But I find many well posted merchants who doubt these figures seriously. Here in New York the best informed generally estimate our present holdings (including Jersey City) at about 360,000 cases and this would seem to be a fair estimate when figured from our receipts and probable consumption since April 1. Last year we had in New York and Jersey City not to exceed 350,000 cases at the high water mark on July 15, and probably not over 300,000 cases at this time in 1901. Boston is still considerably behind last year's figures, having 162,183 cases there on June 7 against 194,526 cases last year—a shortage of nearly 17 per cent.

* * *

The cool season up to this point in the game must be regarded as somewhat unfavorable to the speculative interests and we think it safe to say that storage accumulations, taking the country through, are now more rapid than at this time last year. While the quality of receipts at seaboard points has lately been irregular and often defective, dealers inform me that it is better than usual at this season of year, and there has, so far, been no difficulty in obtaining from the current packings an ample supply of stock for current trade needs. Certainly, while May and early June prices have been relatively high they have not advanced sufficiently to permit the use of any of the earlier storage accumulations, and have, in fact, been sustained only by a continued free storage.

* * *

The receipts at the four principal markets for the ten weeks ending June 8, 1901, and June 7, 1902, were as follows:

	1901	1902
New York...	927,717 cases	941,276 cases
Chicago...	742,290 cases	718,689 cases
Boston...	375,000 cases	371,313 cases
Philadelphia	245,800 cases	333,221 cases

Total... 2,290,807 2,364,499

I think there were more eggs bought in the Chicago market by Eastern merchants (which would be reported both in the receipts at Chicago and at the Eastern city where purchased) during this period last year than this year. On the other hand New York receipts now include Jersey City storage receipts, while they did not last year include the stock put into storage across the river. These differences may perhaps be considered to offset one another. If so, the figures would indicate a larger total egg production this year, notwithstanding the reported decrease in the Southwest; otherwise there must have been a smaller country consumption. If the decrease in storage accumulations in the four cit-

ies amounts to 20 per cent. (which is probably pretty near the fact) a considerable increase of city consumption is indicated in spite of the high level of values.—N. Y. Produce Review.

Recent Changes Among Indiana Merchants.

Arthur—Shoulders & Skinner, general merchandise dealers, have dissolved partnership. The business is continued by M. Skinner.

Bloomington—C. C. Bender now conducts his grocery business under the style of the Bender Grocery Co.

Eck—Haugh & Smelser, general dealers, have dissolved partnership. The business is continued under the style of Haugh & Hiland.

Elkhart—Owen Swain has purchased the general merchandise stock of E. Shafer & Son.

English—Mally, Land & Co. succeed the Roberts-Land Co. in the drug business.

Kendallville—The Citizens' meat market has discontinued business.

Kingman—A. J. Patterson has purchased the grocery stock of John R. Baily.

Muncie—Wm. M. Armstrong has closed out his grocery stock and retired from trade.

Otisco—The plant of the Otisco Milling Co. was recently consumed by fire. It was fully insured.

Perrysville—Edw. Brunnett succeeds Brunnett & Warren in the men's furnishing goods business.

Royal Center—David Terrell has sold his grocery stock to Jas. M. Wisely.

South Bend—G. E. Bunz has purchased the grocery stock of E. L. Hull.

South Bend—Worm Bros. succeed the Indiana Woolen & Shoddy Co.

Tipton—Mock & Russell is the style of the new copartnership which succeeds E. A. Mock in the drug business.

Troy—S. K. Connor continues the commission and implement business under the style of S. K. Connor & Son.

Wakarusa—The general merchandise stock of Frash Bros. was recently damaged by fire.

Windfall—H. Young & Co., general merchandise dealers, have retired from trade.

Hartford City—Geo. E. Vogelsong, general dealer, has filed a petition in bankruptcy.

Indianapolis—A receiver has been applied for in the case of the Indianapolis Cabinet Co.

Indianapolis—A. T. Perry, broker and manufacturer of ammonia soap powder, recently made an assignment.

Elwood—D. B. King has retired from the drug business.

Want to License Grocers in Connecticut.

A rather peculiar idea has been brought up out in Connecticut, which is nothing less than the passage of a bill requiring all grocers to take out a license before being allowed to carry on that business—to be termed "a general license." It is then proposed that a classification of articles be made which shall constitute the legal status of the trade, and anything outside that limit which the dealer desires to put in stock shall require a special license, based on the value of the goods thus acquired, but not to exceed 2 per cent. per annum on their full value. The so-called "general license," as proposed, calls for a license of \$40 on each \$1,000 worth of goods in stock at the beginning of each business year. By such provisions as these it is believed the grocer will be better protected against the large department stores and street peddlers who might sell groceries and other goods thus made legitimate under the proposed classification.

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.

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.

How to Keep Vegetables in Best Condition.

Don't display vegetables on the sidewalk where they will catch the dust, and be covered with refuse matter and worse, and be sunstruck.

Don't display them in boxes or on low shelves on the inside of the store where they will be handled by everyone, will be tumbled under foot, and look unpalatable and unwholesome.

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

Another idea is to utilize the front of the refrigerator for display purposes or have a long glass show case arranged with galvanized iron bottoms or several galvanized bottoms in the form of shelves, a jet or mist on each of which throws water over the vegetables, necessary to keep damp.

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

Berries should never be put under a jet or where they will be sprinkled by water. They will mold rapidly and if they do not mold will soften and return a loss much quicker. Beets need very little water and will keep green and fresh for several days if not directly under the spray of the mist machine. Lettuce will stand the most water. The tops of radishes rot quickly, if wet too thoroughly and persistently. Carrots will revive if placed in running water and the tops are sprinkled. They do not need a thorough drenching all the time. Tomatoes should be kept in a cool place, but not in water, as it softens them. String beans and white wax beans grow tough when soaked in water. White wax beans, if sprinkled, will take on rust specks, if the water is permitted to dry on them. Green peas do not need to be sprinkled. They will keep green and nice in a cool place, but heat will soon dry out the pods and bleach them. Asparagus will stand considerable moisture and drenching without injuring it. Mint, spinach and similar vegetables will stand sprinkling and will revive if they have become somewhat dry by placing them in water and thoroughly soaking them.—Butchers' Advocate.

Roasting Oxen Whole.

The rural mind can not, apparently, free itself from the traditional idea that the roasting of an ox whole must be included in any programme of high festivity, if due honor is to be done to the occasion. Already several small towns have signified their resolve to celebrate the coronation in that ancient manner, and it seems to accord with the popular wish. It may be doubted, nevertheless, whether any who partake of the ill-cooked fare will remain of that opinion. Large animals subjected to the barbarous process are, as they must be, done to a cinder outside and nearly raw inside. By the time the heat has penetrated to the center, the exterior coating of flesh is burned to brick hardness, and has no flavor of meat nor the least

nourishment left in it. From this utilitarian standpoint, therefore, there is nothing to be said for reviving the old practice. It is in watching the cooking that the chief pleasure lies; there is something both grand and novel in seeing a mighty carcass dealt with by fire en masse. That spectacle stirs up the rustic imagination, and remains fixed in the memory long after all the other accompaniments are forgotten. It is something to boast of in long after years that on a certain occasion the village oracle saw, "with his own eyes," an ox roasted whole, and he will mendaciously vow that he never tasted better food in his life. To have had such an abnormal experience as that gives consequence to the narrator and the younger members of his little community. It may be fairly claimed, therefore, that the waste of good food in the present is more than balanced by the treasures of memory it leaves behind.—London Globe.

Something Wrong With the Shammy.

There is a prominent doctor in Kalamazoo who is busy telling a little joke on himself. It appears that he employed an Irish servant, who had just arrived from the "ould sod." Starting out one morning, he noticed his office windows were rather dirty and, calling Bridget, he instructed her to clean them before he returned. At the same time he told her that he would stop and purchase a new chamois skin and send it home, and with this she was to clean the windows. After he had gone his rounds, he returned to his office. Glancing at the windows, he found them thickly streaked with grease. He called Bridget, and the following colloquy took place: "Bridget didn't I tell you to clean the windows?"

"Yes, sor."
"And didn't I tell you to use the new chamois?"
"Yes, sor."
"Well, did you use it?"
"Sure I did, sor."
"Let me see the chamois," said the doctor, and Bridget promptly brought it. Then for the first time he learned that his wife had left the house a half hour before he did in the morning and had sent home some tripe. The doctor declines to say what happened to the chamois skin.

Acting Within His Right.

A poorly dressed woman sat alone in a railway station. Attention was called to her by a man, who exclaimed: "Here's a poor woman who has no ticket to her destination. I'll chip in 10 cents for her. Who'll help?" Presently he had a hat full of coin, and announced: "She has more than her fare, but not enough for a shawl. She needs a shawl; I'll chip in a quarter for that." Again he made the round and again announced: "She ought to have a bonnet. I'll chip in half a dollar for the bonnet." When he made the rounds the third time, a new comer entered the station, shook hands heartily with the woman and, turning to the philanthropist, said:

"Why, Hiram, I'm glad to see you and your wife again."
"How's this?" asked one of the contributors. "Is that woman your wife?"
"Yes," drawled the philanthropist.
"What right have you to collect money for your wife?" demanded several.
"What right have I to collect money for any other fellow's wife?" was the retort that closed the debate."

An Inexcusable Blunder.

"Your typesetter made a terrible error in regard to our family," blurted the pompous madam.
"In what way?" queried the editor.
"Why, instead of stating that we were descended from the Normans he has it to read that we are descended from the Mormons."

**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.

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,

CITIZENS PHONE 2599

GRAND RAPIDS, MICH.

JACOB HOEHN, JR.

Established 1864

MAX MAYER

HOEHN & MAYER**Produce Commission Merchants**

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

SPECIALTIES:

DRESSED POULTRY, GAME AND EGGS

Stencils Furnished Upon Application

Correspondence Solicited

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

**MILLET, HUNGARIAN,
BUCKWHEAT, CLOVER,
TIMOTHY SEEDS**

Send us your orders for seeds. Fill promptly.

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

SEND YOUR

BUTTER AND EGGS

TO

GRAND RAPIDS

And receive highest prices and quick returns.

C. D. CRITTENDEN, 98 South Division Street

Successor to C. H. Libby

Both Phones 1300

EGGS WANTED

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

Butter

We can handle all you send us.

WHELOCK PRODUCE CO.

106 SOUTH DIVISION STREET, GRAND RAPIDS, MICH.

Citizens Phone 3232.

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

The New York Market

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

New York, June 14—The general conditions of trade this week are perhaps as favorable as might be expected. The big coal strike is affecting some of our jobbers in the territory covered by the mines, and, in fact, one of the largest says that their business in that part of Pennsylvania has come to an almost complete standstill, but aside from this business seems to be of a satisfactory nature.

Supplies of coffee continue large of course, and quotations are somewhat lower and unsteady on the decline. At the close Rio No. 7 is quotable in an invoice way at 5½¢. Demand is of only an average character, and speculators in coffee are few and far between. Crop receipts at Santos and Rio now have reached, since July 1, last year, 15,025,000 bags, an amount that the mind can hardly grasp. In store and afloat there are 2,508,283 bags, against 1,220,653 bags at the same time last year. Mild coffees of the better sorts are fairly steady as to price, but there is very little business going forward. Good Cucuta is worth 7½¢@8½¢.

There is a good demand for sugar, although buyers are becoming pretty well stocked. Quotations are firm and refiners behind in filling orders for certain grades of powdered, although the orders for granulated seem to be quite promptly taken care of.

There is a more active demand in teas and prices are well sustained. The outlook seems more encouraging than for some time. Supplies must be not over abundant in some lines and holders are inclined to make no concessions.

Rice is steady and unchanged prices prevail, and this is about the best that can be said of the market. There has been very little doing during the week and exporters seem to have given up purchasing entirely. Most of the call is for the medium grades, of which the supply seems large enough to meet all demands, although there is probably no undue accumulation.

Pepper is firmer, but aside from this announcement there is nothing worthy of note in spices. Singapore, 11¼¢@12¢. Grinders have taken fair supplies, but grocers are not inclined to purchase ahead of current wants.

Grocery grades of New Orleans molasses stock are firm. The weather is very hot, however, and this will doubtless act as a factor in keeping back trade. Grocers and bakers seem to be pretty well supplied, and prices are practically without change from last week. Good to prime centrifugal, 17¢@27¢. Syrups are moving in a limited and listless manner at unchanged rates. Prime to fancy sugar goods, 20¢@30¢.

In canned goods salmon has taken a rise and this has been about the only item of interest during the week. There is said to be a probable scarcity of sifted peas and prices are decidedly well held. Tomatoes are firm and spot goods are working out at about \$1.35@1.40, as to brand. Futures are rated from 92½¢ up to \$1.12½ for hand-packed at factory. Reports from Maryland as to the growing plants are not altogether favorable. Maine corn, future, is quotable at 80¢@85¢, latter for fancy stock.

In dried fruits there is little, if any, change in prices and the demand, as is natural during the summer, is light. Prunes are fairly steady, as they are a sort of "summer fruit," anyway, but aside from this there is little of interest to be picked up in the whole market.

Buyers in butter are seemingly inclined to hold off, and meantime the supply is arriving more freely and the weather conditions are rather "agin" a higher range, so the contrary has happened and we have a decline of about ½¢ at least on the best Western creamery, which can not be quoted above 21½¢, while some very good stock has sold for 21¢. Seconds to firsts, 19¢@20½¢; imitation creamery, 17½¢@19½¢ and perhaps a little more for very desirable

stock; factory, 16¢@18¢; renovated, 17¢@19½¢.

Little activity is to be seen in cheese anywhere. Exporters have been picking up enough to supply their wants at about 9½¢ for full cream, small, colored State stock, and white is worth about 1¢ more. Quality of arrivals is very good as a rule.

The egg market retains all its strength and seems to be adding thereto all the time for really desirable goods. Stock that will stand close inspection is readily disposed of at about 18¢—possibly 18½¢ for best of some shipments. Canded Western, 17½¢ for fancy; 15½¢@16½¢ for ungraded.

California Oranges Injured by Blue Mould.

San Francisco, June 12—If you eat California oranges, particularly the navel variety, you have probably noticed in some of the fruit this year a discoloring rot that was something new. It was particularly noticeable because as you took the peel from the apparently sound fruit you came across a blue-black spot, sometimes as big as the end of your thumb.

The decay of the oranges—and the California lemons have been attacked by the same rot—has caused much worry among the fruit growers of this State. To give them information on the subject a bulletin has recently been issued by C. W. Woodworth, one of the workers at the University of California's agricultural experiment station.

The bulletin admits that the present season has been more than usually favorable to the decay of oranges. The cause of the rot is the growth in the substance of the fruit, of a mould fungus which the experiment station experts call *penicillium digitatum*. It causes a softening and breaking down of the tissue, a very characteristic change in the flavor of the juice and sooner or later a pronounced discoloration of the affected part.

The fungus is described as being of the same breed that become familiar in every household where dampness gets in. The name blue mould applies to the whole group.

When the fungus gets in an orange it grows a group of minute oval bodies called spores. They are easily broken apart and produce a fine powder that spreads the disease to other fruits as fast as bacilli carry the plague.

When the disease starts on an ordinary orange or on a lemon it can be detected with ease, but with a navel orange it is different. The fungus gets in at the navel end of the orange, sometimes even before the fruit has been taken from the tree, and there gets in its rotting work without being detected for a long time.

The navel is of course more likely to contain moisture than the outside of the fruit, and the moisture is what gives the fungus a chance to grow and spread.

The fungus growth often gets into the orange at the packing house, where careless packers often throw decayed fruit in piles, where it continues to decay and produce countless millions of spores that are carried everywhere by whiffs of air.

For preventive measures the bulletin suggests better ventilation of the curing houses and refrigerator cars, so as to carry off the superfluous moisture, and the wrapping of all fruit in tissue paper that will absorb the moisture of the fruit. The hope is expressed that the California fruit growers will take better care of decayed fruit in the future and not leave it lying around where it can spread disease.

Sam Sloan on Success.

There is positively no reason in the world why any young man in the United States should not win success in an honest calling, if he has industry, perseverance, and capacity for giving attention to details. These are indispensable; they are sufficient. I have never seen them fail for three-quarters of a century. When the times are hard add the spice of economy to this recipe. When they are prosperous, as now, add prudence—avoidance of excesses. There you have the whole secret.

SECURE 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.

E G G S !

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

Explanation Suggested for the Scarcity of the Boy Graduate.
Written for the Tradesman.

The season of the sweet girl graduate is upon us. High schools, seminaries, swell private schools, colleges and universities all over the land, have for some weeks past been a-flutter with expectation. The atmosphere of pure learning has been charged with subtle electric currents more suggestive of receptions, bouquets and graduation toils than of the things of erudition. The pretty creatures who are the cause of all this furor, may as a side issue, find a little time for trigonometry and calculus, but the serious problems that rack their brains are those that have to do with fabrics and styles.

It is a matter of common lament that the girls seem to be getting the lion's share of culture and education. The boys do not take advantage of the opportunities now so lavishly provided, in so large numbers nor with so hearty a zest as do the girls. The fear is not unfounded that many of the brightest young men are coming up without a gentleman's education, without the knowledge of books and the world of ideas which their natural abilities and the station in life they will probably occupy, make desirable and even necessary.

In families of limited means, perhaps the sons leave school while the daughters remain, because at manual labor the boy can earn more than the girl. Family pride suffers less from the boy's going to work. There is often the desire that the girl shall teach or enter some other genteel occupation and so the family sacrifice themselves to put her through school. But in many such cases, if the boys really desired an education, some way would be found to give it to them. And among the well-to-do and wealthy it is often difficult to hold the boys to the completion of the high school course and they bolt entirely from going to college.

The boy graduate is, in many classes, conspicuous by his absence, in others by his fewness. Let it be noted that when present in fair numbers, he is still inconspicuous. Present fashions in masculine dress do not admit of his being a prominent feature of the show. The glories of décolleté and trained costumes are for the girls, while the boys must content themselves with plain new suits and patent leathers.

Right here may lie one clue to the problem, one explanation of why boys take so little interest in finishing school courses.

A love of showy apparel is inherent in human nature. There is a deep philosophy underlying the expression of feelings and ideas in the outward garb. A bridal costume is the artistic expression of a thought just as is a poem or a picture. Assuming "the trappings and the suits of woe" affords a kind of relief to the stricken mourner. The widow, who with perfect sincerity, arrays herself, in the early days of her affliction, in the gloomiest weeds procurable, often experiences a healthy reaction in a short time and is among the first to "take notice."

That this love of dress and display is not confined to the gentler sex many things go to prove. Consider what his uniform is to a soldier and think of the struggle for shoulder-straps. What is it that causes the recruit to enlist? Patriotism? Sometimes. Or more accurately, the balance of decision turns on a mixture of motives, of which

patriotism is one ingredient. Occasionally a young man enters the army or the navy because he thinks he sees in this life the best opportunity to develop his powers and activities. But the great majority are determined largely by the dress parade, the strains of inspiring music, and a desire to partake in the "pomp and glory of war" as pictured by the imagination. "Board, clothes and glory" with paltry pay, has been the lot of our common soldiers even for hard service, but the clothes are uniforms.

More evidence can be adduced from the regalia of secret societies and of guilds and orders not secret, and the ceremonial dress of foreign courts. Men, no less than women, have the love of toggerly and it is difficult to determine why the dress of men in this country and at this time is so lacking in beauty and picturesqueness. It is certainly to be regretted. Most men, feeling that the case is hopeless anyway, fall into untidy ways and slouchy and disagreeable habits. Of what use is it to maintain an erect carriage and keep a trim waist when a man must spend nine-tenths of his waking hours in a sack coat?

In families where the income is small, one often notes that the girls are kept tidy and neat and have dainty gowns with frills and furbelows, while the boys are allowed to go shabby. This difference begins almost with infancy. Along with life, liberty and the pursuit of happiness, a Sunday suit should be put down as one of the inalienable rights of a boy. When he is kept dressed like a stable-boy he will soon have the manners and moral ideas and language of a stable-boy. Not having suitable clothes to wear shuts the boy out from attending many places that would exert a refining and elevating influence upon him. It is necessary to bring to bear upon him all the uplifting spiritual and intellectual agencies that can be commanded. And to lead to these higher things, take care not to omit the cultivation, of a lower order though it may be, that comes of good clothes.

To return to the matter first spoken of, the graduation of the daughter is something many a humble family looks forward to for years and refers to with pride for an indefinite period after it has taken place.

To the society woman, worn with a thousand functions and suffering with ennui, what is one evening dress, of however fine and fleecy material? What are white slippers and a few roses and carnations? But to the young village maiden, coming from a home where strictest economy has to be practiced, who has never seen a swell ball and whose ideas of society are derived from the "play-party," these little glories of dress that go with graduation from the high school, what are they not to her? And to secure them she is spurred on to complete the course, even when the love of pure study flags. And for the family of wealth, the fashions in women's clothes allow a visible and tangible display of opulence that the boy's case does not admit of.

Can not some ingenious mind provide a remedy? For let it be remembered that as the savage attaches a fictitious value to a bright bead or a gaudy trinket, there are baubles of display for which civilized mankind is willing to pay an enormous price. Quillo.

Acquire a loan when necessity drives, but unless you would lose a friend borrow only from a stranger.

The John G. Doan Company

Manufacturers' Agent
for all kinds of

Fruit Packages

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

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

WE GUARANTEE

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

ONE HUNDRED DOLLARS

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

Robinson Cider & Vinegar Co.

J. ROBINSON, Manager.

Benton Harbor, Michigan.

SEEDS || Largest Stocks Best Quality Lowest Prices

All orders filled promptly day received.

Alfred J. Brown Seed Co., Grand Rapids, Mich.

GROWERS, MERCHANTS, IMPORTERS

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

A Perfectly Roasted Coffee

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

TELFER COFFEE CO., Detroit, Mich.

Woman's World

Why Our National Pride Centers Around Our Girls.

When all is said, there is no other American product of which we are so proud and so boastful as the great American girl. She is the frill on the bottom of the home spun of our hard-working garment of national life; she is the poem set amidst the prose of strenuous endeavor; the luxury and the beauty that wreath a hard and ugly existence. In other countries, when a man achieves a fortune as the result of years of ceaseless industry, he buys a title or goes in for yachting or racing; but in America he sets up a daughter—and one costs about as much as the other.

And we have a right to be proud of the American girl. No other one in all the wide earth is like her. In other countries older people lead and the "young persons" follow. In America she is the pioneer and her dutiful parents meekly toddle along in her wake. She led the American invasion of Europe and showed what could be done towards reviving a moribund industry by infusing new blood and money into it. She has created a school of beauty as distinct and individual as that of the Venus de Milo. She has achieved the liberty of her sex, not by fighting for it, but simply by taking it. Her versatility is the wonder of the world. Give her but time to pull off her apron and wipe her hands and she can go from the wash tub to a queen's reception and take her place as a duchess with a haughtiness and a frigid exclusiveness that no woman merely born to the purple can hope to attain. The only drawing rooms in London whose doors are shut in the face of the Americans are those presided over by American girls who originally bailed from Squedunk Corners.

There is no other phase of American life so characteristic, so amusing and so pathetic as the way in which we regard our girls. They are our fetish. We worship them and offer up ourselves and our best before them; and it is the sober truth that the average family is bound to the chariot wheel of the daughter of the house and go and come as she listeth.

If papa is rich, you may see the spectacle of his being torn away from the club and business that are the salt of life to him and wearily dragging around Europe at Maud's heels, looking at pictures he does not want to see, doing cathedrals he loathes and viewing historical places he never heard of before. His pocketbook is at her disposal, and Solomon, in all his glory, was not arrayed like one of these American lilies. If, in time, Maud decides to buy herself a titled husband, papa pays the bill for that, too, as uncomplainingly as he has settled with the milliner of the rue de la Paix, or the Bond street jeweler.

Europeans who are used to regarding girls as an incumbrance that must be married off as soon as possible and who are expected to occupy a very back seat until they do, laugh at this exhibition of doting fondness; but to the one who understands it, there is no more beautiful or touching exhibition of chivalry than the chivalry an American man shows to his own daughter. His life may have been hard and rough; he may have known what it was to go hungry and cold; he has had no time to acquire the finer arts and polish of society, but his daughter shall have all that he has

missed. In her all the pride and ambition of his life takes visible and outward form. She is the idealization of the beauty and the grace and the fineness of things he has dimly comprehended; and when he sees her—tall and stately and beautiful, draped with shimmering silks and gleaming with jewels—she epitomizes the success of his life.

Nor is this attitude towards the daughter of the family confined to the rich. Among the poorer classes it is even more poignantly touching. In the average middle class family everything is given to the girl as her right; she gets a better education and is sent to school long after the boys have been at work. Mother may have to wear turned dresses and shabby bonnets, but Sally's gowns come from the best dressmaker in the town. Mother may have to wash dishes and do the housework, but Sally's nails are manicured. Six o'clock in the morning sees mother standing over the cooking stove, getting breakfast for father and the boys, but everybody creeps softly by Sally's door for fear of waking her up.

A curious and a natural result of this state of affairs has been to make young girls the arbiter of society. No goddess ever asked permission of her worshipers as to what she would do and the American girl is a law unto herself. In the slang of the day, "What she says goes" with the family. In older countries the mother reads a book before the "young person" is permitted to peruse it. Here Maud reads it first and advises her mother about it. Abroad no one would think of permitting a young girl to witness plays that are even suggestive. In this country young girls form half of the audience at the most notoriously immoral productions. I even once heard an 18-year-old miss say, "Oh, I enjoyed the 'Notorious Mrs. Ebbsmith' very much but I shouldn't like mamma to see it. She is so old fashioned it would be sure to shock her." And one facetious theatrical manager actually advertised a rural drama as being so pure a girl could take her mother to see it.

Worse than that, American girls are allowed to pick out their own associates and make their own selections of friends, and half the time the mother and father do not know even by sight the girls and boys with whom their daughters are spending their time. Many a man meets his daughter's fiance for the first time after the details of the wedding are settled and there is no chance even to protest, no matter how unworthy the young man is.

Surely there was never such inconsistency in love as this, that we worship our daughters and yet fail to protect them. We indulge them in every extravagance, and create tastes that, ungratified, become a shirt of Nessus to torture them; and yet we have no dowry system to provide them against want. There can be no doubt that the reason that America leads the world in divorces is because of the way our girls are raised. They are allowed to use their own immature judgment about picking out a husband, without one word of parental help, and we wonder that they so often make mistakes. They have been carefully shielded from every particle of responsibility and all knowledge of domestic economy and we wonder they can not manage a household. They have been indulged in extravagance and we wonder that they are dissatisfied when they marry a poor man and have to economize. They have been queens on pedestals and we won-

Something New

"White Swan" Cream Chocolates

A delicious summer novelty
Packed in five pound boxes
Manufactured only by
THE PUTNAM CANDY CO., Grand Rapids, Mich.

MAJESTIC

Another good assortment. All large pieces, fancy shapes.
Assorted floral decorations, heavy stippled in gold.
It's a 25 cent assortment.

1 dozen Cake Plates
1 dozen 7 inch Nut Bowls
1 dozen 7 inch Ice Relish
1 dozen Oval Trays
1/2 dozen 24s Jugs
1/2 dozen Fancy Nappies
1/2 dozen Comports
6 dozen articles at \$2.00 per dozen\$12.00

We keep things moving by keeping things that move.

Geo. H. Wheelock & Co., South Bend, Ind.

WORLD'S BEST

S.C.W.

FIVE CENT CIGAR

ALL JOBBERS AND

G. J. JOHNSON CIGAR CO.

GRAND RAPIDS, MICHIGAN

A Summer Light

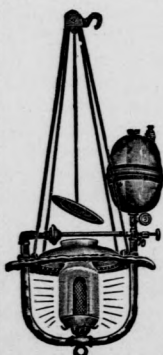
For Stores, Halls, Homes, Schools, Streets, etc.,
that will light but not heat or make your
premises like an oven.

Brilliant or Halo Gasoline Gas Lamps

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

15 to 30 cents a month

No heat, smoke, smell or greasy wick.



Halo Pressure Lamp
500 Candle Power



100 Candle Power

Brilliant Gas Lamp Company

George Bohner

42 State St., Chicago

der that they are miserable when they are expected to step down and be help-meets. And the paradox of the thing is that all this was done in love for the girl! Hate could have done no more.

But with all the faults of the American girl—and they are of our making—we owe her a debt of gratitude, for she has been one of the principal forces that have made for the general social uplift. From all over the country just now thousands of girls are going home from women's colleges and female academies and seminaries, and they make a vast army of missionaries who will carry sweetness and light with them.

It is the fashion to laugh at the girl who goes away to school plain Mary Ann Smith, and comes back Marie Anne Smythe, but I take off my best bonnet to her. She has felt the mighty impulse of progress; she has had a glimmering of something finer and better than she has known and she is struggling towards it—and, more than that, she is taking it home with her, and the Smith family will never be plain Smiths any more. The hair-flowers and coffin-plates will come down off the parlor wall; the oil-cloth-covered dinner table will acquire a damask cloth; father will be forced to break himself of the shirt sleeve habit; little sister's straggling locks will be cut in a Sir Peter Lely bang; Johnny will be made to wash and brush up before he comes to the table; books and papers and music will come into that house, and its last estate will be civilization, instead of primitive barbarism.

The American girl has worked this miracle time and again and she alone can do it, because she is the one undisputed autocrat. Customs that father would mock at become law when enforced by the hand of Maud and Sally. Changes the whole family would resist to the death from another they meekly bow their heads to, when it is the daughter who backs them up. She is to-day the principal factor in our advancing culture as a nation, and artists do well when they paint progress as a beautiful young woman with her face turned towards the coming day.

There is also this to be said for the American girl: If, in the days of prosperity she is a butterfly, when adversity comes she can turn about and be a grub. In other lands, when a man fails in business, his daughters are a millstone about his neck. In America they are oftenest his mainstay and support. Many a girl who has never done anything but ridden in carriages and danced the german has—when a sudden change of fortune beggared her father—rolled up her sleeves and gone to work as

cheerfully and gayly as she ever did to a ball, and by long years of devotion repaid the money and love that was lavished on her.

So it is not without reason that our national pride centers around our girls. There are none like them in beauty or wit or versatility, and so here's to the great American girl—may she live long to rule us!

Dorothy Dix.

Putting Baby in Good Humor.

This conversation is on record.

Young Wife—I've tried everything and baby still cries. I can't put him to sleep.

Crusty Uncle—Have you tried hitting him on the point of the jaw?

It is plain that the brutal man rejoiced in prize fights. Let us hope that he was a bachelor and that if he ever becomes a benedict he will go through life childless.

But what do you say to holding a crying baby head downward and swinging it back and forth in that position until its cries have ceased?

"A case for the S. P. C. C., of course. Who is the brute?"

Not so fast, my dear lady. While the motives which prompt you are admirable and are natural to your sex, it would hardly be judicious to interfere. And yet the practice is resorted to frequently, and I assure you that it is efficacious. No baby—

Outrageous? My dear lady, permit me to explain. The treatment is orthodox and is applied to squalling infants in—now, where do you suppose? Why, in the maternity hospitals, to be sure. Some of the babies, you know, when still but a few days old, are "cyanosed"—that is to say, they look blue, instead of a healthy pink, because of poor circulation. When that is the case they are grasped by the ends of their long dresses, held head downward and swung like a pendulum for such a period as seems best.

But that is not all. My information is that one day there came into the maternity ward of a New York hospital a visiting physician, recently returned from abroad. All the babies seemed to have the colic. At any rate, they were crying to beat the band; and if there had been a band they certainly would have beaten it.

"I learned a new wrinkle in Germany," said the physician, after a bit. "Suppose we give it a trial."

Whereupon he put into practice what has just been explained. It worked like a charm, and still works, so I am told. And the physiology of it? A question of the circulation. A Berlin physician

of reputation some time ago advocated sleeping with the feet higher than the head. And recently a New York physician of original ideas has applied much the same idea to the waking hours of certain patients, and with singularly good results.

Cora Stowell.

Not in It.

Teacher—Johnny, how did you get your coat torn and your eye blackened? Now, tell me the truth; weren't you in a fight?

Johnny—No, teacher. There was a fight, but, honestly, I wasn't in it for a minute.

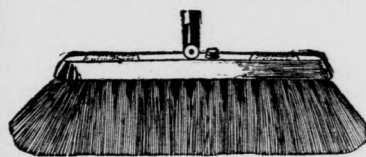
Lost a Customer.

Mrs. Blank, who keeps summer boarders, had bought her butter for some months of a neighbor named Jones, living not far distant. The butter was made into pretty little half-pound pats and so peculiarly marked and ornamented that one day when little Sally Jones had brought the butter as usual Mrs. Blank said to her in the presence of several of the boarders:

"How does your mother make all these strange marks on the butter, Sally?"

"Oh, she does that with her false teeth, ma'am," was the frank and paralyzing reply.

EVERY MERCHANT KNOWS



that dust destroys thousands of dollars' worth of merchandise annually. Prevent it by using the

World's Only
Sanitary Dustless Floor Brush

Dust is reduced 97% by its use. Send for sample brush on approval.

MILWAUKEE DUSTLESS BRUSH CO.
121 SYCAMORE ST., MILWAUKEE, WIS.

The "Imperial"

100 CANDLE POWER
GRAVITY GASOLINE
LIGHT

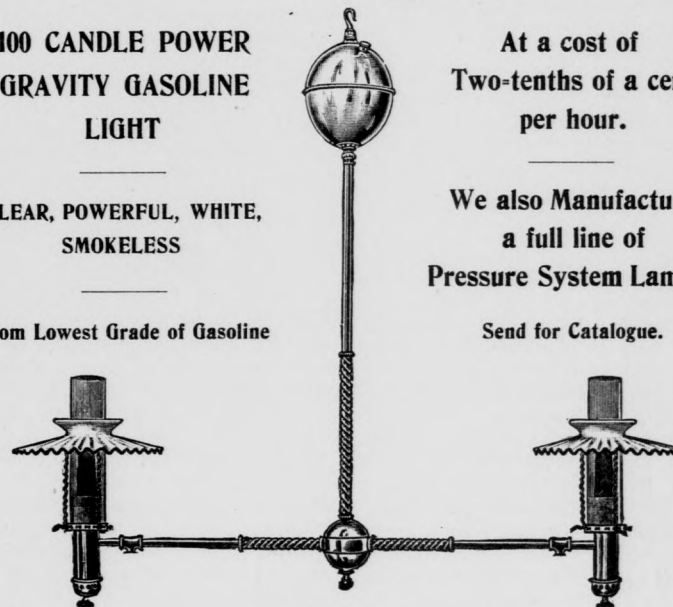
CLEAR, POWERFUL, WHITE,
SMOKELESS

From Lowest Grade of Gasoline

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

We also Manufacture
a full line of
Pressure System Lamps.

Send for Catalogue.



The Imperial Gas Lamp Co.

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

Colt Carbide Feed Generator



Does YOUR Store Suffer by Comparison

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

ACETYLENE

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

Acetylene Apparatus Manufacturing Co.

157 Michigan Ave., Chicago

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

New Model Eagle Generator



Hardware

Pertinent Hints on Advertising a Retail Hardware Store.

Sometimes, after a man has had a small newspaper advertisement running uniformly year in and year out, and has been bled annually, according to the successive seasons, by solicitors for theater programme space, sellers of tickets for the hod carriers' union ball, promoters of the county fair with a premium list on their hands, etc., he comes to a certain conclusion which he grumblingly rolls into a phrase and puts away as a deadly rock with which to stun the next believer in publicity who intrudes upon the quietness of his place of business. With a Napoleonic attitude, this merchant stands off to deliver the sentiment when the time comes, and it proves to be the trite saying, "I do not believe in advertising."

It is possibly quite often true that the man really believes he does not believe in advertising; but in most every case investigation would prove that he consults his doctor in behalf of an obstinate liver or an obstreperous stomach. Before you think of advertising, go to a doctor.

When you are well, take up first the free advertising service.

No, no! I do not mean any claptrap, cheap-for-introduction service, but the old reliable free service that has been in use since the year one.

Yes! The year 1.

If that is too far back, take the time of your great, great grandfather, who kept a shop "away down East" or in the old country, and advertised his business successfully. In his day merchants had their signboards and windows, but they did their largest advertising in the Pleased Customer service.

Your great, great grandfather was a man who spoke pleasantly to the incoming customer, and after discussion of the weather or the state of Government, brought out the goods that were wanted and sent the man away happy. Your great, great grandfather, if he was a man of good health, did the polite in the good old-school style, and saw, too, that his clerks did not carry their noses higher than their customers' hat rims. If he made a success, it was because he had strong, well-finished goods, and a shop in which you could find things.

As for advertising, the customers did that. And they do it to-day.

We often forget that customers are a medium of publicity. They give constant service and their rates are as cheap as honesty and good words, for that is the compensation they require—payable in advance.

If we come right down to the bottom of advertising, the Pleased Customer is the oldest and best service of all, and any man who tries to push along by other lines toward the gaining of publicity for the sake of trade, not availing himself of the free service that he might have, is certainly a poor financier.

Suppose, then, that a hardware dealer has a well-known stand and a good name with a considerable number of people in his city. Suppose he keeps his store in order, fills his windows with attractive wares, and has his clerks well trained in manners as well as in prices. How then can he bring more people than those who come by habit and those to whom the habitual comers have passed an effectual word of recommendation?

It is no use to hold a circus in your show window, or exploit wonders on

cloth signs over the door while you do tricks inside over the counter. As soon as the performance is over, the people pass on in company with their own individual comments. The idea is to get customers as quickly and in as great numbers as possible, but not by any reactionary methods—to get them to come, not only once, but always thereafter.

Character will tell—in stores as well as in men.

A blatant talker may draw a crowd about him for a little while, but if he is not telling the truth, or if continued acquaintance does not prove profitable or agreeable, any future crowd has to be enlisted mainly among new people.

The best advertising is that which shows up a good store in its entirety and its true colors, and so often that no one can forget the place.

"In its entirety" does not mean necessarily to list all the articles in stock in every advertisement, but rather to cover the departments or the lines, or even describe the individual articles that are seasonable and of interest, in such a thorough manner as to give readers an idea of the scope of the business, the intelligence exerted in the selection of stock, and the good points of articles that ought to be known by all.

How many times have you bought something that proved of great value to you, simply because a good salesman brought it particularly to your attention and made you know what it would do and how it would do it, in a manner that seemed more solicitous for your personal advantage than for the obtaining of its price. On this same order should be your written advertisements. When we read an advertisement like

JOHN M. JONES
General line of Hardware, Stoves
and Ranges
Paints and Cutlery
123 Hickory St.

we may have no idea of the interesting and useful things stored away in that seemingly very ordinary shop. I believe in even the most behind-the-times junk shop of a hardware store, if I were given freedom to go in and poke and pull about as I pleased, something would turn up there that would tempt me to be extravagant and buy, or at least there would be three or four things that I would have to confess were needed at home and had been long unthought of or forgotten.

It is not always the new things that people want to know about. They have forgotten or have missed hearing about a lot of things that the hardware man often considers too common for mention in his paid-for space. He is so afraid of not using it to its full value that many a chance is missed for a telling and timely advertisement "story," by compelling the space to include everything in a general and thoroughly ordinary way. It is a common failing, for are not hardware advertisements, as a rule, discouragingly alike?

People need to be reminded of things according to the season. Most advertisers do this in regard to stoves and furnaces in the fall, paints and ladders in the spring, fly screens and garden hose in the summer, but there are a great many small affairs that might have a demand in certain seasons that are neglected or overlooked. A sort of public inventory should be made of the store's stock through the year, for everybody knows that a hardware store keeps stoves, fly screens, and no doubt, paint and putty, whereas they are not at all

BEMENT PALACE STEEL RANGE



The most artistically and strikingly handsome range ever put on the market. Absolutely perfect in operation. Rigidly honest in every detail of workmanship and material. Aesthetically correct. Everlastingly durable.

We would like to explain to you our plan for helping the dealer sell Palace Ranges. Write us about it. Ask for large colored lithograph.

E. Bement's Sons
Lansing Michigan.

sure about two hundred little things the advertisements never mention.

Grouping under certain classes tends to strengthen advertisements of such various articles as come into the hardware list. Ladies' hardware, men's hardware, household conveniences, household necessities, kitchen hardware, artistic hardware, and hardware for hard wear, are some of the variations of the principal theme that bring the possibilities of the store to the attention of a variety of city retail purchasers. Notice, in the half pages or full pages reserved by the largest city firms, how the wares are grouped under various departments, and also how no article seems too small for notice. Where another firm has less space it can take more time, and finally make the rounds of all the lines it carries.

I have taken it for granted that every hardware dealer takes space regularly in some newspaper and, many a time, having taken the space he is at a loss to know what to do with it. Taking space in the local papers is often considered in the same light as taking a pew in church. It is respectable and it is expected. The profit of either depends upon what goes into it.

It can hardly be considered essential to have illustrations in newspaper advertisements, although most certainly they are a great help, if of the right sort. Neither is it necessary to employ an outside advertisement writer, if there is anyone within the establishment who is familiar with the stock and has time and the ability to write plain, grammatical English. The greatest force is in being direct and sincere, without even catch phrases or "scare headings" or humor. Pleasing and effective as these frills may be, they are not the main part of any advertisement. Some efforts in advertising are nothing but frills—giving publicity to no fact but the writer's conceit.

In the newspaper why not have a frequent change and make the advertisement in a popular sense, the news of the house? Let the public into your business far enough to see the character of it—it is the character that tells—and let them know the interesting things that you have learned about your own goods. If possible, tell why you handle certain makes, what things are selling best, what has been said about your goods by customers, in addition to the details of the articles themselves.

There is no reason why your advertisements can not be made interesting to the newspaper readers, if you can find anything of interest in the business yourself.

Besides using a fair amount of space in the local publications, lose no opportunity of enclosing slips of advertising matter with bills or letters. Manufacturers doubtless, provide you with plenty, which by all means use, but occasionally have a slip in regard to some special matter, printed nicely, over your own name, for this often attracts more attention than the unknown name of an out-of-town manufacturer.

In some lines there is strong competition with mail-order houses using excellent magazines and carefully developed follow-up schemes by which people are urged into the purchase of things that may be no better than the local dealer could supply. The latter could give a purchaser inspection of the goods in place of catalogue selections, and further, would be at hand for any future changes or repairs. For these reasons he stands a better chance in his own

town than any outside concern, and instead of bemoaning the competition to himself, as well as berating the mistaken townsmen who send away for goods that he could supply, he should learn what he can from the methods of the mail-order houses and play with them at the same game.

He, too, should "follow up!" Knowing so much better the people of his own place and thus being able to judge the better who will prove possible customers, it should be a simple matter to successfully keep in touch and eventually persuade the people he wants to have his customers. A word to start with, a mailing slip to keep the subject up, a circular to explain further, a mailing slip again, then a letter, another letter, perhaps—so with respectful but persistent efforts the dealer on the spot can work the same results through printed matter and unremitting attention that the biggest competitor can.

In the retail trade you can doubtless afford the real thing in the way of personal type-written or hand-written letters, because you know where you can use them without great chance of waste. Your printed matter need not be extravagant but it does need to be very much to the point. Do not hit blindly, but endeavor to interest possible patrons in the things they will be likely to want. A little thought mixed with an approved and carefully laid out method will add wonderfully to its effectiveness.

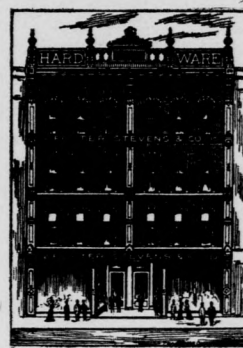
In the use of printed matter there is but one thing of value—the best. Hardware stationery, and also hardware circulars, slips and other advertising matter, are often of a heavy, cheap style that looks as if the matter was intended to be handled by the soiled fingers of stove wrestlers and not by the lady housekeepers or the gentlemen householders of the most desired class.

Origin of Glass and Porcelain.

It is curious to note how some of the articles of trade, conducive to human luxury and convenience, and which are in general vogue to-day, were originally produced. For instance, it was an alchemist who, seeking to discover a mixture of earths that would make the most durable crucibles, one day found that he had made porcelain.

The origin of the still popular blue-tinted paper came about by a mere slip of the hand. The wife of William East, an English papermaker, accidentally let a blue bag fall into one of the vats of pulp. The workmen were astonished when they saw the peculiar color of the paper, while Mr. East was highly incensed over what he considered a grave pecuniary loss. His wife was so much frightened that she did not confess her agency in the affair. After storing the damaged paper for four years, Mr. East sent it to his agent at London, with instructions to sell it for what it would bring. The paper was accepted as a "purposed novelty," and was disposed of at quite an advance over the market price. Mr. East was astonished at receiving an order from his agent for another large invoice of the paper. He was without the secret, and found himself in a dilemma. Upon mentioning it to his wife, she told him about the accident. He kept the secret, and the demand for the novel tint far exceeded his ability to supply it.

It is stated by the Roman writer Pliny that the art of making glass was accidentally discovered by some merchants who were traveling with nitre, and stopped near a river issuing from Mount Carmel. Not readily finding stones to rest their kettles on, they employed some pieces of their nitre for that purpose. The nitre, gradually dissolving by the heat of the fire, mixed with the sand, and a transparent matter flowed, which was, in fact, glass.



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

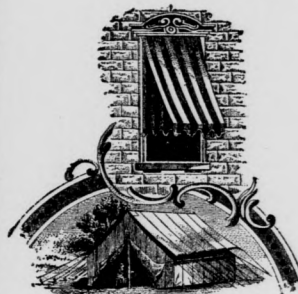
Foster, Stevens & Co.,

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

LOCAL AGENTS WANTED

FOR OUR

SAFETY GAS-LIGHT MACHINE

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

SINGLE INSIDE LIGHT
500 CANDLE POWER
 $\frac{1}{4}$ ¢ PER HOUR

Machine is placed on shelf 10 inches wide and 3 feet long. Made of polished copper and brass. Ornamental and attractive.

Simple to operate. Boy 16 years old can take charge of it. Can run all or part of lights as desired.

SAFETY GAS-LIGHT

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 for labor 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 at Wholesale.

State Agents Cosmopolitan Light Co.'s Gas Mantles.

Write for special price lists gas and gasoline mantles, chimneys, shades, etc.

Clerks' Corner.

What the Unknown Quantity Meant to the Farm Boy.

Written for the Tradesman.

It was the nooning—that half-hour of rest between the end of dinner and the return to the field—and Ed Jackson sat under the big elm with the farm hands, biting the end of his lead pencil and scowling at a pad that was resting on his knee. "If x equals"—and there he stopped, crowding his under lip into the upper one and looking off into a white cloud that, argosy-like, sailed away upon the distant blue.

"What in thunder's the difference what it equals? You're a bright enough boy and all that, but I want to tell you, Ed, you're making a big mistake. You'd better let that algebra tommy-rot take care of itself and put what vim you've got into your arms and back. Your place in life is in the dirt and what you can get out of it and men with their livings to get don't go around with a pad and a pencil wasting their noon-rest in hunting after unknown quantities."

The scowling and the ciphering went on just the same, however. The argosy floated out of sight and the nine naps of the nine good men came to a close just as Ed Jackson, with a, "There, b'gosh! I've got it and I knew I would," put up pad and pencil and went off with the rest to the field. Then was the time Jim Cary heard from him:

"I wish you wouldn't bother your head about my arms and back. You'd be a good deal better off if you'd think less of yours and more of the head you carry. I don't object to the dirt, but I've yet to see the dirt heap that wouldn't be all the better for a little compost of brain. I've begun this high school work and I'm going to finish it. I've found one value of x to-day and I'm going to find a good many more—mind that—and I'll bet you six to one that this 'tommy-rot' will pay for itself a good many times over before I get through with it; and the diploma you're trying to make so much fun of is going to be worth to me in dollars and cents a good many times over what I pay for it. It's trained brains, not brute brains, the world wants, and that's exactly what my 'x' stands for."

That was Ed Jackson's first year in the Bedford high school. He began to have dreams of his own after his sixteenth birthday. He liked the farm but he did not like the idea of living on it year after year and being satisfied with coming out even, especially when

the "even" meant, on his side, not the best of things to eat and never even the passable things to wear. He never tried to shrink from the drudgery and he lightened much that otherwise would have fallen upon his patient mother; but he began to see that muscle-farming does not pay and that drudgery and stupidity go together. The result was that one September morning he announced his determination to go to school. The five miles night and morning and the winter storm and cold were only conditions to be laughed at. Go to school he would and go to school he did, and one fair June day he came home with his valedictorian-buttressed diploma and, shaking it in Jim Cary's envious face, announced that "that was one of the unknown values of x he had found after three years of good hard work."

Bedford is a thrifty town of some six thousand and thinks well of itself. Its high school is one of the best in the State and its diploma means a good deal to the pupil who gets it. When, therefore, the next day after commencement Ed Jackson went into the office of Goodell & Green and asked for a place the partners looked at each other with lifted eyebrows, after a minute nodded and the senior member ended the interview by telling the boy to come over on Monday morning and go to work. "Another unknown value of x ," Ed remarked to Jim Cary that night after telling him of his good fortune.

What Ed Jackson did in the store the fellows interested in this column need not be told. There was not much fun about it. It is the same old story in Bedford as it is everywhere and there were a good many days when Jim Cary's talk on the road to the cornfield came up to him with force: "Put what vim you've got into your arms and back and let that algebra tommy-rot take care of itself." What has a clerk to do with mathematics beyond arithmetic? How was geometry ever going to help him sell old lady Winsted a black silk when she was too stingy to pay for calico? And that same x , y and z that Jim made so much fun of, how was that, in its best development, ever going to help him in getting on in the world?

He didn't have time to answer for at that moment in came Mrs. Etheridge Marchman from Wood River, accompanied by her daughter, a student drawn to Bedford by its splendid high school. The Marchmans were known the county over for their sterling qualities—blood, brains and money—and when the embodied trinity came to Ed Jackson's counter he forgot his questions and pro-

ceeded at once to bow to the divinity before him and to unroll his silks.

"Here is something that you may find worth looking at—"

"No, that won't do. It's for my daughter. Have you something in light, very light, blue for evening?—Lilian. What is that pale corn color—yes, that?—Lilian, why don't you—do put your book down and come here."

"Oh, mother, don't bother. It does not make any difference to me—I'll wear anything if you will only let me alone. If x equals"—

"What difference does it make what x equals?" impatiently asked the lady mother as, far from pleased, she looked at the young lady who, with pad and pencil and—yes, it was that old Wentworth algebra!—was trying to find a value for the unknown quantity in a far-off corner of the store.

Ed Jackson looked and wondered. Could it be that old sticker that almost floored him in his algebra time? The young lady sat so that his eyes fell upon the well-remembered page and in the same old place he saw, "A circular grass plot is surrounded by a path."

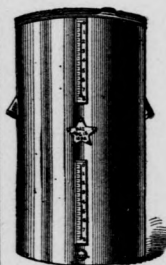
That was enough. He would make the venture and at once said: "Let x be radius of the plot in feet, x plus z the radius of the plot and path together and πx square the area of the plot in square feet."

The result was sudden as it was marvelous. Like a lightning flash the inspired pencil did its duty and then, with an "E-e-e-e!" the delighted student dropped the paraphernalia of her work and jumped up and down until her shocked mother took her by the shoulders and sat her down firmly on the seat she had just left.

"Lilian Marchman, are you crazy!" But it was not until several "Goody's" had found expression that the dress was purchased and then the customers departed.

There is a great deal more to this, but no space for it. The windup is all that is important. After Miss Marchman began to write her name "Mrs. Jackson" and chance brought Jim and Ed together, the latter closed the conversation with, "So you see it makes all the difference in the world what x equals, not only in this but in everything else that pertains to human life."

Richard Malcolm Strong.



Star Cream Separator

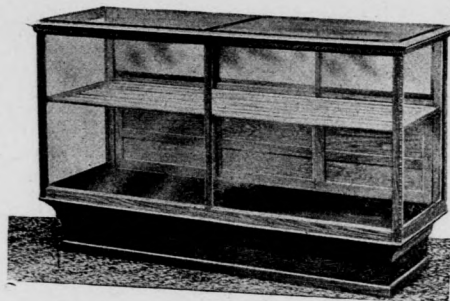
is a paying specialty for live dealers to handle. It is already in use by 80,000 buttermakers, who testify that it is the best and cheapest device ever used for the complete separation of cream from milk. Write for prices and territory.

SATISFACTION GUARANTEED.

Lawrence Mfg. Co., Toledo, Ohio

Grand Rapids Fixtures Co.

A
new
elegant
design
in
a
combination
Cigar
Case



Shipped
knocked
down.
Takes
first
class
freight
rate.

No. 64 Cigar Case. Also made with Metal Legs.

Our New Catalogue shows ten other styles of Cigar Cases at prices to suit any pocketbook.

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

SCOTTEN-DILLON COMPANY

TOBACCO MANUFACTURERS

INDEPENDENT FACTORY

DETROIT, MICHIGAN

OUR LEADING BRANDS. KEEP THEM IN MIND.

FINE CUT

UNCLE DANIEL.
OJIBWA.

FOREST GIANT.
SWEET SPRAY.

SMOKING

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

PLUG

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

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

Commercial Travelers

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

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

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

Gripsack Brigade.

Ben Van Leuven (Putnam Candy Co.) and Joseph Tinkler (Spring & Company) are still confined to their homes by their recent injuries.

W. F. Blake (Worden Grocer Co.) is confined to his bed with a fever which bears a close resemblance to typhoid. The trade he has been calling on temporarily is being seen this week by A. J. Daniels.

M. H. Van Horn (Clark-Rutka-Weaver Co.), who was laid up two weeks by a swelled foot, caused by a doubletree falling on his instep in front of a hardware store at Greenville, resumed his calls on his trade Monday.

"Dell" Wright, traveling representative for the Musselman Grocer, Co., was recently married to Miss Frances Burns, of Coopersville. The Tradesman joins with Mr. Wright's numerous friends in extending congratulations.

Reed City Clarion: John Scheidegger, who has been engaged in the jewelry business in Reed City for the past eight years, sold out last week to C. J. Grill, to take a traveling position with the Farrand Organ Co., of Detroit.

Belding Star: W. B. Travis, who has been a traveling salesman for several years, has quit the road and accepted the position of superintendent of the new factory which has been established by the Ballou Basket Works in connection with its business for the manufacture of canvas coal baskets and canvas mill baskets.

Ideal Summer Home.

Anyone wishing to rent an ideal home for the summer season will be interested in the announcement published elsewhere this week regarding Sunset cottage. The location of this cottage is superb, surmounting high hills which command a magnificent view of Grand Traverse Bay and the adjacent shores and country for miles around, including a bird's-eye view of Traverse City and environs. The furnishings and surroundings are in keeping with the location and in harmony with the artistic temperament of the owner, who could probably obtain \$500 rental as easily as \$250, if he only asked it.

Some Things Which I Enjoy.

A weary ride by freight train slow, through countries swept by snow or dust; the average citizen should surely know, to ride by rail or walk we must.

To arrive in a town with only one hotel, carry your own grips and find the landlord trying to produce warmth in an inactive body over a sickly fire.

To find the sheets on your bed had been wrinkled without care by the nightly tossings of its previous occupant.

To find neither soap nor towel in your room.

To find a hotel with window curtains eight inches short at one end or no curtains at all. These windows, no doubt, should be cheery and glad some to the occupants of the room, as they tend to let in the sunshine and light of Heaven

as well as the glances from the passers-by.

To sit down to a five cent meal for fifty cents.

To leave a call at 7:30 and have the porter wake up every other person in the house by calling one unfortunate pilgrim at 5.

To get into a hotel where the balmy winter breezes sift through your whiskers to the detriment of sleep.

To have the cream for your coffee of that consistency that, in diluting the last named beverage, you will see no material change in its color.

Mark Munton.

Three Hundred Dollars in Prizes For Best Bands.

From the Kalamazoo Telegraph.

Plans and arrangements for the coming celebration of the Grocers and Meat Dealers' Association in this city are rapidly progressing. A very enthusiastic meeting was held by the local Association Monday evening and a General Committee appointed consisting of fifteen of the most prominent men of the Association. This committee will meet during the coming week and appoint sub-committees and perfect plans. It is hoped that the coming celebration will be one of the largest affairs of its kind ever held in this city and no expense is to be spared by the local Association to give the visitors a royal good time.

The Grand Rapids Association has guaranteed an attendance of at least 3,000 persons and in all probability the number will exceed that. Arrangements have been made with the G. R. & I to run three special trains from Grand Rapids to this city. Jackson, Lansing, Muskegon and Grand Haven also promise large delegations.

Matters disposed of at the meeting Monday evening included the music question, the clerks' half holiday and the question of holding the races and sporting events in the center of the city. It was decided to hang up a purse of \$200 to be given to the best band, \$75 as a second prize and \$25 as third prize. Any band in the State will be allowed to compete for the purse and it is believed that ten or twelve bands will be induced to visit the city to contest for the prize money.

The Boston Egg and Butter Market.

Boston, June 16—Receipts of eggs are about 3,000 cases less this week than last, but are some 4,000 cases larger than the same week last year, and there has been a good steady demand for best fresh stock. Choice Michigan and Northern Indiana have sold as high as 18c; some current receipts not candled from same section 17½c, and the market is firm at these prices. Candled dirties, 15c. There is still some enquiry for storage.

Increased receipts and reports of fine condition of pastures in all dairy sections throughout the country have caused a slight decline in butter and the market is steady at 22½@23c for best Northern creameries. Speculative buying is light, but most of the surplus is going into cold storage, probably for account of receivers, who are unable to get cost on purchases.

Smith, McFarland Co.

With the advent of peace, operations in the gold mines of South Africa will be resumed. Before the war, the world's production of gold had reached a total of nearly \$1,000,000 a day, the greatest in all history. The output of British Africa was nearly \$80,000,000 in 1898, and at the beginning of hostilities in 1899 it had reached the approximate rate of \$100,000,000. The addition of nearly \$100,000,000 a year to the world's supply of gold will, in the opinion of treasury experts, have the effect of increasing prices for all kinds of products, both agricultural and manufactured. Labor will also benefit, ultimately, in higher wages.

SUCCESSFUL SALESMEN.

Kate W. Nobles, the Niles Gum Manufacturer.

Kate W. Wickham was born in Niles Nov. 22, 1865. At the age of 18 she was married to Mr. Nobles and removed to Rochester, N. Y., where her husband was engaged in the salt business. Ten years later her husband died and she returned to Niles. Feeling the necessity of some occupation, she engaged to cover Southern Michigan for the Jackson Cracker Co. She continued this work for nearly a year, when she changed to the D. F. Bremner Baking Co., of Chicago, covering the same territory three years and carrying chewing gum on the side. Finding the demand for the latter to be constantly increasing and believing that there was an opportunity for one more manufacturer, she engaged in the business on her own account in Niles and now has the satisfaction of being able to employ twenty-five



people when running to her full capacity, occupying her own building and living in her own home—all purchased from the profits of the business.

Mrs. Nobles was the first lady member of the Michigan Knights of the Grip and still remains in the ranks. She tells an interesting story of how she came to embark in the gum business. It appears that a South Bend gentleman had for some reason left sixty boxes of gum in the hands of a Niles grocer, who found it a white elephant on his hands. He suggested to her that she find an outlet for the gum and, more as a pastime than anything else, she started out to see what she could do. Before two days had passed she had found a market for all of the gum and, from that time on, she was fully decided that the gum business was her forte. During the past year she has purchased a brick building, two stories and basement, 35x87 feet in dimensions, which she has fitted up with all of the modern conveniences and all of the sanitary appliances possible in a city the size of Niles, because she believes that the people in her employ should have just as good a time and just as many opportunities for enjoying themselves as she has on the road, and it has come to be well understood by hotel clerks that inside rooms do not go opposite Kate Nobles' name on the register. The best is none too good for her and she is always willing to pay the price, simply insisting that she gets what she pays for. The Tradesman may be so unkind as to insist that Mrs. Nobles is amply capable of enforcing her rights in this direction, but those

who know her best and have been acquainted with her longest, insist that she always accomplishes her ends by peaceful means and that her success on the road and as a manufacturer is due to the managing faculty, which she possesses to an unusual degree and employs with most excellent results.

Mrs. Nobles attributes her success to hard work and to the personal attention she has given her business. She spends one-half of her time at her factory in Niles; the other half on the road covering the jobbing towns of the Lower Peninsula and the jobbing trade of Chicago. The remainder of her output is disbursed through gum salesmen and special agents.

The Boys Behind the Counter.

Cadillac—Leonard Seager has resigned his position at the P. W. Nichols bakery to take the position of shipping clerk in J. Cornwell & Sons' grocery. Charles Burns has succeeded Mr. Seager as clerk in the P. W. Nichols bakery and he is succeeded as delivery man by Oscar Burke.

St. Ignace—L. J. Baker, manager of J. H. Steinberg's clothing department, has resigned his position to accept a similar one with the Kramer Clothing House at Cheboygan.

Casnovia—Fred Williams has taken a clerkship in the general store of Foster & Sherwood.

St. Louis—Wesley Mills is the new clerk at H. J. Tuger & Son's.

Cadillac—Otto Sobatto, of Big Rapids, has taken a clerkship with the Drury & Kelly Hardware Company.

Alpena—G. N. Sanborn, manager of the cloak department at Hawley & Fitzgerald's, has removed with his family to Omaha, Neb., where he has obtained a similar position at a much better salary.

Alpena—J. H. Baker, of Detroit, is the new confectioner at R. E. Ellsworth's, in place of C. Douglas, who has removed to Saginaw.

Purely Agricultural.

"For goodness' sake, what's that noise?"
"Girl next door is having her voice cultivated."
"Huh! What are they doing, ploughing it?"
"I don't know, but the sound of it is harrowing."

Livingston Hotel

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

Grand Rapids

The Warwick

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

A. B. GARDNER, Manager.

Drugs--Chemicals

Michigan State Board of Pharmacy

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

President, HENRY HEIM, Saginaw.
Secretary, W. P. DOTY, Detroit.
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.

Pertinent Don'ts To Be Observed by Druggists.

Don't open and close the store at "any old time." Have a time to begin the business of the day, and a time to quit.

Don't buy a large bill of goods, consisting of many things you don't need and will never sell, just because the clever agent beguiles you with a long payment proposition. Remember that pay day is bound to come.

Don't select the month of July as being the proper season to laud the praises of your emulsion of cod liver oil.

Don't advertise your Celebrated Talcum Powder for excessive perspiration during the cold winter months.

Don't take the salesman's head off. He may have something you can use. He can at least quote prices and to these your ear should ever be open.

Don't worry. It will not put stock on the shelves, nor cash in your money drawer. Have faith, grit and "stick-to-itiveness."

Don't be afraid to ask 10 cents for ice cream soda, if it is worth it. I suppose, however, your locality will have much to do with deciding this.

Don't object to answering the many queries of the apprentice. He is trying to learn. And remember that you were once an apprentice yourself.

Don't give the small boy a large mortar, a pestle and a "hunk" of India rubber and tell him you want it pulverized. For goodness sake think of something new—be original.

Don't put a Christmas advertisement in your local paper and leave it running until the Fourth of July.

Don't buy the cheapest drugs on the market. Get the best you can for the least cash. Let purity be paramount.

Don't allow the finished prescription to be anything but that which the physician has ordered. To substitute is criminal. In a measure you are the weapon which the doctor uses in his warfare against disease.

Don't sell anything and everything for the greed of gold. Even a druggist may have his conscience pricked.

Don't run a pharmaceutical rum shop. If you prefer to tend bar walk around the city until you run across a saloon and hasten to apply for a position.

Don't get too chummy with Dr. Heal-emup. Too much intimacy breeds contempt.

Don't get an \$8 a week registered clerk. The best available service is the cheapest in the end.

Don't run down your competitor. If you can say no good of him, don't say evil.

Don't get confused or have the least appearance of being puzzled when the colored lady asks for a piece of flesh colored court plaster.

Don't leave the soda fountain with

a regiment of dirty glasses upon it. Put them out of sight, even if you have no time to wash them until later.

Don't advertise that you have the best soda water in town, and then have the nerve to take the customers' good money for warm slops.

Don't recommend your Infallible Hair Tonic and One Second Corn Cure while your own head shines like a billiard ball and your clerks limp about the store with corns. Be consistent.

Don't argue over religion or politics with your customer. No use offending your patrons. Be like the Apostle Paul—all things to all men.

Don't urge the purchasing of rochelle salts, borax, bi-carbonate of soda, quinine pills, etc., in large quantities. It is more money in your pocket to sell these things in small lots. Besides you will see your customers more frequently.

Don't keep the wrapping paper, twine, paste and labels in different parts of the store. They bear the closest relationship to each other and should be together. Besides, it will save you steps.

Don't have a dingy, gloomy store. Human beings, like the miller and the moth, are attracted by the light.—J. S. Stowell in Era.

How Chamols Skins Are Made.

The sheepskin is first washed and the flesh side scraped thoroughly to remove the fleshy fibers; then the wet skins are hung in a warm room for about a week and "sweated." This loosens the wool so that most of it can be pulled out easily. The skins are then soaked in milk of lime to loosen the rest of the wool and to swell the fibers and split them into their constituent fibrils.

After liming, the hair is all removed and the absorbed lime is neutralized with boric or hydrochloric acid, and the skin is split into two thicknesses. The outer or grain side is used for the manufacture of thin, fancy leathers used in bookbinding, etc., while the flesh side is made into wash leather. It is first drenched, then put into stocks and pounded until it is partly dried and the fibrous structure has become loose and open, sawdust generally being employed to facilitate the process.

Fish oil is now rubbed upon the skins in small quantities, as long as the oil is absorbed. The moisture dries out as the oil is absorbed, the skins being hung up occasionally and exposed to the air. When the skins have absorbed enough oil they lose their limy odor and acquire a peculiar mustard-like smell, due to the oxidation of the oil. They are then packed loosely in boxes, where they heat rapidly, and must be taken out and exposed to the air to prevent overheating. During this time they give off much pungent vapor and turn yellow. They are then washed in a warm solution of alkali to remove the excess of fat. The oil removed is liberated from the soapy fluid and sold as "sod oil."

The skins are next bleached in the sun, being moistened occasionally with a solution of potassium permanganate, followed by washing with sulphurous acid or sodium peroxide. The leather is then permanently softened and suited for all purposes of toilet or cleansing uses.

The Thoughtful Girl.

Madge—Dolly is going somewhere with that young man this evening.

Marjorie—Yes, going to sit with him in the hammock. Right after dinner she went up stairs and put on a dark shirt waist.

Substitution and Misrepresentation.

"Substitution" is a harsh word which carries with it the idea of deceit and misrepresentation. Furnishing one article when another is asked and paid for without acquainting the purchaser with the nature of this action, is fraud pure and simple, and as such is punishable by law. It is, however utterly unjust to accuse a druggist of substitution when he merely follows a practice common in all branches of trade, in persuading a customer to buy an article which yields him a profit instead of goods which he can supply only at a loss. The druggist has quite as much right to urge the purchase of his own preparations in preference to those of another, as a shoe dealer has to show shoes of different quality than those asked for. To characterize the druggist's exercise of his salesman's instinct as theft and swindling, is grossly misrepresenting things. The pharmacist is under no obligations simply because the manufacturer advertises his own goods. The retail druggist renders quite as valuable service to the manufacturer by keeping his goods in stock. If business were merely the filling of orders without solicitation or persuasion, the expert salesman would not occupy the important position in commerce which he fills to-day. Whether it pays the druggist to discourage the purchase of well-known proprietary remedies is another question. Many think that the apothecary and the physician should merely supply the wants of suffering humanity, but at present it seems to be necessary to create the wants as well. In making people feel that they need medicine the proprietary manufacturers have shown the way, and the should not complain if their distributors prove to be apt pupils.—Era.

The Drug Market.

Opium—Is very dull and unchanged. New crop is reported to be a large one. Morphine—Is unchanged. Quinine—Is dull and tending lower. Beeswax—Remains scarce and high. Chloral Hydrate—There is strong competition and the market is unsettled. Cocaine—Is rather firm at the decline of 25c per oz.

Norwegian Cod Liver Oil—Has doubled in value in the last six weeks. Very high prices will rule this year.

Menthol—Is very firm at the advance and is tending higher.

Wild Cherry Bark—Is in better supply and, on account of new crop coming in, the price has been reduced.

Elm Bark—Is very scarce and prices are very high.

Juniper Berries—Are advancing. Oil Pennyroyal—Is very scarce. Prices are unusually high.

Oil Wintergreen—Is in small supply and prices rule firm.

Russian Hemp Seed—Advanced, on account of scarcity and is tending higher.

Canary Seed—Is also advancing.

Linseed Oil—Is very firm at the advance.

Soap in Sterilizing Instruments.

Tincture of soap has been recommended as the best medium for sterilizing edged eye instruments. It not only cleans off the blood or pus, but preserves the edge. The instruments should be wiped and placed in the tincture for fifteen minutes, then wiped again and placed in boric acid solution before the operation. After use they should be replaced in the tincture and wiped and put away.

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 ap-
plication.

Fred Brundage,
Wholesale Druggist, Muskegon, Mich.

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

Aluminum Money

Will Increase Your Business.



Cheap and Effective.
Send for samples and prices.

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

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
Neah-ta-wanta	Les Cheneaux Islands
Mackinac 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 Fish-
ing"—postage two cents.

C. L. Lockwood, G. P. A.
64 So. Ionia Street, Grand Rapids, Mich.

WHOLESALE DRUG PRICE CURRENT

Advanced—Oil Pennyroyal, Cod Liver Oil, Hemp Seed.
Declined—Cherry Bark, Cocaine.

Acidum			
Aceticum, German.	70¢	8	
Benzoleum, German.	70¢	17	
Carbolicum	24¢	22	
Chloric	43¢	45	
Hydrochloric	3¢	5	
Nitricum	8¢	10	
Oxalicum	12¢	14	
Phosphoricum, dil.	13¢	5	
Salicylicum	50¢	53	
Sulphuric	13¢	5	
Tannic	1 10¢	1 20	
Tartaric	38¢	40	
Ammonia			
Aqua, 16 deg.	4¢	6	
Aqua, 20 deg.	6¢	8	
Carbonas	13¢	15	
Chloridum	12¢	14	
Aniline			
Black	2 00¢	2 25	
Brown	80¢	1 00	
Red	45¢	50	
Yellow	2 50¢	3 00	
Baccæ			
Cubebæ, po. 25	22¢	24	
Juniperus	6¢	8	
Xanthoxylum	1 70¢	1 75	
Balsamum			
Copalba	50¢	55	
Peru	60¢	65	
Terabin, Canada	60¢	65	
Tolutan	45¢	50	
Cortex			
Abies, Canadian	18¢	20	
Cassia	18¢	20	
Cinchona Flava	30¢	35	
Euonymus atropurp.	30¢	35	
Myrica Cerifera, po.	12¢	14	
Prunus Virgin.	12¢	14	
Quillaja, gr'd.	12¢	14	
Sassafras, po. 15	20¢	22	
Ulmus, po. 18, gr'd.	20¢	22	
Extractum			
Glycyrrhiza Glabra	24¢	25	
Glycyrrhiza, po.	28¢	30	
Hæmatox, 15 lb. box	11¢	12	
Hæmatox, 1s.	13¢	14	
Hæmatox, 1/4s.	14¢	15	
Hæmatox, 1/8s.	16¢	17	
Ferra			
Carbonate Precip.	15¢	18	
Citrate and Quinia	2 25¢	2 25	
Citrate Soluble	7¢	8	
Ferrocyanidum Sol.	40¢	45	
Solut. Chloride	15¢	18	
Sulphate, com'l.	2¢	2	
Sulphate, com'l, by	80¢	85	
bbl, per cwt.			
Sulphate, pure	7¢	8	
Flora			
Arnica	15¢	18	
Anthemils	22¢	25	
Matricaria	30¢	35	
Folia			
Barosma	35¢	40	
Cassia Acutifol, Tin-	20¢	25	
nevelly	25¢	30	
Cassia, Acutifol, Ali.	25¢	30	
Salvia officinalis, 1/4s	12¢	14	
Uva Ursi	8¢	10	
Gummi			
Acacia, 1st picked	6¢	65	
Acacia, 2d picked	6¢	35	
Acacia, 3d picked	6¢	25	
Acacia, sifted sorts	45¢	65	
Acacia, po.	12¢	14	
Aloe, Barb. po. 18¢20	12¢	14	
Aloe, Cape, po. 15	12¢	14	
Aloe, Socotri, po. 40	6¢	30	
Ammoniac	55¢	60	
Assafoetida, po. 40	25¢	40	
Benzoinum	50¢	55	
Catechu, 1s.	6¢	13	
Catechu, 1/4s.	6¢	13	
Catechu, 1/8s.	6¢	13	
Camphora	64¢	69	
Euphorbium, po. 35	6¢	13	
Gamboge	80¢	85	
Gualacum, po. 35	6¢	13	
Kino, po. \$0.75	6¢	13	
Mastic	6¢	13	
Myrrh, po. 45	3 20¢	3 25	
Opil, po. 4.20¢4.30	35¢	45	
Shellac	35¢	45	
Shellac, bleached	40¢	50	
Tragacanth	70¢	1 00	
Herba			
Absinthium, oz. pkg	25¢	25	
Eupatorium, oz. pkg	25¢	25	
Lobelia, oz. pkg	25¢	25	
Majorum, oz. pkg	25¢	25	
Mentha Pip. oz. pkg	25¢	25	
Mentha Vir. oz. pkg	25¢	25	
Rue, oz. pkg	25¢	25	
Tanacetum V. oz. pkg	25¢	25	
Thymus, V. oz. pkg	25¢	25	
Magnesia			
Calcined, Pat.	55¢	60	
Carbonate, Pat.	18¢	20	
Carbonate, K. & M.	18¢	20	
Carbonate, Jennings	18¢	20	
Oleum			
Absinthium	7 00¢	7 20	
Amygdale, Dulc.	50¢	60	
Amygdale, Amaræ.	8 00¢	8 25	
Anisi	1 60¢	1 65	
Aurant Cortex	2 10¢	2 20	
Bergamini	2 40¢	2 50	
Cajuputi	80¢	85	
Caryophylli	75¢	80	
Cedar	80¢	85	
Chenopadi	1 00¢	1 10	
Cinnamomi	1 00¢	1 10	
Citronella	35¢	40	
Conium Mac.			
Cubeba	1 15¢	1 25	
Erigeron	1 00¢	1 10	
Gaultheria	2 00¢	2 10	
Geranium, ounce	6¢	75	
Gossypii, Sem. gal.	50¢	60	
Hedeoma	1 70¢	1 80	
Juniper	1 50¢	2 00	
Lavendula	90¢	2 00	
Limons	1 15¢	1 25	
Mentha Piper.	2 10¢	2 20	
Mentha Verid.	1 90¢	2 00	
Morruha, gal.	2 00¢	2 10	
Myrica	4 00¢	4 50	
Olive	75¢	3 00	
Pleis Liquid.	10¢	12	
Pleis Liquid, gal.	3¢	35	
Ricina	1 00¢	1 05	
Rosmarini	6 00¢	6 10	
Rosa, ounce	6 00¢	6 10	
Succini	90¢	1 00	
Sabina	2 75¢	2 80	
Sassafras	55¢	60	
Sinapis, ess. ounce	1 50¢	1 60	
Tigil	40¢	50	
Thyme	40¢	50	
Thyme, opt.	1 60¢	1 60	
Theobromas	15¢	20	
Potassium			
Bi-Carb.	15¢	18	
Bichromate	13¢	15	
Bromide	52¢	57	
Carb.	12¢	15	
Chlorate, po. 17¢19	16¢	18	
Cyanide	34¢	38	
Iodide	2 30¢	2 40	
Potassa, Bitart. pure	28¢	30	
Potassa, Bitart. com.	7¢	10	
Potass Nitras, opt.	6¢	8	
Potass Nitras	23¢	25	
Prussiate	15¢	18	
Sulphate po.	15¢	18	
Radix			
Aconitum	20¢	25	
Althea	30¢	33	
Anchusa	10¢	12	
Arum po.	2¢	25	
Calamus	20¢	40	
Gentiana, po. 15	12¢	15	
Glycyrrhiza, pv. 15	16¢	18	
Hydrastis Canad.	8¢	75	
Hydrastis Can., po.	12¢	15	
Inula, po.	18¢	22	
Ipecac, po.	3 60¢	3 75	
Iris plox, po. 35¢38	35¢	40	
Jalapa, pr.	25¢	30	
Maranta, 1/4s.	2¢	35	
Podophyllum, po.	22¢	25	
Rhel	75¢	1 00	
Rhel, cut.	75¢	1 25	
Rhel, pv.	75¢	1 35	
Spigelia	35¢	40	
Sanguinaria, po. 15	50¢	55	
Serpentaria	60¢	65	
Senega	40¢	45	
Smlax, officinalis H.	10¢	12	
Smlax, M.	2¢	25	
Sellæ, po. 35	10¢	12	
Symplocarpus, Fostil-	2¢	25	
dus, po.	2¢	25	
Valeriana, Eng. po. 30	15¢	20	
Valeriana, German.	14¢	16	
Zingiber	25¢	27	
Semen			
Anisum, po. 18	2¢	15	
Apyum (graveleons).	13¢	15	
Bird, 1s.	4¢	5	
Carui, po. 15	10¢	11	
Cardamon	1 25¢	1 75	
Coriandrum	8¢	10	
Cannabis Sativa	5¢	6	
Cydonium	75¢	1 00	
Chenopodium	15¢	16	
Dipterix Odorata	1 00¢	1 10	
Foeniculum	7¢	8	
Foenugreek, po.	4¢	5	
Lini	4¢	5	
Lini, gr'd. bbl. 4	4¢	5	
Lobelia	1 50¢	1 55	
Pharlaris Canarian.	4 1/4¢	5	
Rapa	4 1/4¢	5	
Sinapis Alba	9¢	10	
Sinapis Nigra	11¢	12	
Spiritus			
Frument, W. D. Co.	2 00¢	2 50	
Frument, D. F. R.	2 00¢	2 25	
Frument	1 25¢	1 50	
Juniperis Co. O. T.	1 65¢	2 00	
Juniperis Co.	1 75¢	3 50	
Saacharum N. E.	1 90¢	2 10	
Spt. Vini Gall.	1 75¢	6 50	
Vini Oporto	1 25¢	2 00	
Vini Alba	1 25¢	2 00	
Sponges			
Florida sheeps' wool	2 50¢	2 75	
Nassau sheeps' wool	2 50¢	2 75	
carriage			
Volvet extra sheeps'	1 50¢	1 50	
wool, carriage			
Extra yellow sheeps'	1 25¢	1 25	
wool, carriage			
Grass sheeps' wool,	1 00¢	1 00	
carriage			
Hard, for slate use.	75¢	75	
Yellow Reef, for	1 40¢	1 40	
slate use.			
Syrups			
Acacia	50¢	50	
Aurant Cortex	50¢	50	
Zingiber	50¢	50	
Ipecac	50¢	50	
Ferri Iod.	50¢	50	
Rhel Aroni	50¢	50	
Smlax Officinalis	50¢	50	
Senega	50¢	50	
Sellæ	50¢	50	

Menthol.....	② 4 80	Seidlitz Mixture.....	20¢ 22	Linseed, pure raw.....	66 8
Morphia, S., P. & W. 2 15¢	2 40	Sinapis.....	② 18	Linseed, boiled.....	67 8
Morphia, S., N. Y. Q. 2 15¢	2 40	Sinapis, opt.....	② 30	Netesfoot, winter str	65 8
Morphia, Mal. 2 15¢	2 40	Snuff, Maccaboy, De	② 41	Spirits Turpentine..	55 60
Moschus Canton.....	40¢	② Voes.....	② 41		
Myristica, No. 1.....	65¢ 80	Snuff, Scotch, De Vo's	② 41	Paints	BBL. LB.
Nux Vomica...po. 15	10¢ 11	Soda, Boras.....	9¢ 11	Red Venetian.....	1 1/2 2 ② 8
Os Sepia.....	35¢ 37	Soda, Boras, po.....	9¢ 11	Ochre, yellow Mars.....	1 1/2 2 ② 4
Pepsin Saac, H. & P.	1 00	Soda et Potass Tart.....	23¢ 25	Ochre, yellow Ber.....	1 1/2 2 ② 3
D. Co.....	② 1 00	Soda, Carb.....	1 1/4¢ 2	Putty, commercial.....	2 1/4 2 1/2 ② 3
Pleis Liq. N.N. 1/4 gal.	2 00	Soda, Bi-Carb.....	3¢ 5	Putty, strictly pure.....	2 1/4 2 1/2 ② 3
doz.....	② 2 00	Soda, Ash.....	3 1/4¢ 4	Vermillion, Prime	13¢ 15
Pleis Liq., quarts.....	② 1 00	Soda, Sulphas.....	② 2	American.....	13¢ 15
Pleis Liq., pints.....	② 85	Spts. Cologne.....	② 2 60	Vermillion, English.....	70¢ 75
Pil Hydrarg. po. 80	50¢ 55	Spts. Ether Co.....	50¢ 55	Green, Paris.....	14 1/4 18 1/4
Piper Nigra...po. 22	18¢ 18	Spts. Myrcela Dom.....	② 2 00	Green, Peninsular.....	13¢ 16
Piper Alba...po. 35	30¢ 30	Spts. Vini Rect. bbl.	② 2 00	Lead, red.....	5 ③ 8 1/4
Pilx Burgun.....	7¢ 7	Spts. Vini Rect. 1/4 bbl	② 2 00	Lead, white.....	5 ③ 8 1/4
Plumbi Acet.....	10¢ 12	Spts. Vini Rect. 10gal	② 2 00	Whiting, white Span	② 90
Pulvis Ipecac et Ophi	1 30¢ 1 50	Spts. Vini Rect. 5 gal	② 2 00	Whiting, gilders.....	② 95
Pyrethrum, boxes H.	25¢ 30	Strychnia, Crystal.....	80¢ 1 05	White, Paris, Amer.	② 1 25
& P. D. Co., doz.....	② 75	Sulphur, Subl.....	2 1/4¢ 4	Whiting, Paris, Eng.	② 1 25
Pyrethrum, pv.....	25¢ 30	Sulphur, Roll.....	2 1/4¢ 3 1/4	Universal Prepared.....	② 1 40
Quassia.....	8¢ 10	Tamarinds.....	8¢ 10		
Quinia, S. P. & W.....	30¢ 40	Terebenth Venice.....	28¢ 30	Varnishes	
Quinia, S. German.....	3¢ 40	Theobromas.....	50¢ 55	No. 1 Turp Coach... 1 10¢ 1 20	
Quinia, N. Y.....	30¢ 40	Vanilla.....	9 00¢ 16 00	Extra Turp..... 1 60¢ 1 70	
Rubia Tinctorum.....	12¢ 14	Zinc Sulph.....	7¢ 8	Coach Body..... 2 75¢ 3 00	
Saccharum Lactis pv	20¢ 22			No. 1 Turp Furn..... 1 00¢ 1 10	
Salacin.....	4 50¢ 4 75	Oils		Extra Turk Damar..... 1 55¢ 1 60	
Sanguis Draconis.....	40¢ 50	Whale, winter.....	70 70	Jap. Dryer, No. 1 Turp	70¢ 75
Sapo, W.....	12¢ 14	Lard, extra.....	85 90		
Sapo M.....	10¢ 12	Lard, No. 1.....	60 65		
Sapo G.....	15¢ 15				

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

Sugars
Jelly Tumblers
Soap Chips

DECLINED

Domestic Cheese
Fruit Jar Caps
Sun Dried Apples

Index to Markets

By Columns

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

1	2
AXLE GREASE	
Aurora.....	doz. gross 55 6 00
Castor Oil.....	doz. gross 60 7 00
Diamond.....	doz. gross 50 4 25
Frazier's.....	doz. gross 75 9 00
IXL Golden, tin boxes 75	9 00
BAKING POWDER	
Egg	
1/4 lb. cans, 4 doz. case.....	3 75
1/2 lb. cans, 2 doz. case.....	3 75
1 lb. cans, 1 doz. case.....	3 75
5 lb. cans, 1/2 doz. case.....	8 00
JAXON	
Royal	
1/4 lb. cans, 4 doz. case.....	45
1/2 lb. cans, 4 doz. case.....	85
1 lb. cans, 2 doz. case.....	1 60
BATH BRICK	
American.....	70
English.....	80
BLUING	
Arctic, 4 oz. ovals, per gross 4	00
Arctic, 8 oz. ovals, per gross 6	00
Arctic 16 oz. round per gross 9	00
BROOMS	
No. 1 Carpet.....	2 70
No. 2 Carpet.....	2 25
No. 3 Carpet.....	2 15
No. 4 Carpet.....	1 75
Parlor Gem.....	2 40
Common Whisk.....	85
Fancy Whisk.....	1 10
Warehouse.....	3 50
BRUSHES	
Milwaukee Dustless	
Fiber.....	1 00@3 00
Russian Bristle.....	3 00@5 00
Discount, 33 1/3% in doz. lots.	
SCRUB	
Solid Back, 8 in.....	45
Solid Back, 11 in.....	95
Pointed Ends.....	85
SHOE	
No. 8.....	1 00
No. 7.....	1 30
No. 4.....	1 70
No. 3.....	1 90
STOVE	
No. 3.....	75
No. 2.....	1 10
No. 1.....	1 75
BUTTER COLOR	
W. R. & Co.'s, 15c size.....	1 25
W. R. & Co.'s, 25c size.....	2 00
CANDLES	
Electric Light, 88.....	12
Electric Light, 168.....	12 1/2
Paraffine, 68.....	10 1/2
Paraffine, 128.....	11
Wickling.....	17
CANNED GOODS	
Apples	
3 lb. Standards.....	1 10
Gallons, standards.....	3 35
Blackberries	
Standards.....	80
Beans	
Baked.....	1 00@1 30
Red Kidney.....	75@85
String.....	70
Wax.....	75
Blueberries	
Standard.....	90
Brook Trout	
2 lb. cans, Spiced.....	1 90
Clams	
Little Neck, 1 lb.....	1 00
Little Neck, 2 lb.....	1 50
Clam Bouillon	
Burnham's, 1/2 pint.....	1 92
Burnham's, pints.....	3 60
Burnham's, quarts.....	7 20
Cherries	
Red Standards.....	
White.....	
Corn	
Fair.....	80
Good.....	85
Fancy.....	1 00
French Peas	
Sur Extra Fine.....	22
Extra Fine.....	19
Fine.....	15
Moyen.....	11
Gooseberries	
Standard.....	90
Hominy	
Standard.....	85
Lobster	
Star, 1/4 lb.....	2 15
Star, 1 lb.....	3 60
Piepie Tails.....	2 40
Mackerel	
Mustard, 1 lb.....	1 75
Mustard, 2 lb.....	2 80
Soused, 1 lb.....	2 80
Soused, 2 lb.....	1 75
Tomato, 1 lb.....	2 80
Tomato, 2 lb.....	2 80
Mushrooms	
Hotels.....	18@20
Buttons.....	22@25
Oysters	
Cove, 1 lb.....	85
Cove, 2 lb.....	1 55
Cove, 1 lb Oval.....	95
Peaches	
Pie.....	85@90
Yellow.....	1 65@1 85
Pears	
Standard.....	1 00
Fancy.....	1 25
Peas	
Marrowfat.....	1 00
Early June.....	1 00
Early June Sifted.....	1 60
Plums	
Plums.....	85
Pineapple	
Grated.....	1 25@2 75
Sliced.....	1 35@2 55
Pumpkin	
Fair.....	1 00
Good.....	1 10
Fancy.....	1 15
Raspberries	
Standard.....	1 15
Russian Caviar	
1/4 lb. cans.....	3 75
1/2 lb. cans.....	7 00
1 lb. can.....	12 00
Salmon	
Columbia River, talls.....	@1 85
Columbia River, flats.....	@2 00
Red Alaska.....	1 30@1 40
Pink Alaska.....	90@1 00
Shrimps	
Standard.....	1 40
Sardines	
Domestic, 1/4s.....	3 1/2
Domestic, 1/2s.....	6
Domestic, Mustard.....	11@14
California, 1/4s.....	17@24
French, 1/4s.....	7@14
French, 1/2s.....	18@28
Strawberries	
Standard.....	1 10
Fancy.....	1 10
Succotash	
Good.....	1 00
Fancy.....	1 20

3

4

Tomatoes

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

CARBON OILS

Barrels

Eocene	@11
Perfection	@10
Diamond White	@9
D. S. Gasoline	@12 1/2
Deodorized Naphtha	@10 1/2
Cylinder	@34
Engine	@22
Black, winter	@10 1/2

CATSUP

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

CHEESE

Acme	@11
Amboy	@10 1/2
Eisler	@11
Emblem	@11 1/2
Gem	@10 1/2
Gold Medal	@11 1/2
Ideal	@11
Jersey	@11 1/2
Riverside	@11
Brick	14@15
Edam	@90
Lelden	@17
Limbarger	13@14
Pineapple	50@75
Sap Sago	19@20

CHEWING GUM

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

CHICORY

Bulk	5
Red	7
Eagle	4
Frank's	7
Schener's	6

CHOCOLATE

Walter Baker & Co.'s.

German Sweet	23
Premium	31
Breakfast Cocoa	46
Runkel Bros.	19
Vienna Sweet	21
Vanilla	28
Premium	31

CLOTHES LINES

Sisal

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

Jute

60 ft	75
72 ft	90
90 ft	1 05
120 ft	1 50

Cotton Victor

50 ft	80
60 ft	95
70 ft	1 10

Cotton Windsor

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

Cotton Braided

40 ft	55
50 ft	70
70 ft	80

Galvanized Wire

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

COCOA

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

COCOANUT

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

COCOA SHELLS

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

COFFEE

Roasted

F. M. C. brands

Mandehling	30 1/2
Purity	28
No 1 Hotel	28
Monogram	26
Special Hotel	23
Parkerhouse	21
Honolulu	17
Fancy Maracaibo	16
Maracaibo	13
Porto Rican	15
Marexo	11 1/2

Dwinell-Wright Co.'s Brands.

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

Telfer Coffee Co. brands	
No. 9	8 1/2
No. 10	9 1/2
No. 12	9 1/2
No. 14	14
No. 16	16
No. 18	18
No. 20	20
No. 22	22
No. 24	24
No. 26	26
No. 28	28
Belle Isle	20
Red Cross	24
Colonial	26
June	28
Koran	14
Delivered in 100 lb. lots.	

Rio

Common	8
Fair	9
Choice	10
Fancy	15

Santos

Common	8
Fair	9
Choice	10
Fancy	13
Peaberry	11

Maracaibo

Fair	13
Choice	16

Mexican

Choice	13
Fancy	17

Guatemala

Choice	13
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Java

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

Mocha

Arabian	21
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Package

New York Basis.

Arbuckle	10 1/2
Dillworth	10 1/2
Jersey	10 1/2
Lion	10 1/2
McLaughlin's XXXX	
McLaughlin's XXXX sold	
retailers only. Mail all orders	
direct to W. F. McLaughlin	
Co., Chicago	

Extract

Valley City 1/2 gross	
Felix 1/2 gross	1
Hummel's toll 1/2 gross	
Hummel's tin 1/2 gross	1

CONDENSED MILK

4 doz in case.

Gall Borden Eagle	6
Crown	5
Daisy	4
Champion	4
Magnolia	4
Challenge	4
Dime	3
Peerless Evaporated Cream	4
Milkmaid	6
Tip Top	3
Nestles Cream	4
Highland Cream	5
St. Charles Cream	4

CRACKERS

National Biscuit Co.'s brand

Butter

Seymour	6
New York	6
Family	6
Salted	6
Wolverine	6

6

Pearl Barley	
Common	3 00
Chester	2 75
Empire	3 65
Peas	
Green, Wisconsin, bu.	1 90
Green, Scotch, bu.	2 00
Split, lb.	4
Roiled Oats	
Roiled Avena, bbl.	5 40
Steel Cut, 100 lb. sacks	2 50
Monarch, bbl.	5 00
Monarch, 1/2 bbl.	2 62
Monarch, 90 lb. sacks	2 40
Quaker, cases	3 20

Walsh-DeRoo Co.'s Brand.



Cases, 24 2 lb. packages..... 2 00

Sago

East India..... 3 3/4

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

German, broken package..... 4

Tapoca

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

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

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

Wheat

Cracked, bulk..... 3 1/4

24 2 lb. packages..... 2 60

FISHING TACKLE

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

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

2 to 3 inches..... 9

3 to 4 inches..... 11

4 to 5 inches..... 15

5 to 6 inches..... 18

6 to 8 inches..... 20

Cotton Lines

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

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

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

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

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

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

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

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

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

Linen Lines

Small..... 20

Medium..... 26

Large..... 34

Poles

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

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

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

FLAVORING EXTRACTS

FOOTE & JENKS'

JAXON

Highest Grade Extracts

Vanilla..... 1 20

Lemon..... 1 20

1 oz full m. 2 10

2 oz full m. 4 20

No. 3 fan'y 3 15

No. 3 fan'y 1 75

COLEMAN'S

HIGH FOOTE & JENKS' EXTRACTS

Vanilla..... 1 20

Lemon..... 1 20

2 oz panel..... 2 00

4 oz taper..... 1 50

JENNINGS' FLAVORING

EXTRACTS

D. C. Lemon..... 75

D. C. Vanilla..... 1 24

2 oz..... 1 00

3 oz..... 1 60

6 oz..... 2 00

4 oz..... 2 00

No. 4 T..... 1 52

No. 3 T..... 2 08

2 oz. Assorted Flavors 75c.

Our Tropical..... 75

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

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

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

4 oz. full measure, Vanilla..... 1 80

Standard..... 70

2 oz. Panel Vanilla Tonka..... 60

2 oz. Panel Lemon..... 35

Tanglefoot, per box..... 3 20

Tanglefoot, per case..... 3 20

FRESH MEATS

Beef

Carcass..... 6 1/2 @ 9 1/4

Forequarters..... 6 @ 7 1/4

Hindquarters..... 9 1/4 @ 11

Loins..... 11 @ 16

Ribs..... 12 @ 13

Rounds..... 8 @ 9

Chucks..... 6 @ 7

Plates..... 4 @ 5

For

Dressed..... 7 1/4 @ 8

Loins..... 11 @ 11 1/4

Boston Butts..... 9 1/4 @ 9 1/4

Shoulders..... 9 1/4 @ 9 1/4

Leaf Lard..... @ 11

Mutton

Carcass..... 7 @ 8 1/4

Lambs..... 9 @ 12 1/4

Veal

Carcass..... 6 1/2 @ 9

7

FRUIT CAN WRENCH.

Triumph, per gross..... 9 60

GELATINE

Knox's Sparkling, pr gross..... 1 20

Knox's Sparkling, pr gross..... 1 20

Knox's Acidulated, pr gross..... 1 20

Knox's Acidulated, pr gross..... 1 20

Oxford..... 75

Plymouth Rock..... 1 20

Nelson's..... 1 50

Cox's, 2-qt size..... 1 61

Cox's, 1-qt size..... 1 10

GRAIN BAGS

Amoskeag, 100 in bale..... 15 1/2

Amoskeag, less than bale..... 15 1/2

GRAINS AND FLOUR

Wheat, white..... 79

Wheat, red..... 77

Winter Wheat Flour

Local Brands

Patents..... 4 60

Second Patent..... 4 10

Straight..... 3 90

Second Straight..... 3 60

Clear..... 3 30

Graham..... 3 60

Buckwheat..... 4 30

Rye..... 3 00

Pig..... 3 00

Subject to usual cash dis-

count.

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

ditional.

Ball-Barnhart-Putman's Brand

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

Diamond 1/4s..... 4 00

Diamond 1/8s..... 4 00

Diamond 1/16s..... 4 00

Worden Grocer Co.'s Brand

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

Quaker 1/4s..... 4 00

Quaker 1/8s..... 4 00

Quaker 1/16s..... 4 00

Spring Wheat Flour

Clark-Jewell-Well's Co.'s Brand

Pillsbury's Best 1/2s..... 4 50

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

Pillsbury's Best 1/8s..... 4 50

Pillsbury's Best 1/16s..... 4 50

Pillsbury's Best 1/2 paper..... 4 30

Pillsbury's Best 1/4 paper..... 4 30

Pillsbury's Best 1/8 paper..... 4 30

Pillsbury's Best 1/16 paper..... 4 30

Ball-Barnhart-Putman's Brand

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

Duluth Imperial 1/4s..... 4 30

Duluth Imperial 1/8s..... 4 30

Duluth Imperial 1/16s..... 4 30

Lemon & Wheeler Co.'s Brand

Wingold 1/2s..... 4 30

Wingold 1/4s..... 4 30

Wingold 1/8s..... 4 30

Wingold 1/16s..... 4 30

Olney & Judson's Brand

Ceresota 1/2s..... 4 50

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

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

Ceresota 1/16s..... 4 30

Worden Grocer Co.'s Brand

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

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

Laurel 1/8s..... 4 30

Laurel 1/16s..... 4 30

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

Laurel 1/4 paper..... 4 20

Laurel 1/8 paper..... 4 20

Laurel 1/16 paper..... 4 20

Meal

Bolted..... 2 70

Granulated..... 2 90

Feed and Millstuffs

No. 1 Corn and Oats..... 26 00

No. 1 Corn and Oats..... 26 00

Unbolted Corn Meal..... 24 50

Winter Wheat Bran..... 19 00

Winter Wheat Middlings..... 21 00

Screenings..... 19 00

Oats

Car lots..... 47

Car lots, clipped..... 50 1/4

Less than car lots.....

Corn

Corn, car lots..... 67

Hay

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

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

HERBS

Sage..... 15

Hops..... 15

Laurel Leaves..... 15

Senna Leaves..... 25

INDIGO

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

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

JELLY

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

15 lb. palls..... 38

80 lb. palls..... 72

LICORICE

Pure..... 30

Calabria..... 23

Stelly..... 14

Root..... 10

LYE

Condensed, 2 doz..... 1 20

Condensed, 4 doz..... 2 25

MEAT EXTRACTS

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

Liebig's, 2 oz..... 2 75

MOLASSES

New Orleans

Fancy Open Kettle..... 40

Choice..... 35

Fair..... 26

Good..... 22

Half-barrels 2c extra

MUSTARD

Horse Radish, 1 doz..... 1 75

Horse Radish, 2 doz..... 3 50

Bayle's Celery, 1 doz..... 1 75

OLIVES

Bulk, 1 gal. kegs..... 1 35

Bulk, 3 gal. kegs..... 1 20

Bulk, 5 gal. kegs..... 1 15

Manzanilla, 7 oz..... 80

Queen, pints..... 2 35

Queen, 19 oz..... 4 50

Queen, 28 oz..... 7 00

Stuffed, 5 oz..... 90

Stuffed, 8 oz..... 1 45

Stuffed, 10 oz..... 2 30

PINES

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

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

Cob, No. 3..... 85

8

PICKLES

Medium

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

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

Small

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

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

PLAYING CARDS

No. 90, Steamboat..... 90

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

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

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

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

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

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

POTASH

48 cans in case.....

Babbitt's..... 4 00

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

PROVISIONS

Barreled Pork

Mess..... @ 17 75

Back..... @ 19 00

Clear back..... @ 20 00

Short cut..... @ 18 50

Pig..... @ 22 00

Family Mess Lot..... @ 17 50

Clear..... @ 18 50

Dry Salt Meats

Bellies..... 10 1/2

No. 1 Bellies..... 11 1/2

Extra shorts..... 10 1/2

Smoked Meats

Hams, 12 lb. average..... 12 1/2 @ 13

Hams, 14 lb. average..... 12 1/2 @ 13

Hams, 16 lb. average..... 12 1/2 @ 13

Hams, 20 lb. average..... 12 1/2 @ 13

Ham dried (N. Y. cut)..... 12 1/2 @ 13

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

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

California hams..... 9 1/4 @ 9 1/2

Bollied Hams..... @ 19

Picnic Bollied Hams..... 14 1/2 @ 14 1/2

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

Mince Hams..... 9 1/4 @ 9 1/2

Lard

Compound..... 8 1/2 @ 11

12

Telegram.....	26
Pay Car.....	32
Pratle Rose.....	30
Protection.....	38
Sweet Burley.....	40
Sweet Loma.....	38
Tiger.....	39

Plug

Flat Iron.....	33
Crepe de Menhe.....	60
Stronghold.....	39
Elmo.....	48
Sweet Chunk.....	37
Forge.....	33
Rad Cross.....	32
Palo.....	36
Kylo.....	36
Hiawatha.....	41
Battle Axe.....	37
American Eagle.....	34
Standard Navy.....	37
Spear Head, 16 oz.....	42
Spear Head, 8 oz.....	44
Nobby Twist.....	48
Jolly Tar.....	38
Old Honesty.....	44
Toddy.....	34
J. T.....	38
Piper Heldsick.....	63
Boot Jack.....	81
Jelly Cake.....	36
Plumb Bob.....	32
Honey Dip Twist.....	39

Smoking

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

TWINE

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

VINEGAR

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

WASHING POWDER

Diamond Flake.....	2 75
Gold Brick.....	3 25
Gold Dust, regular.....	4 50
Gold Dust, 5c.....	4 00
Kirkoline, 24 lb.....	3 90
Pearline.....	2 65
Soapine.....	4 00
Babbitt's 1776.....	3 75
Roseline.....	3 00
Armour's.....	3 70
Nine O'clock.....	3 35
Wisdom.....	3 80
Scourline.....	3 50

WICKING

No. 6, per gross.....	25
No. 7, per gross.....	30
No. 8, per gross.....	40
No. 9, per gross.....	55

WOODENWARE

Bushels.....	85
Bushels, wide band.....	1 15
Market.....	30
Splint, large.....	5 00
Splint, medium.....	4 00
Splint, small.....	4 00
Willow Clothes, large.....	5 50
Willow Clothes, medium.....	5 00
Willow Clothes, small.....	4 75
Bradley Butter Boxes	
2 lb. size, 24 in case.....	72
3 lb. size, 16 in case.....	68
5 lb. size, 12 in case.....	63
10 lb. size, 6 in case.....	60
Butter Plates	
No. 1 Oval, 250 in crate.....	40
No. 2 Oval, 250 in crate.....	45
No. 3 Oval, 250 in crate.....	50
No. 5 Oval, 250 in crate.....	60
Churns	
Barrel, 5 gals., each.....	2 40
Barrel, 10 gals., each.....	2 55
Barrel, 15 gals., each.....	2 70
Clothes Pins	
Round head, 5 gross box.....	50
Round head, cartons.....	75
Egg Crates	
Humpty Dumpty.....	2 25
No. 1, complete.....	29
No. 2, complete.....	18
Faucets	
Cork lined, 8 in.....	55
Cork lined, 9 in.....	65
Cork lined, 10 in.....	85
Cedar, 8 in.....	65

13

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

Pails

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

Toothpicks

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

Traps

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

Tubs

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

Wash Boards

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

Window Cleaners

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

Wood Bowls

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

WRAPPING PAPER

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

YEAST CAKE

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

FRESH FISH

White fish.....	90
Trout.....	8 1/2
Black Bass.....	10 1/2
Halibut.....	16
Ciscoes or Herring.....	5
Bluefish.....	12
Live Lobster.....	20
Boiled Lobster.....	22
Cod.....	11
Haddock.....	10
No. 1 Pickerel.....	8
Pike.....	7
Perch.....	5
Smoked White.....	10
Red Snapper.....	12
Col River Salmon.....	12 1/2
Mackerel.....	18

Oysters

Can Oysters.....	60
F. H. Counts.....	50
F. S. D. Selects.....	50
Selects.....	50

HIDES AND PELTS

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

Pelts

Old Wool.....	50 1/2
Lamb.....	20 1/2
Shearings.....	20 1/2

Tallow

No. 1.....	6
No. 2.....	5

Wool

Washed, fine.....	2 18
Washed, medium.....	2 21
Unwashed, fine.....	13 15
Unwashed, medium.....	14 17

CANDIES

Stick Candy.....	bbis. palls
Standard.....	7
Standard H. H.....	7
Standard Twist.....	8
Cut Leaf.....	9
Jumbo, 32 lb.....	7 1/2
Extra H. H.....	10 1/2
Boston Cream.....	10 1/2
Beet Root.....	8

14

Mixed Candy

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

Fancy-In Pails

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

Fancy-In 5 lb. Boxes

Lemon Sours.....	50
Peppermint Drops.....	50
Chocolate Drops.....	50
H. M. Choc. Drops.....	55
H. M. Choc. Lt. and Dk. No. 12.....	50
Gum Drops.....	35
Licorice Drops.....	25
Lozenges, plain.....	55
Lozenges, printed.....	60
Imperial.....	60
Molasses.....	60
Cream Bar.....	55
Molasses Bar.....	55
Hand Made Cream.....	80
Cream Buttons, Pep. and Wint.....	55
String Rock.....	55
Wintergreen Berries.....	60

Caramels

Clipper, 20 lb. palls.....	8 1/2
Perfection, 20 lb. pls.....	12 1/2
Amazon, Choc Cov'd.....	15
Korker 2 for 10 pr bx.....	55
Big 3, 3 for 10 pr bx.....	55
Dukes, 2 for 10 pr bx.....	60
Favorite, 4 for 10, bx.....	60
AA Cream Car's 3 lb.....	50

FRUITS

Oranges	
Florida Russett.....	2
Florida Bright.....	2
Fancy Navel.....	2
Extra Choice.....	2
Seedlings.....	2
Medit. Sweets.....	4 00
Jamaicas.....	2
Rodi.....	2

Lemons

Verdell, ex fcy 300.....	2
Verdell, fcy 300.....	2
Verdell, ex chco 300.....	2
Verdell, fcy 300.....	2
Call Lemons, 300.....	4 00
Messinas 300s.....	4 00
Messinas 360s.....	3 75

Bananas

Medium bunches.....	1 50
Large bunches.....	2 00

Foreign Dried Fruits

California, Fancy.....	2
Cal. pkg. 10 lb. boxes.....	2
Extra Choice, Turk.....	2
10 lb. boxes.....	2
Fancy, Trkr., 12 lb. boxes.....	2
Pulled, 6 lb. boxes.....	2
Natural, in bags.....	2
Fards in 10 lb. boxes.....	2 6 1/2
Fards in 60 lb. cases.....	5
Hallow.....	5 1/2
lb. cases, new.....	4 1/2
Sairs, 60 lb. cases.....	4 1/2

NUTS

Almonds, Tarragona.....	16
Almonds, Ivica.....	16
Almonds, California, soft shelled.....	15 1/2
Brazil.....	10
Pilberts.....	13
Walnuts, Grenoble.....	12 1/2
Walnuts, soft shelled.....	12 1/2
California No. 1.....	12
Table Nuts, fancy.....	13 1/2
Pecans, Med.....	10
Pecans, Ex. Large.....	13
Pecans, Jumbos.....	14
Hickory Nuts per bu.....	2
Ohio, new.....	2
Cocoanuts, full sacks.....	3 50
Chestnuts, per bu.....	2
Peanuts.....	5 1/2
Fancy, H. P., Suns.....	5 1/2
Fancy, H. P., Suns.....	5 1/2
Roasted.....	6 1/2
Choice, H. P., Extras.....	7 1/2
Choice, H. P., Extras.....	7 1/2
Roasted.....	8 1/2
Span. Shell No. 1 in w.....	5 1/2

Hardware Price Current

Ammunition

Caps	
G. D., full count, per m.....	40
Hicks' Waterproof, per m.....	50
Musket, per m.....	75
Ely's Waterproof, per m.....	80
Cartridges	
No. 22 short, per m.....	2 50
No. 22 long, per m.....	3 00
No. 32 short, per m.....	5 00
No. 32 long, per m.....	5 75
Primers	
No. 2 U. M. C., boxes 250, per m.....	1 40
No. 2 Winchester, boxes 250, per m.....	1 40
Gun Wads	
Black edge, Nos. 11 and 12 U. M. C.....	60
Black edge, Nos. 9 and 10, per m.....	75
Black edge, No. 7, per m.....	80

Loaded Shells

New Rival-For Shotguns

No.	Drs. of Powder	oz. of Shot	Size Shot	Gauge	Per 100
120	4	1 1/2	10	10	\$2 90
128	4	1 1/2	9	10	2 90
128	4	1 1/2	8	10	2 90
128	4	1 1/2	6	10	2 90
135	4 1/2	1 1/2	5	10	2 95
154	4 1/2	1 1/2	4	10	3 00
200	3	1	10	12	2 50
208	3	1	8	12	2 50
236	3 1/2	1 1/2	6	12	2 65
265	3 1/2	1 1/2	5	12	2 70
264	3 1/2	1 1/2	4	12	2 70

Discount 40 per cent.

Paper Shells-Not Loaded

No. 12, pasteboard boxes 100, per 100..	72
Gunpowder	
Kegs. 25 lbs. per keg	72

How to Handle Fireworks Profitably.

What are you going to do about fireworks, Mr. Merchant?

Are you going into this line with half a heart or with an intention to win? Better keep out if a half heart is the foundation of your policy. If you go into it to win, attempt to corner the largest proportion of the trade in this line in your community.

Advertise fireworks from the second week in June until the day before the Fourth.

Make a window display of them.

Have them show up in good shape in the store.

Purchase a very complete assortment and attempt to get the order for the fireworks that will be used in your town when the celebration is held, if you don't make a cent of profit on the latter.

You may look at it as a public duty to sacrifice your profit, and the fact that you outdistanced your competitors will be the biggest kind of advertisement on the goods which you do sell at a profit.

It might be a good idea to buy a hundred or fifty or twenty-five boxes of crackers as a part of your order.

By placing a quantity order you may get a better price and thus be able to make these goods a leader—at a fair profit.

Another feature is to advertise a stick of punk with every bunch of firecrackers sold.

These are a few things that can be worked.

As to the practical part of handling fireworks, be sure that you secure special permission from your insurance company.

Otherwise your policy may be annulled and it will be a very unprofitable investment.—Commercial Bulletin.

Definition of a Grocer.

"What is a grocer, papa?"

"What is a grocer, child? Why, he is a good-natured man who deals in the necessities of life at the corner and is too humble to believe for a minute that he has any rights. He solicits trade by marking all his goods down to cost and, when the customers don't pay promptly, he waits. Yes, my child, some grocers stand and wait until the undertaker gets his bill in and then they lean over the graveyard fence and wonder how to get their money.

"Yes, he is the man who lives by selling sugar and makes so much money on it that he is expected to give lumps of it to all the children.

"Oh, yes, the grocer is a pious man. He rarely ever swears, except when he sells 18 pounds of raisins out of a 26 pound box or when he weighs out a barrel of granulated sugar and it lacks just 6 pounds or when he hears Mr. Never-Pay say, 'Charge it,' or when the summer is so hot he loses a dozen good cheese or when the winter is so cold that his potatoes freeze, or—but your mother is calling you. Good-night, child; I'll tell you the rest about the grocer another day." Artemas Ward.

The Egotist.

When I am glum and feeling blue
Why does all earth seem that way, too?

When I am feeling blithe and gay
Why does the whole world seem at play?

When I was touched with love divine
Why did the stars more brightly shine?

When jealousy or hate controlled
Why did the stars at once grow cold?

I sometimes fear to be burdened
With such responsibility;

For good or better, bad or worse,
I regulate the universe!

15

STONEWARE

Butters

1/2 gal., per doz.	48
1 to 6 gal., per gal.	54
8 gal. each	48
10 gal. each	60
12 gal. each	72
15 gal. meat-tubs, each	1 12
20 gal. meat-tubs, each	1 50
25 gal. meat-tubs, each	2 12
30 gal. meat-tubs, each	2 55

Churns

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

Milkpans

1/2 gal. flat or rd. bot., per doz.	48
1 gal. flat or rd. bot., each	54

Fine Glazed Milkpans

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

Stewpans

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

Jugs

1/2 gal. per doz.	56
3/4 gal. per doz.	42
1 to 5 gal., per gal.	7

Sealing Wax

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

No. 0 Sun.	35
No. 1 Sun.	38
No. 2 Sun.	48
No. 3 Sun.	85
Tubular.	50
Nutmeg.	50

LAMP CHIMNEYS—Seconds

No. 0 Sun.	Per box of 6 doz.
No. 1 Sun.	1 50
No. 2 Sun.	1 72
No. 2 Sun.	2 42

Anchor Carton Chimneys

Each chimney in corrugated carton.	
No. 0 Crimp.	1 62
No. 1 Crimp.	1 95
No. 2 Crimp.	2 66

First Quality

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

XXX Fitat

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

Pearl Top

No. 1 Sun, wrapped and labeled.	4 00
No. 2 Sun, wrapped and labeled.	5 00
No. 2 hinge, wrapped and labeled.	5 10
No. 2 Sun, "Small Bulb" for Globe Lamps.	80

La Bastie

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

Rochester

No. 1 Lime (65c doz)	3 50
No. 2 Lime (75c doz)	4 00
No. 2 Flint (80c doz)	4 60

Electric

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

OIL CANS

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

LANTERNS

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

LANTERN GLOBES

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

BEST WHITE COTTON WICKS

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

COUPON BOOKS

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

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

Coupon Pass Books

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

Credit Checks

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

**Our Catalogue is
"Our Drummer"**

It lists the largest line of general merchandise in the world.

It is the only representative of one of the six largest commercial establishments in the United States.

It sells more goods than any four hundred salesmen on the road—and at 1-5 the cost.

It has but one price and that is the lowest.

Its prices are guaranteed and do not change until another catalogue is issued. No discount sheets to bother you.

It tells the truth, the whole truth and nothing but the truth.

It never wastes your time or urges you to overload your stock.

It enables you to select your goods according to your own best judgment and with freedom from undue influence.

It will be sent to any merchant upon request. Ask for catalogue J.

Butler Brothers

230 to 240 Adams St.,
Chicago

We Sell at Wholesale only.

PAYING INVESTMENT FOR MERCHANTS

The Kirkwood Short System of Accounts

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

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

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

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

Cabinet patented Mar. 8, 1893.

Book patented June 14, 1893.

Book patented Mar. 19, 1901.

For further particulars write or call on

A. H. MORRILL, Manfrs.' Agent

105 Ottawa Street

Grand Rapids, Mich.



Two dozen in a case, \$1 per dozen

Happy is the man who, returning from a day of toil, finds all his dear ones happy and himself not forgotten as the well-laid table shows, with its spotless cloth and shining dishes, its plates of dainty viands, and, as a finishing touch to tempt his eye and appetite, an In-er-Seal carton of Graham Crackers.

It is the consumer who makes it possible for the existence of the grocer. You must cater to his wants.

Order our red Graham now and never be without it.

National Biscuit Co.
Grand Rapids

My Views on Grocery Store Animals.

I have very extreme views as to the way a grocery store should be kept, in point of neatness and cleanliness.

I think a grocery store should be as neat, if not neater, than a restaurant. Why not? Both deal in food, and both therefore need to be appetizing.

It's the greatest mystery of my life that some grocers will persist in turning their stores into a domestic zoo.

Why, I know a grocer out near Pittsburg—an old bachelor—who owns four cats, and gives the whole caboodle of 'em the free run, of his store. You find cats everywhere, even to the uttermost part of that establishment.

In the window, on top of the prunes, in the chair you try to sit down in, on the cellar steps—I've heard the clerk step on one more than once.

Here's a little sum for you fellows who like mathematics:

If four cats shed a half pint of hair a day each, how long will it take Mrs. Jones to find hair in her prunes?

Answers should be sent to the editor of the Grocery World, who will doubtless be glad to give \$5 for the best.

I'd rather have dogs in my store than cats. I said to this bachelor once:

"What do you have all these cats around here for? Don't they get into everything?"

That seemed to make him mad.

"They don't get into other people's business," he said, and I did not pursue the subject further.

Rude fellow!

It seems to be a sort of craze, this keeping animals in grocery stores.

The other day I went by one of the biggest retail stores in Philadelphia, and lo and behold—there was the cat in the window!

The cat habit seems to be no respecter of persons.

I know another grocer who has a great big batch of tame white rats. He keeps their cage in his store, and every day he lets 'em out.

I saw with my own eyes one day his clerk fish one of the varmints out of a coffee bin. It had fallen in and could not get out.

The young man who was buying coffee out of that bin did just what I would have done. He said:

"See, here, I don't want to drink coffee that a filthy rat's been wallowing in."

The grocer overheard this, for the customer was ruffled and spoke loudly. Instead of smoothing the matter over, he got huffy because one of his rats had been insulted.

"Young fellow, you don't know much about rats, I can see that," he said. "There's no animal cleaner than a rat. I wouldn't hesitate to eat after one any time."

"Well, you can do it, I won't!" said the young man, and he stomped out. I have never seen the pet rat I thought was worth a good customer.

And as for dogs in the store—I can not begin to count the grocers I know of who keep all the way from one to four dogs in their stores.

I hope they won't resent what I'm going to say about 'em.

A grocery store where food is kept is no place for any animal, least of all for a flea-bitten pup.

Only last week I stood in a grocery store and saw a lady standing by the counter, her skirts almost touching an old dog who lay on the floor scratching in time to a street organ that was playing a march outside.

Fleas!

Gad, I longed to fire the poor beast out! Some of these days that lady, in the midst of the sore scratching that's almost sure to come to her after so close association with that dog, will remember the animal and the store that knows him will know her no more.

Fleas are not good grocery solicitors, and don't you forget it!

If I were a grocer, I should have no animals in my store except myself and my clerks, and maybe occasionally my wife, none of whom have fleas so far as I know.

I would have my walls made of tile work and my floor of marble or slate, all scrubbed as clean and shiny as the old bald head of the proprietor.

I would have my counters open as nearly as possible, so as to allow no room for dirt or microbes.

Tiling, marble, open metal work, plate glass—these should be the fittings of the grocery store.

And they should not be trimmed with cat or dog fur!—Stroller in Grocery World.

Muskegon—The Field Hardware Manufacturing Co. has purchased the plant of the Muskegon Manufacturing Co., better known as the Chemical Engine Works, and will engage in the manufacture of machinists' tools, the invention of J. W. Young, of Chicago. The new company is composed of J. F. Field, J. W. Young and E. H. Stafford, of Chicago, and H. J. VanZalingen, H. H. Moore, W. H. Mann, P. S. Moon, C. H. Hackley and Thomas Hume, of this place. Mr. Field will be Manager, Mr. Young Superintendent, Mr. VanZalingen Secretary and Mr. Moore Treasurer.

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.

OPENINGS FOR NEW STORES.—IF YOU think of starting soon, write me. If you have a store now, but not satisfied, better see what I can do for you. Lots of good chances going to waste because the right place and the right man have failed to connect. Maybe I can help you, maybe not. Advice and my services free to men who mean business. G. S. Buck, 185 Quincy St., Chicago, Ill. 545

FOR SALE—A COVERED GROCERY WAGON for team; in first-class condition and used for peddling in country. Address I. Berkovitz, care American Paper Box Co., Saginaw, Mich. 544

FOR SALE—HARNESS, TRUNK AND VALISE business; owner retiring; stock and fixtures invoice \$4,000. Andrew W. Johnston, Attorney, Houseman bldg., Grand Rapids, Mich. 543

FOR SALE—COMPUTING SCALE, LARGE size, marble platform. W. F. Harris, So. Bend, Ind. 542

FOR SALE—STORE AND STOCK, OR separately, of general merchandise, on new railroad, near Lansing; stock about \$2,500, staple goods; will assist purchaser four months; living rooms above; other interests demand attention. Address No. 541, care Michigan Tradesman. 541

FINE MEAT MARKET FIXTURES for sale cheap; owners not market men; good chance to start market here. Lock Box 115, Jonesville, Mich. 539

FOR SALE—STOCK OF FURNITURE, paints, oils, wall paper, etc. No real estate need apply. Address P. O. Box 227, Brighton, Mich. 538

A STOCK OF GENERAL MERCHANDISE for trade or cash; located in country where it is thickly settled; a first-class trade; five miles from any other point; stock consists of dry goods, groceries, crockery, boots and shoes and hardware, invoicing \$2,500; rent cheap; house and store connected; bank barn; two acres garden and large amount of small fruit; a snap; poor health reason for selling. Address B. D. W., care Michigan Tradesman. 540

FOR SALE—FLOURING MILL, ROLLER process, gasoline engine and water power; popular with farmers through a wide territory; facilities excellent for flour and feed; good located village of 800; price, \$6,000. Address M. A. Hance, Olivet, Mich. 548

FOR SALE—CLEAN STOCK OF DRY goods and groceries inventing about \$1,600; business established seven years; steady and constantly increasing town and country trade; must sell on account of illness of junior partner. H. W. Dodge & Son, Saranac, Mich. 537

FOR SALE—DRUG STORE, WELL LOCATED, doing a good and growing business; don't reply unless you mean business. Address No. 546, care Michigan Tradesman. 546

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. Above have been in use only two years. 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. Fankboner, 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 neatest, 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

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

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, 1,000 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

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

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

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

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—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 Eli 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 furnishing goods; also fixtures; invoices about \$4,000; good clean stock, mostly new; in one of the best sections of Michigan; a fine business chance. Address No. 445, care Michigan Tradesman. 445

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

FOR SALE—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 Iowa 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

WANTED—A YOUNG MAN TO WORK IN lumber office; must be good at figures, accurate, a hustler and strictly temperate; references required. Address Lumber, care Michigan Tradesman. 540

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 AT ONCE—SIX GOOD TRAVEL- ing salesmen; none but men with good recommendations and experience need apply. Angle Steel Sled Co., Kalamazoo, Mich. 490

WANTED—A REGISTERED PHARMA- cest to manage a drug store in a good town. Address No. 491, care Michigan Tradesman. 491

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"The flour the best cooks use"
VALLEY CITY MILLING CO.,
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