

# MICHIGAN TRADESMAN

Nineteenth Year

GRAND RAPIDS, WEDNESDAY, JUNE 25, 1902.

Number 979

## WILLIAM CONNOR WHOLESALE READYMADE CLOTHING

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

William Alden Smith Building,  
Grand Rapids, Mich.

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

## Collection Department

R. G. DUN & CO.

Mich. Trust Building, Grand Rapids

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

C. E. McCRONE, Manager.

## ELLIOT O. GROSVENOR

Late State Food Commissioner

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

1232 Majestic Building, Detroit, Mich.

## 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

## Commercial Credit Co., Ltd.

Widdicombe Building, Grand Rapids  
Detroit Opera House Block, Detroit

Good but slow debtors pay  
upon receipt of our direct de-  
mand letters. Send all other  
accounts to our offices for collec-  
tion.

## Tradesman Coupons

### IMPORTANT FEATURES.

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### THE VALUE OF EXAMPLE.

Particularly Evident in Matters of Public Improvement.  
Written for the Tradesman.

The value of example is nowhere more evident than in the matter of public improvement by private effort and expenditure. If only some one will set the ball rolling much good will follow by suggestion. Men are like mules—by which I intend no disparagement to the human race. The mule has a reputation for being the most stubborn creature in creation—not even excepting woman. But mules will follow a leader. Any man who has ever followed the business of driving mules—and survived—will tell you that an old white mule with a bell around its neck can handle a herd of its long-eared brethren better than could a regiment of Colorado cow-punchers, be they ever so expert with the quirt and lariat. When the boys in blue landed at Siboney they sent one mule ahead with a chime around his neck and every mule on deck leaped fearlessly into the water and followed the bell-mule to shore.

We may not feel complimented by the comparison, but men are a good deal like mules in this particular regard. Like mules, they will stampede among themselves, but let one man lead the way with a bell or a theory or a little practical action and we will follow, each in our own manner, and often pass or surpass the man with the bell and the theory. I make this invidious comparison not for the purpose of ruffling the dispositions of men who object to being likened to mules, but in the hope of inducing some man to become the bell-burro and go ahead with the bell of progress that will move the whole citizen-body of his town toward practical village improvement.

In support of my contention concerning the value of example I have something more than fine-spun theory or glowing generalisms to offer—some cases that have come under my own observation. I shall give names and places and dates, not by way of eulogy, but to give my statements the substance of fact and the certainty of truth.

Pretty nearly everybody in Michigan and many thousands of people throughout the country and the world have

heard of Charles H. Hackley, of Muskegon, Michigan's premier philanthropist. Many have viewed his gifts to his home city and warmly admired them; and his fellow-citizens have received each new eminently practical expression of his public spirit with delighted amazement. They have been quick to detect the value of his schools in offering increased advantages to the young, of his parks in beautifying the city, of his gifts of statuary in perpetuating the memory and continuing the glorious labor of the nation's distinguished dead and of his public library in increasing the desire for and command of good literature. Yet many people in his own much favored city have failed to observe the direct results of his beneficent example.

Reduced to a psychological study instead of simply looked at as a sample of philanthropy, Mr. Hackley's gifts to the city of Muskegon are seen to have had an inspiring effect on his fellow citizens. They have had a greater effect than that observable on the surface or by casual consideration. It was in 1888 that Mr. Hackley made his first gift to the city of Muskegon. On May 25 of that year he gave \$100,000 for a public library, following it with about \$150,000 in endowments, books and additions. Up to that time the city of Muskegon, in the two score years of its municipal life, had not received a single gift of importance at the hands of one of its citizens.

Before attempting to show what has been the direct result of Mr. Hackley's gifts to the city of Muskegon it should be stated that he has kept the luster of his example set in 1888 bright for fourteen years with other gifts which total \$1,132,000. Mr. Hackley's means are undoubtedly many times larger than those of any other resident of Muskegon; but nevertheless, since he set his philanthropic example in 1888 other citizens of Muskegon have given that city close to \$100,000 worth of gifts in addition to Mr. Hackley's numerous benefactions. These benefactions by other citizens include four public parks, two semi-public buildings, two beautiful fountains and other things which will be readily recognized as directly contributing to the appearance of the city.

It is no disparagement of these gifts to attribute them in some measure to the example set by Mr. Hackley, nor does comparison lessen them because they fall in total amount below the total of Mr. Hackley's gifts to the city when resort is had to cold figures. Gifts, however great or small, should not be measured in money-cost, but rather by their utility and the spirit which inspired them. Even measuring them in this manner and leaving Mr. Hackley's munificence out of the reckoning, gifts of \$125,000 to a city by its citizens are something that a minority, rather than a majority, of cities in the United States can boast.

Mr. Hackley, it may be said, has made a practical study of philanthropy. His gifts show a remarkable degree of foresight. They have been of two-fold

benefit to his home town; they have not merely increased the appearance of the city—they have increased the opportunities of the people at large and greatly augmented the educational facilities of their public schools. And, lastly, but by no means least, they have served as a splendid inspiration to other public spirited citizens whose impulses have been quickened by Mr. Hackley's magnificent example.

That Mr. Hackley appreciates without egotism the value of this example is evidenced by his most recent gift; and he seeks to encourage that spirit that has been aroused in his own city that it may continue after he is gone and induce others to add to the numerous gifts with which his city is already favored. Mr. Hackley's latest gift was made in May of the present year. It was a public hospital to cost \$75,000, together with a site which cost him \$25,000 and an endowment of \$50,000. In his letter announcing the gift Mr. Hackley stated that he did not intend that this \$50,000 should afford the hospital's only income, but that he wished the people of the city of Muskegon to feel that this was their hospital and their responsibility. He wanted it maintained in large part by the people. He asked that it be named Mercy Hospital, and that it become in every sense a public hospital, used by the public and maintained by the public.

In other words, he made the hospital a possibility and then left its future and its existence in the hands of the people to whom he gave it. That they have accepted the trust gladly may be well imagined and the hospital will serve a doubly glorious purpose; it will minister to the physically unfortunate and increase the spirit of giving in the city to which it has been presented.

Surely the value of example has been splendidly demonstrated in this much favored Michigan town; and if this that is here written falls into the hands of somebody who is on the verge of doing something for his home community let him not forget that the benefit to his town is not merely measured by the gift itself. The good it will do is immeasurable. Charles Frederick.

Michigan merchants should beware of a smooth individual who is evidently working his way north. His graft is to pass counterfeit checks, cleverly drawn, and to all appearances worth what they are represented to be. At Port Huron, on May 31, he passed these checks under the name of Ed. Graham. At Bay City, on June 9, he repeated the trick under the name of Charles Murray. Since then a man named Geo. Brown skipped out of Port Huron without paying a board bill, and it is suspected that he drew up the checks the other fellows passed. Graham, alias Murray, is described as being between 40 and 45 years of age, weighing about 170, light complexion and sandy mustache.

Children are anxious to become grown people while grown people would give all their worldly possessions to be a child again.



## Getting the People

What Is Most Suitable in General Printing.

I have taken occasion to throw out many hints as to the best manner in which to do certain kinds of printing, but I have not treated of the subject as a whole.

Every merchant is interested in having his printed matter suitable to its purpose. In many cases no better guide can be employed than the country printer. In the majority of the towns and smaller cities the offices are abundantly equipped for their work and the mechanical execution is in the hands of workmen of intelligence and adequate experience. In such instances there is nothing better to do than to entrust any commissions to their judgment. But it is well for the merchant also to have some idea of suitability, that he may be able to discriminate as to who are competent workmen and whether the productions offered are suitable for any given purpose.

I shall not presume in this department to indite a manual of typography or do more than to give a few of the most general hints as to what constitutes good printing. I presume, in fact, that the majority of such hints will be negative—what to avoid in keeping within the bounds of suitability.

The day of so-called ornamental printing for ordinary commercial purposes is past—if, indeed, such a one can be said ever to have existed. Many times offices in earlier days were loaded down in their equipment with typographic ornaments, combination borders, flourishes, etc., with which all sorts of impossible undertakings were attempted, producing crude, repellent, inartistic results which operated to lower the grade of general printing materially; but the day of undue ornamentation is now happily past in the better offices and most are coming to the better understanding. Yet there are still some emanations from "artistic printeries" that are wonderful to behold. It is always safe in most kinds of printing to avoid ornament.

Then as to a multiplicity of colors. Often the anxious advertiser, in his wish to get something artistic, striking or original, thinks the result may be attained by drawing liberally on the rainbow. The printer separates the lines of his work into two or three carefully registered groups and the result is a curious alternation of color, nothing more. It is soon a weariness to all concerned. A safer way is to print in one color. This need not always be black although black is often the best but it should seldom or ever be an attempt to produce an artistic result by a multiplicity of colors. I do not mean to say that color printing has no place in the country office it was never so much in demand as to-day. But the employment of color is for other purposes than the making of a showy exhibition. For instance a line of stationery is frequently made attractive and a single specialty given prominence by its name being printed in some bright color, as red, while the rest is kept in a contrasting color, as black. Color may be introduced successfully for ornament even, say in a line of border or in similar ways, where there is not too much of it, but its employment must always be with greatest care.

The best printing, as a general rule, employs only the plainest styles of type, and these in a single series, if possible,

## IT'S DOLLARS TO RED APPLES

That if your grocery bills are larger than you think they ought to be that you are buying your groceries at the wrong place. In buying groceries the first consideration is *quality always*. A poor article is dear at any price, and Josh Billings says "Any man who will try to cheat his own stomach is a mean kuss." So in making our purchases we always endeavor to buy the best products and at the very lowest spot cash prices. We do not wish to brag, but we do claim to be good judges of groceries and if you will give us your trade for one month we will convince you that you get more and better goods for your money at this store than at any other store in Barry county.

### HERE ARE A FEW GOOD THINGS FOR THE MONEY.

Armour's potted ham, worth 10c, per can.....	5c
Countess sweet corn, worth 10c, per can.....	7c
Bon Ami early June peas, worth 15c, per can.....	10c
Red Clover Salmon, worth 20c, per can.....	15c
Sterling Red Salmon, worth 15c, per can.....	13c
New corned beef, per pound.....	8c
Extra heavy Lake Superior whitefish, worth 10c, per lb..	8c
New Michigan full cream cheese, per lb.....	13c

## L. E. STAUFFER.

HASTINGS.

## OUR STORE

Is such a busy place from 6 a m to 10 p m that we hardly have time to write ads. "Goods well bought are half sold. Every dollars worth of goods that comes into this store is discounted for spot cash. The customer gets the benefit of this way of doing business. This principle—quick service and courteous treatment accounts for the hustling we have to do to wait on our trade.

**C. M. Ambrose**  
Palace Grocery & Crockery Store

## FURNITURE REFLECTIONS.

If you buy a piece of Furniture you will probably live with it for a dozen years or more; and if you discover you paid more than it is worth, or more still, if you find after a month or two that the quality is not as represented and your furniture goes to pieces, it will give you an unpleasant thought each time you look at it.

Avoid running either risk by purchasing from a thoroughly reliable store that sell only **GOOD FURNITURE** at the lowest consistent prices, quality considered.

Just received a full line of Couches—right styles, right construction, right prices. Don't fail to see them. Furniture delivered in the country.

**GOOD & AMSTUTZ**  
Furniture Dealers and Funeral Directors.

### Twenty-five Years' Experience

ought to count in any business. A *nyone*, it counts for a great deal in undertaking. On occasions of loss by death, you will need the best care and attention possible. Only to experience can a man give such care. I have as fine a line of burial goods as can be found anywhere—can meet every wish as to price, but give equal care in every case. All this can be had right here in Hopkins, at

Lovall's Undertaking Rooms,  
Hopkins Station, Mich.

### Our Savings Dept.

is not restricted in the scope of its patronage. It is broad enough to accommodate all, and

#### Here Are Its Patrons

- 1—The young folks with their small savings.
- 2—The breadwinner, striving to accumulate a fund to procure a home, or a competency for old age.
- 3—The well-to-do, for the convenience afforded and the income provided.
- 4—Those with idle funds awaiting other investment.

THE FIRST STATE BANK OF PETOSKEY  
Petoskey Michigan

### Every Customer Satisfied.

It is our intention to please every purchaser of any goods on sale at our store. Of course there are many remedies advertised as "cures" which you must buy on your own responsibility. But we guarantee satisfaction on any goods whose worth depends upon our judgment in selecting them. We want to know whenever anything is not entirely right. We will make it right, with pleasure. There is certainly considerable satisfaction in trading at such a Drug Store.

**King, Snelling & Gruler, - Fowler, Mich.**

## GOOD MEAT

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

**BENTON & VANHORN,**  
TELEPHONE 5

for any given piece of work. If the job requires display and body letter the display should be in a single series and the body letter a plain Roman or something else that will harmonize with the display.

It is impossible to err greatly on the side of plainness in printing. There should be good proportion and suitable strength, but do not be afraid of too much simplicity.

\* \* \*

Although I am of the opinion that the common form of the quotation—It's Dollars to Doughnuts—would have been more appropriate as a caption, yet there is an exhibition of sprightliness in the grocery advertisement of L. E. Stauffer which can hardly fail to gain attention. The best feature, however, is the price list. I would trim down the paragraph a little and thus get more space inside the border on account of its being so heavy and black.

The best lines in the advertisement of C. M. Ambrose are the last two, and these would have been improved by the addition of an address. However, there is a business air about the argument which is calculated to gain attention. The display of "Our Store" is too indefinite to count except to fill space. The printer's work is consistent and strong.

Good & Amstutz write a convincing argument as to the advisability of buying good furniture and do not hesitate to claim this distinction for their goods in terms to be understood. The display is consistent, but rather heavy throughout, due to the use of too large type in the center paragraphs, which tends to lessen the harmony of the whole and, to some extent, destroys the effectiveness of the display lines.

Cerena Lovall writes a good advertisement for her undertaking business, which is exceptionally well handled by the printer. I would omit the ornament at the left side of the paragraph, however.

The First State Bank of Petoskey writes a fairly good general advertisement for its savings department, which is put into excellent shape by the compositor. If the latter could have had twice or three times as much space at his disposal, he could have put the matter into such attractive shape that it would have been worth ten times as much to the advertiser. In no department of advertising is there such economy—I am almost tempted to use a stronger word—of space as among country banks. No business is capable of greater expansion; no business can be helped more by judicious advertising; no other business can be increased in volume without a corresponding increase in expense—yet the average country banker almost invariably restricts his space to a few beggarly inches, which places him in the same category as the bakers and milliners, instead of enabling him to take rank with the grocers, clothiers, dry goods and hardware dealers.

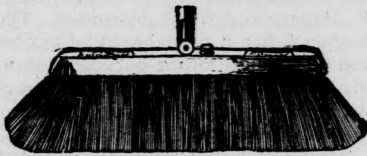
King, Snelling & Gruler give a good example of a general drug store advertisement, which is printed in simple style. It is good for a change, to be followed by something more specific.

Benton & Vanhorn have already had attention in this column for a similar advertisement. It is time they made a change.

A railroad time table merely informs the public of the time trains should arrive and depart. The times at which trains actually arrive and depart is a matter of chance and circumstances.



Will You Overlook  
**This Offer?**



We will send to any merchant, upon request, a sample

**World's Only Sanitary Dustless Floor Brush**

on approval, to be paid for at list price, less express charges, if wanted, or returned to us at our expense. We do this to demonstrate the superiority of the Oil Method of Sweeping and encourage merchants to handle our brushes.

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

**38 HIGHEST AWARDS in Europe and America**

**Walter Baker & Co.'s**  
PURE, HIGH GRADE  
**COCOAS**  
— AND —  
**CHOCOLATES**



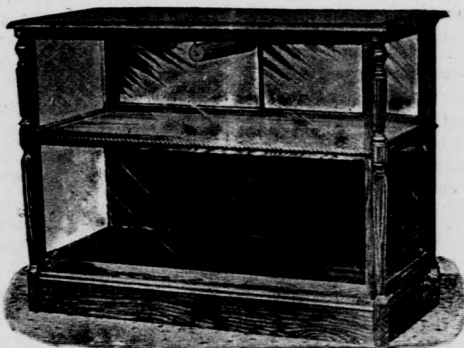
TRADE-MARK

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

**Walter Baker & Co. Ltd.**  
DORCHESTER, MASS.  
*Established 1780*

**Grand Rapids Fixtures Co.**

One of our Leaders in Cigar Cases



No. 52 Cigar Case

Corner Bartlett and South Ionia Streets, Grand Rapids, Michigan

Write us for Catalogue and Prices

Shipped Knocked Down

Takes First Class Freight Rate

**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.

WORLD'S BEST

**S.C.W.**

FIVE CENT CIGAR

ALL JOBBERS AND

**G. J. JOHNSON CIGAR CO.**

GRAND RAPIDS, MICHIGAN



Perfectly grown, perfectly cleaned, perfectly roasted and packed, consequently a perfect coffee and at a reasonable price.

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

**SCOTTEN-DILLON COMPANY**

TOBACCO MANUFACTURERS

INDEPENDENT FACTORY

DETROIT, MICHIGAN

OUR LEADING BRANDS. KEEP THEM IN MIND.

FINE CUT  
UNCLE DANIEL.  
OJIBWA.  
FOREST GIANT.  
SWEET SPRAY.

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

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

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



## Around the State

### Movements of Merchants.

Calumet—MacQueen & Sibilsky have opened the Bank pharmacy.

Saginaw—Kaufman Bros. succeed Wm. C. Kaufman in the bakery business.

Dowagiac—Cooley & Moulthrop continue the bakery business of David M. Cooley.

Detroit—Benj. Gibbons has sold his cigar and tobacco stock to the Owl Cigar Co.

Hageman—H. W. Bailey has purchased the general merchandise stock of W. B. Ayers.

Detroit—Walter M. Smith has purchased the grocery stock at 586 Greenwood avenue.

South Haven—The Colonial Pharmacy has been organized. The capital stock is \$5,000.

Clarksville—J. C. Post, of Saranac, has opened up the Webster Rounds market at this place.

Hillsdale—The Equitable Cigar Co. has filed articles of incorporation, with a capital stock of \$5,000.

Bellevue—Farlin & Davidson have sold their meat market and Mr. Davidson will return to Olivet.

Ishpeming—The Consolidated Fuel & Lumber Co. has increased its capital stock from \$50,000 to \$65,000.

Houghton—The Lake Superior Produce & Cold Storage Co. has increased its capital stock from \$100,000 to \$500,000.

Clio—Geo. W. Hubbard & Co. succeed Harriet N. (Mrs. E. E.) Huyck in the furniture, undertaking, drug and crockery business.

Grant—Hudson & Smith, grocers and meat dealers, have dissolved partnership. The business is continued by Wm. Hudson.

Holland—J. E. Lewis has sold his branch store at New Richmond and will devote his entire time to his grocery business here.

Alpena—William Woelk, the Campbellville groceryman, will add a full line of dry goods and clothing and operate a department store.

Cheboygan—N. B. Keeney & Son have over 3,600 acres contracted for seed peas and the season promises to be the best in six years.

South Haven—Jacob Niffenegger, meat dealer, has formed a copartnership with his brother under the style of Niffenegger Bros.

Hubbardston—L. H. Fahy lost about \$1,000 Monday by the premature explosion of fireworks in his drug, grocery and stationery store.

Bellevue—M. A. Mahoney has purchased the Farlin & Davidson meat market and the veteran cutter, John Madison, wields the cleaver.

Ewart—John York has bought his brother Will's interest in the City bakery, and J. H. York & Co. will hereafter be the proprietors and conduct the business.

Alpena—Frank Kotwicki's grocery store on Chisholm street was destroyed by fire on the night of June 17. Loss on store, \$500; on stock, \$1,200. Origin unknown.

Quincy—F. M. Turrell and J. C. Rogers have closed a deal whereby the former becomes proprietor of the Pioneer meat market and the latter takes the dry line.

Detroit—The Enterprise Grocery Co., Ltd., has been organized with a capital of \$2,000, of which \$500 is paid in. The

stock is distributed among twenty-five holders at \$5 per share.

Negaunee—Hugo Muck has purchased the interest of his brother Charles in the meat market of Muck Bros. The latter will take a course in electrical engineering at some prominent institution.

Cheboygan—John Fisher, for several years employed as butcher for Steiner & Rieger, has purchased the interest of Mr. Mendrske in the meat business of Melancon & Mendrske, which will be continued under the style of Melancon & Fisher.

New Richmond—J. E. Lewis, who repurchased the general stock here of Ward Close May 13, sold it June 7 to Chas. E. Hodge, of Chicago, who will continue the business at the same location, adding lines of shoes and furnishing goods.

Hubbardston—J. Hoggerman, butcher at this place, has disappeared. He was last seen going west with a bundle under his arm, supposed to be clothing. His family know nothing of his whereabouts up to the present time or the reason for his disappearance.

Okemos—John Grittenburg's drug and grocery store at this place was recently entered by thieves and was looted of about \$6 in money, all of the thread in stock, a job lot of tooth brushes, five bottles of malt and other stock aggregating in value about \$100. The thieves gained entrance by taking out a screen.

Pentwater—F. S. Tuxbury, for the past year with Fred Brundage, the Muskegon druggist, and W. H. Thorp, who recently sold his drug stock at Dowagiac, have purchased the drug stock of J. L. Congdon & Co. and will continue the business at the same location under the style of Tuxbury & Thorp.

Escanaba—A number of local business men, associated with Percy Catlett, of Fairmount, Ill., have completed arrangements for opening a bank at this place. Mr. Catlett will be cashier of the institution. The vacant lot at 808 Ludington street has been purchased and the contract for the erection of a suitable building will be let as soon as possible.

Charlotte—The Merchants National Bank, having secured the Greenman & Levy store building in addition to the location recently occupied by Emil Dennie as a meat market, will erect a two-story structure thereon, to be occupied as a bank. It is probable that Greenman & Levy will occupy the building in which the bank is now located.

Delray—The Delray Hardware Co. has filed articles of association with a capital stock of \$5,000, divided into 500 shares, of the par value of \$10 each, of which sum \$3,000 has been paid in. The stockholders are as follows: Andrew Harshaw, 230 shares; C. A. Harshaw, 230 shares, and C. Harshaw, 6 shares, all of Delray; M. E. Kimball, Alpena, 34 shares.

Ewart—L. Stark, general commission merchant of Chicago, who bought potatoes here last winter and who had the nerve to purchase 10,000 bushels of potatoes of E. C. Thompson at 90 cents per bushel on a declining market, has closed a deal with Mr. Thompson by which he becomes the owner of the Railroad street warehouse and potato cellar, the consideration being \$1,000 cash.

Menominee—A. E. & E. Guensburg, who conduct the Grand department store, will occupy the large store

adjoining their present location about Sept. 1, thus giving them a floor space of 26,000 square feet, with 120 feet frontage on Main street. The new space will be used for additional departments. E. A. Duvall, who occupies these quarters with his clothing and furnishing goods stock, will remove to another location on Main street.

Sault Ste. Marie—P. P. Stoltzman, W. L. Beers, E. E. Stoltzman and W. D. Johnston have formed a copartnership to conduct the Cash department store in the new Beadle block on Ashmun street. Mr. Beers has been engaged in business here since last fall. Two months ago Messrs. Stoltzman and Mr. Johnston, also from Rhineland, joined him here and they have been awaiting the completion of the Beadle block to increase their lines and enlarge their stock.

Jackson—David King, of Detroit, a member of the firm of King & King, was arrested with his five clerks for alleged violation of the vendors' license law. He advertised a \$35,000 sale without getting a local license, having deposited \$500 with the Secretary of State and secured a State license. He did not apply for a local license until shortly before his arrest, although the law requires that such license must be secured before the sale is even advertised. King was convicted and sentenced to pay the costs of prosecution—about \$28.

### Manufacturing Matters.

Hastings—The Check Hook Co. has begun operations in its factory in the old electric light building.

Caro—The Caro Vinegar Co. is the style of a new enterprise at this place. The capital stock is \$10,000.

Detroit—The Ireland & Matthews Manufacturing Co. has increased its capital stock from \$50,000 to \$200,000. Plainwell—The J. F. Eesley Milling Co. has merged into a corporation under the same style. The capital stock is \$30,000.

Lansing—A. F. Molitor has purchased the interest of his partners, Ford J. North and H. D. Moyers in the manufacturing implement business of Molitor, North & Moyers and has assumed the entire control of the business.

Manton—Williams Bros. will remove their sawmill plant from Mesick to Cadillac and will also establish a last block factory at that place, employing about thirty men. They will continue their plant at this place at its present capacity.

Detroit—The J. C. Wilson Carriage Co. has outgrown its present quarters at First and Abbott streets and negotiations are nearly closed for a site for a new brick factory about 200 feet long, the plans for which are now in preparation.

Alpena—Chas. B. Warren, the foundry and machine man, has taken Ed. E. Oliver as a partner. Mr. Oliver is an experienced mechanical engineer, being a graduate of Perdue University and a teacher of mechanics for several years. The new firm will manufacture gasoline engines.

Battle Creek—The Malt-Too Flake Food Co. has made arrangements with the company that makes the well-known Aunt Jemima Pancake flour, which has

been so widely advertised the past year or so, whereby the Aunt Jemima company contracts for the whole output of the food factory.

Allegan—The Michigan Engine Co. has been organized by T. S. Updyke, J. P. Magney and W. H. Masterson. The company has a capital stock of \$10,000 and was formed for the purpose of manufacturing and placing on the market the new engine recently invented by Messrs. Magney and Masterson.

Alpena—Ed. C. Oliver has associated himself with Charles B. Warren in the proprietorship of the Alpena Iron Works, under the firm name of Warren & Oliver. New machinery is being added and, in addition to a general foundry business, several manufacturing departments will be added.

Dowagiac—Nearly all of the machinery and effects of the Jessup & Ball furniture factory has been moved to the buildings of the former Dowagiac Canning Co., now the property of the Dowagiac Furniture Co. The canning factory buildings have been remodeled and prepared for the reception of the machinery. The buildings formerly occupied by Messrs. Jessup and Ball will be sold.

Detroit—The Sunrise Mineral Paint Co. has filed articles of association with a capital stock of \$250,000, divided into 2,500 shares of the par value of \$10 each, of this sum 130,000 having already been paid in. The stockholders are: Patrick A. Duery, 2,750 shares; George H. Irwin, 2,750 shares; Samuel Herbert, 2,750 shares; Herbert S. Primer, 2,750 shares; Harry S. Emmons, 2,000 shares; George H. Irwin, trustee, 12,000 shares.

Yalmer—M. O. Hogan & Co., who conduct a general store at this place, have purchased a tract of land in Skandia township near the village of Harvey. The consideration was \$15,000. The firm intends to cut the standing timber on the property, and will sell both the lumber and the bark. The firm also intends to erect another store building at this place, the growth of its business rendering the present quarters inadequate.

Dearborn—The Arna Mills Co. has filed articles of association for the purpose of manufacturing all kinds of cotton, woolen and silk fabrics as well as composite materials and ready-made garments. The capital stock is \$20,000, divided into 2,000 shares of the par value of \$10 each. The stockholders are John H. Cutting, Ann Arbor, 500 shares; Theodore A. Reyer, Ann Arbor, 500 shares; Herman Kalmbach, South Lyon, 500 shares; William Houseman, Dearborn, 500 shares.

Saginaw—The Saginaw plate glass factory has been forced to shut down by reason of the coal strike. An official of the company, speaking of the matter, said: "Last year, when the factory was being built we had the machinist strike to contend with. Now, after having invested half a million dollars in a plant that gives work to a large number of skilled men, we are forced to shut down owing to the strike of the coal mine workers. It is discouraging and one hardly wonders that a disposition is being manifested by many capitalists not to invest money in factories which employ labor."

## REMEMBER

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GRAND RAPIDS SUPPLY COMPANY

20 Pearl Street

Grand Rapids, Mich.



## Grand Rapids Gossip

### The Grain Market.

Owing to clearer skies and more settled weather in the Southwest, wheat has remained steady during the week. While fluctuations were small, there was considerable trading. Conditions seem to favor the long side, as we note another large decrease in the visible of 2,500,000 bushels, leaving the visible only 21,000,000 bushels, against 33,000,000 bushels at the corresponding time last year. Owing to the damp and rather cool weather, harvesting has been delayed and will not be as early as anticipated. However, a few cars of new wheat have been received at Detroit and Chicago, but not up to the usual number received at this time in former years. Texas complains bitterly, as regards the small yield that threshers report, being in many instances only 4 to 6 bushels per acre. We may be mistaken, but we still think wheat around present prices is low enough.

The coarse grains have been decidedly stronger. Corn sold as high as 69c for July delivery. However, it has receded to 67c, but the undertone appears to be very strong in the corn pit, on account of the scarcity and the unfavorable weather. Should we get some very warm growing weather, prices would tend to remain where they are, and should this cool, damp weather continue, they may advance.

Oats seem to be in a very strong position and prices have advanced fully 3c since last writing. Of course the old saying is that supply and demand regulate the price, but we might state that there seem to be plenty of oats offered, but where they got to is a conundrum, because prices remain very high. The new crop seems to be looking well, there not being much complaint on that score.

In rye there is no change whatever. The new crop will be coming in and, as the demand is not urgent, we certainly will look for lower prices.

Beans have not changed any. The demand is hardly up to what it usually is at this time. We presume the high price deters people from buying the usual amount, as they are looking for lower prices.

There is no change in flour prices. The demand keeps up with the output of the mills; in fact, the mills are having more orders to-day than they can fill for prompt shipment, as the dealers all want old wheat flour.

Mill feed is very strong. The price on bran remains where it was—\$20—and middlings are worth \$23 per ton. The mills are all behind on their orders for middlings.

Receipts of grain have been as follows: wheat, 51 cars; corn, 7 cars; oats, 2 cars; flour, 7 cars; beans, 2 cars; malt, 1 car; hay, 2 cars; straw, 1 car; potatoes, 13 cars.

Mills are paying 77c for wheat.

C. G. A. Voigt.

### The Produce Market.

Apples—Ben Davis is about the only variety left. Choice stock commands \$4.50@5 per bbl.

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—25c per doz. for new.

Beet Greens—50c per bu.

Butter—The market for factory creamery is strong and 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—Home grown commands 90c per doz. Kentucky fetches \$2 per crate.

Celery—Home grown is in limited supply at 20c per doz.

Cherries—\$1.25 per crate of 16 qts. for sour and \$1.16 for sweet. The crop is only fair in size.

Cucumbers—40c per doz. for hot house.

Eggs—Receipts are not liberal and the quality runs rather poor. Local dealers pay 15@16c for candled and 13@14c for case count.

Figs—Five crown Turkey command 14@15c.

Gooseberries—90c per 16 qt. crate.

Green Onions—12c for Silver Skins.

Green Peas—\$1.40 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, \$5; Messinas, \$5@6.

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; California, \$2.25 per sack of 100 lbs.; Kentucky and Louisiana, \$1.65 per sack of 65 lbs.

Oranges—California Valencias, \$5.50.

Parsley—35c per doz.

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. Floridas, \$4.5c per crate of 24 to 36 size, one size or assorted.

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 strong demand at 85c, with indications of lower prices soon.

Poultry—The market is easy, receipts being just about equal to requirements. Live pigeons are in moderate demand at 50@75c and squabs at \$1.20@1.50. Spring broilers, 16@18c; chickens, 9@10c; small hens, 9@10c; large hens, 7@8c; turkey hens, 10½@11½; gobblers, 9@10.

Radishes—10c per doz.

Spinach—45c per bu.

Squash—Summer fetches 75c per basket.

Strawberries—\$1.25@1.50 per 16 qt. crate. The local crop is nearly all marketed.

Tomatoes—80c per 4 basket crate.

Wax Beans—\$1.75 per bu. box for Illinois. Home grown commands \$2.25 per bu.

### Crusade Against Trading Stamps.

From the Lansing Republican.

Several Lansing merchants have begun a crusade against the trading stamps. They say that where the trading stamp is given little other advertising is done, as a rule, and that the merchants giving the stamps spend more for them than they would for advertising. It is further argued that merchants using the stamps charge enough more for their stock in trade to insure them against any loss.

A petition is to be circulated in a day or two among Lansing meat dealers, all of whom, it is said, are willing to stop using the trading stamps. It is expected that the action of the meat men will have an influence on other tradesmen.

Buffalo asks Congress to appropriate \$600,000 to make good the deficiency in the revenues of the Pan-American Exposition on the theory that the success of the affair was spoiled by the assassination of President McKinley and that the country should stand the loss. It is hardly likely that the appropriation will be granted, as there is a general disposition to let bygones be bygones.

Midland—The Dow Chemical Works, which consumes seventy-five to 100 tons of coal daily, has been shut down on account of the shortage of coal,

### The Grocery Market.

Sugars—The raw sugar market is quiet, with an easier tendency. Refiners have fair supplies on hand and are not ready buyers and holders are not urging sales, so but little business is transacted. The world's visible supply of raw sugar is 2,000,000 tons, showing a decrease of 200,000 tons under June 12, 1902, and an increase of 960,000 tons over the corresponding time last year. The feature of the refined market was the unexpected reduction in list prices of five points on all grades, which was a surprise to the trade. The demand for sugar for actual wants is very good, but there is but little speculative buying, as buyers are inclined to await further developments before placing any very large orders.

Canned Goods—Trade in canned goods is just about the same as last week. There is a good demand for small lots of almost everything in the line. The general market, however, is very sensitive and the changes from now on will be brought about by the weather conditions. Tomatoes still occupy the most attention in the line. Spot goods are meeting with a very good demand for everything that is offered. Offerings, however, are exceedingly light, as stocks are so closely cleaned up. Futures are very firm, but only few sales are made, as many packers will not take any more orders at any price, on account of the outlook for a short crop caused by the ravages of the potato bug. Prospects now point to a short pack and higher prices. There is only a small demand for spot corn at unchanged prices and practically no interest is taken in futures. The situation on peas, so far as prices are concerned, is very strong, but trade is light, most dealers having supplied their wants. The fancy grades of smaller peas are very difficult to get hold of and prices are, consequently, very firm for those grades. There is some demand for spot gallon apples, but orders have to be turned down on account of lack of supplies to fill them with. Future goods, however, are selling well. The greatest activity of the pineapple market is now over and the packing is almost completed. This has been, on the whole, a most satisfactory year in the pineapple business, with the quality of the pack very fine. Sardines are in fair demand at firm prices. Salmon is in excellent demand, stocks moving out rapidly under a heavy consumptive demand. The consumption of Alaska salmon is increasing wonderfully. The total pack of salmon last year was over 5,000,000 cases, as against 3,100,000 cases, which was the largest previous pack and these have all practically gone into consumption. The pack this year will probably be less than last year on account of the fact that there will be no run of humpbacks, as this fish runs only every other year and last year was a heavy run, and it is not to be expected that the exceptionally large run of Sockeyes last year will be repeated this year. The fact that the consumption of salmon is increasing to such an extent is proved by the complete absorption of over 2,000,000 cases more than were ever packed in one year before. Buyers have placed large orders for Alaska salmon and are now increasing them.

Dried Fruits—Trade in dried fruits is moderate and considered quite good for this season of the year. There is a moderate demand for prunes, the large sizes being scarce and in some cases commanding a slight premium. There is

no change in the prospects for the new goods and the crop is in good condition. Raisins continue in good request and prices are gradually hardening. Stocks are limited and should be closely cleaned up before long. Apricots are strong and the demand is good. Stocks are very light. This applies also to peaches. Dates continue in good request at full prices. Stocks of Fard dates are very small. Figs are unchanged. There is a fair enquiry, but stocks are very light and there is practically no business transacted.

Rice—Trade in rice is good for this season of the year. The market is very firm and millers refuse to make the slightest concession in prices. Stocks are fair, but are not considered sufficient to supply the demand until new crop comes in if the present good trade continues.

Molasses—As usual at this time of the year, trade in molasses was light during the past week, sales being mostly for small lots as were needed to fill immediate wants. The statistical position is strong and prices are firmly maintained.

Fish—Trade in fish is rather quiet. There is, however, some trade on both codfish and mackerel at unchanged prices, but orders are for small lots only.

Rolled Oats—Rolled oats are very firm, with prices showing a decidedly upward tendency, having advanced 40c per barrel and 20c per case during the past week.

Nuts—Nuts are firmly held and meet with good demand. Brazils are very firm and are selling well. Almonds are firm, but with no change in price. A short time ago the highest estimate on new crop California almonds was 350 cars. To-day, with the crop almost ready to harvest, it is a well-known fact that first estimates were incorrect and that at the very outside we can look for only about 250 cars, which is a very heavy cut. Practically the same is true of walnuts. A large crop, estimated at 800 cars, was expected, but now this is cut down to 650 cars. Peanuts are very firm and in good demand. The average crop of peanuts amounts to about 1,200,000 bushels, but last year's crop, which is now being sold, is very short. The severe hot weather and drouth of last year rendered the crop exceedingly short, the total holdings of to-day being estimated at about 200,000 bags.

### The Boston Egg and Butter Market.

Boston, June 23—Receipts of eggs have been quite large, some 4,000 cases more than the corresponding week last year, and there has been quite a discrimination in values of stock from different sections. All eggs from Northern sections have been taken readily at 17½@18c, but there has not been consumptive demand enough to use up all the stock coming and the surplus has been readily taken for storage. The above quotations are price obtainable for good eggs at case count.

Receipts of butter for this week have been very large, some 200,000 pounds more than the corresponding week last year. We are now in the flush of the season's make and receipts are probably as large as they will be any time this season and the quality is averaging very fine, as the weather has been cool and favorable for making a large quantity and the best quality. We have had quite a firm market and the demand has been good for consumption and storage. Best Northern stock has sold readily at 22½@23c; the latter price is easily obtained for assorted sized spruce tubs; oak tubs, 22½c.

Smith, McFarland Co.

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



## SOURCE OF POLITICAL POWER.

## Demand for Sweeping Reforms in the Primaries.

I am not pessimistic upon any of the grave questions confronting our people. I believe that any man without bile on his stomach, who takes a square and comprehensive view of present conditions, social, industrial and political in the light of all the past, will conclude that our people are making positive progress in all these directions, some of our modern prophets to the contrary notwithstanding.

I am a firm, positive, aggressive partisan. There is not a trace of the muggump in my composition.

I am a Republican from principle and deep conviction, because I believe the Republican party to be the real party of the people, the plain people whom Abraham Lincoln loved, and with all its mistakes and shortcomings it is still the best product of a century of government by parties.

I am not a idealist. I believe that political affairs must be conducted in a practical way and by practical methods. I have abiding faith in the intelligence, conscience and experience of the people, and that when protected and safeguarded in the exercise of their will and responsibility they are able to solve correctly all the problems that arise in the progress of self-government.

We have fresh in our memory a forcible example of the exercise of the qualities referred to. The memorable and momentous election of 1896 is still fresh in our memories. Then was submitted to the people one of the gravest issues ever submitted to electors in the whole history of self-government. We recall the gravity of that situation. The political skies were black with the fury of pent up storms; wise and thoughtful men were facing the future with blanched faces; brave hearts were heavy with fear, and loyal homes were filled with apprehension of judgments to come. The great question of a nation's currency and finance was submitted to the common citizen, who, in the quiet of his home, in the light of his own fireside and in the presence of his wife and children, solved the question, and solved it right. In that issue, not upon men renowned in statesmanship and finance, but upon the silent folded ballot of the American freeman hung the prosperity of the nation and the fate of this Republic. Never before in history has there been such a triumph of popular government. That election turned an electric searchlight upon the strength, dignity and stability of American citizenship, as did Manila and Santiago upon American patriotism. Together they revealed to the world for the first time the American freeman, the product of a century of self-government, in the maturity of his strength, confident of his powers, proud of his past, facing the future.

The figure of American citizenship, enthroned with the power of the Republic, takes its place among the great powers of the earth, "standing in the glowing dawn of the world's new day," representing and symbolizing the spirit of freedom and Republicanism and self-government, to direct the trend of the world's progress and civilization forever.

On behalf of American citizenship, I speak for an honest primary system. I desire to say some plain things upon a homely subject, because I think they ought to be said, and perhaps those of us not actively connected with party poli-

tics, who are out in the brush and free to thrash around without restraint, can say more, consistently and appropriately, than those who are within the clearing.

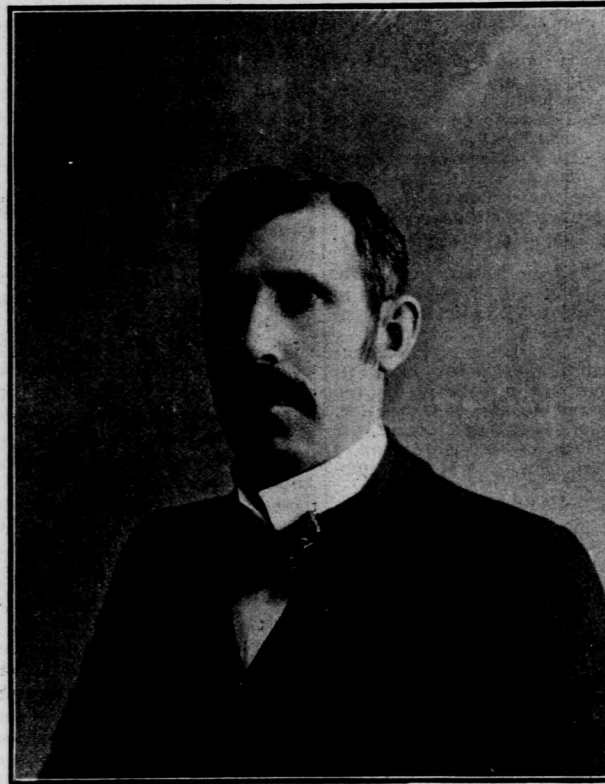
The Republic from the beginning has been a government by political parties. Brice says, "The spirit and force of party in America has been as essential to the action of the machinery of government as steam is to the locomotive." In this respect it is not the fulfillment of the hopes and plans of the fathers. The dread of parties was the inspiration of Washington's farewell address. In this respect it expressed the general feeling and conviction of his contemporaries who framed the constitution. Their efforts had been directed to the suppression of party spirit. And yet political parties have been and still are the moving forces in the government founded by them. To this day parties are not recognized in federal or

state constitutions. There are recognized only the citizen, the individual voter, the individual candidate.

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the control of machine organization in selecting the representatives of their principles is the last and final step after ballot reform. The reform of the primary is the great question that confronts the people to-day. The primary is the source of self-government. It has been described as the great danger point in our politics. Caucus disorder and fraud have characterized American politics from the beginning of the Republic and with all the marvelous progress of our people, notwithstanding all that has been accomplished in the last twenty years for the reformation of American politics, the fact remains that, in the actual working and practical results of the primary as conducted by the machine organizations of both great parties there are more dangerous methods and practices than ever before in our national experience. The general debauchery that formerly characterized election day has largely disappeared, but the fraud, bribery and intimidation of elections have been concentrated and focused upon the primary. There citizenship is dethroned; party principles are betrayed; ignorance and vice subsidized. The caucus is to-day the bucket shop of our politics. It is a disgraceful traffic in sacred trusts. It lines the "king's highway" with political wrecks. It robs the people of their political rights and gambles with their highest interests.

The evils which now afflict our body politic and work against our people under the present system of party organization can be attributed largely to the degradation and debauchery of the primary. Under the protection and safeguard of our voting system the people do the voting, but do not make the nominations.

The methods and practices that obtain in the primary if resorted to in any other business would exhaust the executive and judicial forces of the State in their suppression, and would land those who employed them not in public office, not to place and position in party councils—but, in the penitentiary.

In respect to primary methods I make no distinction between existing parties or factions of our own. I believe that such methods and practices come more naturally to the Democratic than the Republican party, with this distinction, that the former seems to thrive upon them; but the supremacy of the latter can never long survive them. As to factions, I make no distinction, either pro or anti. I have "friends in both places." The most severe criticism I could make of either in this regard would be that it is just as bad as the other.

A few statesmen recently met in Grand Rapids and resolved that the Republican factions should be harmonized. I do not support that resolution. Neither should be harmonized. Both should be absorbed.

The American people have long since lost interest in the charge of the pot against the color of the kettle.

The law must yet afford adequate protection and regulation for the primary as well as elections, so that the people will more directly control the nominations. This is a practical question.

The reform of the primary has progressed far enough in different states to enable a legislature elected by the people or that issue responsible for it, capable and acting in good faith to frame a successful primary law supplemented by corrupt practice acts, which would throw adequate safeguards around the will and power of the individual voter



in selecting delegates and making nominations for public office.

By such laws the illegitimate use of money would be minimized and that dangerous element removed from our politics.

The horde of heelers, hoodlers and bosses would go out of business and be forever blacklisted. They might be transformed into honest toilers in the political vineyard. Such laws would substitute leaders for bosses.

They would punish the men who poison the springs.

They would make candidates and managers rely upon merit, popularity and the fidelity of party and personal friends rather than check books.

They would induce capable and self-respecting men to enter the political lists in honorable contest.

Through them might return again the conditions that existed in the old days when John Hancock and grand old Sam Adams, "the man of the town meeting," the real father of his country, the rich man and the poor sat together in the Massachusetts assembly and directed the sentiment which resulted in American independence; when John Marshall and Thomas Jefferson and Patrick Henry were proud to sit in the Virginia Legislature and make that grand old commonwealth the mother of presidents.

The public service of the State of Michigan has become a hissing byword and reproach. I deny that the membership of either party at large are responsible for it. The origin of the whole miserable business is in a subsidized and debauched caucus system. The people control the election, but not the selection, of public officials.

How much did the members of parties at large have to do with the present Legislature as a whole?

What forces did select them? For what purpose? The free and independent service of the State?

The public service is corrupt because the selection of delegates and the nomination of candidates are made through the instrumentality of a corrupted caucus system.

The virus of this system poisons and contaminates the whole public service of the State. You have heard the story of the delegate to a convention who had forgotten the name of the candidate for whom he was to vote, and was told to look at his check.

Good government can be obtained only through the reformation of our primary system. Such reform would so elevate public service that questions like equal taxation, the abuse of corporate power and others would take care of themselves so easily that we would wonder that we ever became hysterical over them.

We must commence the reform at the beginning protected and safeguarded by law in the primary, citizenship will be supreme.

Then, in the free and independent exercise of his sovereign power, it may be said that "to be an American citizen is greater than to be a king."

George Clapperton.

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

E. A. STOWE, EDITOR.

WEDNESDAY, - - JUNE 25, 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 18, 1902, and saw the edition mailed in the usual manner. And further deponent saith not.

John DeBoer,

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

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

#### THE VACATION SEASON.

Up to the present time this year the weather has been such that people in the city have not been prompted to think much about getting out of town for vacations. They have not cared to get very far away from their homes, electric cars and paved streets. For the same obvious reason there has been less than the usual amount of getting out into the country for an evening or a Sunday, since inclement climatic conditions have made a good roof and often a furnace fire attractive. Perhaps now there will be better, warmer and drier weather and immediately thereupon there will be increasing thought of the summer exodus. Grand Rapids is particularly fortunate as to location in this respect. There are plenty of places with great range of expense within easy reach where visitors can enjoy themselves thoroughly for a day or a month. The electric car service is particularly helpful for short excursions and the railroad trains run frequently in all directions for the accommodation of those who wish to go a greater distance. There are places enough and, in fact, it is an embarrassment of riches, the difficulty being to choose among so many and such strong attractions.

It is sound doctrine which declares that everybody ought to take a period of rest and recreation at least once in every year and that it should be more extended than a day or two. It is not alone for the pleasure thus afforded, although that of itself is usually ample compensation. Enjoyment in its proper place and ratio is just as important as employment and the two should go together for mutual advantage and benefit. Where and when to go and how long to stay are matters, of course, for individual decision, governed entirely by individual circumstances. There is little likelihood that too much emphasis will be put upon the desirability of go-

ing somewhere, and the extent and the nature of the outing must of necessity depend upon the pocketbook. It is not always the most costly outing which affords the most rest, recreation and pleasure. Plenty of places within easy reach of this city are available at figures attractive even to those of limited means. "All work and no play makes Jack a dull boy" is the maxim the youngsters have invoked for time out of mind and it applies with equal force to their elders and their ancestors. Those who take a vacation come back to their work reinvigorated and better able to do it. It is not money foolishly spent, but, on the other hand, it is money well invested. By common consent the months of July and August are the most popular for vacation purposes. The residents of the cities where the pavements and the buildings reflect the sun's rays and make them hotter find that the time when it is most agreeable to seek the rural regions where the air is cooler and purer. Vacations, like pleasant recollections, should be provided for beforehand, so it ought to be everybody's business to be thinking these days in the last of June how and where they will arrange to pass a week or two at some attractive place outside the city where they can get the rest which will fit them all the better for another year's hard work.

Chicago has evolved another scheme for lining the inner man or, rather, for enabling the outer man to get his morning lining without patronizing a lunch counter when he arrives down town for business. The scheme consists in having trailer dining cars attached to the electric cars running from the suburbs to the business part of the city. These dining cars or, rather, breakfast cars, will enable a man who, either through laziness on his part in getting from his roost or through lack of energy on the part of the family cook, has been compelled to start without his breakfast to get a good meal before entering on his day's work. There have been not a few schemes hailing of late from the Windy City, and this of the breakfast car is by no manner of means the least brilliant. The Chicago business man is to be congratulated on having a genius next him who takes such a maternal interest in his alimentary conveniences. An electric lunch is not to be sneezed at, especially after the family cook has given notice to quit.

Spain possesses pride that rises far above the limitations of poverty. In the war with the United States Spain lost its navy. The country is poor, but not too poor to be represented by a fleet capable of fighting on the sea. The government called for a loan of \$70,000,000 for the restoration of the navy, and the amount has been secured in popular subscriptions aggregating eight times what was asked. All the provinces contributed and thus forcibly demonstrated that the resources of the Spanish people are by no means exhausted.

Undoubtedly the next important innovation in connection with the passenger service on the leading railroads of the country will be the introduction of a system whereby telephonic communication with moving trains will be established. That such a system is possible has already been demonstrated and only the details remain to be worked out. It is merely a matter of equipment and expense.

#### GENERAL TRADE REVIEW.

The causes which operate to adversely affect the level of speculative prices in the face of such an underlying strength as is the rule everywhere must be more than ordinary. The regions directly affected by the coal strikes may suffer, but as far as the country at large is concerned, they seem of no importance. Of course such matters as affect the world's markets, as the situation in the English court, can but have their weight here; but even these are felt in much less degree than would naturally be expected. The general course of the markets has been upward and with increasing activity until within the last day or two. Exceptions are found in the case of the adverse effect of the steel trust decision and the continued downward movement of copper apparently on account of the unprecedented production of that metal. All important railroads, except a few of the coal roads show continued gains and stock prices are making many new high records. Even the favorable attitude of Congress to the Panama Canal does not affect the trans-continental lines, as would have been the case a few years ago, as the assurance of such a development of the Pacific slope as will more than offset the competition is coming to be recognized.

The iron and steel situation shows no slackening of activity. The only difficulty is the lack of sufficient supplies of pig iron, notwithstanding this is being produced at an unprecedented rate. Notwithstanding such checks as are felt in the coal regions and the Patterson riots there is still the utmost pressure of demand for building supplies, showing that such checks have no effect on the general confidence of investors. Orders are still being taken far ahead and the most pessimistic fails to point out signs of the termination of the present activity.

There are no unfavorable indications to report in the textile field. The easier price of cotton is a healthier indication for that industry, and is accounted for by the favorable crop prospects. Cotton spindles are increasing in number and the manufacture of goods is without diminution, although purchasers are looking for lower prices after the new crop influences are realized. Woolen goods are well sold up for fall trade and clothing makers are preparing for large business. Eastern shipments of boots and shoes are less than a year ago, but this difference is more than made up by the increase in the output of Western factories.

#### WASHINGTON AS THE CENTER.

For years and years Paris has been regarded as the center of diplomacy. Ministers to foreign courts from all nations have hitherto prized that appointment most highly. France has had its ups and downs, with its frequent changes of government, but Paris all the while has remained much the same, the gayest of the European capitals. While the French mission has been most eagerly sought by the ambassadors of the several nations in continental Europe and England as well, it has not been looked upon as the most desirable appointment from the United States. It has usually been considered that the position now held by Joseph H. Choate is the most desirable and to be accredited to the court of St. James is reckoned in this country the highest diplomatic honor. That England thinks otherwise is evidenced by the fact that it pays the British ambassador at Paris

\$45,000 a year, whereas the British ambassador at Washington gets only \$32,000 a year. London Truth, discussing diplomacy and diplomatic positions the other day, had this to say:

There is a new factor in European politics; it is America. More particularly is this new factor important in the calculations of the British Empire. The development of the United States has shifted—for Great Britain certainly—the diplomatic center from Paris to Washington. The United States is now a great country, the most important foreign element that Great Britain has to deal with. Washington must, therefore, be made the principal post in our diplomatic service, and to do that the salary must be considerably raised, even if at the expense of the other first-class appointments.

That is a decided recognition, intended to be complimentary. It clearly expresses the fact in the situation and the opinion entertained in England is or will be entertained by the nations of continental Europe. To them all the United States is a factor to be reckoned with and they must needs have their best and brightest men to represent them at Washington. Surely there can be no pleasanter appointment and if the social life at the American capital is not what it is in Paris, perhaps it is better and certainly there are other advantages of environment constituting ample compensation. There is no reason to question the assertion of London Truth that the capital of the United States is the coming center of diplomacy.

The fresh air tabloid is among the latest inventions. The inventor is Prof. George Joubert, of France, who has ascertained that the peroxide of calcium or of potassium compressed under certain conditions and put in the presence of a permanganate, a hyperchlorite, and some salts of copper or nickel, possesses also the property of being decomposed without heat in contact with water, emitting a gas exactly like the carburet of calcium. The gas, however instead of being acetylene, is oxygen chemically pure (99.9 per cent.). By this means one may have in his possession portable oxygen, or, so to speak, oxygen tablets, one kilogram of the peroxide (aerogen stone, as it is called) furnishing from 150 to 250 liters of oxygen. As a result of this discovery people can remain, without having their lives endangered, inside of a submarine boat or in a caisson, providing they take along a supply of oxygen tablets to be dissolved in water when needed.

Captain Andrew S. Rowan, the man who is celebrated for carrying "a message to Garcia," has returned from the Philippines, where he went after peace had been declared in Cuba and where he rendered distinguished service, although he did nothing approaching his spectacular performance in treading the jungles of Cuba with a message that kept 20,000 Spanish troops away from Santiago. Captain Rowan took the tide when it served and it led on to fame which will ever keep his name from obscurity although he should never have another opportunity to focus public attention upon his personality.

There is to be no monopoly in wireless telegraphy. Several systems have been perfected for which it is declared the inventors have as strong claims for patents as those put forward by Marconi. The United States Government is making independent experiments. There is talk of a trust to control the entire field, but this is regarded as impossible.



**THE MODERN FIGHTING MAN.**

The methods of our Army in the Philippines have been the subject of much bitter discussion at Washington and elsewhere, and the attacks will probably continue until after the Congressional elections next November. It seems pretty clear to everybody, except to certain politicians seeking political capital, that although there have been certain sporadic cases of cruelty on the part of a few overwrought officers and men, which is certainly greatly to be deplored, the Administration has no desire to condone these offenses, and, on the whole, our Army has been more humane and scrupulous than any other force of men, working under like conditions, have ever been in the history of the world.

The most interesting fact about this whole matter is the remarkable interest the whole American public takes in the discussion and the time that it spends in asserting its resentment. There is great popular sensitiveness to cruelty. "Hitherto," as the World's Work asserts, "men have accepted war as a necessary barbarity and inhuman acts have been regarded as inevitable. Such prison experiences as were common during the Civil War would now so arouse the indignation of mankind that no nation could withstand it."

It is extremely interesting in this connection to observe that the very fact of our great sensitiveness as to the moral tone of our fighting men points to a higher general standard of morals than obtained only a generation or so ago. We are condemning and punishing all sorts of offenses that were not offenses a few years ago. As the world grows better we become more sensitive and critical, and the number of things regarded as crimes constantly increases. This is why it is silly to try to prove that the world is growing better or worse by statistics of crime. A drunken man lying in the gutter was left there by our ancestors; we pick him up, haul him to court and fine him.

Along with the rest of us, the fighting man of our Armies and Navies has improved in moral tone. The Marquis of Dufferin made a little speech a while ago, when presiding at a meeting held in the interest of religious work in the army. He said that nothing had struck him more in the course of his long life than the enormous improvement in the moral and general tone of the army and navy. The soldier and sailor of to-day were very different beings from the men who fought under Napoleon or Marlborough or Wellington and Nelson. They are subject to humanizing influences unknown sixty to one hundred years ago. Amenities and refinements had been introduced into the life of the army and navy which would have made the historic commanders tremble for the safety of their country. Yet in spite of all these civilizing changes, Lord Dufferin declared, the soldiers and sailors of the present are equal to the bravest of their forefathers in all the virile qualities which go to make up the successful fighting man.

The great lesson written clear in our recent war with Spain is that a long period of peace does not eat the strength out of American manhood. Our war was a brief one, happily, but it lasted long enough to give the lie to the assertion that we must be always fighting or we would not dare to fight. We saw again in this war, as in the days of 1861, our men suddenly taken from peaceful pursuits and bearing them-

selves for the first time in their lives under fire with the staunchest courage. Their dash combined with steadiness, their ability to pour in volleys as well as to stand up under them, their impetuosity in charging, and their tenacity in holding the ground won—these have not merely set military experts in other countries rubbing their eyes, but have dissipated all fear that thirty years of peace had weakened the fiber or the potential fighting qualities of Americans.

The truth we want to bring out is this—that the old, crude theory of the soldier as necessarily a raw-head and bloody-bones creature, living on salt-peter and broken glass and whisky, was fallacious and has been made ridiculous by the conditions of modern warfare. Moral qualities have always counted far more than physical in the fighting man. The quiet, undaunted man is proverbially more than a match for the ruffing bully. The young Hoosier school-master leaves the backwoods ruffian "considerable shuck up." The pale, slender clerks put on the gloves with the overgrown braggart and makes him see stars to Dr. Holmes' delight. And what part have robustious physical qualities to play in a battle fought as battles are fought to-day? You can not even see your enemy, much less fall on him with fists and teeth. You can not even see the flash of his guns. An invisible hail from invisible rifles beats upon you. To stand or lie down under this without flinching, to dash forward under this when necessary, requires superb courage; but it is the courage of the soul, not of the body; and experience has shown again in our late war, as it showed in the Civil War, that this kind of courage is not the exclusive possession of prize-fighters, or men bred to camp and field, but may shine out as gloriously in the college student, the stripling from the farm, or the elegant from Fifth avenue.

Even more conspicuously is this true of the Navy. There were some laughable disillusionments on this subject after the Spanish war. People stood agape and aghast when told what manner of man Dewey was. What! That shrinking, modest man, with the disordered liver, who had to be so careful about what he ate and so regular about going to bed early; that unobtrusive gentleman in the corner of the club, he the dashing Commodore who set all the world wondering? There must be some mistake. And the dapper little dude ensigns who jump overboard and unscrew the war nose from an automobile torpedo or lie off shore in a launch under a storm of shot and shell to wait for Hobson—you don't mean to tell us that those blushing youths are the heroes we have been shouting over? Where is the strut and swagger and the horrid oaths? Blank disappointment sat upon the face of an ardent American of the old school who recently had the opportunity to look over the crew of a man-of-war. Where were the salt old tars, shivering their timbers, and staining their long beards with streams of tobacco juice, and reeking with rum and profanity? Alas, there were only trim young fellows, beardless and well-behaved, looking quite incapable of being the presiding geniuses of a hell of death and destruction. The brimstone-wreathed Jack tars of old are gone to return no more, and in their place have come the skilled mechanic, the rapid calculator of ranges and elevations, the expert in ordinance and explosives—in short, the

man in whom the mental and moral quality is of much more importance than the physical quality.

The fighting man of brawn and muscle, the bully and ruffian, is no longer in demand in our Army and Navy or anywhere else in our modern civilization. Nowadays the demand is more and more for men strong mentally and morally in every line of work. The swash-buckler warrior is gone to return no more; the coming man is the gentleman. And this man, because he is a better man all around, will be the better soldier when his country calls him.

**THE MEANING OF ALL PROGRESS.**

The world is whirling ahead at such a rate that heads grow dizzy in trying to follow its mad rush onward and to interpret its significance. Through the hubbub of the effort and the dust of contest a few main facts are beginning to clear. A revolution is occurring in methods of locomotion; the ends of the earth are being brought close together, and peoples are being knitted in closer and closer bonds, with attendant advantages and responsibilities. Mechanical motors are fast displacing the horse, which in the near future will be banished from city streets to the gain of cleanliness, comfort and sanitation. At any moment a successful airship may control the world's politics. Wireless telegraphy and telephone systems assure instantaneous communication between distant points at a minimum of cost. Magical mechanisms are fast eliminating the drudgery of labor and cheapening production. Scientific experiment and discovery are daily adding to the world's products, introducing to the home of the humblest citizen comforts and conveniences which a few decades ago could not have been reached by the long arm of wealth. Education, entertainment, all refining influences, are steadily extending their sphere of operation. Social organization, in the form of co-operation, for the most part unconscious on the part of the operatives, is gradually eliminating wasted effort, and the highest economy is becoming possible in the utilization of all economic material. Agriculture and the household are lagging farthest behind, but invention is coming to the aid of the latter, and the canny chemist stands ready to substitute for the crude products of field, garden and orchard, wise combinations which shall supply all needed sustenance to the human system, whenever the perverse human palate shall consent to accept them. Best of all, science is conquering disease bred by open slight of the body's demands.

So swiftly has the world moved forward that mankind, concentrated upon the effort to follow the details of this progress, has not found time to reflect upon the ultimate results to be attained or has preversely concluded that no definite goal was in sight. To the student and thinker, grand results are already looming in the near future. As the planets revolve in definite courses, so the world's path is reaching the same point of its orbit touched in bygone ages, but it is bringing back with it the riches garnered in its journey, to bestow their blessings upon unconsidering man. In primitive days the cave man enjoyed a leisure, a freedom from heavy care and speculation and, presumably, a dull content denied to his posterity during the centuries of breathless struggle that have succeeded. The sum of modern inventions and of mechanical and scientific progress is de-

signed to give back to man the leisure he enjoyed in primitive ages, restore to him the health of which artificial modes of life have well nigh deprived him, and supply him at light cost the comforts and elaborations after which he has so frantically striven. With the final supply of his material wants, there is a rational hope that he may again become the possessor of that content which he owned before civilization made him conscious of his needs.

The relief from the necessity for heavy and unending toil, the elimination of worry and sordid care, will mean the restoration of individuality, which has been well nigh stamped out of him by the pressure of the times and his own wild race to keep up with the procession of the ambitious and industrious. Self-poise regained, sanity and health restored, content smoothing away the harassing trials of existence, the man of the future may be expected to find new development along noble lines, and advancement hereafter follow the tranquil course of mental expansion and moral uplifting.

Gen. Horace Porter, American Ambassador to France, was the guest of honor at a dinner given by the Lotos Club in New York Tuesday evening. In the course of a witty speech he said: "They do not quite understand Americans on the other side; they fail to understand how we have taken the negro, who is a natural agriculturist, and made a soldier of him; the Indian, who is a natural fighter, and made an agriculturist of him; how we insist upon a standard of yellow money for white people and wink at white money for the yellow people. When I went to France I had great difficulty in trying to introduce the literature of Armour and Mark Twain, and other products of the pen. I am glad to get back to see our glorious country, with its matchless prosperity and onward march of civilization. It is the only country that knows its own birthday."

It was an interesting occasion for Secretary of State John Hay, when he presented Senor Quesada, the Cuban minister, to President Roosevelt at the White House. He recalled the fact that it marked the culmination of his own efforts covering a period of thirty-two years. Mr. Hay was first Secretary of Legation at Madrid when Gen. Daniel E. Sickles was United States Minister there, and Mr. Hay had to do then with the proposition to purchase the island of Cuba for \$100,000,000. He did not abate his interest in the subject or relax his efforts when opportunity served to bring about the results achieved when Cuba's first Minister was recognized by the President of the United States.

A German scientist who has been making a study of the subject, announces that while the coal supply of England is likely to be exhausted within the next fifty, and certainly within the next 100 years, Germany's supply will meet the demands of that country for 1,000 years to come, and the United States has about four times as much coal as Germany. China also has an immense supply, and probably there is coal in the world that the scientist has not yet heard of. Therefore the day of a coal famine seems far distant.

The American people can not stand prosperity. They have had so much of it since 1896 that they are aching for a dose of adversity just to see how it feels to be hard up.



## Clothing

### A Few Truths About Panama Hats.

With Panama hats in such unprecedented demand as they are this season, it is not surprising that much has been written concerning them. However, much of the matter that has appeared in print has been vague or exaggerated, and, indeed, oftentimes quite incorrect.

Particularly vague has been most of the matter written concerning the plant from which is obtained the material of which the hats are made. We have seen it variously referred to as "a species of cane," "a weed," "a grass," etc. How very vague is the last term will be appreciated when one considers that botanists recognize no less than five thousand distinct species of grass.

Right here it may be well to define certain terms that have been used by writers in connection with this subject, and which have appeared in advertisements in the daily papers, without their meaning being clear.

The word Jipijapa is really the name of an interior town in Ecuador, and the natives in that part of the country commonly speak of the Panama hat as the Jipijapa hat. Another word that has been frequently used is Manabi. This is the name of a province in Ecuador, and Manabi hat is also synonymous with Panama hat. In Manabi province is the city of Monte Cristi, where some exceedingly fine hats come from.

The expression Paja Toquilla has been erroneously used by some writers as being the name of the plant, but it is the name of the straw obtained from the plant, as anyone who knows Spanish might readily have understood, since the word Paja means straw.

Many of our readers will be surprised to know that this straw is made from the flat leaf, and not from the stalk of the plant, for a casual glance at the exterior surface of a Panama hat would give the impression that the hat was woven from a fiber of cylindrical form. However, close scrutiny of the inner surface of the hat will disclose the fact that the fiber is not a cylinder.

The method of preparing the straw is as follows. Young plants not over four or five feet in height, are used for this purpose. Only the leaves that are young, stiff and in prime condition can be used. These are split into narrow strips by the native, who, for this purpose, uses his finger nails. But the strips are not separated at the stalk end. These bunches are then bleached in the sun. Up to this point you still have the flat straw, but what we shall call the rounding, for want of a better name, is accomplished by the deft-fingered native, aided by the natural tendency of the strip to curl. The strip is rolled from each of its two edges toward its middle, and thus is formed, ready for plaiting into a hat body, that excellent straw with no raw edges and which is deceptively like a cylinder.

The French Panamas are made of this same material, which is exported to Nancy, Saar Union and other places in Europe where the French Panama hats are made.

If much that is untrue and exaggerated has been said of the preparation of the fiber, in much greater degree is this true with regard to the weaving of the hat bodies. This is due largely to the desire of writers catering to the public to furnish interesting and poetical stories, and also to the fact that many writers have obtained their information on

the subject of Panama hats from matter written by others, and not from direct contact nor conversation with those actually engaged in the Panama hat trade and qualified to talk intelligently on the subject.

With no attempt to write fairy tales, but desiring to impart some truthful information of a kind that will be of interest to the trade, we give a few points concerning the manufacture of the hats.

The statements that Panama hats are woven under water or that the very fine ones are woven only by candle light are characterized as incorrect by a man who has all his life been engaged as a first hand in the Panama hat trade, and who has not only seen the hats made, but has made Panama hats himself.

The manager of one of the very finest retail hat stores in New York, a man whose name, by reason of the position he occupies and because of his long years of experience in the hat trade, gives it great prestige, has told the writer that when customers who have read some of the stuff that has appeared in print ask if the Panama hats he offers are made under water he unhesitatingly tells them that such is not the case.

The former of these two men gives an account of the making of Panama hats about as follows:

It is true that the hats are woven in the early morning hours when the atmosphere is damp, as the heat of the sun makes the fibre brittle and unfit for manipulation. At night the hat is hung out in the open air, where it absorbs the dew, and is the next day again in condition to be worked. This accounts for the great length of time required in the hatmaking, one of the very fine grades requiring upward of three and a half months to produce. The hat is woven on a block which is held between the knees of the operator, although some of the very coarse hats are woven on the knee of the native too poor to own a hat block. Men, women and children among the native Indians are engaged in the weaving of the hats. To the children is entrusted only the making of the coarser grades, and the youngsters become more skillful from year to year, and in time some of them become experts capable of making the exceedingly fine hats. Those who have long been engaged in the handling of Panama hats know from a glance at the button from what locality the hat comes. The button is the little central portion of the crown of the hat, at which point the weaving begins and extends outward toward the edge.

While a great deal has been written about \$100 and \$250 hats, it must be remembered that these are few in number. When one takes into consideration that a broken straw, or a straw not matching in color the rest of the hat, or a knot showing makes the hat defective, it will be realized that there can not be many of these extremely fine hats produced. The finishing of the hat is an operation requiring much skill, because each of the overlapping fibers has to be nicely turned back into the edge of the crown and trimmed off.

Of course, most people in the trade are by this time aware that the Panama hats are not made in Panama at all. We have a parallel case in the term Mariacaibo coffee. The coffee is grown in the interior and derives its name simply from the port from which it is shipped. The great majority of the hats made in Peru and Ecuador find their way to Guayaquil, whence they are shipped to Panama, and, after crossing the isthmus, are shipped from Colon. This is not

## 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.

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

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WE HAVE EVERY THING IN GLOVES & MITTENS  
CATALOGUE ON APPLICATION

## VINEBERG'S SAFETY POCKET PANTS



## Do You Sell Vineberg's Patent Pocket Pants?

If not you are behind the times; they are sold by all first class clothiers.

If our representative did not call on you, write for samples.

**Vineberg's Patent Pocket Pants Co.**

Detroit, Mich.



true of the hats made in Colombia, many of which are shipped from Cartagena or Sabanilla.

Here it may be remarked that, without drawing on one's imagination for a story calculated to enhance the value of a Panama hat in the mind of the consumer, one can, if desirable, emphasize the fact that many of the hats this season brought from the interior of Colombia have reached the coast only at great hazard. This will be readily understood when one considers the present condition of affairs in Colombia, where the insurgents are strong and where the government seems unable to safeguard the interests of travelers. The bringing of Colombian hats to the tide water means a trip on mule back, boat transportation down the River Magdalena at imminent risk of detention by the rebels, and, onally, a railroad trip.

The great market and distributing point for Panama hats is Havana, and it is an interesting and curious fact that most of the Panama hats sold in New York go from South America to Havana, via the United States in transit. This is because of the fact that the steamers do not deviate from their regular routes. Recently, however, some shipments of hats have been landed in the United States without going to Havana and then back again.

The Alpine shape, so popular in the United States, is not seen in Havana nor South American countries.

A few more terms that have been used in talking of Panamas may appropriately be defined. The Cuenca hats are made in the province of Cuenca, in Ecuador. From this same province come also the fine Panamas called Lijitimos. This word corresponds to our English word legitimate. The Ajuada and Antioquia Panamas are made in Colombia.--Apparel Gazette.

**Wherein the Boy Showed Ability as a Window Trimmer.**

When the boy came back from the postoffice the boss was standing in the front door.

The boy stopped in front of the window. "Pretty bum, ain't it?" he said. "It does need trimming," answered the boss.

"Let me trim it," said the boy. "You! Why, you never have trimmed a window," was the answer.

"That's no sign I can't. I've got some ideas that would make your head swim."

"Well!" yawned the boss, for the day was hot, "go ahead if you want to; there isn't much to do anyhow." That was the spirit in which the boss had

ever looked upon window trimming—simply as a time killer.

In ten minutes the pounding of a hammer mingled with discordant whistling floated up from the rear. When the boss went back he found the rear of the store looking like a miniature lumber yard.

"What in the world did you tear all those cases up for?" he asked the boy. "You just wait and see," came the answer.

This was in the morning.

By 2 o'clock in the afternoon the boy had the window cleared and was nailing to the wall the boards he had torn from the shoe cases. A pile of burlap and several strips of gilt molding excited the curiosity of the boss but he bridled it.

After a series of measurements the boy put a false ceiling in the window three feet below the original. In this he placed five incandescents with prism reflectors.

During the boy's absence at noon the boss asked an electrician to examine the wiring. "It's all right," said the electrician; "not a hitch."

"Well, there comes the boy who did it," said the boss.

"No wonder it's all right," said the other. "That kid's taking a correspondent's school course." As the electrician turned the corner the boy reentered the window with a bucket of green paint, which he spread on the burlap already covering the walls and false ceiling of the window. When the paint dried he covered the laps in the burlap with the strips of gilt molding. Around each incandescent he made a circumference of gilded rope.

To the ceiling he screwed many brass rings. From these rings he suspended shoes on white ribbons. Each shoe had been rubbed to a high polish and was hung at such an angle that its good points were displayed to advantage. Enough shoes were in the window to give the impression of an enormous stock, still there was no suggestion of conglomeration.

Pure white cheesecloth was puffed upon the floor. When the lights were turned on in the evening the green burlap with gilt border had the effect of a room papered in exquisite ingrain and the lights reflected upon the white cheesecloth made a dazzling sight.

All who stopped before that window pronounced it the swellest they had seen. The boss told his wife the following evening that trade had been better that day than for months past. "And do you know that I believe that window made it." Then he added: "That boy is certainly all right."

**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.; St. Louis, 417 Jackson St.; Minneapolis, 7 Washington Av. N.

**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.**



**PAN-AMERICAN GUARANTEED CLOTHING**

MANUFACTURED BY **WILE BROS. & WEILL** BUFFALO, N. Y.

DETROIT OFFICE - 19 KAUTER BLDG. F. J. BOGAN IN CHARGE

Men's Suits and Overcoats \$3.75 to \$15.00

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

Is a sure thing for all the time. It has a record—six seasons of phenomenal success—the greatest selling and money making line of clothing in the American market. You don't have to worry about being "caught with the goods" when you have Pan-American Guaranteed Clothing. Salesman or samples—which will we send?



## Shoes and Rubbers

### Don't's Which May Have a Bearing on Your Trade.

Now that the warm weather is upon us and days are most trying, make up your mind that nothing will upset you. Everything will come out right in the end, and needless worry will only make life the less endurable when the thermometer is in the nineties.

Read over the maxims of the "Don't Worry" Club and keep a few of them for your own use. Here are some of the best of them:

Don't get nervous if a woman brings a baby into the store when she is buying a pair of shoes for her other little girl. She is just as anxious to have the baby left at home as you are to have it there, but the little thing must have shoes, and there is nothing left but to take the baby along. Don't forget that without the baby you would never make the sale, because the mother would never go to the store if the baby had to stay at home.

Don't sigh too often over the trade there is not, as you will in the season of the year when customers are not supposed to rush over each other in order to get a pair of shoes.

Don't grumble or growl when a clerk loses a sale, as there was never a shoeman so perfect as to be able to sell to everybody who enters the establishment.

Don't kick, if a clerk does his best, as you are getting 100 cents on the dollar on your investment with him.

Don't strain your neck around the corner of your desk in order to see everything a clerk does, because just as soon as you give a clerk the impression that you are doubtful of his veracity, he will drop off in his work, and the result will be apparent in the "book" he makes each day.

Don't consider every clerk in the store a thief or "trying to do you." There are honest shoe clerks as well as honest dealers.

Don't forget a few moments spent in conversation with the clerks will give you a very clear idea of what the trade is hunting for.

Don't imagine for a moment that you know it all. The shoe clerk is closer to the trade than you are, and his opinions on styles for the next season are perhaps more valuable than yours.

Don't forget a cool store makes pleasant customers and invites them to return.

Don't forget that on a hot Saturday night one of the worst places in the world is a crowded shoe store. A cooler of ice water placed where a customer can see it may be of as much service to you as a double-column advertisement in the next morning's paper. The trade appreciates anything, no matter how small, done for its comfort.

Don't forget that soap-stone assists materially in fitting shoes in the hot weather. It is almost impossible to try to fit shoes on perspiring feet. A size larger is necessary, and wrinkles are bound to show across the vamp and fore part, and a little soap-stone will obviate all of this.

Perhaps it would be wise to take a day off once in a while during the hot, summer months, as a day's rest is one of the greatest laxatives.

Perhaps it would be a good scheme to give the boys on the floor the same privilege. Try it on. See if the work

you get out of them is not much better than otherwise.

Perhaps it would be a good idea to give the boys ten or fifteen minutes grace at lunch. You are not going to be killed with customers just at that period of the day.

Perhaps it would be better if people did not think that all an employe had to do was to work from the time he gets up until he goes to bed again.

Perhaps it would be well to forget some of those unnecessary established business ideas which you have been carrying ever since you have owned a store.

Perhaps there is something more up to date which would fill in the void and give you better results.

Perhaps it would be a good thing to forget that business dictates that you should always be doing something. Have intermittent attacks of idleness. To understand how to relax is to understand how to strengthen the nerves.

Perhaps it would be a good scheme to stop worrying for others. Worrying is called the American national disease, and "Americanitis" is its distinctive name.

Perhaps a couple of electric fans would make a great difference in the atmosphere of the shoe store. Don't you think it would be a good investment?

Perhaps it would be wise to have one or two of the clerks take a hassock and start going over the stock in the various parts of the store, picking out odds and ends, looking for mismates, etc.

Perhaps the rubber stock needs attention. The time is coming when they will have to be used in quantities. Don't wait until the last moment, as you will always find something else to do just at that time.

Perhaps out of all these suggestions you might be able to find one which will fit in your case; if so, our time will not have been wasted.—Shoe Retailer.

### Bad Blow to Cupid.

"It was pretty hard to have the honeymoon clouded before we had been married two hours," complained a newly married man. "Fact is, though, the excitement of the wedding day took away the little sense I had remaining."

"We were married at noon and, after dodging the customary rice and old shoes, left for the station. We had barely time to catch our train, and I rushed up to the ticket window at once. Then once more we had to run the gauntlet of friends, who think it smart to throw rice down one's collar and have it sift down into one's shoes."

"We got into the train at last and when it started I heaved a sigh of relief. When the conductor came around for the tickets, I handed mine over. After looking at it for a moment, he asked me if the lady was traveling with me."

"That was the last straw, and I snapped out for him to mind his own business."

"That is what I'm trying to do," he answered, coolly. "One more ticket, please."

"Then it flashed upon me that in the hurry and excitement of the moment I had forgotten that I had a wife. I paid the other fare and tried to laugh it off, but the look that my wife gave me will linger with me as long as I live. It took me two hours to argue her out of the impression that I didn't love her any more, and she isn't fully satisfied yet."

Some wise men, don't get so much credit for wisdom as some foolish men who are guessers.

## 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.,

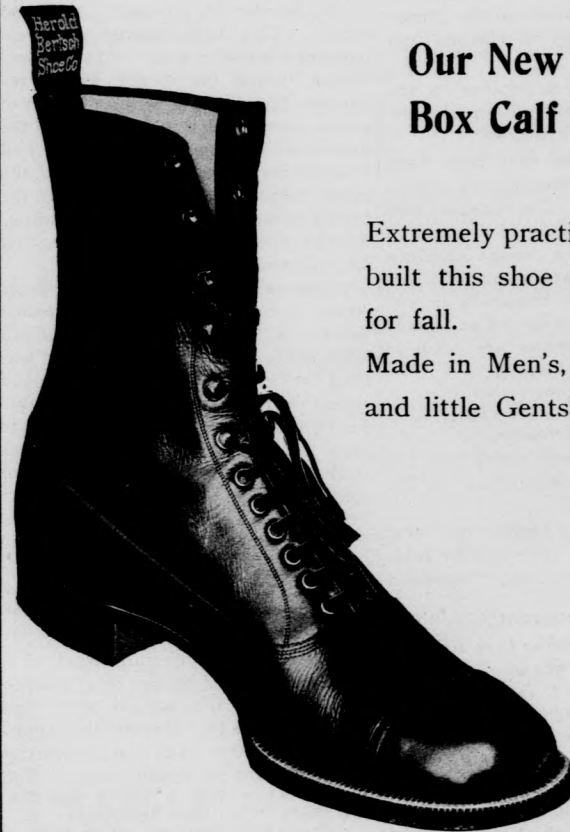
Battle Creek, Mich.

## "The Herold"

### Our New High Cut Box Calf Line

Extremely practical, stylish, well built this shoe is very popular for fall.

Made in Men's, Boys', Youths' and little Gents'.



HEROLD  
BERTSCH  
SHOE CO.

Makers of Shoes

## 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





**PRINCIPLES OF ADVERTISING.**

**How to Educate Your Readers Up To Your Goods.**

Judging from the way in which a great many advertisements are written, one would suppose that the advertiser was trying to tell every person about everything in the store at one time. Frequently we see advertisements and often in papers of pretty fair circulations, where John Smith is represented as dealer in dry goods, notions, groceries, hardware, glassware, queensware, tinware, clothing, underwear, etc.

If your school teacher could take a shovel and scoop the contents of all his books into the heads of your children, you would need him only for one day, and a very short one at that. You send your children to school, to academy, to college, to seminary, and then they feel as though they should take a post-graduate course, because they see so much more to learn. Day after day for ten years, for fifteen years, yea, for twenty and more years, your children are subjecting their minds to the one great purpose of mastering the contents of their books in order to strengthen their mental powers. Now, if this could be done in a day, a week, a month, or a year, why do you send them so long? It takes time for them to master these problems.

You know what you have in your store, and if you wish the public to know it, you must teach them. You must teach them little by little just as the school teacher does. You are even at a disadvantage to the teacher, because pupils have no other things to engross their time and attention, while the public generally are thinking about other things. Your advertisements must not only tell them what you have to sell, but they should create in the public mind a desire to buy what you have to sell. Give the readers of your advertisements something new to learn in your advertisements. If you have nothing new to say, then say it in a different way, and make it new at any rate. Describe your goods in such a way that people will want them, if possible; try to secure an impression on their minds, so that they will not feel satisfied until they have your goods. If you accomplish that, the mission of your advertisement is filled. The nearer your advertisement comes to doing this, the nearer complete success your advertisement has attained. Your advertisement must persuade and convince. It must do it as completely, as perfectly and as successfully as your clerk does over the counter. Your advertisements should talk as a salesman talks. The argument used face to face with a customer, if it sells goods in that way, will, if used in a newspaper, likewise sell goods. As the newspaper reaches more people, more goods will be sold.

Give descriptions of your goods and prices. The descriptions should be clear and forcible, and should give to the prospective customer an adequate idea of what you have to sell and how much money will induce you to part with your goods. If your price is higher than your competitor's, you should explain why and how the quality of your goods is better. The very fact that the price is higher, if the difference in quality is shown, will present the strongest argument with many people why they should rather purchase your goods at the increased price. Most people have experimented with cheap goods, and have discovered that in most cases they received no value in addition to that for

which they paid. If your price is lower, you must necessarily appeal to a class of people who feel that they should save that difference in quality. If you can show a greater saving in price than is represented by the loss in quality, it is to your advantage to bring that to the front.

Every careful commercial and business transaction, whether small or large, represents, in some degree, the ever-present and all-permeating law of self-protection. That law may not always be worked out because of ignorance or inferior judgment, but the law is present and working with all the mental tools the mechanic possesses.

If the mind possessed all the information necessary for the protection of its possessor, that law of self-protection would be forced to the front in every transaction. The point I wish to make is, that the law is there, whether visible or invisible, and the business man or advertisement writer who proposes to escape the action of that mental law by evading it must suffer the penalty. The man who can most successfully write his advertisements so that he carries with him the sympathy and the good will of his readers, has removed the worst obstacles from his way. More than half of his success is won.

You may take yourself for an example. You were not moved to buy the first time you saw my advertisement nor did you give me an order the first time I wrote you a letter. Perhaps the second did not do the work, nor the third, nor the eighth nor ninth, but the tenth or eleventh time it was before you yielded to my persuasion. Taking so long to persuade you, is it not reasonable to suppose that it will take just as long to persuade the people to whom you want to sell?

That is why continuous advertising pays better than the spasmodic kind. Shape your advertisements and your follow-up matter so that each and every one will dovetail with the other. The entire effort will then move as a solid phalanx toward the goal you wish to reach. Your advertisements will then be like a powerful army moving on the field of battle, the public, like enemies of war, yielding by surrendering as prisoners to the allurements of your advertising campaign. But you say that is visionary. So it is, for you, as long as you do not accomplish it, but it has been done by the greatest enterprises of this country. Geo. W. Wagenseller.

**Law Was a Dead Letter.**

"I happened to be laid over at a town in the Southwest," said the traveler, "and as I walked about the streets I noticed dozens of hogs wallowing in the mud or sleeping on the sidewalks. When I finally came across the city marshal I mentioned the fact and asked him why the animals were not restrained."

"Waal, I believe thar is a law to do it," he slowly replied.

"And why isn't the law enforced?"

"It's left to me, and I can't skassly see my way clear."

"But there are the hogs, and there is the law."

"Yes, but thar's something else."

"I was about to ask him what it was when a dog came along and pitched into a hog fresh from a roll in the mud, and the porker uttered a loud squeal as the sharp teeth nipped his leg. The squeal had not yet died away when fifty men, each with a gun in his hand, came running out of houses, saloons and stores, and looked for somebody to shoot."

"You see," said the marshal, as the crowd broke up and scattered, "thar's the law and thar's the hawgs, but when every man in town owns a hawg and is willin' to fight for him, what you goin' to do about it?"

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

**Our Oil Grain Cruiser**



CRUISING

is an exceedingly comfortably light weight high-cut shoe of great durability.

It is the best inexpensive shoe of its kind a farmer, hunter or any one can buy for walking over rough country.

Made in two heights—12 and 15 inches.

Prices and samples on application.

**Rindge, Kalmbach, Logie & Co., Ltd.,**  
Grand Rapids, Mich.

*Mayer's*

**LADIES' SHOES**

Embrace every feature of Style, Grace, Beauty and Durability; they wear well, look well.

The dealer who will put in our line of Ladies Shoes will do well.

Write us about it.

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

**The Imperial Gas Lamp**

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

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

You ought to sell

**LILY WHITE**

"The flour the best cooks use"

**VALLEY CITY MILLING CO.,**  
GRAND RAPIDS, MICH.



## Dry Goods

### Weekly Market Review of the Principal Staples.

**Staple Cottons**—Leading brands of heavy sheetings are steady, so far as regular goods are concerned, but the so-called outside lines are showing some irregularities. Lightweight sheetings, while quiet, are still steady. Ducks and printed osnaburgs are held firmly at the last quotations, and in bleached muslins there are a fair number of orders at regular prices. Cambric muslins continue firm, although orders are not very plenty. Wide sheetings are dull and cotton flannels steady at last quotations. Coarse colored cottons are becoming slightly easier for the buyers as far as future contracts are concerned, but spot business remains firm on account of the scarcity of ready supplies.

**Prints and Gingham**s—Fancy calicoes, while they can not be said to be securing a large business, are in many departments reported as doing exceptionally well. There are some that have not done as much as was expected, but this has been balanced up by big business in other tickets. There is little doubt, however, on the satisfactory outcome of the season. Dark fancy prints also are well conditioned and the season's productions will be generally taken care of unless some unforeseen factor arises. Staple prints are firm for spot goods, but for those to arrive sellers will accept contracts "at value" only. Indigo blues, mourning, Turkey reds, chocolates, etc., have received some excellent orders this past week. Fine printed specialties are in rather light request for fall, but there is a good demand reported in all sections of the market for spring deliveries. Dark styles of printed flannelettes and woven patterned goods for fall are fairly well conditioned, and gingham show no change; the market is clean and the prices are firm. Fine grades of woven patterned fabrics for the spring of 1903 are selling well and prices are very firm.

**Dress Goods**—The initial dress goods market continues to be situated along quiet lines. The purchases of the jobber and the garment manufacturer are of a moderate, conservative character as a rule; instances are not lacking, however, where substantial repeat orders have been placed on staple cloth effects and waistings. The jobber is not at all satisfied with the success that has attended his efforts to sell fall goods in certain sections, more particularly the New England, Eastern and Southern States, and is not inclined to anticipate his needs to a substantial extent. He has taken a very fair volume of orders on broadcloths, chevots, unfinished worsteds, tibets, etc.; for the high class trade some very fair orders have been secured on mohair effects and on the better grades of sheer fabrics of the etamine order; some very fair business has also been done on goods of the canvas cloth order.

**Underwear**—The underwear market presents a very quiet and subdued appearance, but not more than is natural for this season. Previous business for fall has reached, on the whole, a very fair proportion, as is evidenced by the advanced prices that have been made on all duplicates. While every line of underwear has not shared in the same generous proportion of orders this is amply balanced by the generous orders placed for other goods. For instance, plain wool goods have found a comparatively small business. Ribbed under-

wear has secured any amount of orders and fleeced lines have of course been big sellers. The reordering has been good and distributed in about the same proportions as the initial business with the possible exception of fleeced goods and reports are conflicting in regard to these. The facts, however, are these: Buyers are placing their reorders for the lines that sold most satisfactorily when the initial deliveries were made; of course, many of these goods were far below the qualities promised, still buyers were agreeably surprised. They had looked forward to a good deal of trouble in fleeces on account of the great cutting of prices that took place. There has been trouble, to be sure, but much less than was expected and buyers distributed their orders so widely that no one seems to have been inconvenienced very greatly by anything of this kind. Furthermore, for duplicate business, buyers are able to determine just where it is best to place their orders. In some cases they find already that it is impossible to get more goods, as the initial trade sold some of the mills up completely, but there are others to whom they can turn. Besides, the initial orders were placed so generously that a big duplicate business is unnecessary and really not expected even although there is promise of a big retail trade this fall and winter.

**Carpets**—Manufacturers of carpets generally are very active on their initial orders, which are very heavy, and which will take some weeks to fill. New York jobbers report a very satisfactory demand each day, both for ingrains as well as the  $\frac{3}{4}$  goods from all sections of the country, particularly so from the Western trade, and they feel that the fall trade is to be one of the best that has been experienced for some years. Everything relating to carpets to-day presents a very healthy appearance, that is, as far as the demand is concerned. Prices in the estimation of the manufacturers themselves are on a very low basis, but at the present moment they do not see the way clear to remove these obstacles. Yarns, and in fact every commodity used in the different stages of manufacture, are some 3 to 10 per cent., and even more, higher than last season. Besides these advances wages have been advanced generally about 10 per cent., thus making the cost of producing a carpet very much higher than in other seasons. Notwithstanding this fact prices to-day do not show a like advance over last season's prices, but just the opposite. A slight decline in most grades is the general thing, and there is no immediate prospect of better values. This, however, should not have any depressing influences on the bright anticipations of many of the manufacturers to-day who hope to see better prices later. While it is generally believed better values are coming at some time, higher values within the next month or so are not anticipated. In the fall months, or when cool weather commences, a slightly rising market is looked for. Advances would be in order to-day if weavers had confidence enough that such a proposition would not badly influence the buying, and for that reason they are holding out until later before anything of that nature is done. In the  $\frac{3}{4}$  goods circles, especially in Philadelphia and vicinity, the trouble between the manufacturers and the employes continues to exist with no immediate prospects of the controversies being compromised. Three-quarter goods are in large request and, bar-

14 Stitches to the Inch

## Twelve Good Points about the "Alain" Petticoat



1. All our seams are strapped and double needle.
2. The front is straight, sides gored, bringing all fullness in the back.
3. The band is cut yoke-fitting and the darts are cut out.
4. All "Alain" petticoats have separate flounces.
5. The ruffles are all cut on a true bias.
6. Lock stitching, as chain stitching will break and pull out.
7. Three yards around the bottom.
8. Placket facing in center back.
9. Soft finish elastic thread used exclusively.
10. Velveteen binding on all skirts except the \$9 ones and under.
11. Designs are originated by one of the best designers in the country.
12. Fourteen stitches to the inch.

Samples sent prepaid by express.

WM. H. ALLEN &amp; COMPANY, Detroit, Mich.

## Summer Underwear

Men's, Ladies' and Children's full line.

Ladies' from 45c to \$4.50 per dozen.

Children's from 45c to \$4.50 per dozen.

Men's from \$2.00 to \$6.00 per dozen.

Good time now to fill in your stocks.

Ladies' and children's hose, complete line from the cheapest to the best. Prices right.

P. STEKETEE &amp; SONS, WHOLESALE DRY GOODS

Grand Rapids, Michigan

# For \$4.00

We will send you printed and complete

5,000 Bills

5,000 Duplicates

100 Sheets of Carbon Paper

2 Patent Leather Covers

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

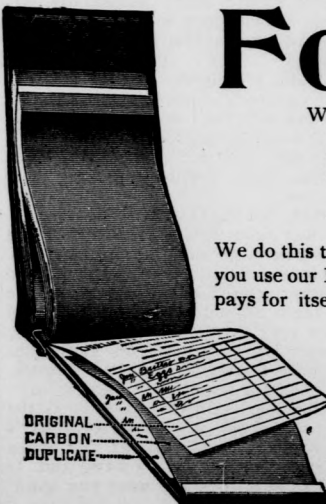
A. H. Morrill, Agt.

105 Ottawa Street, Grand Rapids, Michigan

Manufactured by

Cosby-Wirth Printing Co.,

St. Paul, Minnesota





ring the low rate of values, the situation is as healthy as one could wish for. While the demand is not so prominent for the exceedingly fine class of fabrics as last season, there is nevertheless a general all-around business, which, as far as volume is concerned, greatly exceeds that just passed. Velvets, Brussels and tapestries seem to command as large an amount of attention as any, and the buying of the same is of very liberal proportions. Wiltons, nevertheless, are in good request and probably every loom running on the same is in motion. The ingrain situation continues healthy, with plenty of business coming in for all hands. Philadelphia weavers are rushed on orders for standard goods and report the prospects good for plenty of business up to cooler weather. Not much success has come of the attempts to procure better prices, but it is believed that before long this can be brought about.

**Rugs**—Manufacturers of rugs and art squares report plenty of business on hand. Labor troubles continue to exist in and about Philadelphia, which is severely handicapping the different producers, and there is no prospect of any immediate settlement.

**Tapestry Curtains**—Manufacturers are very busy on the standard lines of curtains of the cheaper grades. Prices are firm and unchanged.

**Do Men Understand Women?**

A man can very seldom tell what is passing in a woman's mind. He talks with another man and he can follow his processes; he gets his point of view; he can read between the lines; he can make a shrewd guess as to how he came to say that, or why he refrained from saying the other.

But a woman's mental processes are not those of a man. Her mental machinery is geared differently. You hear what she tells you. You can make inferences from it; they will be wrong, because you do not know how she came to say what she did; you do not have the clew. Try to guess what she will say next, and you will find that you are all at sea.

The man who says that he understands woman is himself a woman. No man can understand a woman. He may love her. There may exist between his soul and hers that indefinable and celestial sympathy which is the sweetest thing on earth; but he does not understand her.

Her mental operation, her ways of thought, her point of view will always be as inscrutable to him as the mental processes of an angel. Whether women understand each other is not quite certain. A greater part of the delight that men find in the companionship of women arises from their inscrutability. You can not measure or exhaust them.

Their charming inconsequence, as they seem to you, will never cease to puzzle you, and every fresh conversation reveals a novelty of attitude or opinion.

**Woman's Idea of Economy.**

Mrs. Newwed—Oh, Frank, I saved ten cents to-day.

Mr. Newwed—How was that, my dear?

Mrs. Newwed—I was going to telephone you about such a love of a bonnet, but I knew you would let me have it anyway, so I just ordered it. It will be \$20.

**No Surprise to Her.**

He—It seems strange I should be so much in love with you, when three weeks ago we hadn't met.

She—Oh, it often happens that way.

**Evil Practices of Clerks.**

It is a very bad practice, which is persisted in by some ill-natured clerks, to make side remarks about customers to whom they have failed to make a sale. This is one of the evil practices which will be more disastrous than any other form of discourtesy that could be offered the customer. No matter how cranky a "looker" may be, or how much trouble she may have caused the clerk, it is the salesmen's duty, in every case, to try to have the customer leave with a favorable impression rather than with a bad one.

Some clerks, very thoughtlessly, will make the remark, after a customer has left them "Well, I didn't think she was going to buy, anyhow." Such remarks are, nine times out of ten overheard by the customer or, if they are not heard by the person about whom they are made, they are many times heard by other customers, who know that the clerks would probably say the same things about them. This is a practice which can not be too greatly condemned, and one which the retail merchant should use every means in his power to utterly root out of his business. It is true that shoppers are very often unreasonable, and very often cause an unreasonable amount of trouble, but what are the clerks employed for if not to go to any trouble necessary to please the patrons of the store?

**Attractive Window Signs.**

Window signs furnish reading for people at a time when people are in the best mood for reading short printed things.

When folks stop to look in your window they are bound to read your window signs.

Isn't it the same way with you?

Folks on the same street seem to be hungry for such things. They are susceptible to new sights and sounds. They haven't anything particular on their minds. They will read your story if it is short and worth reading.

A window sign may be made not only bright and attractive, but persuasive. A few words in it may start up a whole train of thought in the reader's mind. It may sound as if there is lots back of it.

It is a wise plan generally to give people a chance to think—to give them a hint on which they may work. Start a man studying out your proposition and he will convince himself.

Another sphere that a window sign occupies is to appeal to people who do not read the local paper. There are such souls even of this day of growth in almost every country community.

**The Hasty Man.**

"The hasty man is never a traitor." German proverb. The hasty man has never the time to engage in plots.

Because he is in haste he runs straight, and crooked paths do not allure him.

He is original enough to change his mind every once in a while.

Consistency is a jewel, but only second-rate men are fond of jewelry.

He is a weather vane, but he has his seat as often on the feathers as on the point. He turns his back on the wind only when he has a mind to. The wind may switch him, but can not drive him.

He talks too much for comfort, but never wittingly lies.

He misses many of the good things of life—but never misses them.

He makes more errors, but covers more bases than the cautious player.

As an enemy he plays fair; as a friend he is embarrassing. But he has more friends than enemies, in the which he but gets his due.

And here endeth the first lesson.

**Would Accept Information Gladly.**

Patronizing Hotel Clerk—And now, sir, if you hear any one enquire for a good hotel in this town—

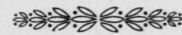
Departing Guest (eagerly)—Yes, yes! Go on and tell me. Ever since I have been in this house I have been wondering what I should say if any one asked me about a good hotel in your town.

# Just Now



There is a good demand for Taffeta ribbons. We have all the staple colors in widths 5, 7, 9, 12, 22 and 60. Retail at 5 to 20 cents per yard. All

orders by mail receive prompt attention.



## Grand Rapids Dry Goods Co.

Grand Rapids, Mich.

Exclusively Wholesale

Formerly Voigt, Herpolsheimer & Co.

All Kinds of Sold

### PAPER BOXES

All Kinds of Folding

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

#### GRAND RAPIDS PAPER BOX CO.

GRAND RAPIDS, MICHIGAN

Box Makers

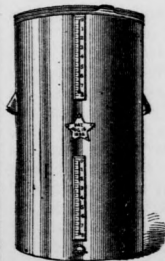
Die Cutters

Printers

Some people mistake cheapness for economy—forgetting that "economy is simply getting the worth of your money." When you buy CERESOTA flour you get your money's worth or you get your money back.

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

## 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



## Butter and Eggs

Observations by a Gotham Egg Man.

One of the fast freight line agents who had noticed what I had to say in this column about eggs arriving in broken condition, spoke to me the other day about the causes of such breakage which, he declared, were entirely apart from handling by the transportation lines. He thought that much of this breakage and consequent poor condition was due to the use of poor, weak cases and weak, flimsy fillers, and from my own observation of egg cases and egg packing I am inclined to believe that many eggs are sent to market in cases and fillers that are not fit to withstand even a reasonable amount of handling and transportation. It would not be just to claim that all the breakage that occurs is due to careless handling, neither would it be just to lay all blame upon the packing. The matter must be looked at in a common sense light. Railroad trains get more or less shaking up and egg cases must be handled several times when started in pick-up cars. Doubtless this handling is sometimes carelessly done and doubtless the ordinary shaking up process is often exaggerated by careless drilling of cars in transit. But while it is perfectly right that the freight lines should be held responsible for all damage that occurs in this way when goods are properly packed the egg shipper can not be relieved of the responsibility of packing his goods in such manner as to withstand all ordinary careful handling. Eggs are a fragile commodity and ought to be packed with reference to their liability to breakage. Second hand cases which have been weakened by previous use should be rejected and many of the new cases, especially those made from veneered lumber, are no better. But even a good strong case is not sufficient protection if the inside packing is inadequate in strength. Many of the fillers used are so flimsy and weak that they give no adequate support to the eggs contained and when they are too small for the cases there is often a lateral motion which causes serious breakage in the eggs at the sides of the case. With a good strong case, substantial fillers that fit, enough packing bottom and top to make the whole tight when the cover is nailed on, there should be no breakage not due to gross carelessness in handling.

\* \* \*

The most important development in the egg situation here during the past week has been the very material decrease in our receipts. It seems at first sight singular that our egg supply could fall from a range of 90,000 to 100,000 cases per week to 60,000 to 65,000 without a more serious effect upon values than has as yet been felt. But it must be remembered that the liberal arrivals during May and early June were largely in excess of consumptive demand and that prices were sustained only by a free movement of surplus stock into cold storage. This movement has lately been smaller and although our total receipts have fallen off so greatly the reduction of output has been much greater in storage channels than in consumptive outlets, there has been a gain of strength in prices for high grade selected eggs, but none whatever in the average qualities and the offerings still seem to be sufficient for all current consumptive demands. The market is, however, in a peculiar and somewhat

critical condition. Should hot weather further reduce the quality of stock arriving so that dealers could not obtain enough fine eggs among current arrivals for their current needs prices would have to advance to a point high enough to permit the use of some of the finer grades of stored eggs. Up to this time, however, in spite of the reduction in arrivals, dealers have been able to obtain an ample supply from the current collections, and the hardening of values has occurred only on the finest qualities.—N. Y. Produce Review.

### Virtues of the Pineapple.

The partaking of a slice of pineapple after a meal is quite in accordance with physiological indications, since, although it may not be generally known, fresh pineapple juice contains a remarkably active digestive principle similar to pepsin. This principle has been termed "bromelin" and so powerful is its action upon proteids that it will digest as much as 1,000 times its weight within a few hours. Its digestive activity varies in accordance with the kind of proteid to which it is subjected. Fibrin disappears entirely after a time. With the coagulated albumin of eggs the digestive process is slow, while with the albumin of meat its action seems first to produce a pulpy gelatinous mass, which, however, completely dissolves after a short time. When a slice of fresh pineapple is placed upon a raw beefsteak the surface of the steak becomes gradually gelatinous owing to the digestive action of the enzyme of the juice.

Of course it is well known that digestive agents exist also in other fruits, but when it is considered that an average sized pineapple will yield nearly two pints of juice, it will be seen that the digestive action of the whole fruit must be enormous. The activity of this peculiar digestive agent is destroyed in the cooked pineapple, but unless the pineapple is preserved by heat there is no reason why the tinned fruit should not retain the digestive power. The active digestive principle may be obtained from the juice by dissolving a large quantity of common salt in it when a precipitate is obtained possessing the remarkable digestive powers just described.

Unlike pepsin, the digestive principle of the pineapple will operate in an acid, neutral, or even alkaline medium according to the kind of proteid to which it is presented. It may, therefore, be assumed that the pineapple enzyme would not only aid the work of digestion in the stomach, but would continue that action in the intestinal tract. Pineapple, it may be added, contains much indigestible matter of the nature of woody fiber, but it is quite possible that the decidedly digestive properties of the juice compensate for this fact.

### The Grocer and the Customer.

The man had not settled with the grocer for nearly six months.

The grocer, needing some money, presented his bill.

"Surely," said the man, looking in surprise at the long list of items, "there must be some mistake in this." "No mistake at all, sir," answered the grocer, belligerently. "I am prepared to make affidavit that every item is correct and that the footing is right to a cent. When an account runs as long as this one has run and the customer hasn't kept track of it he nearly always kicks."

"Oh, I'm not kicking," said the man, proceeding to write a check for the amount. "What surprises me is that the bill is only about half as big as I expected."

## 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—Irving 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.

### WHEELOCK PRODUCE CO.

106 SOUTH DIVISION STREET, GRAND RAPIDS, MICH.

Citizens Phone 3322.

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

## JOHN H. HOLSTEN,

### Commission Merchant

75 Warren Street,

New York City

Specialties: EGGS AND BUTTER.

Special attention given to small shipments of eggs. Quick sales. Prompt returns. Consignments solicited. Stencils furnished on application.

References: N. Y. National Ex. Bank, Irving National Bank, N. Y., N. Y. Produce Review and American Creamery.



**The Relation of Fire Insurance to Credit.**

The question of the relation of fire insurance to credit, would seem to be a very important one and should be carefully taken into consideration by the credit man when a line of credit is asked for; not only in regard to the amount of insurance carried, but to the standing of the companies as well.

There are many honest, but not very able men in business, men who would not think of paying less than 100 cents on the dollar under ordinary circumstances, who without fire insurance would be able to pay only a small percentage on their indebtedness, should fire destroy their stock.

What is regarded as an exorbitant rate sometimes curtails insurance, but it has been my observation that in such cases the hazard usually justifies the rate, and thus renders the requirements all the more essential. To evade fire insurance evinces a lack of business foresight and conservatism, and places credit upon a speculative basis, thereby destroying confidence, which is the foundation of all credit. Any business which can not stand insurance had better be wound up.

Some enterprises are spread over much territory, hence carry their own risks, but these are very wealthy and seek no credit. It is often remarked by business men, "If the companies can afford to carry my risk, for a certain premium, why can not I?" For the reason, the companies are carrying thousands of the same class all over the country and thereby secure an average, and "average" is the foundation of the fire insurance business.

If I were considering the extension of a credit to a merchant, and there was a question as to the feature of insurance, I should feel free to ask for an explanation, and not only would I want to know the amount of his insurance, but the character of it, the form of policy and the standing of the companies. There could not be a serious objection if the request was made in the proper spirit.

It is usually the case that the retail merchant has had less experience than the jobber or manufacturer, and might be glad to receive advice concerning the details of insurance. This matter is certainly vital to the party asking for credit, and the seller can not afford to take any more chances than if he were considering the insuring of his own property. A bank will not loan money on real estate unless it is amply protected by insurance, and I believe the time will come when it will be more generally appreciated, that a business man does not materially differ in any particular from the "banker" in regard to the extension of credits.

As a mere business proposition it would hardly seem possible that any sound mind would question for a moment the importance and necessity of fire insurance especially in the United States. No prudent, thoughtful business man would expect to receive the sympathy of any one if found without full and abundant insurance in good sound companies, in event of loss by fire.

Hardly a day passes in which the public papers are not filled with accounts of losses, which it would seem would make a lasting impression upon the mind of any reflecting individual in the community. Without making any mention of small fires, the aggregate losses in the United States during the month of February was over twenty

million dollars. It is true that we have better fire-extinguishing facilities in many localities than were ever known before, and in many respects fires are more quickly reached and better handled, but on the other hand, the causes of fires have been enormously increased. The very large use which is now made of electricity for lighting and heating, and gasoline, has been in itself the cause of an enormous increase in loss ratio. Another hazard which the companies have at present is what they call prosperity fires, caused by too much business, factories crowded, and working over time, so that they do not have the time to properly look after the cleanliness of their factories and stores. The energy and rapidity, and pellmell manner of doing business in the United States is another fruitful source of fire waste. The losses actually paid by all of the fire insurance companies doing business in the United States during the year 1875 amounted in round figures to thirty-five million dollars, while in 1901 they amounted to one hundred million, or say 60 per cent. of the entire fire premiums received.

Even where an active business man has good sound insurance to the amount of say 80 per cent. of the actual cash value of the property insured, there still remains a wide margin for loss, and all that any active and intelligent business man ought to assume, for there is an indirect loss in the interruption of business undertakings in the delays, loss of patronage and time consumed in replacing buildings, machinery and stocks, and getting back the position occupied before the fire, none of which is covered by insurance.

The fire loss of the United States and Canada for the month of March shows a total of \$12,056,600. The year so far shows an increase in losses of about \$2,500,000, as against the first quarter of 1901, and of over \$7,000,000, as against the same period of 1900. Altogether it is very apparent that some steps should be taken to reduce this great annual waste of the nation's wealth. Probably the rigid enforcement of an efficient system of inspection would save millions of dollars each year, and proper prosecution of incendiaries would make a still further reduction.

Charles L. Grinnell.

**Safe Enough.**

Jeweler—What did you say to that man when he bought that cheap watch?  
Clerk—I told him it would work like a charm.

Jeweler—Why did you do that? Don't you know we can't guarantee those watches to keep time?  
Clerk—Well, charms don't keep time.

**Proof Enough.**

"I suppose you set a good table," remarked the man who was looking for board.

"Well," replied the landlady, "three of my regular boarders are laid up with the gout."

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

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

**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.

**Butter**

I always  
want it.

**E. F. Dudley**  
Owosso, Mich.



**The Rice Industry in the United States.**

The remarkable development of the rice cultivating industry, as practiced in Louisiana and Texas, is rapidly attracting the attention of the whole country.

The Louisiana rice belt comprises an irregular strip of land about thirty miles wide and 100 miles long. It is bordered on the south by the swamps which extend seaward to the gulf and on the north by dense forests of yellow pine such as would make the heart of the lumberman leap for joy.

Directly north of Lake Charles is a dense forest of long leaf yellow pine and between 250,000,000 and 300,000,000 feet of lumber is sawed there every year, more than the output of all the mills on the Penobscot River.

This section of Southwestern Louisiana, commonly known as the rice belt, is very different from what the average Northerner supposes it to be. Cypress swamps are conspicuous by their absence. The country is one vast level prairie which for years was considered valueless for agricultural purposes and was wholly given over to stock raising. In the early 80's, however, a few farmers from Iowa moved down from the North and started to grow "Providence rice." They built little levees about their fields and depended upon the natural rain fall for their water supply.

Most of these farmers had been engaged in raising wheat and corn in their old homes and they brought their harvesting machinery with them, finding that the soil was hard enough and firm enough to bear its weight. It was owing to these Iowa farmers that rice, the great product of the Orient, came to be cultivated in a modern fashion. The gang plow disc harrow, drill seeder, McCormick harvester and threshing machine all came into use.

For a few years there was plenty of rain and the crops were excellent. After that came a series of dry seasons when the crops were failures, utter and absolute. Rice must have water and without it nothing can be done. To provide a reliable supply of this essential article, pumping plants were gradually substituted along the banks of the streams for the natural irrigation relied on to produce crops of so-called "Providence rice."

At first these pumps simply irrigated the farms along the streams and lakes. Then large surface canals were constructed. In 1894 a canal 40 feet wide and 15 miles long was built. This proved a tremendous success, demonstrating that a reliable water supply meant a sure crop of rice. The next year this canal was followed by another and each succeeding year has seen other new ones. During the past winter a canal was built over 25 miles long, running through ten miles of timber lands before it reached the rice fields. The canals are built up over the surface of the ground and the water is above the rice field.

The method of cultivating rice is extremely simple, and, barring the irrigation, is almost identical with that employed in the cultivation of grain and corn in the Middle West. The ground is first plowed with the ordinary gang plow to a depth of 2½ to 3 inches. It is then barrowed with the disc harrow. After this the seed is planted with a drill seeder. The farmer then takes a span of mules and a plow and goes around the edge of the field, turning the soil up into a little levee from a foot to a foot and a half in height. There is

nothing more to do until the rice has appeared four or five inches above the surface.

At this time a few inches of water is turned on from the irrigating canal, perhaps three inches at first. As the rice increases in height the water is also increased, until finally a depth of about eight inches over the entire field is reached. This amount of water is kept on the fields from sixty to ninety days. As the rice begins to ripen the levees are cut and the water is all drained off. For ten days or two weeks the rice is left to mature and the ground to harden. Then a McCormick harvester, twine binder, threshing machine and all the other improved agricultural machinery one sees on the great wheat farms of the Middle West are put into play and the crop is harvested. After that there is but little for the farmer to do but pay the canal owners their toll, sell his rough rice to the mills and sit down to count his profits. The planting is done anywhere from March to July and the harvesting from August to October.

The application of water to the fields acts as a fertilizer and it has been found that rice does not exhaust land so much as most other crops. So far the farmers have not found it necessary to employ rotational crops. During the winter months other crops, hay, corn, potatoes, etc., may be grown on the same land. This, however, has not been generally done, the farmers being content to let their stock into the fields to feed on the rice stubble and the straw which one sees everywhere in huge piles.

The outlook of the rice industry is very bright indeed for several reasons. To begin with the area of rice land is absolutely limited. It is a narrow strip along the coastal plain of the Gulf of Mexico, traversed by the Southern Pacific Railroad. The consumption of rice in this country is increasing much faster than the production and at present we do not produce two-thirds of what we consume.

The methods of irrigation employed make it entirely independent of the weather and, as it is one of the sturdiest and surest crops grown, there is practically no danger of failure. It can not burn up and it will not blow down. By the introduction of up-to-date methods and machinery it has been enormously profitable. Many a Louisiana rice farmer will claim that he can grow rice cheaper than an Oriental. For instance, in Japan it requires the constant attention of one man to cultivate one acre of rice. In Louisiana one man and four mules will cultivate 160 acres of rice and not work more than six months out of the year.

Rice land in Louisiana can be bought for from \$20 to \$60 an acre, depending largely on the quality of the land and its proximity to an irrigating canal. Anything under ten sacks to the acre is considered a poor crop and, as rice is worth about \$3 per sack it is easy to see why these modern rice farmers are getting rich. Unless at least 30 per cent. is made on the investment the project is considered a failure. Many farmers have been known to pay for their land with the first year's crop and leave a balance in the bank.

There is absolutely no danger of an oversupply of the product as rice is the chief food of over one-half of the entire earth's population. We are still importing rice into this country. In addition to this, since the Spanish-American war, and the markets of Cuba and Puerto Rico have been open to us, much

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.

**EGGS!**

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

**HILTON & ALDRICH CO.**  
39 SOUTH MARKET STREET  
BOSTON

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

**EGGS AND BUTTER**

—TO—

**LLOYD I. SEAMAN & CO.**

Established 1850.

148 READE ST., NEW YORK CITY



rice has been shipped there from New Orleans, which has hitherto found its way to New York, the general distributing point.

The character of the inhabitants of the rice belt is cosmopolitan in the extreme. There is the native of the Acadian descendant of the Pioneers from Grand Pre, and there is the negro. Both of these are in the minority. The farmer from the Middle West is a moving spirit. The industry was first started by these men and seeing the success of the pioneers, many of their friends have followed. There are farmers in the rice belt from Dakota, Illinois, Nebraska, Kansas and New England. Moreover, they are still continuing to arrive, bringing their families and machinery with them, almost by every train.

The whole system of cultivation is as little like an agricultural pursuit as one can imagine. It is a combination of machinery and water, pumping plants and rice plants all based on the productive value of the land which has not yet been forced up to speculative prices. The growth of the rice industry has been healthy. It has not been characterized by a boom and by speculation. It bids fair to increase in the future as it has in the past and to develop a healthy and prosperous section of the country. It is a permanent industry. It has come to stay.

**The U. S. Flour Milling Company Exit.**

It will be a relief to the public at large to know that finally the United States Flour Milling Co. is out of business and that the new company, the Standard Milling Co., which is only a security holding company is at last allowed to proceed without injunction suits, etc.

The daily capacity of the various mills now controlled through securities by the new Standard Milling Co. is as follows:

Hecker-Jones-Jewell Milling Co.	10,000
Consolidated Milling Co.	18,000
Milwaukee Mills	3,800
Buffalo Mills	1,800
Syracuse Mills	1,000
Duluth Mills	18,000

The largest two concerns are the Consolidated Milling Co., of which A. C. Loring is the President and Manager, and the Duluth-Superior Mills, of which L. R. Hurd is the President and Manager. The Hecker Jones-Jewell Milling Co. comes next, forming three very powerful milling concerns, every one of whom manufacture a very high standard of spring wheat patent.

The trade congratulates these mills upon the final adjustment of their business affairs, which although they do not affect these mills individually, create a false impression on the trade that they in some way or other were in financial embarrassment. This is far from the truth as they are among the strongest financial institutions in the milling trade.

**Grasshoppers as Admission Tickets.**

Salt Lake City, June 14—The residents of Ephraim, Utah, the agricultural center of San Pete county, where the crops last year were completely ruined by grasshoppers, have adopted a novel method of exterminating the pest, which is again threatening the crops. A series of entertainments has been arranged, the admission to which is one-half bushel of grasshoppers. The first entertainment—a dance—was held last night, and seventy-five half bushels of grasshoppers were presented to the ticketman at the door. After the dance the "hoppers" furnished fuel for a bonfire to properly top off the occasion.

The sympathetic woman is the woman who is longest and most widely beloved.

**No More Track Prices.**

The practice some people have of mixing to excess water, salt and other heavy and inexpensive articles with butter to make weight has become so extensive that for their own protection the Beatrice Creamery Co., Lincoln, Neb., has done away with paying "track price, your stations" for packing stock, country butter. Hereafter, Manager Friend says, prices quoted and paid by them will be according to weight here in their house. Butter will be examined and weighed immediately on arrival at their warehouse and they will pay for just what the contents are. Some grocers have been in the habit of mixing and working over butter before shipping, adding to it excessive quantities of salt and water and some other particles which add to the weight but which all "come to the surface" when subject to the "process" test. It is also suspected that quite a number of farmers or their wives have resorted to this practice also to catch the commission man's money, and the practice has become quite general in some sections—so much so that the Beatrice Creamery Co. has been forced to adopt this rule for its own protection. Merchants and shippers who are doing an honorable and legitimate business will not find fault or object to this rule and the ones who will "kick" will naturally be under suspicion as guilty of or parties to the practice. Mr. Friend assures us that he wants to pay for every pound of butter received, but he holds, and justly, too, that shrinkage is not butter and the loss can not be made up in reputable manufacturing.—Country Merchant.

**Merchants in a Company.**

A number of retail merchants at College Springs, Iowa, have formed a company for the purpose of handling produce of all kinds at one central point. The plan is to secure a building and hire a competent man who will handle all the produce brought to the town. For this he issues coupons payable in trade at 100 cents on the dollar at any time by the business firms of the company, or redeemable in cash after fifteen days. The idea is to have all the produce handled at one place by one party, and then dispose of the product to the wholesale houses in the territory or ship it to the East. It is thought that the company can pay better prices than if little dabs are handled by all the merchants, and, besides, it will lessen the labor of the business men whose clerks will not be obliged to go from counting dirty eggs and dealing out stale butter to waiting on customers and handling dress goods. In some instances it is thought the plan will do away with one clerk. The expenses will be borne by the firms belonging to the company in proportion to the number of coupons each receives. It is thought that by the new method College Springs will be able to pay more for produce than can be paid by neighboring towns.

**"Michigan in Summer."**

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

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

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

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

**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 DOLLAR**

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.**

**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.



## Woman's World

Real Side of Life That Every Girl Must Face.

A charming young girl, belonging to a class that is to graduate this week, has written to me asking if I will say something to girls about the practical side of life. "Other people," she says, in effect, "will throw us the conventional bouquets about woman's influence and woman's mission and woman's angelic qualities; but what we want to know is something about the real life we are just entering. We want to know of the dangers we must face, the disillusionments we must suffer, the temptations we must resist, the triumphs we may hope to win, from a woman who has traveled the road we are just setting out upon."

Hard, indeed, and sadly worldly-worn must be the heart that is not touched by such a letter or that does not thrill to the sight that no familiarity ever makes commonplace of a bevy of young girls standing on commencement morning "with reluctant feet where the brook and river meet." They have come to the parting of the ways. Behind them lie the flowery meads of childhood, before them stretches the hard and weary march of life where fate scours on the weak, and only the strongest may hope to reach the end with flaunting banners and beating drums.

I suppose to every girl who comes out of the superheated air of the school room into real, practical life the first plunge is like a cold douche. Nothing is like she expected to find it. She has been living in a world of sentiment. She has bumped into one of cold, hard facts. She has been taught to believe that one should worship the true, the beautiful and the good. She finds that the one thing before which every knee bows in reverence is the moneybag. She has been taught that gentleness and refinement are the qualities that do most become a lady. She sees that the girl who counts her admirers by the score is the loud girl who can tell funny stories and talk slang.

Most surprising still, the little graduate finds that all her hardily-acquired and much-vaunted knowledge is, apparently, of no value in this new world into which she has come. She had expected to be a kind of oracle, sweetly but vividly illuminating the community with her superior brand of culture. Her family and friends laugh at her opinions. Nobody listens to her point of view on the ancient Byzantine empire or the decadence of modern fiction. Indeed, she ascertains that nobody cares a rap for ancient history or classical literature and that the only two topics that are really of burning interest in her set are ping-pong and the state of the stock market.

Now, the sensible thing for any traveler in a new country is to adjust himself to the conditions he finds about him. It would be folly to wear an ulster among the Hottentots or a linen duster among the Eskimos. It is equally foolish to attempt to live on a frigid iceberg of romance and culture in the midst of a desert of commonplace materialism. The best thing to do is to climb down and make the best of the situation. I have seen a woman miss all the glory and splendor of Rome while she fussed about not being able to get buckwheat cakes for breakfast and I have seen other women miss all the sweetness and the beauty life might have given them and become disgruntled pessimists because existence

was not the pale green aesthetic dream they had imagined it.

But, as I take it, you are a level-headed set of American girls, and you want to know how to make the best of this new world into which you are entering. My first advice is to have a settled purpose in life. Up to now your education has just been the gathering of the material—the bricks and mortar and sand and cement out of which the edifice is to be erected—and each of you must be the architect of your own destiny.

No matter how rich the building material is—not although you should have marble and porphyry and bronze and onyx—can you build a sightly and harmonious structure unless you have some definite plan. It is yours to say whether it will be broad with noble purposes or narrow and contracted with prejudice and passion; whether you will build great windows that will let in the sunshine of love and humanity or make the rooms dark with selfishness and greed. Sometimes a character is built, like a house, bit or miss, with here a beauty and there a hideous excrescence; but it can never be symmetrical and complete unless there is some plan running through the whole design.

Another thing I would like to say to you is to learn to stand on your own feet. The old ideal of the clinging vine was beautiful as poetry, but it was tommy-rot in practice, and at any event it does not fit this age. Unfortunately, there are not enough trees for all the vines to festoon around these days, and you may be one of those who find no oak when you get ready to do the clinging act. Besides, now, what a man wants in a wife is not something to pull him down, but something to bolster him up. Read the history of the successful men of to-day, and ninety-nine times out of a hundred the man who stands at the head of his profession, the man who has gone from poverty to wealth, or has been elected to Congress, is the man who has had a strong, capable woman behind him pushing him onward and upward. A vine wife is a dead weight who has to be carried, and now, when the race of life is so hard and the competition so keen, no man so handicapped is going to win.

Fit yourself to do some actual work in the world. Do not be a parasite; by this I do not mean go in for a career in the outside world. Any woman who can stay at home and who does not have to go out and battle with fate for bread ought to thank God for her blessing and cling to it. But there is no other profession on earth that needs such a vast technical knowledge nor such broad training as the profession of wife and mother.

No girl has a right to marry unless she knows how to keep house comfortably and economically, and if she does know this she has a good, moneymaking profession to which she can always turn her hand. The art of being a good wife is one of the least understood and the most important arts in the world and the one that will best repay any girl's study.

If, however, the girl is a poor girl, I bid her welcome into the ranks of labor, with the assurance that there she will find exactly the amount of emolument she earns. If she is ashamed of her work and does it badly or if she only does with one hand and eye while the other is on a continual still hunt for a possible husband, she will get starvation wages as long as she works. On the other hand, if she has a fine enthusiasm for her labor and puts heart and

## MAJESTIC

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It's a 25 cent assortment.

1 dozen Cake Plates  
1 dozen 7 inch Nut Bowls  
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1/2 dozen 24s Jugs  
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6 dozen articles at \$2.00 per dozen.....\$12.00

We keep things moving by keeping things that move.

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## A Business Hint

A suggested need often repeated creates the want that sends the purchaser to the store.

Every dealer should have his share of the profit that reverts from the enormous amount of money expended by the National Biscuit Company in keeping their products constantly before the eyes of the public.

These goods become the actual needs that send a steady stream of trade to the stores that sell them.

People have become educated to buying biscuit and crackers in the In-er-seal Package—and one success has followed the other from the famous Uneeda Biscuit to the latest widely advertised specialty.

Each new product as it is announced to the public serves as a stimulant to business and acts as a drawing card that brings more customers to the store than any plan you could devise.

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## Something New

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A delicious summer novelty

Packed in five pound boxes

Manufactured only by

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soul and brain and brawn into it, success is hers. It never fails, and there is no more excuse for an able-bodied woman being dependent to-day or lacking the luxuries money can give than there is in a man's. It means work and sacrifice, but success means work and sacrifice for man, too. All the prizes in life are bought with blood and tears.

I would also urge girls to cultivate common sense. There was a time when it was thought cunning and interesting for a girl to be a combination idiot and angel whose supposed virtues offset her lack of sense. If that time ever existed it has been relegated into the far and distant past. Look about you and see who are the women who are loved and admired now. Are they the women who go into hysterics over every little thing or are they the women who can rise calm and wise in any emergency? Believe me, little sister, the doll-baby woman has had her day. Men loved her and admired her, and protested against any change, but when the new woman came with her sane, rational views—a woman who could be trusted like a man, yet loved like a woman; who could be reasoned with instead of cajoled—why, men saw that they had gotten a companion instead of a plaything, and the doll baby's reign was over.

Finally, beloved, I would urge on you the gospel of happiness. What the world needs most is happy women, and happiness lies for each of us to take or reject as we will. It comes from within, not from without. No life is so fortunate as not to have some thorns among its roses, none so miserable that it does not have glints of sunshine among its storm and tears.

Nothing is so sad a reflection as that most women are unhappy because of their own free will. They nurse grievances. They magnify wrongs. They dwell on unpleasantness until they spoil not only their own lives, but those of all about them. Not long ago I was sent to investigate a mysterious case, where a youth, almost grown, had run away from a luxurious home. The house was beautiful without and within, evidently the abode of wealth and comfort; the son had deliberately forsaken it—all to live a hard and laborious life far away. As I entered the house I heard a woman's (the mother's) voice rising in a shrill monotone of querulous abuse and complaint, and I went away without asking one question. I knew why the boy had run away from home, and my only wonder was that the woman's husband had not had enterprise enough to run away from it.

The woman makes the atmosphere of the home. If she is gay and bright—a happy philosopher who takes life as she finds it and makes the best of things—there is sunshine in that home, and everybody goes out of it full of hope and strength and courage; but if she is querulous and complaining, she is the wet blanket that chills enthusiasm and kills effort.

This is a practical view to take of a subject that is generally wreathed about with glittering generalities, but it is the real side of life that every girl must face. Women, alas! are seldom called upon for outward deeds of heroism. We would die for those we love, but we are only called upon to darn their socks. According to the way we do this—well or ill, cheerfully or grudgingly—depend the happiness and well-being of the world. Dorothy Dix.

She Only Follows the Law.

There is always room for argument as to whether a man, or particularly a

woman, is justified in making art correct the mistakes of nature. Despite the fact declared that nature cannot make a mistake, there are more people ready to lay themselves upon the altar of a cruel sacrifice to contend that nature does make grave mistakes.

Nature is kind to all created things except man. As if to spite man for trying to attain superiority over animate and inanimate construction, she gives him a twist here and a turn there, and often leaves him a hapless and a grotesque semblance of a created being.

If nature chooses to play the freak with man or woman, then has not man or woman the right to rectify the error? Who will have the hardihood to say he or she has not? If, for instance, a woman is not possessed of those graceful curves which shall make the contour of her body pleasing to the eyes, has she not the privilege to call in adventitious aids to remedy the defects and hide the ugly angles?

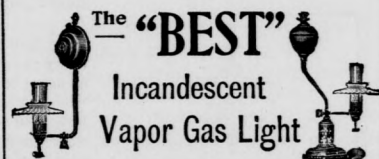
Now this contention is supported by a fashionable dressmaker, who recently in a New York law court gave this testimony:

"I could show you letters and telegrams from many prominent people. In many cases where God did not make a perfect form of a woman I have done so, as far as the eye could see. Sometimes husbands and families have not been able to recognize a woman for a moment or so after I made such a perfect fitting costume."

And then again, the lady who made the angular woman a joy and a surprise in the eyes of her amazed husband has a further supporter in the person of Miss Mary MacLean. Miss Mary is a free and easy, go-as-you-please literary woman. She unbosoms her confidence in a chatty sort of way, and tells maids and matrons how they can improve the figure. "In the front of my shirtnwaist there are nine cambric handkerchiefs cunningly distributed. My figure is very pretty." And then Miss Mary gives another revelation as to what to do with a handkerchief in the region of the waist.

If we are to accept Miss Mary MacLean's revelations as being simply the mirror of what other women are doing and thinking, then gallantry must force acceptance of the idea that a woman has the right to do what she chooses in regard to the embellishment of her figure. The law to please is the highest of all laws, and woman in her sweetly amiable way, not because of personal pleasure, follows the dictates of the highest law. Cora Stowell.

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Contains No Oil  
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This is the cream of great renown, That is widely known in every town. For even the lobster under the sea With THIS a salad would fain to be.

20 and 25 cents per bottle

Valuable pillow tops given free for 5 trade marks.

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# HAND SAPOLIO

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## Hardware

### The Effect of Prices on Consumption.

The United States alone now probably uses every month more aluminum than the whole world a quarter of a century ago consumed in a year. The valuable properties of this metal were as well known in the seventies, when it sold for \$10 a pound, as they are now, when it can be bought for one-twenty-fifth of that price. The increase in consumption has been due almost entirely to the reduction in price.

When half a century ago the average charge of the Pennsylvania R. R. Co. for hauling a ton of freight a mile was 5.4 cents the total tonnage was perhaps not one-two-hundredth of what it now is when it receives for each ton of freight it carries a mile about one-tenth of what was paid to it fifty years ago for the same service. Its gross freight earnings at one-tenth of the price per ton are at least twenty times as great.

When prices are high in proportion to average incomes, people get along with very little.

I have heard that a distinguished clergyman still living tells that when, nearly sixty years ago, in what was then the wilds of Northwestern Pennsylvania, he was taking his bride with him to the place at which he was stationed, he stopped for a night at one of the best houses to be found on the road. In the morning after they were up and about to leave the room, the hostess came to their door and asked for the tin basin in which they had performed their ablutions. When they came to breakfast they saw the same tin basin on the table filled with the potatoes which were to constitute an important part of their meal.

When tin basins cost five or ten times what they do now people managed to use very few of them.

If a great reduction in price of useful articles is capable of increasing their consumption largely, so very great increase in price will limit their use.

Early in 1861 cotton sold in Liverpool at fourteen cents a pound. In eighteen months its price had risen to sixty cents a pound. Of course, the effect was to reduce greatly the consumption of cotton goods. People took more care of the cotton clothes they had and they kept on using them when under other conditions they would have consigned them to the rag bag. Other fabrics which could not compete with cotton at normal prices were used in its place when its cost was about four and a half times as much as it had been.

A decade or more ago a great French syndicate attempted to corner the copper production of the world. It succeeded in obtaining substantial control of all the important sources of supply. It put up the price to a figure at which it believed it was certain to make great profits. In the end its members were ruined because it could not market the product. Nobody would buy any copper unless he absolutely had to. When every user was set to thinking very seriously as to whether he could not get along without copper many users found that in whole or part they could.

At the prices which prevailed twenty-five or thirty years ago it would have been impossible to employ steel for many of the purposes for which it is now used, and which now consume a large part of the enormous annual production. It is because steel as compared with other materials is cheap that it is

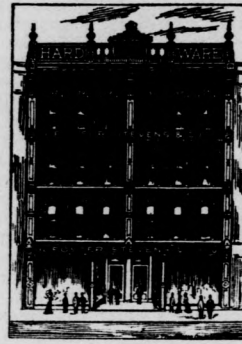
now used in so many ways in which formerly it was not employed at all. The United States Steel Corporation has, I think, very wisely adopted the policy of keeping prices on the finished products on a comparatively low basis, notwithstanding the recent sharp advance in the prices of raw material and in spite of the fact that the demand has been, at least temporarily, so great that higher prices could easily have been obtained.

Sometimes the reduction in consumption brought about by a great rise in prices can not be made good by a corresponding reduction in the prices at which the products are offered. This result is not unlikely to happen when the high level of prices has been long maintained. Under such circumstances there has been time for experiment and inventive genius to discover substitutes. Sometimes these substitutes are good enough subsequently to be able to supplant or at least to maintain themselves in competition with the original article even when that has returned to its normal price level.

What practical men in business are interested in and about which they can not always agree is whether fluctuations of price within comparatively moderate limits have any important effect upon consumption. Consumption may be greater under higher prices than it was under lower. Indeed it frequently is. Consumption of almost everything which directly or indirectly goes into the living expenses of an ordinary family is very much greater than it was five years ago. Yet the editor of Dun's Review calculates that the present cost of such articles is now about 40 per cent. greater than it was in 1897. Prices were low five years ago because consumption—that is to say, demand—was small.

The principal, although doubtless not the sole, cause of the present high average of prices is the very great consumptive demand. Except where labor is voluntarily idle in the prosecution of industrial warfare through strikes, almost everybody is employed. Wages are somewhat higher than they were in 1897 and, although the average increase in the normal rate has been small, the income to a large part of the population is materially greater because employment is much more regular and steady. Many families who felt constrained to pinch themselves in every direction during the continuation of the hard times which began in 1893 have for the last three years and a half been able to purchase much more freely. Naturally prices have gone up. It is, perhaps, a question whether the rise has not very nearly reached its limit. In absence of scarcity due to a failure of production the slackening in demand will compel a reduction in price.

Although other factors may in a particular case or at a particular time be so operative as to increase consumption when prices are rising or to increase it when they are falling, the rule remains true that other things being equal the higher the price the smaller the consumption. It does not follow that it may not often be good policy for the manufacturer to mark up prices. Sometimes it may be even when there is no increase in the cost of production. Much more frequently it may be policy to retain prices at the level at which they have been, although there has been an appreciable reduction in the cost of making them. I mean that, if it costs 50 cents to produce a particular article and you have been selling it at 60 cents, there are less objections to the policy of



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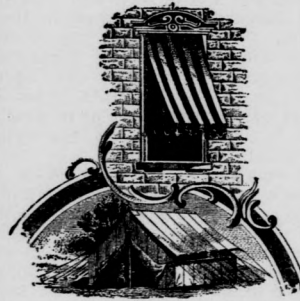
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We carry the latest patterns in awning  
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Oil Clothing and Flags  
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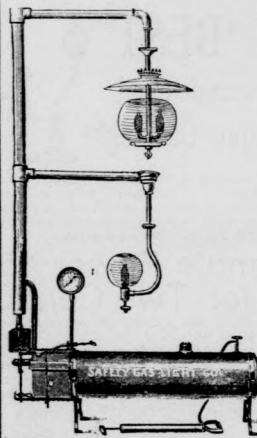
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THE M. I. WILCOX COMPANY

210 to 216 Water St., Toledo, Ohio

## Local Agents Wanted for Safety Gaslight Machine

1000 Candle Power Light for  $\frac{3}{4}$ c per hour



A well-known and responsible merchant wanted in every town to install our Gas Plant in his store and act as agent to sell and install others in his locality. Plant will save its cost in few months and the first store-keeper in each town to purchase this lighting system is sure of big money in commissions—for his fellow business men are certain to buy. Costs about \$3.00 for labor to install a plant. Any tinsmith can do it.

Machine is small—occupying a shelf only 10 inches wide and 3 feet long.

Write to-day for full particulars.

THE PERFECTION LIGHTING CO.

17 So. Division St.

Grand Rapids, Mich.

Up-to-date Lighting Supplies at Wholesale.  
State Agents Cosmopolitan Light Co.'s Gas Mantels.  
Write for special price list gas and gasoline mantels,  
chimneys, shades, etc.

## Four Kinds of Goupon Books

are manufactured by us and all sold on the same basis,  
irrespective of size, shape or denomination. Free  
samples on application.

TRADESMAN COMPANY, Grand Rapids, Mich.



continuing to sell it at 60, although the cost of production has fallen to 45, than there would be to raise it to 65 cents, while the cost of production remained at 50 cents. The reason is that few of those who buy from you know whether a price is high or not except by comparison with what the price has been. In actual experience it often turns out that they do not know even that much. A concern who bought largely from my company on one occasion bought a number of fire-grade enameled goods, goods that we call "firsts." It catalogued them as "firsts" and at a low price for "firsts," but could not sell them. In its next catalogue it changed its description of them to "seconds" and raised the price. Its customers thought that because they were classed as "seconds" they must be offered at a low rate and they were sold promptly.

It is especially dangerous for any of the large corporations now called trusts to make a marked increase in the price of their products. Public attention which could not be much concentrated upon the changes in price made by half a dozen or a dozen or more individual concerns can easily be interested in an increase made by a single great corporation. We all remember the outcry which arose two years ago when the American Ice Company raised the price of ice in New York and its neighborhood and which has been raised this spring by the increase of the price of meats made by the so-called meat trust. The ice company and the Chicago packers each claim that the rise was due to natural conditions. I do not know whether it was or not, but then the people who raised the outcry do not know more than I do, and the outcry would have been just as great whether the claim of the sellers was or was not true. Such an outcry always reduces consumption. Many persons who would not think a second time over a rise of two or four cents in the price of a pound of meat had nobody else said anything on the subject, will endeavor very hard to cut down their meat consumption when every newspaper they see is talking about the extortion of the meat trust.

It follows, therefore, that in the case of large corporations an increase in price may be followed by a reduction in consumption greater than would be the result of a like rise in prices if the market was supplied by a number of independent concerns.

The lesson for such corporations, therefore, clearly is that their profits must be made rather by reduction in the cost of production than by an increase in the selling price.

W. H. Matthai.

**Recent Changes Among Indiana Merchants.**

Boonville—S. D. Davis succeeds Reed Bros. in the grocery and feed business.

Cambridge City—Guyten & Copeland, grocers, have dissolved partnership. Roy Copeland succeeding.

Center Square—O. P. Courtney, general dealer, has discontinued business.

Decatur—The Metal Frame Window Screen Co. has merged its business into a corporation.

East Chicago—Albert Lewis has disposed of his half interest in the East Chicago Hardware Co.

Edinburg—O. N. Mutz has purchased the interest of his partner in the hardware business of Webb & Mutz.

Fort Wayne—Conrad Bayer has merged his cigar manufacturing business into a corporation under the style of the Cooney-Bayer Cigar Co.

Franklin—Walden & Byers, butchers, have dissolved partnership. R. E. Byers continues the business in his own name.

Fremont—S. W. Duguid has withdrawn his interest in the mercantile establishment of S. W. Duguid & Co.

Hymera—V. D. Cummins & Co. have purchased the general merchandise stock of Charles Vanarsdall & Co.

Indianapolis—The Crown Chemical Co., manufacturer of a washing compound, has incorporated its business under the same style.

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

Jeffersonville—Louis Cohen is succeeded by M. Cohen & Co. in the clothing and shoe business.

Madison—The Madison Planing Mill & Lumber Co. succeeds K. H. White in the lumber business.

Modoc—Willis & Conyers is the style of the new firm which succeeds Willis & Johnson in general trade.

New Albany—L. Goodhub succeeds Goodhub Bros. in the grocery business.

Ridgeville—Addington Bros. have sold their grocery stock to Henry Rarick.

Stanford—Weaver & Carmichael, general dealers, have dissolved partnership. The business is continued by Weaver Bros.

Vevay—Loring & Green succeed I. P. Loring in the clothing business.

Warren—Henry Wuersten, cigar manufacturer, is dead.

Woodburn—The Woodburn Manufacturing Co., patentee and blacksmith, has merged its business into a corporation under the same style. The capital stock is \$10,000.

**How Not to Sell Screens.**

"Yes, we keep wire screens. Want any?"

"Well—yes—that depends on what they cost."

"How many do you want?"

"I don't know, sir; I thought if I could see them and see what they cost."

"How can I tell you what they will cost? How many windows you got, and what's their size? Don't know? Well, I can't tell you that. Ought to measure 'em. I can show you what we've got; they're on the next floor, but if you don't know the sizes—"

"Never mind, sir, never mind. I'll find out and come in again. Oh, no, I won't look at them now, sir."

Did that scared little woman ever go into that hardware store again?

Not in a thousand years. She went out feeling as though she had murdered some one's family and been blamed for it. She wanted the screens, and her husband bought an outfit for the whole house a little later—but not in that store.

As for the clerk who practically snubbed her out of the store, he still goes rampant on his devastating way. Unfortunately for his trade, the proprietor has not yet taken him out and knocked him down with a club a couple of dozen times.

The late Paul Sorg, of Middletown, O., made his first money by peddling flowers and doing chores in Cincinnati. After working hours he went to a night school. When he was a little older he worked in a cheese factory and then in an iron mill. He saved \$3,000, went into the tobacco business and became one of the very rich men of the State. Eight years ago he went to Congress, defeating Estes G. Rathbone. The Ohio papers think he has left an estate of \$7,000,000 to \$15,000,000.

# BEMENT PALACE STEEL RANGE



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.



## Clerks' Corner.

The Touch of Nature That Made Them Kin.  
Written for the Tradesman.

For some reason or other Stewart, the Mindon storekeeper, got into the habit of standing behind his desk at the window every afternoon about the time the children came from school. He did not seem to be particularly interested in anything; but the minute the first wild whoop announced the end of the afternoon session straight to that window the man would go and stay there until the group, generally halting at the corner, dispersed. Whether the wrangling invariably going on attracted or whether pleasing reminiscences of his own boyhood, not so many years away, then came to him it was impossible to say. He never called attention to any particular occurrence that took place; but there he would sit or stand until the entertainment was over and then, satisfied, go on with his work.

The clerk, amused, watched him for a while and, concluding that his curiosity would be satisfied sooner without a lot of questions, kept his mouth shut and his eyes open. Soon he fancied he saw something. Whenever there was an apparent row, or whenever there was any teasing going on, Stewart was on the alert; and if a certain boy, Tip Chandler—"Fire," for self-evident reasons, the boys had nicknamed him—was getting more than the law allows, it didn't take long for Stewart to step to the door to find out what was going on and to ask if it wasn't about time to quit that.

So much settled, affairs seemed to take a rest. Tip came to the store only on an occasional errand and then Stewart never took any notice of him. No human being, however—least of all that part of it embodied in the Mindon clerk—could let that sort of thing live and die a natural death. There was a something behind it and he was determined to find out what it was. That conclusion reached he proceeded at once to business. The following Saturday furnished the opportunity and the clerk at once seized it.

"There goes that confounded 'Clover-top.' I wonder what mischief he's brewing now. Funny whatever deviltry happens to be going on that red-head of his has just been in that neighborhood. First it's strawberries and then it's apples. Mrs. Russell loses her cake for the party and Deacon Swazey has to go without his Sunday ice cream dessert; and then all at once—"

"Some smart Alec, that hasn't anything else to do, watches for Tip Chandler to come around the corner to charge him with it! What business is it of yours whether the boy had a finger clear up to the third joint in the whole list from strawberries to ice cream, and what right have you to charge him with it? I'd rather by half be the one to have the fun than be the sneak that'll stand off and envy him because he dares to.

"I tell you what it is, Joe, as a general thing I don't care what you do or what you say; but if I hear any more of that sort of rot about Tip Chandler, I will take it as a notice that you've got ready to quit"—a remark that was made with John Stewart's snaky eyes glaring straight at him; and when the storekeeper did that he meant business.

That spiked Joe Kittredge's gun but it didn't interfere with his eyesight and it didn't put an end to his wondering.

An incident the next Monday afternoon increased it. Bedlam let loose was a fit comparison for the uproar that came from the school house the moment school was dismissed. Stewart left the goods he was putting up and went to the door to find the doctor's, the lawyer's and the minister's son all "pegging away" at Fiery as if this was their last chance at him and they were going to finish him up once for all; while Fiery, his dander up, was valiantly holding his own, in spite of the odds against him and the jeers that came from the crowd.

It was evident that the much badgered boy was getting desperate and it was just as evident that the three sneaks engaged in the contemptible business were forcing him into a fight with them when, three to one, they hoped to "do him up" in short order.

Stewart stuck a hand into each of his trousers pockets and sauntered into the street. It was only the storekeeper and the boys kept right on. He looked on a minute and then he called out: "Tip, you've had about enough, I guess. Now you go in and lick them fellers or I'll lick you!"

It was touching fire to powder. Like lightning there were three blows straight from the shoulder and every blow fell on as big a coward as Mindon ever mothered.

"Good!" shouted the storekeeper. "Now if there are any more that you want to touch up, Tip, go ahead and I'll see that you have fair play."

There weren't any more. For some reason the valiant three started home without making any fuss and the rest of the rabble went off to "tell," and before sundown not a family in Mindon but were talking and wondering what the professional men would do about it and what that "brick-top" would go for next. To the watchful clerk, the strange part of it all was Fiery and the storekeeper. The boy with shut teeth and ready fists stood waiting for what might follow. Then when the three crawled away and the crowd began to go, the boy without looking right or left started off home without a glance at the storekeeper, who with his hands still in his pockets, went back with not a word to his unfinished order.

After that Stewart and the conqueror began to say, "Hello!" to each other, and it was remarkable, Joe thought, how often they said it now. Never a day went by that the two did not meet and while it was only the commonplace, "Hello!" it seemed to do them both a world of good. Then boy like, Tip began to take comfort in putting his head in at the door for his greeting and Stewart, manlike, managed to have something handy and good to eat to toss at him. He never missed catching; and when one day after an unusually toothsome goody had been tossed, caught and duly gone the way of all goodies, the storekeeper called him in. It was the usual talk of maturity and the fourteen-year-old with perhaps a little more of the confidential on the boy's part, in this instance readily understood and when Fiery with his pockets sticking out went off home, the clerk noticed that his employer went to the door and watched him out of sight.

What could it be! The Chandlers were nobodies. The boy was the butt of the village—or had been until he straightened out the three. He wasn't especially bright, but a common, straightforward, freckled-faced, red-headed boy who was determined to get out of

boyhood all there is in it without paying for it in hard work. Would the wonder never cease?

On the very top of all this when everybody was on the lookout for what was coming next, what should storekeeper Stewart do, but drive out of his barn one glorious June afternoon in his best rubber-tired buggy and his talk-of-the-county span, stop for a moment at the little Chandler cottage and then, driving on to the school house, call out Tip and drive away with him—where?

Nobody knew until the next day when of his own accord the storekeeper thus set all hearts at rest:

"Tip Chandler, like every other red-headed boy that I ever knew, has lived a life of misery. Everything 'off' that is done, he does. He has everything that has no fun in it. He gets the other fellers' scoldin's and lickin's. I've watched him ever since I've been here and I know. He has little to eat and less to wear and nothing to be thankful

for. Now it's going to stop. His good time has begun. It began, in fact, when he licked the three sneaks; and I'm going to put into his life what he has been missing and what I never had. For Fiery say, 'Sorrel-top' and you have what I went through with to a dot. You watch out now in the future as sharply as you have for the last three months and you'll see if I'm not telling the truth. Yesterday we went over to Grand Island to the circus and we're going again, if he wants to. Generally the boy is no more like me than a black bean is like a white one; but we've both got red hair and with that for a basis I'm going to see if I can make a man out of him. I may not be able to accomplish it; but I can tell you one sure thing: There is one poor little red-headed boy going to have a good time if a big, red-headed man can do anything to bring it about, and he thinks he can."

And he did.

Richard Malcolm Strong.

## Wagemaker

### Letter Filing System Free to You for a Trial

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

Capacity 5,000 Letters

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

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

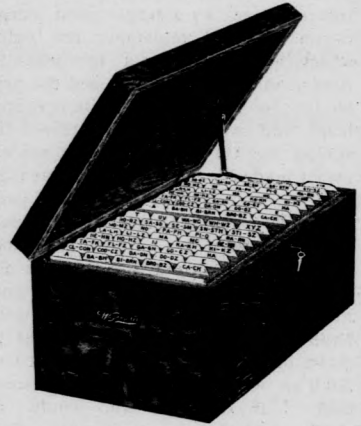
This tray has a capacity of 5,000 letters, or equivalent to about ten of the ordinary flat letter file drawers, and may be used to excellent advantage by small firms or offices having a small business to care for. Larger firms desiring to know something about this new and coming system of vertically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

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

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

The Wagemaker Furniture Co.,

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



## 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.

## "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.



## 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.

Traverse City Eagle: Herbert Somers has taken a position as traveling salesman for the monument firm, A. Black & Son, of Grand Rapids, and will cover the territory north of Grand Rapids.

Jackson Patriot: A. N. DeLamater, who has been for several years city salesman for the National Biscuit Company, has resigned his position with them and assumed the management of the Jackson Sanitary Milk Co., Ltd. The milk company has secured a good man in Mr. DeLamater.

Cadillac News: Tuesday a salesman representing a wholesale grocery firm sold a ton of tobacco in this city for delivery to Cadillac retailers. Not less than twenty-five tobacco salesmen visit Cadillac regularly and it is probable that their sales average 25,000 pounds monthly. According to these figures twelve tons of tobacco are sold at retail every thirty days in Cadillac, exclusive of the tobacco utilized in the manufacture of cigars and cigarettes.

Marquette Mining Journal: The "Invincibles" and the "Twirlers," two picked teams of Upper Peninsular salesmen from U. C. T. Council No. 186, met for the second time in a game of indoor base ball at Fraternity hall Saturday evening. The match resulted in a score of 18 to 10 in favor of the Invincibles. The Twirlers, having lost the first game two weeks ago, came on the field determined that victory should perch on their banners, but they met a spirit more fierce than theirs. The Twirlers were dressed in natty white uniforms and presented a fine appearance, easily capturing the favor of the fair sex. The Invincibles looked like a delegation from Coxe's army, clad in overalls and jumpers. The features of the game were O'Donnell's fielding and Burtless' base stealing. After the game dancing was indulged in until 12 o'clock.

### The Boys Behind the Counter.

Ithaca—Daniel Altenberg, head clerk and book-keeper in the drug store of H. J. Crawford, was recently married to Miss Blanche Throop, of St. Louis. The Tradesman extends congratulations.

Alpena—The Retail Clerks' Association elected and installed the following officers at the last meeting: President, Israel Nathan; First Vice-President, Chas. Richel; Second Vice-President, Fred Van Kannel; Recording Secretary, Fred L. Olds; Financial Secretary, Julius Szcznkowski; Treasurer, William Gallagher; Guide, Martin Martinson; Guardian, Ed. Polzin.

New Holland—John Westrate, of Noordeloos, has taken the place of Peter Kraai as clerk in the general store of K. Weener.

Lansing—Marsh L. Hoffman, who has been engaged as a pharmacist in Detroit, has returned to this city and is employed at J. S. Bennett's.

Harbor Springs—W. J. Clarke & Son have Geo. Woodrow and Will Cronin behind the counter in their grocery de-

partment. Miss Edith Clarke, who has just returned from Kalamazoo seminary, is attending as assistant book-keeper and Willie, aged 12, is beginning a mercantile life there.

Kalkaska—Louis Ferguson has taken a position in the furniture store of E. Goodwin.

Henderson—Anna Epton has taken a clerkship in the dry goods store of Agnew & Epton.

Shelby—Leslie Griffin, the clothing salesman, recently with Edwards & Girard, has engaged at the Big Store.

Mt. Pleasant—The Isbell Cycle and Hardware Co. has a new clerk in the person of Albert Light, of Lawton.

Petoskey—B. W. Stark has taken a clerkship in the dry goods store of C. Z. Pote.

### Celebration of the First Half Holiday.

Secretary Klap has prepared the following letter to send out to the members of the Grand Rapids Retail Grocers' Association:

This is to advise you of the action of our Association regarding the half holiday commencing July 10 and continuing until the last Thursday in August. This matter, as you know, has been hanging fire for a great many years, and at last definite action was taken. Our Association took this course after carefully going over the ground and making a canvass of the majority of grocers. The same course was also taken by the meat dealers.

We feel confident the great majority will close, yes, we believe there will be few exceptions, because those contemplating doing business on the afternoons in question will not be in it.

We are pleased to announce to you that on the first afternoon—July 10—a fine program will be carried out at John Ball Park, consisting of addresses by President Fuller, of the local Association, Mayor Palmer, Hon. Wm. Alden Smith, Hon. John Patton, Jr., and others. The Furniture City and Mail Carriers' bands have been engaged for the occasion; arrangements may also be made for a balloon ascension, and the public are hereby invited to celebrate our first half holiday in a fitting manner.

Cards for hanging in windows announcing, "This Store will close, etc.," will be delivered at an early date, which please hang in a conspicuous place, in order that your customers will know of the holiday and obtain the necessary supplies in the morning.

You will also find enclosed badges which explain themselves. Please wear one of them and ask your clerks to do likewise.

The next meeting of our Association will be held Monday evening, July 7, at 8 o'clock, at the Board of Trade rooms, 80 Pearl street, Old Houseman block, and we want you to come.

In conclusion, will say our annual picnic will be held at Kalamazoo this year on Thursday, August 7, 1902. For particulars address the Secretary or any of the committee. On that day the stores will close entirely. Small handbills will be distributed at the proper time. Come one, come all!

Congressman Kern, of Illinois, has introduced a bill providing that blind persons throughout the United States shall each receive a pension of \$50 per month. Of course it will never be enacted, but it is interesting as an illustration of the possibilities for the extension of the pension system. If the blind should be pensioned why not the deaf, the lame and the halt?

It is said that in 1816 it snowed in every month in the year in New York State. That record has been equaled thus far this year. "The good old times" may be coming back.

He who loses his temper is in the wrong.

### Should Never Be "Nagged" At.

The conditions which environ a man on the road are such as to demand for him more consideration than is apt to be given to employes in the home office. He is away from home and friends and is deprived of that counsel and sympathy which comes from these, and which all men at all times feel to be almost indispensable. To harrass him, therefore with carping criticism and fault-finding on the slightest shadow of excuse, is calculated to take the heart out of him, make him discontented with his position and cause him to cast about for a connection with some other house. To err is human, and as the traveler is not any nearer angelic than men are in general, it should not be expected that he will not make a mistake. It is well enough to appraise him of his error, but he should never be "nagged" at. The mere mention of an error in a kindly way will have a better effect towards preventing its repetition than if you intimate he is a stupid blunderer. The gentle reminder will not arouse his wrath, but the ill-natured screech will beget resentment. The conscientious man feels keenly enough his mistakes, and it is not necessary for the house to either request or warn him not to allow it to happen again.

There must, of course, be a discrimination between excusable error and careless blunders, or willful disobedience of orders and disregard of instructions. In the latter case there is but one alternative, and there can be no advantage in preparing the way for it by lengthy correspondence. The house will find it to its advantage to let the traveler understand from time to time that it appreciates his services. I remember an instance in which one of the best men a certain house ever had in its employ, and one whom it was very desirous of retaining, tendered his resignation for no other reason than that it had never written him anything but the coldest and most formal business letters. In the three years he had been with it, he informed the proprietor, he had never received the slightest word showing appreciation of his work.

### Hides, Pelts, Tallow and Wool.

The hide market shows a continued firmness for good stock and a weakness for poor stock. The spring take-off is in large accumulation at prices beyond what tanners are willing to pay. Each week shows sales of a few cars at some price, varying as to the run of the hides as to quality and the anxiety of holders to unload their poor grades.

There are few wool pelts offering. Lambs and shearlings are in small supply and in good demand, with ready sales.

Tallow is in good demand for edible and all offerings are quickly taken. Greases and soapers' stock show a decline and some accumulation.

Wools are in good demand and some sales in the East are large in volume, although prices do not respond to a higher value. In the states wools are bringing fully or more than the Eastern market warrants. The anxiety to purchase among buyers seems to have quieted somewhat, although there are a few at all times who do not know when to stop and donate their commissions in order to buy. The bulk of the holdings in Michigan is not on the market at present prices. There is no outlook apparent for an immediate advance, notwithstanding indications point to higher values later on. Prices to-day are be-

low importing point. Strikes unsettled affect values and manufacturers are well stocked for present needs.

Wm. T. Hess.

### Window Glass Higher.

The schedule on window glass was advanced 5 per cent. on June 17 at a meeting of the Executive Committee of the National Window Glass Jobbers' Association.

The window glass trade has been very quiet for some time, particularly in the East, and the jobbers have complained bitterly of the small margin of profit in selling glass on the schedule adopted several months ago, which was 80 per cent. discount off the entire list of prices as fixed by the Association in 1900.

The schedule adopted provides for an unchanged price last, but allows a discount of only 88 per cent. and 5 per cent. While this advance does not mean very much to the small jobber it figures largely in the profits of a concern which carries a large supply.

The business of bringing damage suits against railroads, mill owners, etc., is a very busy branch of the law. The defendants in these cases make the best fight they can and now and then it happens they fight a case that ought to be settled. On the other hand it is of frequent occurrence that suits are brought where the plaintiff is not honestly entitled to recovery. There is a great temptation to perjury on the part of those seeking this sort of damages. The other day in Boston Judge Pierce set aside what he regarded as an exorbitant verdict against the Massachusetts Electric Company and improved the opportunity to declare in so many words that in his judgment some of the witnesses had perjured themselves. False swearing in court is a serious offense but usually escapes without punishment. There are laws against perjury and their enforcement would be a great help toward getting actual justice.

Perry Barker, superintendent of the manufacturing department of A. E. Brooks & Co., has resumed his position after an absence of six weeks to indulge in the luxury of a run of typhoid fever.

It is difficult keeping that which is admired by many.

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

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

### Examination Sessions.

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. SHEELY, Detroit.  
Treasurer—D. A. HAGENS, Monroe.

### GOT EVEN AT LAST.

#### How the Drug Clerk Avenged Many In-sults.

Napoleon Oikle is the only son of a rather well-to-do farmer who resides in our part of the world. By dint of industry and economy Mr. Oikle, Sr., has reached the comfortable stage in which a man owns his own farm and owes nobody. Napoleon was originally destined for "the ministry," but owing to his inability to acquire the rudiments of the Latin language and a rooted dislike of the Presbyterian church to ordain uneducated men, he gravitated back to his paternal hearth and in the course of time he developed into a typical specimen of the barnyard dude.

My wife "discovered" him. Mr. Oikle, Sr., had purchased the accumulation of manure at the rear of my barn. One day in June a yoke of oxen and a yellow dog appeared in my garden and demolished sundry beds of sweet peas and nasturtiums. My wife, moved by a righteous wrath, went out to expel the intruders and discovered Napoleon loading his father's cart with manure, attired in blue overalls, a "calf's breakfast" hat and wearing red worsted mittens. The blue jeans and calf's breakfast hat are common objects in our portion of the country in June, but red worsted mittens are an unusual adornment at that season of the year. After a brief discussion, Mr. Oikle caught up his oxen, drove his yellow dog out of the garden and resumed his task. Before it was finished I came home and moved by the sight of the trampled flower beds and broken trellis work I went to the barn to interview him. Noticing the red worsted mittens I enquired what was the matter with his hands. He replied that his skin was "that tender" that he always had to wear gloves or mittens to prevent it becoming freckled. "Could I give him a cure for warts?" and stripping off one of his mittens he disclosed a hand as big as a shoulder of mutton with about a dozen of those excrescences on it. In addition to the warts I noticed a large ring on his little finger, one of the celebrated "Patagonian diamond" variety.

In reply to his enquiry about warts I told him to call at the drug store and I would give him something for them. He called that evening but he had undergone a great metamorphosis in the intervening time. A light check suit had taken the place of the blue overalls a brown derby hat had replaced the "calf's breakfast" and the red worsted mittens were represented by yellow dog-skin gloves. A somewhat passe collar and a pair of badly blacked boots were very much in evidence. Like David of old Napoleon was "ruddy and of a full countenance" but Holy Writ does not inform us if David had freckles as large as a Canadian five-cent piece.

Napoleon had laid aside his differential manner with his blue jeans and when I offered him a "wart pencil" composed of glacial acetic acid in a glass tube he gave me two interesting pieces of information: First that he had been a clerk in a drug store in Boston; and second, that glacial acetic acid was a mixture of nitrate of silver and ammonia, the latter ingredient being added "to take out the color." I let the latter statement pass unchallenged, making a mental note of it, however, in case I might want to extemporize a little glacial acetic acid at some time or other, the process being such a simple and cheap one.

I then sold Napoleon a bottle of freckle lotion, a box of cold cream and a tube of mustache wax, charging the different items to "the old woman." This was the commencement of my acquaintance with Napoleon and also the commencement of a long and fairly profitable account. Unlike most rustics, he bought anything that took his fancy, and (not having to pay for it himself) he seldom tried to beat me down in price. Somehow or other I had very good luck with the creature. My wart pencil removed his warts, his freckles yielded to my freckle lotion and cold cream and my hair tonic promoted the growth of his mustache and eyebrows to his perfect satisfaction. He might still have been dealing with me had it not been for Brandish.

Brandish is my senior clerk, a good man in every way, but utterly devoid of the sense of smell, owing to a chronic catarrh. This defect had caused him to fail twice in his attempt to pass the State board. I could only pay him a moderate salary and he had his hands full to support himself on what I gave him. Napoleon was always civil to me, but he was the reverse to Brandish. I could never find out the reason for the mutual dislike between the two men, but they hated each other like poison.

Possibly Napoleon's propensity to tender advice to all and sundry, on matters pharmaceutical, veterinary, and medical, may have had something to do with the matter. Napoleon possessed a United States Dispensary, two "doctor books," and a "horse doctor book." He had also picked up a smattering of pharmacy during his six months' clerkship in a fifth-rate Boston drug store. It may have been that Brandish (who was a thorough master of his business) objected to being dictated to by a barnyard dude and grew tired of explaining the difference between Dover's powder and powdered ipecac to Mr. Oikle's patients; anyway, the men hated each other, and it was shortly after Napoleon "came into his fortune" that the explosion took place.

One of Napoleon's uncles had recently died. The old gentleman had gone to California in the fifties and, when he took his departure to a better world, Napoleon's share of his estate came to some fifteen thousand dollars. I expected that he would dissipate his newly acquired riches almost as quickly as he had obtained them, but I was mistaken. He did replace the "Patagonian diamond" with a genuine stone from Kimberly, and his blue overalls and red mittens were discarded forever; but beyond indulging in imported perfumes and soap instead of buying the home-made article, and wearing rather better clothes, he did not seem to increase his expenditures. One day his father informed me that he had gone to Chicago to "study for a horse doctor," and about

six months afterwards he came home with an elegant diploma attesting the fact that he had graduated from "The Centaur Veterinary Institute of Illinois." I have no means of ascertaining the degree of learning required by that institution before it confers the degree of D. V. S. on its pupils, but one of two things is a certain fact—either the course is a very easy one or Mr. Oikle must have been an exceptionally clever man. Before he went there he did not know whether the femur was located in the fore or hind leg of a horse, and I believe he regarded the patella as a kind of intestinal parasite.

The interest on fifteen thousand dollars is not a bad income for a man who lives on a farm and Napoleon picked up a certain amount of work to supplement his "interest money." If he had not got on with Brandish before he became "Doctor Oikle," he got on much worse afterwards. He alluded to Brandish as "that Unfortunate Failure," and Brandish spoke of him as "that Red-Headed Clodhopper." Now, while Napoleon resided in Chicago, he had not exactly walked in the straight and narrow way that leads to salvation. Luckily for him, he escaped from the place without material damage, but about six months after his return he had a slight attack of gravel. As the first symptoms manifested themselves he received a four-page typewritten communication from that eminent physician and specialist in the diseases of men, Dr. Hermes, consulting physician at (and sole owner of) the celebrated Hermes Medical Institute. Oikle was very badly frightened. He came to me with his tale of woe and, after perusing the well-known appeal to suffering humanity and hearing the "doctor's" description of Napoleon's alarming symptoms, I succeeded in getting him to consult a reputable physician before sending Dr. Hermes the ten dollar bill for his infallible course of treatment.

The physician diagnosed the case as a slight attack of gravel and prescribed lithia tablets and a bottle of liquor tritici, with a drachm of potassium bicarbonate to the ounce. My readers doubtless remember that this mixture produces a brisk effervescence which lasts for a considerable time. As it is used a good deal in our community I usually keep a stock bottle of it on hand. Oikle got his prescriptions, and benefited by them so much that he came back for a refill a couple of weeks afterwards.

Brandish was alone in the store. I was away at dinner. The stock bottle was empty; Dr. Oikle was in a hurry—he was out for a drive with his best girl, who was waiting for him in the carriage outside—and when Brandish told him it would be half an hour before he could have his bottle refilled he called Brandish an incompetent ass or words to that effect.

My assistant is a very small man, Napoleon a very large one, so Brandish swallowed the insult and told him he would get the stuff ready in five minutes, but that he would not answer for the results. Now if you add eight ounces of liquor tritici to an ounce of potassium bicarbonate (in coarse crystals), and tie the cork down with copper wire, the chances are that CO<sub>2</sub> will be disengaged in sufficient quantity to produce interesting results.

Dr. Oikle's "best girl" furnished me with the sequel. "You see, if Doctor Oikle is an awful fool he has a lovely horse and a beautiful rig. I was just

dying for a drive and he asked me to come. The snow was just lovely and I said I would. We stopped at your store and he got a pound of candy and gave Mr. Brandish a bottle he wished filled. Mr. Brandish said it would take some time and the doctor was quite rude to him, so he filled it at once. We drove out on the mill road and the doctor was telling me about Chicago and the good times he used to have at college there. But when we got in the pine grove he changed the subject, and before I knew what he was after, he asked me to marry him and tried to kiss me. I was trying to push him away when there was an awful crash as if some one had fired a gun, the horse took fright and started to run away, and I felt this horrid dirty stuff all over my face and neck. The doctor had put the bottle in his left coat pocket and it had all blown to pieces. His new overcoat was covered with the contents and so was his face. I told him to drive home as soon as he could and he did so; Mr. Brandish said he could clean my coat, so I left it here."

Doctor Oikle called on me the next day and demanded Mr. Brandish's dismissal. On my refusing to consider the matter, he paid his bill and went to another store for his supplies. I tried in vain to explain that he had demanded an impossibility from Brandish, but elementary chemistry does not enter into the curriculum of the "Centaur Veterinary Institute," and the learned doctor no longer honors me with his patronage.—Pharmaceutical Era.

### The Drug Market.

Opium—Is dull and weak.  
Morphine—Is unchanged.  
Quinine—Has declined 3c per oz. on all brands and is tending lower, on account of lower prices for bark and small demand.  
Cod Liver Oil—Norwegian is still advancing.  
Eserine—On account of scarcity of raw material, has advanced about 50 per cent.  
Oil Bergamot—Is scarce and tending higher.  
Canary and Hemp Seed—Have advanced and are tending higher.

Before marriage every man has a theory about managing a wife; but after marriage it is a condition and not a theory that confronts him.

## FIREWORKS



We make a  
**Specialty**  
of  
**Public Exhibitions**  
and can furnish  
**Displays**

for any amount on short notice.

Estimates submitted to committees for approval.

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

### Special Assortments

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

Fred Brundage,

Wholesale Druggist, Muskegon, Mich.



WHOLESALE DRUG PRICE CURRENT

Advanced-Canary Seed. Declined-Quinine.

Table listing various drugs and chemicals with their prices. Columns include drug names (e.g., Aceticum, Benzolium, Boracic, Carbolium), quantities, and prices. The table is organized into sections like Acidum, Ammonia, Aniline, Baccæ, Balsamum, Cortex, Extractum, Flora, Folia, Gummi, Semen, Spiritus, Sponges, Syrupus, Tinctoria, and Oils.

Holiday Goods advertisement for Hazeltine & Perkins Drug Co. Grand Rapids, Mich. The ad features decorative borders and text stating: 'Our line this year will be of a larger assortment than ever before, we having added several new lines. Our Mr. Dudley will soon exhibit at convenient points almost a carload of samples. It will pay you to look them over before buying elsewhere.'



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

- Rolled Oats
Corn Syrup
Some Condensed Milks
Canary Seed
Hemp Seed

DECLINED

- Imported Lima Beans
Domestic Cheese

Index to Markets

By Columns

Table listing various goods and their prices, categorized by columns A through Y. Includes items like Akron Stoneware, Candles, Flour, and various oils.

1

Table listing AXLE GREASE and BAKING POWDER prices.



Table listing MICA AXLE GREASE prices in tin boxes.

Table listing BAKING POWDER prices.



Table listing BATH BRICK prices.

Table listing BLUING prices.



Table listing BROOMS prices.

Table listing BRUSHES prices.

Table listing BUTTER COLOR prices.

Table listing CANDLES prices.

2

Table listing CANNED GOODS prices.

Table listing Beans prices.

Table listing Blueberries prices.

Table listing Cherries prices.

Table listing Corn prices.

Table listing French Peas prices.

Table listing Gooseberries prices.

Table listing Hominy prices.

Table listing Lobster prices.

Table listing Mackerel prices.

Table listing Mushrooms prices.

Table listing Oysters prices.

Table listing Peaches prices.

Table listing Pears prices.

3

Table listing Tomatoes prices.

Table listing CARBON OILS prices.

Table listing CATSUP prices.

Table listing CHEESE prices.

Table listing CHEWING GUM prices.

Table listing CHICORY prices.

Table listing CHOCOLATE prices.

Table listing CLOTHES LINES prices.

Table listing COCOA prices.

Table listing COCOA SHELLS prices.

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4

Table listing Dwinell-Wright Co.'s Brands prices.



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Table listing Soda prices.

Table listing Oyster prices.

Table listing Sweet Goods-Boxes prices.

Table listing Animals prices.

Table listing Assorted Cake prices.

Table listing Belle Rose prices.

Table listing Bent's Water prices.

Table listing Cinnamon Bar prices.

Table listing Coffee Cake, Iced prices.

Table listing Coffee Cake, Java prices.

Table listing Coconut Macaroons prices.

Table listing Coconut Taffy prices.

Table listing Cracknels prices.

Table listing Creams, Iced prices.

Table listing Cream Crisp prices.

Table listing Cubans prices.

Table listing Currant Fruit prices.

Table listing Currant Fruit prices.



Table listing Borden Eagle Brand Condensed Milk prices.

E. J. Kruece & Co.'s baked good Standard Crackers. Blue Ribbon Squares. Write for complete price list with interesting discounts.

Table listing CREAM TARTAR prices.

Table listing DRIED FRUITS prices.

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Table with 6 columns: Pearl Barley, Peas, Rolled Oats, Steel Cut, Monarch, Quaker, Grits, Walsh-DeRoo Co.'s Brand, Cases, East India, German, Tapioac, Fluke, Pearl, Wheat, Cracked, Fishing Tackle, Cotton Lines, Linen Lines, Poles, Flavouring Extracts, JAXON, COLEMAN'S, JENNINGS', D. C. Lemon, Our Tropical, FLY PAPER, FRESH MEATS, Beef, Pork, Mutton, Veal.

Table with 7 columns: FRUIT CAN WRENCH, GELATINE, GRAIN BAGS, GRAINS AND FLOUR, Wheat, Patents, Spring Wheat Flour, Clark-Jewell-Wells Co.'s Brand, Pillsbury's Best, Worden Grocer Co.'s Brand, Quaker, Lemons & Judson's Brand, Ceresota, Worden Grocer Co.'s Brand, Laurel, Meal, Feed and Millstuffs, St. Car Feed, No. 1 Corn and Oats, Winter Wheat Bran, Winter Wheat Middlings, Screenings, Oats, Corn, Hay, HERBS, INDIGO, JELLY, LICORICE, LYE, MEAT EXTRACTS, MOLASSES, FANCY OPEN KETTLE, MUSTARD, OLIVES, MUTTON, PIPES, Clay, Cob.

Table with 8 columns: PICKLES, Medium, Small, PLAYING CARDS, No. 90, Steamboat, No. 15, Rival, No. 20, Rival, No. 57, Special, No. 98, Golf, No. 808, Bicycle, No. 632, Tourman't Whist, POTASH, 48 cans in case, Babbitt's, Penna Salt Co.'s, PROVISIONS, Barreled Pork, Mess, Back, Clear back, Short cut, Pig, Bean, Family Mess Loin, Clear, Dry Salt Meats, Bellies, S P Bellies, Extra shorts, Smoked Meats, Hams, 12 lb. average, Hams, 14 lb. average, Hams, 16 lb. average, Hams, 20 lb. average, Ham dried beef, Shoulders, Bacon, California hams, Balled Hams, Pionic Balled Hams, Berlin Ham pr's'd, Mince Ham, Lard, Compound, Pure, 60 lb. Tubs, 80 lb. Tubs, 50 lb. Tins, 20 lb. Palls, 10 lb. Palls, 5 lb. Palls, 1 lb. Palls, Vegetables, Sausages, Bologna, Liver, Frankfurt, Pork, Blood, Tongue, Headcheese, Beef, Extra Mess, Boneless, Rump, Pigs' Feet, Tripe, Casings, Pork, Beef rounds, Beef middles, Sheep, Butterine, Solid, dairy, Rolls, dairy, Rolls, creamery, Solid, creamery, Canned Meats, Corned beef, 2 lb., Corned beef, 4 lb., Roast beef, 2 lb., Potted ham, Potted ham, Devilled ham, Devilled ham, Potted tongue, Potted tongue, RICE, Domestic, Carolina head, Carolina No. 1, Carolina No. 2, Broken, Mackerel, Mess 100 lbs., Mess 40 lbs., Mess 10 lbs., No. 1 100 lbs., No. 1 40 lbs., No. 1 10 lbs., No. 1 8 lbs., Trout, No. 1 100 lbs., No. 1 40 lbs., No. 1 10 lbs., No. 1 8 lbs., Halibut, Strips, Chunks, Whitefish, No. 1 No. 2 Fam, 100 lbs., 40 lbs., 10 lbs., 8 lbs., Herring, Holland white hoops, Holland white hoop, Holland white hoop mehs., Norwegian, Round 100 lbs., Round 40 lbs., Scaled, Bloaters.

Table with 9 columns: Imported, Japan, Java, Table, SEEDS, Anise, Canary, Caraway, Cardamon, Celery, Hemp, Mixed Bird, Mustard, Poppy, Rape, Cattle Bone, SHOE BLACKING, Handy Box, Bixby's Royal Polish, Miller's Crown Polish, SOAP, Beaver Soap Co. brands, GRAND PAS WONDER SOAP, 100 cakes, large size, 50 cakes, large size, 100 cakes, small size, 50 cakes, small size, JAXON, Single box, 5 box lots, 10 box lots, Johnson Soap Co. brands, Silver King, Calumet Family, Scotch Family, Cuba, Jas. S. King & Co. brands, Dusky Diamond, Jap Rose, Savon Imperial, White Russian, Dome, oval bars, Satinet, oval, White Cloud, Lantz Bros. brands, Big Aome, Aome 5c, Marselles, Master, Proctor & Gamble brands, Lenox, Ivory, 6 oz., Ivory, 10 oz., Schultz & Co. brand, Star, Search-Light Soap, Search-Light Soap, big, pure, solid bars, A. B. Wrisley brands, Good Cheer, Old Country, Scouring, Sapollo, kitchen, Sapollo, hand, SODA, Boxes, Kegs, English, SNUFF, Scotch, in bladders, Maccaboy, in jars, French Rappee, in jars, SPICES, Whole Spices, Allspice, Cassia, China in mats, Cassia, Batavia, in bund, Cassia, Salgon, broken, Cassia, Salgon, in rolls, Cloves, Amboyna, Cloves, Zanzibar, Mace, Nutmegs, 75-80, Nutmegs, 105-10, Nutmegs, 115-20, Pepper, Singapore, black, Pepper, Singapore, white, Pepper, shot, Pure Ground in Bulk, Allspice, Cassia, Batavia, Cassia, Salgon, Cloves, Zanzibar, Ginger, African, Ginger, Cochin, Ginger, Jamaica, Mace, Mustard, Pepper, Singapore, black, Pepper, Singapore, white, Pepper, Cayenne, Sage, STARCH, Kingsford's Corn, 40 1-lb. packages, 20 1-lb. packages.

Table with 10 columns: SEEDS, Anise, Canary, Caraway, Cardamon, Celery, Hemp, Mixed Bird, Mustard, Poppy, Rape, Cattle Bone, SHOE BLACKING, Handy Box, Bixby's Royal Polish, Miller's Crown Polish, SOAP, Beaver Soap Co. brands, GRAND PAS WONDER SOAP, 100 cakes, large size, 50 cakes, large size, 100 cakes, small size, 50 cakes, small size, JAXON, Single box, 5 box lots, 10 box lots, Johnson Soap Co. brands, Silver King, Calumet Family, Scotch Family, Cuba, Jas. S. King & Co. brands, Dusky Diamond, Jap Rose, Savon Imperial, White Russian, Dome, oval bars, Satinet, oval, White Cloud, Lantz Bros. brands, Big Aome, Aome 5c, Marselles, Master, Proctor & Gamble brands, Lenox, Ivory, 6 oz., Ivory, 10 oz., Schultz & Co. brand, Star, Search-Light Soap, Search-Light Soap, big, pure, solid bars, A. B. Wrisley brands, Good Cheer, Old Country, Scouring, Sapollo, kitchen, Sapollo, hand, SODA, Boxes, Kegs, English, SNUFF, Scotch, in bladders, Maccaboy, in jars, French Rappee, in jars, SPICES, Whole Spices, Allspice, Cassia, China in mats, Cassia, Batavia, in bund, Cassia, Salgon, broken, Cassia, Salgon, in rolls, Cloves, Amboyna, Cloves, Zanzibar, Mace, Nutmegs, 75-80, Nutmegs, 105-10, Nutmegs, 115-20, Pepper, Singapore, black, Pepper, Singapore, white, Pepper, shot, Pure Ground in Bulk, Allspice, Cassia, Batavia, Cassia, Salgon, Cloves, Zanzibar, Ginger, African, Ginger, Cochin, Ginger, Jamaica, Mace, Mustard, Pepper, Singapore, black, Pepper, Singapore, white, Pepper, Cayenne, Sage, STARCH, Kingsford's Corn, 40 1-lb. packages, 20 1-lb. packages.

Table with 11 columns: Kingsford's Silver Gloss, 40 1-lb. packages, 6 lb. packages, Common Gloss, 1-lb. packages, 3-lb. packages, 6-lb. packages, 40 and 50-lb. boxes, Barrels, Common Corn, 20 1-lb. packages, 40 1-lb. packages, SYRUPS, Corn, Barrels, Half bbls, 10 lb. cans, 5 lb. cans, 2 1/2 lb. cans, Pure Cane, Fair, Good, Choice, STOVE POLISH, J. L. Prescott & Co. Manufacturers, New York, N. Y., Liquid Flameline, ENAMELINE, No. 4, 3 doz in case, gross, No. 6, 3 doz in case, gross, SUGAR, Domino, Cut Loaf, Crushed, Cubes, Powdered, Coarse Powdered, XXXX Powdered, Fine Granulated, 2 lb. bags Fine Gran., 5 lb. bags Fine Gran., Mould, Diamond A, Confectioner's A, No. 1, Columbia A, No. 2, Windsor A, No. 3, Ridgewood A, No. 4, Phoenix A, No. 5, Empire A, No. 6, No. 7, No. 8, No. 9, No. 10, No. 11, No. 12, No. 13, No. 14, No. 15, No. 16, TEA, Japan, Sundried, medium, Sundried, choice, Sundried, fancy, Regular, medium, Regular, choice, Basket-fired, medium, Basket-fired, choice, Basket-fired, fancy, Nibs, Siftings, Fannings, Gunpowder, Moyune, medium, Moyune, choice, Moyune, fancy, Pingsuey, medium, Pingsuey, choice, Pingsuey, fancy, Young Hyson, Choice, Fancy, H. & P. Drug Co.'s brands, Fortune Teller, Our Manager, Quintette, G. J. Johnson Cigar Co.'s brand, S. C. W., Cigar Cippings, per lb., Lubetsky Bros. brands, L. B., Daily Mail, Fine Cut, Uncle Daniel, Ojbwa, Forest Giant, Sweet Spray, Cadillac, Sweet Loma, Golden Top, Hiawatha.



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

SALAD CREAM, 2 doz. Alpha (large size), 1 doz. Alpha (large size), 3 doz. Alpha (small size).

SALERATUS, Packed 60 lbs. in box, Church's Arm and Hammer, Deland's, Dwight's Cow, Emblem, L. P., Wyandotte.

SAL SODA, Granulated, bbls., Granulated, 100 lb. cases, Lump, bbls., Lump, 145 lb. kegs.

SALT, Diamond Crystal, Table, cases, 24 3 lb. boxes, Table, barrels, 40 7 lb. bags, Butter, barrels, 20 14 lb. bags, Butter, sacks, 28 lbs., Butter, sacks, 56 lbs.

Common Grades, 100 3 lb. sacks, 60 5 lb. sacks, 28 10 lb. sacks, 56 lb. sacks, 28 lb. sacks.

Warsaw, 56 lb. dairy in drill bags, 28 lb. dairy in drill bags.

Ashton, 56 lb. dairy in linen sacks.

Higgins, 56 lb. dairy in linen sacks.

Solar Rock, 56 lb. sacks.

Common, Granulated Fine, Medium Fine.

SALT FISH, Cod, Georges cured, Georges genuine, Georges selected, Grand Bank, Strips or bricks, Pollock, Halibut, Strips, Chunks, Trout, No. 1 100 lbs., No. 1 40 lbs., No. 1 10 lbs., No. 1 8 lbs., Mackerel, Mess 100 lbs., Mess 40 lbs., Mess 10 lbs., No. 1 100 lbs., No. 1 40 lbs., No. 1 10 lbs., No. 1 8 lbs., No. 2 100 lbs., No. 2 40 lbs., No. 2 10 lbs., No. 2 8 lbs., Herring, Holland white hoops, Holland white hoop, Holland white hoop mehs., Norwegian, Round 100 lbs., Round 40 lbs., Scaled, Bloaters.



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



Kingsford's Corn, 40 1-lb. packages, 20 1-lb. packages.



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Telegram.....	36
Pay Car.....	23
Prairie Rose.....	60
Protection.....	38
Sweet Burley.....	40
Sweet Loma.....	38
Tiger.....	39
<b>Plug</b>	
Flat Iron.....	38
Creme de Menthe.....	60
Stronghold.....	39
Elmo.....	33
Sweet Chunk.....	37
Forge.....	37
Red Cross.....	37
Palo.....	36
Kylo.....	36
Hlawatha.....	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 Heidsieck.....	63
Boot Jack.....	81
Jelly Cake.....	36
Plumb Bob.....	32
Honey Dip Twist.....	39
<b>Smoking</b>	
Hand Pressed.....	40
Ibex.....	28
Sweet Core.....	38
Flat Car.....	38
Great Navy.....	37
Warpath.....	27
Bamboo, 8 oz.....	29
Bamboo, 16 oz.....	27
I X L, 5 lb.....	27
I X L, 16 oz. palls.....	31
Honey Dew.....	37
Gold Block.....	37
Flagman.....	41
Chips.....	34
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
Cream.....	37
Corn Cake, 2 1/2 oz.....	24
Corn Cake, 1 lb.....	24
Plow Boy, 1 1/2 oz.....	39
Plow Boy, 3 1/2 oz.....	39
Peerless, 3 1/2 oz.....	34
Peerless, 1 1/2 oz.....	36
Indicator, 2 1/2 oz.....	28
Indicator, 1 lb. palls.....	31
Col. Choice, 2 1/2 oz.....	21
Col. Choice, 8 oz.....	21
<b>TWINE</b>	
Cotton, 3 ply.....	16
Cotton, 4 ply.....	16
Jute, 2 ply.....	12
Hemp, 8 ply.....	12
Flax, medium.....	20
Wool, 1 lb. balls.....	7 1/2
<b>VINEGAR</b>	
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
<b>WASHING POWDER</b>	
Diamond Flake.....	2 7/8
Gold Brick.....	3 2/8
Gold Dust, regular.....	4 5/8
Gold Dust, 5c.....	4 0/8
Kirkline, 24 1/2 lb.....	3 1/8
Pearline.....	2 6/8
Soapine.....	4 0/8
Soapine.....	4 0/8
Babbitt's 1776.....	3 7/8
Roseine.....	3 0/8
Armour's.....	3 7/8
Nine O'clock.....	3 1/8
Wisdom.....	3 8/8
Scourine.....	3 5/8
<b>WICKING</b>	
No. 6, per gross.....	25
No. 1, per gross.....	30
No. 2, per gross.....	40
No. 3, per gross.....	55
<b>WOODENWARE</b>	
<b>Baskets</b>	
Bushels.....	85
Bushels, wide band.....	1 15
Market.....	30
Split, large.....	6 00
Split, medium.....	5 00
Split, small.....	4 00
Willow Clothes, large.....	5 50
Willow Clothes, medium.....	5 00
Willow Clothes, small.....	4 75
<b>Bradley Butter Boxes</b>	
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
<b>Butter Plates</b>	
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
<b>Churns</b>	
Barrel, 5 gals., each.....	2 40
Barrel, 10 gals., each.....	2 55
Barrel, 15 gals., each.....	2 70
<b>Clothes Pins</b>	
Round head, 5 gross box.....	50
Round head, cartons.....	75
<b>Egg Crates</b>	
Humpty Dumpty.....	2 25
No. 1, complete.....	29
No. 2, complete.....	18
<b>Faucets</b>	
Cork lined, 8 in.....	55
Cork lined, 9 in.....	65
Cork lined, 10 in.....	85
Cedar, 8 in.....	65

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<b>Mop Sticks</b>	
Trojan spring.....	80
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
<b>Pails</b>	
2-hoop Standard.....	1 80
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
<b>Toothpicks</b>	
Hardwood.....	2 50
Softwood.....	2 75
Banquet.....	1 80
Ideal.....	1 50
<b>Traps</b>	
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
<b>Tubs</b>	
20-inch, Standard, No. 1.....	7 00
18-inch, Standard, No. 2.....	6 00
16-inch, Standard, No. 3.....	5 00
20-inch, Cable, No. 1.....	7 50
18-inch, Cable, No. 2.....	7 00
16-inch, Cable, No. 3.....	6 00
No. 1 Fibre.....	9 45
No. 2 Fibre.....	7 85
No. 3 Fibre.....	7 20
<b>Wash Boards</b>	
Bronze Globe.....	2 50
Dewey.....	1 75
Double Acme.....	2 75
Single Acme.....	2 25
Double Peerless.....	3 25
Single Peerless.....	2 50
Northern Queen.....	2 50
Double Duplex.....	2 00
Good Luck.....	2 75
Universal.....	2 25
<b>Window Cleaners</b>	
12 in.....	1 65
14 in.....	1 85
16 in.....	2 30
<b>Wood Bowls</b>	
11 in. Butter.....	75
13 in. Butter.....	1 00
15 in. Butter.....	1 75
17 in. Butter.....	2 50
19 in. Butter.....	3 00
Assorted 13-15-17.....	1 75
Assorted 15-17-19.....	2 50
<b>WRAPPING PAPER</b>	
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
<b>YEAST CAKE</b>	
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
<b>FRESH FISH</b>	
White fish.....	9 1/2
Trout.....	8 1/2
Black Bass.....	10 1/2
Halibut.....	16
Ciscoes or Herring.....	5
Bluefish.....	12
Live Lobster.....	20
Bolled Lobster.....	22
Cod.....	11
Haddock.....	10
No. 1 Pickerel.....	7
Pike.....	7
Perch.....	5
Smoked White.....	10
Red Snapper.....	10
Cool River Salmon.....	12 1/2
Mackerel.....	18
<b>Oysters</b>	
Can Oysters.....	60
F. H. Counts.....	60
F. S. D. Selects.....	60
<b>SELECTS</b>	
<b>HIDES AND PELTS</b>	
<b>Hides</b>	
Green No. 1.....	7
Green No. 2.....	8
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
<b>Pelts</b>	
Old Wool.....	50 1/2
Lamb.....	20 1/2
Shearlings.....	20 1/2
<b>Tallow</b>	
No. 1.....	6
No. 2.....	5
<b>Wool</b>	
Washed, fine.....	18
Washed, medium.....	21
Unwashed, fine.....	13 1/2
Unwashed, medium.....	14 1/2
<b>CANDIES</b>	
<b>Stick Candy</b>	
Standard.....	7
Standard H. H.....	7
Standard Twist.....	8
Cut Leaf.....	9
<b>Jumbo, 32 lb.....</b>	
Extra H. H.....	7 1/2
Boston Cream.....	10 1/2
Best Rec.....	8

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<b>Mixed Candy</b>	
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 mixed.....	14 1/2
Crystal Cream mix.....	13
<b>Fancy-In Pails</b>	
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.....	10
San Blas Goodies.....	12
Lozenges, plain.....	9
Lozenges, printed.....	10
Choc. Drops.....	11
Eclipse Chocolates.....	13 1/2
Quintette Choc.....	12
Victoria Chocolate.....	15
Gum Drops.....	5 1/2
Moss Drops.....	9
Lemon Sours.....	9
Imperials.....	9
Ital. Cream Opera.....	12
Ital. Cream Bonbons.....	11
20 lb. palls.....	11
Molasses Chews.....	15
lb. palls.....	13
Golden Waffles.....	12
<b>Fancy-In 5 lb. Boxes</b>	
Lemon Sours.....	50
Peppermint Drops.....	50
Chocolate Drops.....	50
H. M. Choc. Drops.....	55
H. M. Choc. Lt. and Dk. No. 12.....	21 00
Gum Drops.....	25
Licorice Drops.....	25
Lozenges, plain.....	25
Lozenges, printed.....	25
Imperials.....	25
Molasses.....	25
Cream Bar.....	25
Molasses Bar.....	25
Hand Made Creams.....	80 90
Cream Buttons, Pep. and Wnt.....	25
String Rock.....	25
Wintergreen Berries.....	30
<b>Caramels</b>	
Clipper, 20 lb. palls.....	8 1/2
Perfection, 20 lb. palls.....	12 1/2
Amazon, Choc Cov'd.....	15
Korker 2 for 1c pr bx.....	55
Big 3, 3 for 1c pr bx.....	55
Dukes, 2 for 1c pr bx.....	60
Favorite, 4 for 1c, bx.....	60
AA Cream Car's 3lb.....	50
<b>FRUITS</b>	
<b>Oranges</b>	
Florida Russett.....	2
Florida Bright.....	2
Fancy Navels.....	2
Extra Choice.....	2 1/2
Seedlings.....	2
Medt. Sweet.....	2
Jamalca.....	2
Rodi.....	2
<b>Lemons</b>	
Verdell, ex fcy 300.....	2
Verdell, fcy 300.....	2
Verdell, ex chco 300.....	2
Verdell, fcy 300.....	2
Call Lemons, 300.....	2 4 00
Messinas 300s.....	4 00 24 50
Messinas 360s.....	3 75 24 25
<b>Bananas</b>	
Medium bunches.....	1 50 2 00
Large bunches.....	1 50 2 00
<b>Foreign Dried Fruits</b>	
<b>Figs</b>	
California, Fancy.....	2
Cal. pkg. 10 lb. boxes.....	2
Extra Choice, Turk., 10 lb. boxes.....	2
Fancy, Trkr., 12 lb. boxes.....	2
Pulled, 5 lb. boxes.....	2
Naturals, in bags.....	2
<b>Dates</b>	
Fards in 10 lb. boxes.....	2 8 1/2
Fards in 50 lb. cases.....	2
Hallowi.....	5 5 1/2
lb. cases, new.....	2
Salsr, 50 lb. cases.....	4 1/2 5
<b>NUTS</b>	
Almonds, Tarragona.....	16
Almonds, Ivica.....	16
Almonas, California, soft shelled.....	15 1/2
Brazil.....	10
Pilberts.....	13
Walnuts, Frenchobles.....	12 1/2
Walnuts, softshelled.....	12
California No. 1.....	13
Table Nuts, fancy.....	13 1/2
Pecans, Med.....	10
Pecans, Ex. Large.....	13
Pecans, Jumbos.....	14
Hickory Nuts per bu.....	2
Ohio, new.....	2
Cocanuts, full sacks.....	3 50
Chestnuts, per bu.....	2
<b>Peanuts</b>	
Fancy, H. P., Suns.....	5 1/2 6
Fancy, H. P., Suns.....	5 1/2 6
Roasted.....	6 1/2 7
Choloe, H. P., Extras.....	7 1/2
Choloe, H. P., Extras.....	7 1/2
Roasted.....	8 1/2
Span. Shld No. 1 w.....	5 1/2 6 1/2



**"LET THE DULL SEASON COME"**

"I am prepared for it. I have a well equipped bargain department and am not afraid of the summer months or the worst kind of competition.

"My sales have increased rapidly since I put in the department, and the strange thing about it is, that sales are heaviest there when they are lightest in the rest of the store.

"The supreme advantage of this department to me is that it gives me an opportunity to work off my odds and ends and stickers at a profit.

"During the dull season I put all my efforts into this department, advertise it extensively and consequently my trade is good all the year round.

"The bargain department is a winner—nothing like it for dull times."

So writes one of our customers from the Middle West. He is one of the many thousands who have recently opened their eyes to the fact that a bargain department is an absolute necessity in a modern store—for it is a trade getter, a profit maker and a business stimulator.

We have recently issued a booklet telling how a bargain department is installed and giving many plans for booming business during the summer months. We shall be glad to send this booklet together with our catalogue to any merchant who will send for it. Ask for Booklet J2875 and for Catalogue J427.

**BUTLER BROTHERS**

230 to 240 Adams Street CHICAGO

WE SELL AT WHOLESALE ONLY



**CREDIT MEN.**

**Proceedings of Their Seventh Annual Convention.**

The National Association of Credit Men held its seventh annual convention in Louisville, Ky., from June 10 to 12, inclusive. It has been said that the credit side of the Louisville ledger suddenly took on more entries than at any time in recent years. The city housed the chief representatives of firms from every section of the country and received with open arms the men who stand guard over the accounts of many firms. It was claimed that this Association disposed of more business at each four-hour session during the three days of the convention than could be disposed of by a political or religious organization in four weeks.

The first day of the convention the usual speeches of welcome and responses were indulged in. President Young made the annual address, which was replete with facts in regard to the Credit Men's Association and its future. The Treasurer's report, by Geo. G. Ford, showed a balance on the right side of the ledger. The most interesting report of the day was given by W. A. Prendergast, Secretary, and was full of interest to all the delegates. Committees were appointed on credentials, resolutions, nominations, etc. The address of the day was delivered by W. A. H. Bogardus on The Strength of the Credit Man Is Knowledge. The keynote of his paper was sounded in the following sentence: "A credit man should be the most practical, all-around man in the business house." He handled his subject without gloves and showed that he was master of the situation.

Tuesday the address of the day was on Commercial Integrity, by W. B. Roberts, of Portland, Oregon. His paper covered the field in an entertaining and intelligent way. He put the item of integrity at the basis of credit and made a startling illustration by stating that the Chinese merchant far excels the American or European merchant in this respect; and that in all his experience with the Chinese only one had ever failed to carry out his agreement to the letter, and he gave utterance during the course of his remarks to the following words: "And now, fellow credit men, on us, probably more than on any other calling, is it incumbent that we present an uncompromising front toward all transactions that will not bear the light of the noon-day sun. We should conduct our business affairs so that all Americans may look up to us with pride, and strangers with confidence, as though reading interwoven with the stars and stripes of our American flag in letters of gold were the words, 'Commercial Integrity.'" Incidentally, he invited the convention to Portland, Oregon, for 1905. The resolutions in regard to commercial agencies were adopted as follows:

Whereas—The credit man is the only man who has directly to do with the agency reports; and,

Whereas—The nine suggestions as made through your Committee would, if inaugurated by the agencies, in the opinion of the credit men, be exceedingly helpful in passing upon and dispensing credit; therefore, be it

Resolved—That the National Association of Credit Men, in convention assembled, respectfully request the mercantile agencies to incorporate these features into their system as speedily as possible:

1. There is a universal demand that R. G. Dun & Co. use a better grade of paper in their general reference book.
2. That both Dun and Bradstreet

provide their general reference books with a thumb index, similar to that used in dictionaries and encyclopedias.

3. That both agencies should add a third column to their reference books, indicating by hieroglyphics whether or not the party rated discounts, pays promptly, or is slow in making settlement.

4. A closer scanning of postoffices in the United States Postal Guide by the Dun agency, and the noting of the same in their general reference book, so as to bring in many points now omitted, and the rating of men doing business at these points thereby secured.

5. The insertion of maps in the general reference book of the Bradstreet agency.

6. The adoption of a system of membership cards on the part of both agencies, each subscriber to be entitled to as many as desired, said cards to facilitate direct correspondence between the subscriber and any district manager of the agencies.

7. That R. G. Dun & Co. place the rating which parties are entitled to at their branch location, as well as at their main place of business.

8. That Bradstreet's should abandon the use of tissue paper in making their reports.

9. That the Dun agency give more Gazetteer matter or general information under the town heading. Be it

Resolved—That each local association is hereby earnestly requested to furnish each of its members the prescribed form in which agency records are to be kept, and that it shall be the duty of the local Committee on the Improvement of Mercantile Agency Service of each local association to explain to its members the importance of keeping these records, and to urge upon them to keep them; and that the Secretary of the National Association be instructed to make this a special feature of association work in the ensuing year, by urging the same upon the local associations and individual credit men by correspondence and otherwise.

The discussion was particularly upon Resolutions 3 and 4, representatives of the agencies claiming that these were not practicable.

The resolution on Department of Prosecution against parties in fraudulent failures was brought before the convention with the clause, "that the expense of such prosecution be prorated upon the creditors."

The discussion resulted in practically tabling the resolution and the appointment of a committee to work out some feasible plan of action.

Wednesday a paper was given by Jas. L. McWhorter, of Nashville, on Cooperation in Collections, which proved to be the most able paper of the meeting. Resolutions were adopted in regard to the Ray bill, now before Congress, which embodies amendments to the present bankruptcy law, and committees were appointed to telegraph the proper parties at Washington upon the passing of these amendments. Shortly after the convention adjourned the amendments were adopted by Congress, and the action was almost unanimous. Resolutions were also adopted by the Association to use its utmost endeavors to pass a law governing the sale of goods in bulk in all states where the law is not now in force. The resolution to use a credit clearing house was lost and a committee was appointed to consider the matter during the coming year as to how best to exchange commercial information. Credit department methods, credit insurance, etc., were discussed. The following officers were elected for the ensuing year:

- President—J. Harry Tregoe, Baltimore.  
 Vice-President—Geo. W. Pulfer, Detroit.

Secretary and Treasurer—W. A. Prendergast, New York.

The hospitality dispensed by the people of Louisville bore the marks of what has so long been known as Southern hospitality and was generous in every way. The convention was said to be the most important and brought the best results of any convention that has ever been held by this Association. The next meeting will occur at St. Louis, Mo.

The Credit Men's Association of Grand Rapids is a branch of this Association, and held its last meeting Tuesday evening, June 17, at the Lakeside Club, it being the last meeting until the heated season is over. A luncheon was served and reports given of the preceding month's work. It being the anniversary of Bunker Hill, Rev. J. Herman Randall and Hon. Chas. E. Belknap, of this city, entertained the meeting with reminiscences, which were also accompanied by readings, music and a general good time. Lee M. Hutchins.

**Still Believes in Signs.**

An amusing story is told of a young New York clothing salesman. He found a pony shoe. Believing in the old superstition that horse shoes bring good luck, he had it polished and carried it about in his pocket. He is employed in a rather exclusive establishment not many miles from Trinity church, and claimed that the horse shoe brought him a number of customers. One day he discovered that he had lost his talisman. He told his fellow clerks about his loss and adopted a suggestion from one to advertise for the shoe in the New York Herald, which he did. The firm employs a number of delivery wagons, and the word was quietly passed around to the many drivers that in response to the advertisement they must all go to this young salesman with all the old horse

shoes they could find. The joke was carried out to a finish and it nearly finished the salesman. Up to the present time he has not recovered the pony shoe. He says that his luck is "all to the bad." It brought the poor fellow almost to distraction to have half a dozen people a day coming to him with a big horse shoe and asking whether that was what he had lost and claiming the reward.

**The Man to Be Avoided.**

- Who vilifies his benefactor.
- Who unjustly accuses others of bad deeds.
- Who never has a good word for anybody.
- Who is always prating about his own virtues.
- Who, when he drinks, drinks alone.
- Who boasts of the superiority of his family.
- Who talks religion downtown in connection with his daily business affairs.
- Who talks recklessly against the virtue of respectable women.
- Who runs in debt with no apparent intention of repaying.
- Who borrows small sums on his note or check dated ahead.
- Who won't work for an honest living.
- Who looks down upon those who do.
- Who imputes bad motives to those trying to do good.
- Who betrays confidence.
- Who lies.
- Who is honest only for policy's sake.
- Who deceives his wife and boasts of it to others.
- Who chews tobacco in a public conveyance.
- Who gets intoxicated in public places.
- Who partakes of hospitality and talks behind his entertainer's back.
- Who borrows money from a friend, then blackguards the lender.

**Her System.**

He—Mrs. Wise seems to understand how to manage her husband pretty well.  
 She—Yes. She lets him have her own way in everything.



# Look to Values

**When you buy covert coats**

**Look** for the best coats made and you will find them in our line.

**Look** at the material, the best No. 1 Palmer covert. We use them for their wearing qualities.

**Look** at the linings and workmanship.

**Look** at the fit every time.

**Look** at our sizes and see if they are not full and true to size.

**Look** to the interest of your customer, and see that he gets good values so that he will come to you again. We make these goods in our factories and will be pleased to receive a sample order and test the truth of our statements.

THE IDEAL CLOTHING CO.

61-63 MARKET ST

38 & 40 LOUIS ST.  
GRAND RAPIDS, MICH.



## The New York Market

Special Features of the Grocery and Produce Trades.

Special Correspondence.

New York, June 21—Aside from the strike uncertainty there is nothing to mar the usual serenity of business and jobbers almost all report good demand for almost all sorts of goods. This is especially true of articles in vogue for camps and out-of-door gatherings. Great quantities of goods are shipped to the Catskills, the Adirondacks and all through the Maine woods. These goods are profitable articles, and the season promises to be a very satisfactory one.

Coffee is steady. That does not mean very much, but it seems that no decline has taken place this week and there is, perhaps, no better word to use than steady. Buyers are not at all anxious to purchase ahead and only an everyday trade can be reported. The supplies continue large. The crop receipts since July 1, 1901, at Rio and Santos now aggregate 15,183,000 bags, against 10,676,000 bags at the same time last year. In store and afloat there are 2,564,263 bags, against 1,185,035 bags at this time last year. At the close Rio No. 7 is worth 5½¢. Mild coffees are slow, but as the supplies are only moderate the market is fairly steady. Good Cucuta is worth 8¼@8½¢.

Some business in sugars has been transacted in the way of withdrawals, but new business is moderate and the cut in price seems to have had little, if any, stimulating effect. It is rather strange to have a cut in price at this time of year, and it may have set buyers to wondering whether any further reduction is coming. Anyway they are taking small quantities and seem to be simply waiting.

Japans and Formosas are decidedly strong at the recent advance and, in fact, the undertone of the whole tea market is firm, while there seems no reason whatever why the improvement should not continue right along.

There is a fairly good demand for rice and the situation is in favor of the seller. Exporters as well as home traders are doing a fair amount of buying and prices are firmly maintained, although not changed from last report.

Pepper is strong and shows a trifle advance. Aside from this there is an average trade going forward, and the "average" is not very large at this season of the year.

The demand for canned goods is excellent in most lines and it seems as though no matter how large this season's pack might be it would all be well taken care of. Salmon promises to be hardly scarce, but there seems no overabundance and in vegetables there will be a shortage of peas unless the West comes with a huge pack, and high prices are anticipated right along. The pack of tomatoes is not likely to be big enough to cause an overflow and prices of futures are very firm within the range of \$1@1.05. Spot goods are worth \$1.35@1.40 at factory and \$1.45 here. In Baltimore carload lots are worth \$1.35. There is a steady call for corn and the market is very firm at 67½@70¢ for spot New York and fancy Maine up to 85¢.

Dried fruits are quiet. A trip through the whole market will elicit no news beyond the stereotyped "Nothing doing." Spot prunes appear to be working out through the various channels and possibly the new crop will come upon the market in pretty good shape. Quotations on almost all sorts of goods are quite firmly maintained and, in fact, one might say that no concession is being made in any direction. Amalia currants are worth, in barrels, 47¢.

Oranges are firm and fancy California navel are sold from \$6.50@7.50 per box; budded, \$2.25@4; Valencia's, \$4.50. Lemons are steady and about unchanged. The range is from \$2.75@3. Bananas are steady and meeting with good call from many out-of-town points. A good share of the butter business being done is of a speculative nature. Best Western creamery is firm at about 22¢; seconds to firsts, 20@21½¢; Western imitation creamery, 18@19½¢;

Western factory, 16@18½¢; renovated, 17@20¢.

The cheese market is dull and the tendency is toward a lower basis. Neither exporters nor home dealers appear to take any interest and not over 9½¢ can be quoted for the best full cream.

Receipts of desirable eggs are light and the market is firm. Best Western, 18½@19¢; fancy canded, Michigan and Ohio, 17½@18¢; average ungraded, 16@16½¢.

Philadelphians are protesting against the carting of the old Liberty Bell around the country. Every time an exposition is held there is a demand for the bell and crowds assemble along the railroads to see it pass through. The Philadelphians object not so much to the wear and tear on the old bell as upon their councilmen. These public officials have to take their turn as members of committees having the relic in charge, and the strain on their nerves is beginning to tell—to say nothing of the vile cigars they are compelled to smoke and the large quantities of wines and other liquors they must consume while out junketing.

## Business Wants

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

### BUSINESS CHANCES.

**FOR SALE—DRUG STOCK, INVOICING** \$1,500; the best layout in the Copper country for a young man with \$1,000 cash. Address F. Hibbard, Rockland, Mich. 550

**FOR SALE OR EXCHANGE FOR A GRAIN** elevator or other property—A farm of 120 acres land, oak openings, 90 acres improved, fair buildings to accommodate two families; located on main traveled road, 7 miles from West Branch, Mich., 8 miles from Prescott. Will exchange for elevator located in potato and bean section of Michigan. Address G. F. Gross, Waterford, Mich. 549

**FOR SALE—SELECT STOCK GENERAL** hardware situated in one of the most thriving and beautiful towns in Northern Michigan; owner wishes to go West; correspondence solicited. Address K, care Michigan Tradesman. 514

**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 location; village of 800; price, \$6,000. Address M. A. France, Olivet, Mich. 548

**FOR SALE—A NEW \$80 NICKEL IN THE** slot Regina, oak finished, with 11 time disc, 15½ inches in diameter. Will pay for itself in a very short time in a public place; guaranteed o. k. \$40 buys it. Address No. 560, care Michigan Tradesman. 560

**FOR SALE—PLANING MILL, WELL** equipped and doing a fine business. Address H. D. Cove, Charlotte, Mich. 559

**FOR SALE—CHEESE, BUTTER AND ICE** Cream factory; will exchange. F. A. Stivers, Ann Arbor, Mich. 558

**FOR SALE—PHOTOGRAPHIC STUDIO** in hustling town of 15,000; low rent, best prices; ground floor, best location; price \$400 less than inventory. Address No. 557, care Michigan Tradesman. 557

**FOR SALE—STOCK OF GENERAL MER-**chandise, invoicing about \$1,000; located in one of the best farming localities in the State; good shipping point; postoffice, feed mill and flour exchange in connection; a good chance for a man with small capital. Address No. 556, care Michigan Tradesman. 556

**HARDWARE STOCK FOR SALE; ABOUT** ten thousand dollars; in best fruit and Lake Shore city in Michigan; reason, health. S. W. Barker, Grand Rapids, Mich. 554

**WILL SELL DRUG BUSINESS OR TRADE** for Grand Rapids property well located. Might add some cash. Box 734, Belding, Mich. 552

**FOR SALE—FIRST-CLASS STOCK OF** china, crockery, granite, tin, housefurnishings and bazaar goods; established fifteen years, paying \$3,000 to \$4,000 a year; in a rapidly growing city of 20,000; stock clean and up-to-date; leads the city in its line; bought at import and from factories; will invoice \$8,000 to \$10,000; half cash and collateral for balance will be accepted; best reason for selling; best mercantile opening in the State. Address B, care Michigan Tradesman. 553

**FOR SALE—FINE TWO-STORY STORE** with barn, on street car line; or will exchange for merchandise. Address 482 Washington Ave., Muskegon, Mich. 554

**START A BUSINESS OF YOUR OWN** with our cigar vending machines and make \$40 to \$60 weekly; they work while you rest. Write us to-day for particulars. Michigan Novelty Works, Vicksburg, Mich. 555

**FOR SALE—A WELL ESTABLISHED** wholesale paper and stationery business located in a thriving Indiana town; an excellent opportunity for the right party; can give good reasons for selling; will pay to investigate. Address N, care Michigan Tradesman. 553

**FOR SALE—CLEAN RACKET STOCK AND** shoes and some dry goods; stock \$2,500; Northern Iowa; 1,400 population; rent or sell building; no trades; write at once. Joseph Bohning, Belmont, Ia. 552

**FOR SALE CHEAP—FLOUR AND FED** store in city of Muskegon; good location; doing good business; reason for selling, have other business; a bargain if taken at once. Address R, 33 Morris St., Muskegon, Mich. 551

**FOR SALE—HARNESS, TRUNK AND VA-**lise 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. 510

**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. France, 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 LOCAT-**ed, 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 press, 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. Fanckboner, 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

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

**FOR SALE—STOCK OF HARDWARE AND** furniture in Northern Michigan. Address No. 503, care Michigan Tradesman. 103

**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

**SAFES—NEW AND SECOND-HAND FIRE** and burglar proof safes. Geo. M. Smith Wood & Brick Building Moving Co., 376 South Ionia St., Grand Rapids. 321

**FOR SALE—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—MOSLEY, 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; inventory 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

**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

**PHARMACIST, SITUATION WANTED;** can manage general store. Address No. 561, care Michigan Tradesman. 561

**WANTED—A POSITION AS A CLERK,** window trimmer, in Northern Michigan during the hay fever season; experienced man. Address E. H. S., Box 88, Mulberry, Ind. 555

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

**DRUGGIST, MIDDLE AGED AND EX-**perienced, desires situation; no bad habits; references. Address Box 114, Woodland, Mich. 516

## Cheaper Than a Candle

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

**O&S**  
**Imported**  
**KOBE**  
JAPAN RICE  
BLUE PAPER LINED POCKETS



If you want an inside figure on a stock of  
Gasoline Lamps which must be turned into  
cash at once, Address

H. W. CLARK, Ann Arbor, Mich.