

MICHIGAN TRADESMAN

Nineteenth Year

GRAND RAPIDS, WEDNESDAY, JULY 2, 1902.

Number 980

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.

Widdicomb Building, Grand Rapids
Detroit Opera House Block, Detroit

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

WILLIAM CONNOR

WHOLESALE READYMADE CLOTHING

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

William Alden Smith Building,
Grand Rapids, Mich.

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

Tradesman Coupons

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WORK AGAINST THE GRAIN.

It is a sad commentary on our boasted advance in social and industrial conditions that so much of the world's work nowadays is work against the grain. The number of workmen who take real pleasure in their work seems to be pretty small. Work, to many workers, is something always more or less disagreeable, to be gotten through with and done with. These men grumble and growl, shirk all they can, loaf all they can and have no real heart in their work. When the whistle blows tools and unfinished pieces are dropped just where they happen to be and, with a sigh of relief, the workman turns away. Probably it has never occurred to him that a man can be, and ought to be, happy in his work, and that if he does not take pleasure in it there is something the matter with his work or with him. They do not fit. It is true, nevertheless, that all man's work should be happy work, and there are wise men who have studied deeply into social and industrial problems who assert that once upon a time most men were happy in their work. Down to the nineteenth century the power by which the world's work was done was muscular. A man could go apart from his fellows, take his power with him and do his work by himself. Each man was many-sided and developed along many lines; he was skilled in a great variety of work. But when the steam engine came workmen could no longer do their work where they pleased. They must gather around the source of power. This meant the factory system, the organization of industry, the division of labor, its concentration in cities, labor unions and trusts. Civilization was transformed and the individual was forced to specialize in his work. So that now we have, instead of workmen, operatives who for the most part can not even make a nail, a boat or a chair, but one part only. And this specialization has extended to all kinds of work and into the professions, so that physicians are no longer physicians only, but oculists, aurists, specialists in various forms of disease. Clergymen, even, are exhorters, exegetes, and some, it has been wittily observed, show leanings toward Christianity.

Nobody doubts that this specializa-

tion is, on the whole, a good thing, but is it not possible that even this good thing may be carried too far? Grant the advantage gained when a man puts all his energies to one kind of work, when he makes only knives or pottery or binds books. But the process has gone so far that nowadays most operatives make only one part of a knife or one part of a vase or a book, one part of a nail or a pin, even. A man stands at a machine all day, and day after day, until he has no heart in his work and becomes a mere machine himself. He suffers dreadful weariness, he is not interested, his work is monotonous. Now in the old days, before we had steam engines William Morris tells us that when a man turned a wheel or threw the shuttle or hammered the iron he was expected to make something more than a water pot, a cloth or a knife. He was expected to make a work of art, also, which means that he put his own individual intelligence and enthusiasm into the goods he fashioned. He was forever striving to make the piece he was at work upon better than the last and so he developed his body and his mind. To-day the greater part of the workmen are engaged in work which can not greatly interest them and which can only be wrung out of them by compulsion. All man's work should be happy work; it should not go, as so much of it now does, against the grain. Work into which a man can put something of his own individuality is happy work; mechanical, machine toil is unhappy work, and only done to be gotten through with. This is the price we are paying for cheap, machine-made goods and the minute subdivision of labor. It will bear thinking about.

The English people are not much given to superstition, but there has existed among them a curious belief that Edward VII. would never be crowned although he might live to be King. It is even said that the King himself was affected by this superstition, which was founded on what astrologers and palmists had said when in early life they had looked into his fate. The Queen, too, is declared to have anticipated the illness of the King which has prevented the coronation. Superstition is a strange survival of times when it was common to consult soothsayers, and signs and symbols were universally supposed to possess significance as to human fate.

It has been officially decided that the thousand young women in the Chicago University shall hereafter be segregated. They are not to receive instruction or to recite in association with the young men. The professors declare that the girls acquire mannish manners by contact with the other sex, and that both the boys and the girls will make better progress in their studies if they are separated. Not all the professors entertain this view. Some think it is a great mistake and that the departure will be a great blow to the cause of education. The girls feel insulted, but the boys display no regret on account of the change.

GENERAL TRADE REVIEW.

The only exceptions to an unruffled tide of prosperous activity throughout the country are found in the slight interference and disquiet of the labor strikes and in the continued cool weather which has had an adverse influence on summer clothing distribution in some localities. These impediments are scarcely sufficient, however, to make a perceptible ripple on the smooth flood.

As compared with the same season last year, the stock market activity is much less; but it must be remembered, in making the comparison, that at that time the country was in the height of the greatest activity known. The present season is only accounted dull in comparison with that era, but, considering other standards, the market is far from dull. The course of prices is upward and the buying is more for investment than is usually the case. The long interruption of the coal strikes is scarcely affecting any of the roads concerned, as the public well know that they must have the hauling of the coal eventually, and the longer the strikes the higher the prices of that commodity and, consequently, the greater the profits for the roads. The transportation outlook as a whole was never so favorable—crop prospects promising and every indication of continued activity in every quarter. The close of the fiscal year brings a comparison of reports which will show that the last is far in excess of the preceding, although that was a record breaker.

With the semi-annual settlements there is a slight flurry in money rates, but not more than should be expected. Payments are being gradually made and it will not be long before the investment of dividends will be felt in the market. The ending of the long season of paying revenue taxes to the Government will also have an effect in lessening the flow into the Treasury, which has long had an accumulation in excess of any before known in its history.

Iron and steel contracts continue to advance farther and farther into the future, locomotives, for instance, being engaged for delivery in 1894. Some wheels are idle on account of scarcity of fuel, but as a whole the activity is unabated. The textile fields are also in unusual activity and the reduction in prices on cotton goods puts that trade on a better parity with the raw staple. Wool and woolen products are well sustained.

It is said that nothing is too good for Americans in France now. The action of the American Government and the American people in providing relief for the sufferers in Martinique has quite captivated the French. It is actually stated that innkeepers and shopkeepers and all those who cater to travelers make it a point of honor to refrain from robbing the American tourists. This friendly discrimination can not fail to be appreciated and it will be a relief to Americans in France not to find it advisable to conceal their nationality.

Getting the People

Personality and Innuendo in Advertising.

In no field of work is singleness of purpose of greater value than in that of publicity. The object of advertising is to get the people and any attempt to serve another purpose is sure to result in failure for both. If the attempt is made to kill two birds with one stone it must be the one kind of bird, getting the people; any attempt to kill another kind, such as getting even with some one who has crossed our path, must always be too clumsy to be effective against the more desirable game.

Personalities are never desirable in business. It is all right to say that one's goods are the best as long as the comparison is a general one, but when we say that our goods are better than those sold by John Smith & Co. we make a mistake. Ten to one if we are not giving the rival firm more value by bringing them into the competition than we gain for ourselves.

Advertising which mentions competitors in any designating way is undignified; undignified advertising is never successful. It is not necessary to name "John Smith & Co." to come under this designation; pointing out by location or in any way to show who is meant is just as bad. As far as advertising or selling goods is concerned we may have the best and the cheapest, but we should accord the same privilege to others. Our concern is our own wares. We have nothing to do with those sold by our competitors.

Advertising competition may be a good thing in spurring to effort—and certainly is good for publishers—as long as personal or direct reference to brands of goods is avoided. But when the competition is carried to indulging in invective or innuendo or in detraction of any kind it is no longer legitimate advertising and is the least profitable to the one who pays the bills. The others may usually afford it.

The advertisement is no place in which to "get back" at any one. Especially reprehensible is the practice of condemning competing brands of those which a row with some jobber may have brought into disfavor. An amusing instance of this kind recently came to notice in this department. One of our local jobbers had incurred the resentment of a country dealer and the latter, to get even, came out in his paper with an advertisement making a scurrilous attack on the dealer by name and on the brands of goods which he handled. Then to secure circulation the dealer conceived the brilliant scheme of sending the advertisement for criticism. Fortunately there is no obligation compelling the carrying out of adroit schemes of this kind by the Tradesman.

It is not for me to say whether this world is large enough for dealers to get along without competition and other rows, but I will say that such rows may never properly extend to the advertising field. When they do they will always be at the cost of effectiveness to the aggressor in advertising work.

* * *

There are many points of merit in the shoe advertisement of Wolf & Clark, both in the writing and printing, yet there are several ways in which it could be improved. The writer has proportioned his work to the space nicely and the description brings out each specialty with strength and definiteness, but he stops just short of that which would

SHOE SENSE!

We carry a Complete Line of Shoes in all Shapes and Sizes. Our Stock is composed of the BEST SHOES on the market and any one with common SHOE SENSE can find what they want from our new line



LADIES', GENT'S, MISSES AND CHILDREN.

IN GENT'S SHOES

We have the "Snow" line of Fine Shoes, in Patent Leather and guaranteed. The BEST. for the price we ask.

IN LADIES' SHOES

We have the Brook's Bros.. Hand Turned. patented Flexible Welt in Patents and Vici

In Work Shoes we handle the well known

"HARD PAN LINE"

They wear like iron. Every inch of leather used in this shoe is from first quality stock. To produce a better Work Shoe for the money, is impossible. All we ask is a trial.

EVERY DAY A BARGAIN DAY.



WOLF & CLARK.

"CASH STORE."

TEKONSHA, MICH.

SAVE YOUR EYES

Spectacles are intended to rest and save the eyes as well as to improve the sight. The time to begin using them is the moment any sign of weakness appears. If the eyes smart, blur, or ache, or if vision becomes at all imperfect, you should be fitted at once with suitable glasses.

EXAMINATION FREE.

We will be glad at any time to carefully examine your eyes. We will tell you candidly whether or not you need glasses. If you do we will supply them at a reasonable price and guarantee them to be a perfect fit.

W. F. HESSLER,

DRUGGIST.

ROCKFORD, MICH.

NO SENSE OF MODESTY

Keeps us from praising the Chocolates we sell in the highest terms. They're not made by us but they ARE made by the best candy manufacturers in the country. Allegretti's, Lowney's, Gunther's, Bunte Bros., Standards and others.

WE HAVE THEM ALL

You will find them displayed in our popular Ice Cream Parlor.

W. STUBBS & SONS

bring most results—the price. It seems a pity to stop just short of what would give it most value. The printer has done well in the proportion in display and in adhering to uniform style in type, so far as possible. His work would have been much improved, however, by the omission of the two ornamental flourishes and by giving more space on the inside of the border. The white space given to the flourishes is needed for the type.

W. F. Hessler succeeds in writing an attractive and complete optical advertisement in a proportion which displays happily in the shape of a mortar. The idea is well carried out and in a way to lose no strength in the result. The proportion of white space is very good.

One hardly knows what accusation is to be encountered in the beginning of W. Stubbs & Sons' advertisement and so the eye is apt to be attracted. I notice a little carelessness in arranging the wording, which makes the selling at the highest terms, when the writer doubtless means the praise. Selling at the highest terms is not always an attractive feature, although it is better than the other extreme. The printer's work is simple and in good taste.

A. L. Gleason presents about as badly mixed a production in all regards as one is apt to meet in the space. The border is patchy and the cuts are selected and arranged at random and the treatment is as badly mixed. I would make about four advertisements out of the copy furnished. There is, to my mind, an incongruity between a razor and a lumber wagon—between a butcher knife and a hay rake. One advertisement devoted to cutlery, another to hardware, another to groceries and another to farm implements and vehicles would, in my opinion, have increased the results more than fourfold.

Her Mistake.

Two elderly women and an old man, evidently strangers in the city, and who were carefully guarding a huge telescope between them, stood at the Morton House corner for an hour the other day waiting for some kind soul to direct them to the residence of a friend they had come to visit. The noise and bustle of the city evidently confused them, and they stood bewildered, not knowing which way to turn. Finally one of the women plucked up courage to address a man who was passing, saying, "Could you tell me where Will Blank lives?"

"Who?" enquired the man.

"Why, Will Blank. He used to live next door to us at Linton, and we have come in to see him."

The man had to acknowledge he had never even heard of Will Blank, and the old lady turned away with a scornful smile, saying, "Oh, I thought perhaps you lived here."

Good Advertising

is a science which few merchants have time to acquire. They can, however, obtain a knowledge of slow-pay and poor-pay and don't-pay customers by investing in a membership in the COMMERCIAL CREDIT CO., which places every merchant in a position to discriminate between the good and the bad, the true and the false.

I Am Still Here!

with the noblest line of Buggies and Harnesses in the country. Also Wagons —Harrison and Weber. In Cultivators I think I have them all beaten

Get prices on Hardware and Groceries and I am sure you will leave me your money.



Just received a car of fresh Lime and Cement. Also Hay, Feed, Oats and Bran, and the best line of Mowers, Rakes and Binders on earth—the McCormick. I sell you goods so that you can and do get value received. Respectfully, A. L. GLEASON

A. L. GLEASON
COPEMISH. MICH

The New York Market

Special Features of the Grocery and Produce Trades.

Special Correspondence.

New York, June 28—Half the year gone. Business has settled into the usual midsummer channel of dullness and for the ensuing eight weeks the grocery trade will have its annual period of comparative non-activity. Never were there so many people leaving the city for a summering in the country and the effect must be felt in certain ways very distinctly.

The coffee year comes to an end before another letter will be sent and, so far as profits are concerned, the retailer seems to have been the man who has gathered the best harvest. Coffee at retail is too high for popular consumption, said one the other day. And yet it can be bought, such as it is, for 12c. The demand during the week has been of an average character. Speculators got in a little fine work Thursday and sent the price up, on paper, about 10 points. The actual coffee, however, is practically without change and Rio No. 7 closes at 5 1/4 c in an invoice way. Receipts at primary points continue fairly large. Since July 1, 1901, the crop receipts at Rio and Santos have aggregated 15,315,000 bags, against 10,808,000 bags in 1900-1901 and 8,853,000 bags in 1899-1900. In store and afloat there are 2,536,941 bags, against 1,198,414 bags at the same time last year. Mild sorts have remained steady and quotations are without change.

In sugar there is the same story of continued inactivity, so far as new business is concerned. Something is doing in the way of withdrawals under old contracts, but the general policy of buyers seems to be a waiting one. Refineries are slightly behind in filling orders on certain grades, but, upon the whole, there is no complaint. Stocks of raws are large and there seems to be a feeling that a decline may come at any time in refined, so buyers are loth to take more than enough for present requirements.

The market for Japan teas is strong and about 1c has been added to previous valuations. Sales have been freer than for some time and orders have come from every part of the country. Dealers are more hopeful than for a long time.

The rice market is in good condition. The demand during the week has been very satisfactory to the seller and a good trade from now on is anticipated. Prime to choice Southern, 5 1/4 @ 5 3/4 c; Japan, 4 3/4 @ 5c.

The jobbing trade report a fair summer trade in spices, but, of course the volume of business is limited to everyday needs and the situation calls for no further remark.

Most of the molasses business done this week has been in the withdrawal of supplies under old contracts, the volume of new business being limited. Quotations are unchanged. Good to prime, 17 @ 27c. Syrups are moderately active at recently prevailing figures.

In canned goods the week has been fairly active and especially have salmon and spot tomatoes been in good request. Some Canadian tomatoes, 3s, were sold to Philadelphia parties at \$1.50 f. o. b. here, which is the record price to date. There is a big acreage of tomatoes reported set out in Maryland, Delaware and New Jersey and a good big pack may be looked for; but no matter, it will be almost certainly absorbed. The pea pack has been rather disappointing on the Peninsula and we shall now have to fall back on New York State and the West. Prices are well sustained on everything and if it were not for impending strikes there would not be a cloud to shake one's belief in the future of all sorts of canned goods.

There has been some business done in spot prunes at 2 3/4 c for old crop, f. o. b. coast, Santa Clara fruit and 2 3/4 c for Sonoma and Visalia. General trade is rather quiet and buyers take only small lots.

Lemons, Sicily, \$2.50 @ 4.50, as to size and condition. Trade is hardly as active as last week and a slight decline

has set in in the price per box at auction. Oranges are slightly lower. Bananas are steady.

Arrivals of butter within a day or so have been rather larger and the tone of the market is slightly easier. The demand keeps about steady. Best Western creamery, 22 @ 22 1/4 c; seconds to firsts, 20 @ 21 3/4 c; imitation creamery, 18 1/2 @ 19 1/2 c; factory, 17 @ 18 1/2 c; renovated, 19 @ 10 1/2 c.

The supply of cheese is not so large as last week and, while there has been no advance in quotations, there is a better undertone to the market, both home and domestic. Best full cream New York State 9 3/4 c for either white or colored.

The supply of really desirable eggs is light and arrivals are quickly taken care of. Best Western will fetch 19 1/2 c; fair to good, 18 @ 19c; fancy candled, 18 @ 18 1/2 c; uncandled, graded, 17 @ 17 1/2 c; ungraded, 16 @ 16 1/2 c.

Abolishing the Mailing of Receipts.

The Western Association of Shoe Wholesalers has taken up the matter of discontinuing the sending of receipts for remittances, having recently issued the following letter to its members under date of June 24:

Why burden yourselves with the expense of postage, labor and stationery necessary for sending receipts for remittances, unless certain customers require it?

Many jobbers and manufacturers have discontinued the practice and find it entirely satisfactory. Probably you have done so; if not, why not begin now and let it be a uniform practice among our members? It will save you a very considerable expense.

It can be put into operation easily and with no extra expense over and above the postage and labor of sending the last receipt, by enclosing a slip similar to the one enclosed herein with that last receipt and make a notation on the ledger account of that customer showing he has been notified. If he requires that in his case you must send receipts, so note on the ledger and your record is complete.

If we do not hear from you we will conclude you have already adopted the plan or will do so. If you have tried it give us the benefit of your experience.

Sample Notice.

We have discontinued sending receipts for remittances. It has been thoroughly demonstrated that the recognized forms of remittances are in themselves their own best receipt—and that other receipts are unnecessary.

Remittances should be made either in bank draft, express or postoffice money order. Very few remittances go astray; and in rare instances, where one does fail to reach its destination, the proof that it was sent lies with you in your own town, as the draft, express or postoffice order you mail us is endorsed by us and then deposited in our bank. The draft or order then bears on its face or back the entire history of the transaction. If necessary either your bank, the local express agent or the postmaster, as the case may be, will trace the matter through for you and show payment.

This plan is being adopted generally throughout the mercantile world and will, we trust, meet with the approval of our customers.

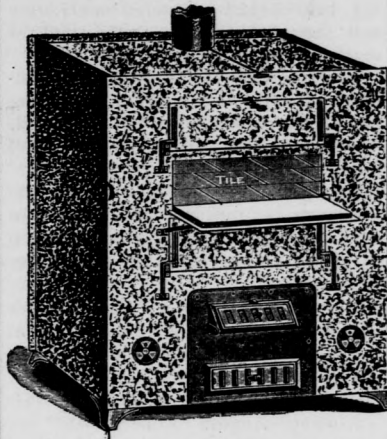
F. M. C. COFFEE MILLS

Roasters of
HIGH GRADE COFFEES
GRAND RAPIDS, MICH.

You ought to sell

LILY WHITE

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



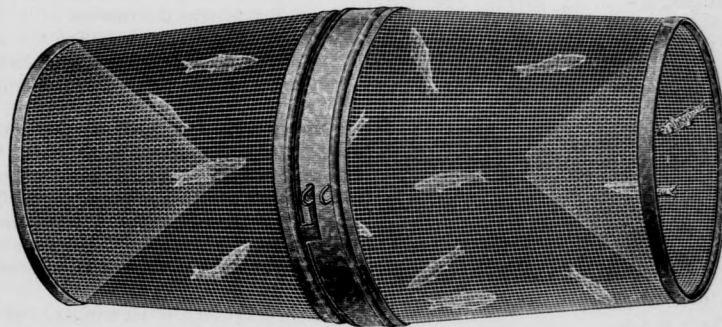
182 BELDEN AVENUE, CHICAGO

BAKERS' OVENS

All sizes to suit the needs of any grocer. Do your own baking and make the double profit.

Hubbard Portable
Oven Co.

"Sure Catch" Minnow Trap



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

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

Retails at \$1.25 each. Liberal discount to the trade.

Our line of Fishing Tackle is complete in every particular.

Mail orders solicited and satisfaction guaranteed.

MILES HARDWARE CO.

113-115 MONROE ST.

GRAND RAPIDS, MICH.

The "Imperial"

100 CANDLE POWER
GRAVITY GASOLINE
LIGHT

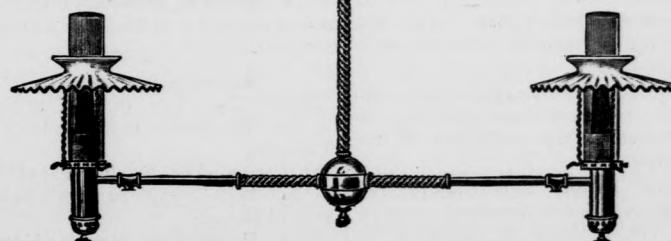
CLEAR, POWERFUL, WHITE,
SMOKELESS

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

We also Manufacture
a full line of
Pressure System Lamps.

From Lowest Grade of Gasoline

Send for Catalogue.



The Imperial Gas Lamp Co.

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

Around the State

Movements of Merchants.

Lester—E. Forney succeeds E. N. Rathburn in general trade.

Pellston—Mrs. Bertha Berry succeeds John Wachtel in general trade.

Hartford—E. S. Young has bought the T. J. Johns flour and feed stock.

Quincy—F. M. Turrell has purchased the meat market of J. C. Rogers.

Saginaw—J. W. Aldrich has purchased the grocery stock of Tedford & Lamont.

Durant—Elmer C. Barlow has sold his grocery stock to Hopkins & Mills.

Cascade—W. D. Kennedy has purchased the general stock of G. P. Stark.

Fowlerville—Roy Wickman, meat dealer, has sold out to Archer O. Grover.

Ironwood—A. J. Schneider, boot and shoe dealer, has removed to Hurley, Wis.

Niles—Snyder & Burlingame have sold their jewelry stock to Edwin A. Smith.

Galesburg—L. L. Bowen has purchased the grocery stock of F. J. Austin & Co.

Milford—Silas B. Rice has removed his general merchandise stock to Brighton.

Marlette—Frank G. Smith has purchased the harness stock of A. Winterstein & Son.

Cadillac—Arthur H. Webber will engage in the retail furniture business about Sept. 1.

Brighton—Silas B. Rice has purchased the general merchandise stock of G. S. Burgess & Co.

Farwell—Lester F. Leonard continues the grocery business formerly conducted by Asa Leonard.

Muskegon—Lyman & Gillespie, druggists, have dissolved partnership, W. D. Lyman succeeding.

Ann Arbor—The Herrick Grocery Co. has purchased the Johnson stock of groceries from W. N. Salisbury.

Pellston—Wm. Roberts has engaged in the meat business, having purchased the market of E. W. Peister.

Saginaw—August Novy has engaged in the grocery business. He purchased the stock of Wm. I. Amsbury.

Charlotte—Dan Hickey has opened up a new drug store. Harry Sparks, of Jackson, is the pharmacist in charge.

Cass City—McArthur & Ale have purchased the dry goods and men's furnishing goods stock of George Matzen.

Flushing—W. H. J. Martin & Son, undertakers and dealers in furniture and crockery, are closing out their business.

Shelby—J. H. Chapman has sold his drug stock to Hoffman Bros., who will continue the business at the same location.

St. Ignace—The Alexander Fair meat market has passed into the hands of the sons of the deceased, Martin and Charles Fair.

McClure—Lewis S. David, general merchandise dealer, has taken his brother into partnership under the style of David Bros.

Port Huron—Walter Sanderson, who recently resigned his position in Meisel's store, has embarked in the coffee business.

Clinton—Richter & Hittle, druggists and grocers, have dissolved partnership. The business is continued by Hittle & Pardee.

Allegan—John C. Stein has purchased the bazaar stock of goods formerly owned by O. W. Bliss and will add it to his dry goods stock.

Port Huron—I. L. Marshall, of Lansing, has opened a confectionery store and ice cream fountain in the store recently occupied by A. J. Cummings.

Traverse City—Chas. Rosenthal, proprietor of the Boston store, is erecting an addition to his store building and, when completed, will put in a line of furniture.

Traverse City—A. E. Wilson, the contractor and builder, has embarked in the grocery business at 511 South Union street under the style of the Union Grocery Co.

Marquette—The stock of groceries and crockery of the store conducted at Munising by the late Wm. A. Brown has been shipped to Marquette and placed in charge of J. T. Jones.

Lansing—August Roller, who has lately been with the Hammond Beef Co., has purchased Gottleib Reutter's meat market at 322 Washington avenue South and will continue the business at the same location.

Constantine—W. M. Spencer has purchased J. F. Eesley's interest and R. J. Fenner has bought the interest of S. J. Sawyer in the Eesley Milling Co. at Constantine. Messrs. Spencer and Fenner are now sole proprietors of the milling property.

Lansing—The drug business conducted under the firm name of A. C. Bauer & Co. has been incorporated with \$5,000 capital and will be known as the A. C. Bauer Co. Associated with Mr. Bauer as stockholders are E. J. Bauman, of this city, and Frank W. Curtis, of South Haven.

Grant—Jorgensen & Hemingsen, who have been engaged in general trade for over eighteen years, have dissolved partnership, A. Jorgensen, in company with his son, Albert, continuing the business under the style of Jorgensen & Son. J. Hemingsen, together with his son, Henry C., has purchased the grain elevator at this place and will handle grain, flour and millstuffs under the style of the Hemingsen Co.

Lansing—Dealers in trading stamps who supply Lansing merchants are putting up a stiff fight to knock out trading stamp opposition among Lansing meat dealers. One of the stamp men says he has already induced three of the meat dealers to renounce their allegiance to the anti-trading stamp element. Some of the meat men say, however, that they will not take trading stamps again, no matter what stand their competitors may take on the question.

Detroit—The stockholders of the State Savings Bank have agreed almost unanimously to increase the capital stock of the Bank from \$500,000 to \$1,000,000. The increase is already subscribed, and the money will be paid on or before July 5. This increase is resolved upon because of the great business being done by the Bank. Its deposits are over \$13,000,000, and it seems at the present rate of increase as though they would total \$15,000,000 by the end of the current year.

Manufacturing Matters.

Brown City—The Brown City Grain Co. has filed articles with a capital stock of \$30,000.

St. Joseph—The St. Joe Paper Box Co. has been organized with a capital stock of \$6,000.

Port Huron—The Hebner Harness Co. has been organized with a capital stock of \$10,000.

Monroe—The Floral City Preserving Co. has increased its capital stock from \$15,000 to \$18,400.

Chelsea—The West German Cement Company, capital \$1,000,000, has filed articles of incorporation.

Battle Creek—The style of the Malted Food Co., Limited, has been changed to the Norka Food Co., Limited.

Jackson—E. S. Stevens has purchased the interest of Eli Wise in the Stockbridge Elevator Co., and will hereafter conduct the business.

Deerfield—W. F. Weisinger and Dale Munsen are building an elevator, 40x50 feet in dimensions and 86 feet high. Its capacity is 40,000 bushels of grain.

Tustin—Breen & Halliday, of Grand Rapids, have purchased of the Union Lumber & Salt Co. all of its wood stumps and will begin at once cutting the wood.

Ishpeming—H. C. Cain, who is engaged in the manufacture of ice cream here, is considering the advisability of opening a general merchandise store at Humboldt.

Frankfort—The White Star Portland Cement Co., composed of Detroit men, has filed with the Secretary of State a notice of an increase of capital from \$10,000 to \$1,500,000.

Pontiac—The Pontiac Sheet Metal Manufacturing Co. has purchased the Van Kleek property and is preparing to begin the manufacture of the household specialties covered by patents of F. C. Sherman.

Belding—Wilson, Dimmick & Sinclair, planing mill operators and lumber manufacturers, have dissolved partnership, Alvin S. Dimmick retiring. The business will be continued by M. L. Wilson and Willis D. Sinclair under the style of Wilson & Sinclair.

Schoolcraft—Wm. L. Porter will move his grist mill from Lacota to this place, where it will be erected on the site of one burned twenty-five years ago. He expects to commence the erection of the mill July 10 and have it completed and in running order September 1.

Constantine—G. A. Brown, of St. Johns, has agreed to engage in the manufacture of dining tables here, furnishing \$10,000 capital, giving employment to fifty men, and guarantees to disburse \$25,000 in wages annually, conditional on the village furnishing him a factory building, with dry kiln and engine room, estimated to cost \$5,000.

Leslie—The People's Bank has taken possession of the Leslie Elevator Co., which has recently been operated by L. M. Russell and R. A. Ludwick. The Bank alleges irregularities on the part of Mr. Ludwick, which that gentleman denies. The report that the Bank would lose heavily caused a run on the Bank, but only about \$5,000 in funds were withdrawn.

West Bay City—The Hecla Cement Co. expects to have its plant completed within the next thirty days, and will commence the manufacture of cement at once, provided there is any change in the coal strike here. The plant will manufacture 1,000 barrels of cement per day, but machinery to double that capacity will be installed. The company has a franchise for furnishing gas in West Bay City, and work on the gas plant will be started as soon as the present rush of operations is over.

FALSE TO THE CORE.

Unwarranted Remarks Recently Uttered by Alderman Renihan.

The remarks made by Alderman Renihan before the Common Council Monday evening, and published in yesterday's issue of The Post, were so much in error and so misleading that we feel it our duty to place the facts as they really exist properly before the public:

Our factory is one of the largest and most modernly equipped in the country. Throughout our entire factory electricity is used for lighting purposes during the summer months, while gas is used in the winter. We also have a large number of electric fans, which are kept in constant use, and the floors of our factory are thoroughly mopped and cleaned when occasion requires. The walls are all whitewashed a snowy white and a large water filter is kept in constant service supplying the purest water possible.

Five Hundred Dollars to Charity.

We will pay \$500 to any charitable institution on the following conditions: First, \$100 if Mr. Renihan will produce the name of another cigar factory in the city, union or non-union, which affords any greater advantage; \$100 if Mr. Renihan can prove that we have knowingly and willingly violated any labor law of this State; \$100 if we can not show Mr. Renihan that our girls go to union shops and girls come from union shops to our factory. We simply desire to call this third clause to Mr. Renihan's attention to show that it is not a matter of girls, but the Cigarmakers' union, who desire to dictate how many girls each factory may employ and what each girl shall do; \$100 if any factory or work-shop of any description can be found in this city employing as large a number of girls whose average wage scale exceeds ours. We refer to the State Labor Bureau as evidence on this subject.

The other \$100 will be paid if we do not make more cigars than any five of the largest union cigar shops in this city.

We feel rather inclined to excuse Mr. Renihan from the remarks he made, as they were so greatly in error and so far from the actual existing conditions that they apply to us in no particular. We also beg to thank all the aldermen who were fair to us in this matter and extend a cordial invitation to any committee the Common Council may choose to appoint to make a thorough inspection of our factory at any time they may desire.

In conclusion, we would say regarding the poorly paid and poorly fed help, so pathetically referred to by the alderman in his address, that the State Factory Inspector holds a detailed report recently furnished him by us on this subject and that our factory is inspected regularly and approved by him. He holds a list of the girls employed by us and the average wage scale paid, and as his office is located in this city these details are not hard to obtain. The sanitary condition of our factory is also duly inspected by the proper officers, and we do not think there is another factory in the United States that gives this any greater attention than we do.

Yours respectfully,
G. J. Johnson Cigar Co.

Corunna—Austin Phillips is the inventor of a system for making ginger ale by the aid of gas, after simply putting ginger extract, sugar and water in a barrel and drawing it out by a tap like a beer pump. The American Ginger Ale Co. with a capital of \$100,000 has been organized by Mr. Phillips and several Detroit men to manufacture the machinery for making the popular drink.

REMEMBER

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

GRAND RAPIDS SUPPLY COMPANY

20 Pearl Street

Grand Rapids, Mich.

Grand Rapids Gossip

S. A. Sears, who is now Acting Manager of the great Kennedy factory at Cambridgeport, as well as Manager of the local branch of the National Biscuit Co., is spending a few days with friends and relatives here.

Alfred J. Brown has returned from Minneapolis, where he attended the annual convention of the American Seed Trade Association and the American Seed League, with both of which organizations he is affiliated. Mr. Brown says that vegetation and crops in Minnesota are fully two weeks ahead of Michigan, although this condition is usually reversed.

Henry Idema, who has financed some of the largest corporations in the city, is at work on a \$500,000 lumber corporation, which will probably be known as the Boyne City Lumber Co. The timber on which the enterprise is based comprises about 20,000 acres of hardwood, which will be cut and hauled over the Boyne City and Southeastern Railway to Boyne City, where it will be cut in a mill which will be erected for that purpose. Wm. H. White, the Boyne City lumberman, has subscribed for \$100,000 of the stock, L. H. Withey has put his name down for \$32,000 and H. B. Lewis, Amos S. Musselman and Henry Idema have each taken \$25,000. The remainder is taken in smaller amounts by Grand Rapids, Kalamazoo and Manistee capitalists. As soon as the reports of the estimators now on the timber are received, the organization will be perfected.

The loss of business sustained by the Michigan (Bell) Telephone Co. in this city is plainly shown by the shrinkage in the size of the May directory as compared with its immediate predecessors. The directory issued last August contained 1,024 names which do not appear in the last directory, published in May, and the May directory contains the names of hundreds of people who had their Bell phones taken out months before the directory was issued. The Tradesman is informed by an official of the Bell company that its paid connections in this city do not vary a dozen from 1,800 and that every day the number is growing less. It is a matter of common knowledge that some of the employees of the company predict that the number of Bell phones in use in Grand Rapids Jan. 1 of next year will be considerably below 1,000. The Citizens Telephone Co. has 4,523 patrons in this city and several hundred applications for service on file.

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 rules promulgated by the Treasury Department practically place a ban on process butter, which tends to take the value out of low grades and packing stock. Factory creamery is steady at 22c for fancy and 21c for choice. Dairy grades are sluggish at 16@17c for fancy and 15@16c for choice.

Cabbage—Home grown commands 90c per doz. Kentucky fetches \$2 per crate.

Celery—Home grown is in limited supply at 18c per doz.

Cherries—Sour, \$3.50 per bu. Sweet,

\$4 per bu. The crop is not large and the canners are paying up to \$3.25 per bu.

Cucumbers—40c per doz. for hot house.

Currants—Cherry, \$1.35 per 16 qts. Small, \$1.20 per 16 qts.

Eggs—The price has advanced fully 1c during the past week. Local dealers pay 16@17c for candled and 14½@15½c for case count.

Figs—Five crown Turkey command 14@15c.

Gooseberries—\$1.10 per 16 qt. crate.

Green Onions—12c for Silver Skins.

Green Peas—\$1.40 per bu.

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 60c per bu.

Maple Sugar—10½c per lb.

Maple Syrup—\$1 per gal. for fancy.

Onions—California, \$2.25 per sack of 100 lbs.; Kentucky and Louisiana, \$1.50 per sack of 70 lbs.

Oranges—California Valencias, \$5.50.

Parsley—35c per doz.

Pieplant—2c per lb.

Pineapples—Floridas command \$4.50 per crate of 24 to 36 size, one kind 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—Receipts are liberal, especially of young poultry. Live pigeons are in moderate demand at 50@60c and squabs at \$1.20@1.50. Spring broilers, 13@15c; chickens, 8@9c; small hens, 7@8c; large hens, 6@7c; turkey hens, 10½@11½c; gobblers, 9@10c.

Radishes—10c per doz.

Raspberries—Red, \$1.60 per 12 qts. Black the same.

Spinach—45c per bu.

Squash—Summer fetches 75c per basket.

Strawberries—\$1.25@1.50 per 16 qt. crate.

Tomatoes—80c per 4 basket crate.

Wax Beans—\$1@2 per bu.

Hides, Pelts, Tallow and Wool.

The hide market remains quiet, with little change. Old stock is plenty and is being mixed with the new take-off to sell. Prices are firm, but are no higher.

None but lambs and short wool skins are being offered. Prices are fair and fully high.

Tallow shows a firmness in place of a decline. Stocks are accumulating. The demand is good.

Wools do not materially change in values in the East, although an anxiety among the buyers in the states crowds it up slightly above the market value East. Some are inclined to speculate, claiming short clip, etc., and manipulate lots in order to buy. The outlook is good for future of wool to be higher, as it should be. Wm. T. Hess.

Flavor of Eggs.

Dr. J. H. Kellogg, writing in Modern Medicine, says the eggs of a scavenger hen are not fit to be eaten. His attention was called to this a number of years ago. A lady said she could not eat their eggs. She wanted "sunflower eggs." He asked her what she meant by that, and she said that an old German at home fed his chickens on sunflower seeds, and that the eggs were remarkably sweet. Some of the eggs were sent for, and this was found to be true. Eggs do partake of the nature of the food which has been eaten.

This is a chance for chicken raisers to build up a trade in fancy eggs at a higher price, recommending them specially for invalids.

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

The Grocery Market.

Sugars—The raw sugar market is weaker, the price of 96 deg. test centrifugals having declined ¼c. Refiners are buyers at this price, but holders are not offering very freely and but little business is transacted. The weak and lower market for raw sugar, the continued cool weather and the fact that the trade are fairly well stocked for present needs tend to make the refined market rather dull and featureless. Buyers lack confidence in the market and prefer to hold back, awaiting further developments. Owing to the cool weather, the consumption of sugar is not as large as was expected, and dealers are looking for a decline of five to ten points on all grades.

Canned Goods—Trade in canned goods continues good, with the volume of business very satisfactory for this time of the year. The high prices of some goods and the scarcity of others have curtailed buying of some lines, but, on the whole, trade has kept up well. The situation generally shows very few changes. Tomatoes show undiminished strength, both on spot and future goods. Spot stocks are exceedingly light and are held a trifle firmer. Present prospects favor a somewhat smaller yield than was at first expected, and this fact, coupled with a practically entire clean-up of the 1901 pack, will undoubtedly be a source of strength to the market. Corn is in very good demand, both for spot and future goods, particularly for the medium grades, of which large sales have been made recently. Unfavorable advices still arrive telling of almost total failure of a considerable acreage in some sections. Only a small demand is reported for peas. Buyers have apparently supplied their wants for the present. There is some business in peaches. Stocks, however, are pretty well cleaned up and the new crop will come on a practically bare market. Canned apples, both spot and future goods, are selling well. There is considerable demand for spot gallons, but they are practically exhausted and in some cases buyers are forced to take 3 lbs. instead. Sardines are firm and a good steady demand is reported. Prospects now are for a satisfactory pack this season. Salmon is moving out well under a good consumptive demand. This good demand is expected to continue for some weeks yet, as this is a time of the year when the sale of salmon is usually heavy.

Dried Fruits—The dried fruit market is fairly active for this season of the year. Prunes continue in quite good demand, orders being for small lots of most all sizes, but with the market on large sizes very firmly held. Crop prospects favor an abundance of small fruit and a premium is asked for the large sizes. Raisins are in strong position still. Demand is especially good for seeded. Stocks of both loose and seeded are light and holders show some disposition to ask higher prices. Apricots and peaches are both firm and in good demand. Stocks of both are small, but this is particularly so of apricots. Dates are strong and in fair demand for this season of the year. Prices show no change. Figs are about exhausted in first hands and should be entirely cleaned up before the new crop arrives if the present good demand continues for a few weeks.

Rice—Trade in rice is very good indeed, sales during the past week having been of a very satisfactory volume, better, in fact, than is usual at this time

of the year. Prices are very firm, some grades showing an advance of ¼c. Millers' stocks are light and most of the mills are closed for the season. Holders appear to have full confidence in the maintenance of prices in the future and concessions were absolutely refused. As the country is lightly stocked, it is only a matter of time when the question of re-supply will become more active, followed by an upward trend in prices. News regarding the growing crop is rather unfavorable. General indications at the moment point to a delayed and diminished yield.

Molasses—The molasses market shows no change, prices remaining steady under a moderate demand. Trade is mostly on medium grades and of only small quantities such as are needed to fill the usual light demand at this season of the year. Trade on molasses in cans, however, continues to be quite satisfactory. On account of the strong corn market, corn syrup is very strong and higher prices are looked for very soon.

Fish—Trade in fish is moderate, codfish being in quite good demand at previous prices, but mackerel is quiet just now, with very little demand.

Nuts—The most interesting article in this line at present is peanuts, which show a slight advance, with the prospects of a further advance very soon. Demand is very good, some large sales during the past week being reported. Almonds show considerable strength with stocks very light. Brazils, however, are slightly easier with demand very light.

Rolled Oats—The rolled oats market is in exceedingly strong position. Prices have advanced 50c per barrel and 20c per case, with most millers withdrawn from the market, and what few are offering sell for greatly delayed shipment only. Demand is very good, dealers buying heavy stocks in anticipation of still further advances.

Bankruptcy of the Michigan Telephone Co.

The Michigan Telephone Co. has reached the end of its rope, six months' interest on the \$5,000,000 of 5 per cent. bonds having been defaulted July 1.

The interest paid on these bonds last January was not earned, but was advanced by the Erie Telephone Co.

Frantic appeals were made by the directors of the Michigan Telephone Co. to the Erie Telephone Co. to tide over the crisis again this month, but the Erie Co. evidently acted on the assumption that it did not pay to put good money after bad and declined.

It is considered likely, therefore, that proceedings will be begun to foreclose the mortgages which secure these bonds, after the ninety days have expired which is necessary to permit the default to become operative.

It is possible that some plan of reorganization may be decided upon by which about 75 per cent. of the \$5,000,000 in stock and 25 per cent. of the \$5,000,000 in bonds would be cut out. Should such a squeeze be carried through the company would be able to resume business for a time, but it is only a question of months when a second liquidation would be necessary, because the earnings of the company are \$220,000 less than the operating expenses and interest on the bonds.

It is not surprising that the union cigarmakers should make an effort to bar S. C. W. cigars from John Ball Park, because, if they did not succeed in doing so, S. C. W. would be about the only brand which would be called for.

ON THE EXCURSION TRAIN.

Incidents Seen Through the Eyes of a Drummer.

Perhaps one of the most important factors in the training of the successful traveling man is his experiences on the various railroads of our country. Here he often meets cranky conductors, supercilious baggagemen and a car full of people who always give ample room for character study.

I myself am a drummer and I always like to relate one short trip I took across Michigan:

It was on an excursion train in early autumn. The carriages were filled to overflowing. I had fully made up my mind before starting that, if I could only get a seat, even a squawling baby being joggled up and down in the aisle—babies have no business on excursions anyway—wouldn't move my legs, no matter how much it touched my heart. I secured the seat, but, alas! the baby was likewise provided for the occasion, and I pensively viewed the landscape in order to escape the expectant and reproachful glances cast in my direction. My ears, however, refused to listen to murmuring brooks and seemed to prefer babbling tongues instead:

"Yes, there's that brute of a man a settin' there while that poor tired little kid is a squawlin' its very lights out, an' he never even a seemin' to notice it. Minnie won't have such a good time as she planned, with the two twins both a walkin' an' a keepin' of her on the trot the hull time—and the baby, too."

Poor Minnie! I wondered how she managed to have a good time at home, much less abroad. A piercing wail from the youngest baby of the trio, with a fierce yell from the twins, gave me faith in the old saying, "The hand that rocks the cradle rules the world," when above the uproar I again heard Minnie's zealous advocate:

"You're the only man on this car that hasn't had decency enough to get up an' give his seat to the ladies. Don't you hear that poor dear little baby a crying?" indignantly.

"I do, madame, I do. I can hear eight babies crying, but this particular one seems to have an extra pair of lungs, as a reserve, I suppose."

I rose as I spoke, and was somewhat disgusted to find that I was the only man in the car. As I vacated, two women filed into the seat, each with a two-year-old in her arms, followed by Minnie with a yearling. A brother of the grip, grinning at the door, winked and whispered "Rice!" as I came up.

"Where?"

"In here—look down the aisle."

All on board appeared undisguisedly interested in a very young couple standing in the aisle, who were so absorbed in each other that they failed to notice the interest they were exciting in the others. Both were apparently very happy, holding hands, exchanging fond smiles and not a few smacking kisses that must have reached the ears of the engineer. My brother drummer, who is very, very sociable, decided to get acquainted with the young couple. He leaned over the youth and asked in a stage whisper:

"Say, is that your sister? All the fellows on the car are trying to make a mash on her. Introduce me, won't you?"

A pleased smile crossed the rather vacant countenance as he gave an extra squeeze to her hand, nudged her and said:

"Naw! she's my wife."

"Tell ye what, we had a pretty tough time afore we got hitched, though. Her dad's rich an' natchally's looked some higher than me for his gall, but Jennie, she says, says she, 'I hain't never a goin' to marry no man for his money unless I love him,' so we kep' company six months an' the old man see it was no use an' gin in—an' we was spliced this mornin'. I borrowed money enough to take a little trip. I ain't the kind that has folks say I'm too darn stingy to go for a weddin' trip."

For fifteen minutes longer Brown jollied them up for the edification of the crowd, when he was suddenly interrupted:

"Lake Town? Lake Town! This can't be Lake Town! Why, I left Lake Town this morning—it can't possibly be Lake Town!"

The conductor was standing beside a woman whose voice rose almost to a scream in her excitement.

"I am sorry, ma'am, if you have made any mistake, but this is certainly Lake Town."

"Then it is your fault! You should have noticed my ticket wasn't for here, it was for Beaverville. You'll have to give me a pass back to-day or I'll report you. Such a careless thing to do! I don't believe yet it's Lake Town—why, when I changed cars I asked a man which was the south train and he said it was this one. He must have known—"

"Are you going to get off here or not? We can't hold the train all day." He had fished out her ticket from his pocket and was impatiently waiting for her answer.

"Have you any people living here?"

"Yes, but I insist on your paying my hotel bill for all that. I never had such a thing as this happen before in all my life, and I've crossed the ocean, too; but then, steamboat officials are not so careless—"

"I'll give you a pass back, for tomorrow, but nothing else. You should have asked a guard what train to get on."

The lady took the pass and moved toward the door, relating as she went how she "had crossed the Atlantic without ever getting mixed when she changed cars."

The next incident of interest was caused by a pug dog, his mistress—whose age might have been anywhere between 30 and 40—and my volatile friend Brown—flirt, 25, married—who has since gone way back and sat down.

Brown commenced operations by carressing "Beauty," as the fair one called her ugly little pup, asking his name, age, accomplishments, if his health was good, etc., etc., the lady answering with a lisp and an ingratiating smile. Then the subject—quite naturally—changed from Beauty to Beauty's mistress. She mentioned sweetly how dear all living things were to her, but Beauty most of all; how in the past she had never trusted men—but tenderly added she would always feel differently in the future. Her health was very delicate, hysteria usually succeeded a fainting spell. Brown grew sympathetic.

"Won't carrying Beauty so far, standing, make you feel faint and weary, little girl? Pardon me, you must not think me familiar, I feel as though you were my younger sister."

"Oh, thank you, but won't your arms get tired, too, Mr. Brown?" passing the surprised cur over to Brown. "Now here comes the conductor—I am so glad



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Old National Bank,

Grand Rapids, Mich.



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The best location in Indiana for a general store in a town of 800 inhabitants, with unlimited territory. Center room in above building, 31x80. Basement under entire room. Twelve ft. cement walk. Modern in every respect. All office rooms on second floor are occupied. Postoffice will be located in this building. Only one general store in town at present. Our other general merchant gave way in order that this new building might be built on the old stand. For further particulars, call on or address

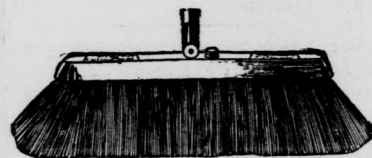
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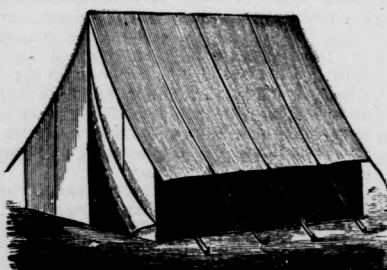
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Chas. A. Coye, 11 and 9 Pearl St., Grand Rapids, Michigan

I have a protector, a man is so much more effective than a woman," sweetly. "What's this dog doing here? Can't you read plain English? He must go into the baggage car."

"Beauty shall not go into the baggage car! He has never been away from me, his mistress, in all his dear little life. I'd cry myself ill if he had to go into the baggage car!"

"The baggage car will be the best place—"

"Oh, you brute! No, no, I didn't mean you," and, throwing her arms around Brown's neck and dropping her head tenderly on his shoulder, she began to cry.

Brown, for the first time in his life, looked floored. The conductor now harshly joined in:

"If you and your wife can't occupy a little less room in the aisle you had better go into the other car with the dog. If you have so much room for an extra one in your family you'd better adopt a baby and not make such a row over a dog!"

When the train soon after pulled up at our station the woman was frantically hugging Brown and the dog and begging Brown "not to forsake her," Beauty was yelping and kicking, the conductor was vainly trying to get hold of the dog, and Brown—well, Brown was sweating and praying earnestly for death! Only one thing remained for him to do and he did it: Slowly he wrenched the yelping canine into a position where the conductor could reach it, told the lady the truth, that "it was all he could do," and, as she wildly chased the conductor and dog in one direction, Brown fled in the other, staggering blindly off the steps and murmuring, "Thank Heaven!"

J. L. Noremac.

A Scheme Which Didn't Work.

The following correspondence is self-explanatory and goes to show that often the worm turns just in time to be trodden upon:

Dear Madam—I take pleasure in shipping to your address a rug valued at \$50, for which I shall be glad to receive your check. If you do not desire the rug, please return it.

"The idea!" she exclaimed. "I never knew such impertinence."

Then she sat down and wrote the following:

Dear Sir—I have ordered no rug from your establishment, and see no reason why I should go to the expense of returning that which I do not want, and which was sent to me unsolicited.

To this she received the following answer in due time:

Dear Madam—I will send for the unsolicited rug, and I trust you will do me the favor to send for the unsolicited charity entertainment tickets which now lie, with about twenty-eight others, on my desk.

"The discourteous boor!" she exclaimed.

"Evidently," he soliloquised, "there are methods of procedure that can not be successfully applied to business."

Why He Kept Quiet.

The new clergyman had been asked to Sunday dinner by one of the families of his congregation, and had accepted.

"You are a real good boy!" he said to the small son of his host at table.

"Me?" said the boy, surprised at unsolicited commendation from any source.

"Yes," went on the minister, "I watched you all through the sermon this morning, and you hardly moved."

"Oh!" exclaimed the lad, as a light broke upon him. "Well, you see, I was afraid of waking pop up."

UNION LABOR TYRANNY.

Indiana Business Men Form a Union of Their Own.

Labor troubles have brought about a curious condition of affairs in Vermilion, Parke, Clinton, Vigo, Clay and Sullivan counties, Ind. Friends of long standing have been estranged, business relations broken up and many quarrels started in a dozen different communities.

One man has been murdered, another dangerously wounded, eight others beaten, forty or more business firms placed under boycott and the life of a minister who criticised the acts of organized labor has been threatened and a boycott declared against his church.

The cause of all this was a strike resulting from a trivial dispute between the Terre Haute Street Railway and its employees. The Central Labor Union of Terre Haute took a hand in the trouble and declared a boycott against the street car company.

Next the boycott was extended to every person who rode on the cars. It was soon extended to any man's business, and groceries, dry goods houses, mills and factories were one after another placed on the list.

Notices were sent out from time to time to all the mining towns in Clay, Vermilion, Parke, Sullivan and other counties giving the names of the firms on the list and asking the organized miners and others not to purchase goods from local merchants who bought at the Terre Haute jobbing houses. Some of the merchants ignored the threats, and the boycott was thus extended to a dozen or more towns, which were thus brought into the controversy.

If a dealer went to Terre Haute from another town and rode on a street car his name was secured and placed on the list and his customers at home were asked not to deal with him. A merchant who lived at Brazil missed his train at Terre Haute one afternoon and went home on the interurban. His customers were mainly miners and they at once ceased to trade with him. The milkman who delivered milk in his store was notified by a local union to cease doing so, and when he refused the miners' families in the town refused to buy of him.

The matter even extended to his children in the public school, and one miner took his children out of school because one of them was seated next to the merchant's little daughter. The teacher refused to make any change in the seating of the children, and a boycott was proposed against the school, but the plan was not approved when submitted to the union.

A New York drummer, who knew nothing of the state of affairs in Terre Haute, rode from the railway station to Main street on an electric car. Two union men followed him into every store he entered and told the proprietors that they would suffer if they bought any goods of him. He left the place without making a sale.

The Rev. Dr. Waterman declared in a sermon that the conditions existing in Terre Haute were a disgrace to the city and that the law should be enforced, and he was threatened with bodily harm and a boycott was established against him and his church.

The Commercial Club took some 500 people out to see a new manufacturing concern, using the electric cars for the trip, and the Central Labor Union declared that this was done to weaken the effect of the boycott against the com-

pany and the club was placed on the list also. This had the effect of putting many persons on the boycotted list who had not ridden on the cars, and nearly every business man in the city was now under the ban.

This state of affairs brought about a very natural result in the organization of the business men of the city for self-protection. They thought that the unions were carrying the matter too far, especially as all the men who had engaged in the strike had either returned to work or had found other employment.

But when they went to the Central Labor Union and asked that the boycotts be lifted they received the reply that they could not be lifted, even if the central body was willing, for the street car company was on the unfair list, and every one who patronized it must be placed on the same list with it.

The business men then formed an organization, which is known as the Citizens' Protective League. Its object is to protect the members against the unreasonable aggressions of the labor organizations.

No sooner was this league formed than the Central Labor Union placed all of its members on the unfair list and sent agents into all the surrounding towns with notices to the local merchants not to patronize any of the business men who had joined it. The membership of the league is now about 1,200, and includes nearly every prominent business man in the city.

In the meantime, the original cause of the trouble has been lost sight of and the street car company is running its cars regularly and without hindrance.

Speaking of the condition which brought about its organization, President Rankin of the league declared:

The American idea that is referred to so much these days means, among other things, equality of all men. It means in such cases as the street railway affair that the workingman shall have his rights, but it means liberty at the same time, and is utterly opposed to force and intimidation.

When the unions undertake to say to friends of labor that they must do certain things under penalty of some sort, public sentiment will not uphold the unions. And we have organized to protect ourselves and uphold the liberty of the community.

Eternal Discount.

"Nobody ain't neber satisfy," said Uncle Eben. "Ef I was rich enough to hab an automobile, I reckon I'd get lonesome an' wish it was a mule, so's I could talk to it."

Guardians

The Michigan Trust Co. fills all the requirements of a guardian both of person and estate. We are considered competent to pass upon all questions of education, training, accomplishments, etc., of the ward. We have an extended and successful experience in caring for the interests of minors, insane, intemperate, mentally incompetent persons, spend-thrifts, and all questions can be met with greater skill and economy than are likely to be found in the average individual guardian who meets such problems for the first time.

The Michigan Trust Co.
Grand Rapids, Mich.



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.

Beautiful
Large Grain Carolina
Sutton's Table Rice
Cotton Pockets. Retail 25c.



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.

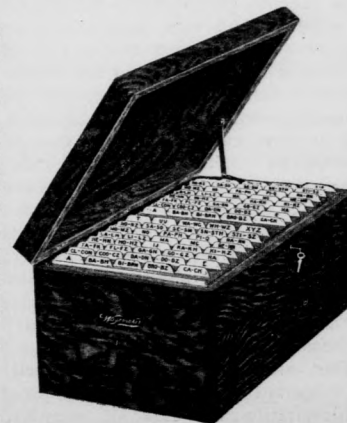
This arrangement is designed for different purposes, one of which is to file letters in one set of the vertical indexes and invoices in the other.

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.





Devoted to the Best Interests of Business Men

Published at the New Blodgett Building,
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One Dollar a Year, Payable in Advance.

Advertising Rates on Application.

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

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

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

E. A. STOWE, EDITOR.

WEDNESDAY, - - JULY 2, 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 25, 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-eighth day of June, 1902.

Henry B. Fairchild,

Notary Public in and for Kent County,
Mich.

CULMINATION OF THE MERGER.

Mergers are the rule. It makes no difference what is merged or whether or not anything is merged. "Merger" is the name of any combination to make money or, rather, to get hold of money that somebody else has worked for and thinks he has so secured that none of the plunder seekers can ravish it.

No matter how securely any money, either public or private, is fenced around or hidden away, a merger will always defeat such precautions, and place it in reach of the combination engaged in the merger.

Of course, the great Napoleon of merging is J. Pierpont Morgan. He began his wonderful career as a clerk in a bank, in 1857, and now, in 1902, he owns the United States and a large part of Europe, and in the course of a few years he will become practically the proprietor of the whole world. It is not known when the merger was invented, or if Mr. Morgan invented it, but he, at any rate, is the greatest master of its use. He merges all the steel works, all the railroads, all the steamships and organizes them into gigantic trusts. It will not be long before he will have merged everything in the domain of business, and then there will be no field for his mighty genius save that of merging the governments of the world.

Before that vast enterprise can be properly commenced it will be necessary to merge everything in the way of government in this great Republic. The merging of governments means simplicity. It gets rid of all that complication which is involved in what is called local self-government. There will no longer be any sovereign states in the Union, but all National and state government in the Union will be carried on from Washington.

What are now state governments will be relegated to the care of municipal administration, so that all counties,

parishes, cities and towns will be controlled from the state capitals, as that, for instance, the city of Grand Rapids and all the other towns and cities of this State will be governed from Lansing. The State administration and the Legislature will tax us, spend our money, appoint or dictate the appointment of all local officials and fasten their salaries and all other charges on the taxpayers without consulting them.

Fortunately, we have not reached this point just yet, but it is not far off, and must be soon arrived at in order to enable Mr. Morgan to consummate his last great scheme of merging governments into one grand administrative syndicate. As soon as all things shall be ready, and the time has been set for a date as early as next year, an assembling of the rulers of the great nations of the earth, either in their own persons or their chief councillors, will be called for and then the grand syndicate will be organized.

A writer in the May Atlantic Monthly has not thought it necessary to wait for the mighty consummation, but has set it all forth in advance. The way it was done was this, in brief: Mr. Morgan gathers on board of one of his magnificent steamers the rulers of the chief nations, or in their places their head secretaries. The ship was provided with all that could be required for human gratification, the great ladies of imperial, royal and republican courts not being forgotten, although they were strictly excluded from all political and business meetings. The ship went cruising in the Sargasso Sea, in mid Atlantic, where no vessels ever pass. The voyage having been most prosperously commenced, Mr. Morgan, as the chairman of the meeting, opened business thus:

"Now, in order to get right down to business, majesties and excellencies and honorables," he said, "I will ask you to state briefly the objections to my plan which may have occurred to you as we have been discussing it on the way hither. I have always found it wisest, in arranging gentlemen's agreements of this kind, to invite the frankest criticism. I then refute it, either by more arguments or more stock. So speak your minds without embarrassment."

"The financial difficulty most deters me," said M. De Witte, "such vast sums are involved. I fairly told my royal master before leaving St. Petersburg that if it involved another of my miraculous budgets, in which borrowed money was to appear again as ordinary revenue, I really could not undertake it. There are limits even to my skill in financial ledgerdom."

"Ja wohl," broke in the German Emperor. "I was saying the same thing to von Bulow. In the absence of Herr Bleichroder, with his expert advice, I would like to know who is going to finance this enterprise."

"I think I may say without majestats-beleidigung," observed Mr. Morgan gracefully, "that the various governments may safely leave all these mere details about money to me."

"Then we may consider the financial obstacle already surmounted!" cried Mr. Morgan, gayly. "What is the next?"

"There is, M. le President," said M. Delcasse, solemnly, "the French passion for gloire to be reckoned with. How shall we satisfy that if our army is disbanded?"

"Precisely," added General Andre, scowling horribly at the Germans across the table; "and our national thirst for revanche—what of that?"

"Gloire?" said Mr. Morgan, musingly. "I suppose it would be vain to quote to a Frenchman the noble words of our English poet:

"Oh, take the cash, and let the glory

go!" As for revanche, I only know that, like sons-in-law, it is very costly. But I presume that what you want is not simply to kill somebody, but to get your lost provinces back?"

"France," asserted M. Delcasse, "will never be satisfied short of that." "Then," broke in the Kaiser, "we may as well stop talking. That can be under no circumstances. Rather than give up the Reichsland, I will smash everything to pieces (Ich will alles kurz und klein machen)."

"It is evident," observed Mr. Morgan, judicially, "that we have simply a case of two railroads competing for the same territory. We must adjust the controversy by a pooling arrangement."

Mr. Morgan then explained that there is no question of public or private interest that can not be settled by money. It stands for every necessity of life, for every luxury, for all human power. If you have money enough you can have everything, because money will secure everything that man can need, and as it is with men so it is with governments. If any government gives up territory, that government will be fully paid for it, for, after all, what is pride compared with a plethora treasury?

The first thing agreed upon was universal disarmament. This set the war fund of each nation free for other uses. The warships of all nations were taken for coal barges, after they had been stripped of their useless cannon. As Morgan controlled all the industries in the world, and as some of these were suffering from strikes, he declared that he needed all the soldiers, except those wanted for police purposes, to work in his factories, and his list of laborers was increased by 2,500,000 who had been under arms. An international syndicate was formed, composed of all the great powers and capitalized to the amount of two thousand million dollars, on the following basis: For every \$100 of its military budget each of the several countries will be entitled to \$125, preferred stock, and \$107.50, common stock of the Trust. On this basis may be exchanged the annual military expenditures of Great Britain, placed by our expert accountants at \$460,000,000, France at \$213,000,000, Germany \$126,000,000, Russia \$213,000,000, Spain \$35,000,000, Italy \$76,000,000 and the United States \$204,000,000. This would leave the Trust a balance of working capital of nearly \$700,000,000. The most important feature of the entire business, and it is the chief feature in all the great trusts and mergers, is that no cash had actually to be put up, except what was required to patch up territorial differences between France and Germany.

As all commerce and manufacturing were syndicated and under the control of the Only Morgan, each nation had only to await its share of the profits. There was no competition anywhere. International questions ceased to exist and government became a simple machine or agency to maintain social order and carry on internal administration. Nobody save Morgan had any money. The banks never saw any, for they were mere clearing houses, handling checks or bills of exchange. The people worked and rested and ate and drank like parts of a vast machine. They saw no money from one year's end to another; their living expenses went through the local clearing houses in the form of memoranda. Nobody could have any ambition, because each individual was a part of a vast system and remained where he was placed, learning to perform only a certain function and nothing more. He was, therefore, incapacitated for any other place or

purpose. Theorists who wasted time in thinking when they should have been at work were kept in prison on starvation fare, and their complaints and criticisms never by any chance got into the papers.

Of course, nobody dared express an opinion about the grand Morgan system by which the world was ruled, but it was generally agreed that it had accomplished one good result: It killed off all the local politicians. Morgan was at the head of everything. He controlled everything. His mighty money power put him above every other influence. He was not dependent on votes and was under obligations to nobody and his first act when the politicians began to pester him for places was to put them in the penitentiaries at hard labor.

All this has not actually eventuated yet, but it will come to pass sooner or later under the great Morgan system, the merger.

The legislator or public official who poses as the friend and exponent of union labor not only lowers himself in the estimation of decent people and law-abiding citizens generally, but actually makes himself the laughing stock of union men as well. The latest attempt to play the role of demagogue is the illegal and high-handed action of Alderman Renihan, of this city, in embodying a clause in the contract executed by the city to the vendor of peanuts and cigars in John Ball Park, prohibiting the sale of non-union cigars. Of course, Alderman Renihan knew he was exceeding all legal bounds and stultifying himself in the eyes of every lover of fair play by undertaking to carry out such an un-American arrangement, but he evidently acted on the assumption that some one would be prevailed upon to sink his manhood and disgrace his birth and citizenship by such an action and by being the servile tool of a venal and unscrupulous organization he would, possibly, win the approval and, incidentally, capture the votes of the labor unionists in his ward. As a matter of fact, trades unionists detest a politician who truckles to them in this manner because they realize that he is simply acting the part of a crafty demagogue who is too penurious to buy votes and too insignificant to win them on a record for fairness and broad-mindedness. Alderman Renihan has voluntarily placed himself in a position where the finger of scorn will follow him as long as he lives.

A merchant, about to fail, invited his creditors to a dinner, and, after stating his condition, secured a year's extension from all present. One of the number, a relative, waited until after the others had retired and then accosted the debtor: "Of course I promised with the rest to extend the time, but you are going to make me a preferred creditor, are you not?" "Yes," replied the debtor, "I'll make you a preferred creditor. I'll tell you now that you are not going to get anything; the rest won't find it out for a year."

There were 400,000 telephones in the United States in 1897 and of these the Bell companies had about 300,000. Today there are about 3,400,000 telephones, of which more than 2,000,000 are controlled by the independent companies.

The London merchants who insured against possible loss of business in case of the King's inability to be crowned, will now congratulate themselves on their shrewdness.

MEN OF MARK.

Joseph Houseman, President Houseman & Jones Clothing Co.

A sketch of the prominent citizens of Grand Rapids, of the men who, by their energy and business enterprise, have made the city what it is, would not be complete without a review of the life of Joseph Houseman.

Although not a native of this country, Mr. Houseman has been so long identified with the business of the city, and his love for America and American institutions is so intense, that the fact of his foreign birth is lost sight of. Already past 70, Mr. Houseman is as keenly alive as ever to all that affects the welfare of our city, and points with pride to the share he has had in its development and growth.

Mr. Houseman was born February 13, 1832, at Zeckendorf, Franconia, Kingdom of Bavaria. He was an only son, with two elder sisters. His father was in comfortable circumstances, being a master linen weaver, employing many men.

While Joseph was yet a boy, his father died and much of the responsibility of conducting the business fell upon the shoulders of the young man. The training proved a valuable one, developing in him those traits which have helped to make him a successful man almost from the beginning of his career in this country.

The failure of the revolutionary movements of '48 checked the ambitions of the progressive young men of Germany; and besides, the Jews were not in full possession of their civil and religious liberty. Therefore, Mr. Houseman and several other young men of his district decided to come to America, where liberty and equality would be secured to them.

Mr. Houseman arrived in this country in July, 1853. He visited this city in 1854, but did not take up his residence here until 1857. He was at first connected with his cousin, Julius Houseman, of the firm of Ahlsberg, Houseman & Co., having branch houses in Savannah and Baltimore. These branch houses were mainly under the supervision of Mr. Houseman until 1869, when he settled down here as a partner in the firm of Houseman & May. In 1876, Julius sold out, but the firm name remained unchanged. Later the firm admitted to partnership Messrs. Donnelly and Jones and then became known as Houseman, Donnelly & Jones. On the withdrawal of Mr. Donnelly, a stock company was formed, known as The Houseman & Jones Clothing Co., with Mr. Houseman as President. Mr. Houseman takes a pardonable pride in his great store, at whose head he has been for more than twenty-five years.

For years he has been prominent in politics, but although often urged by members of his party to accept office he has steadily refused. His advice and assistance have always been eagerly sought by his party and readily given. In non-political, educational, mercantile and social affairs he has evinced the warmest interest, and has filled many positions of honor and trust, his business insight, conservatism and integrity making him a valuable member.

Mr. Houseman helped to organize the first building and loan Association in this city. It was known as the Grand Rapids Building, Loan and Homestead Association, and was organized in 1886, with Mr. Houseman as the first President. The organization of this Association

was due in a large degree to the strong interest Mr. Houseman has ever taken in working men. Anything that aids in improving their condition has always received his heartiest sympathy and support.

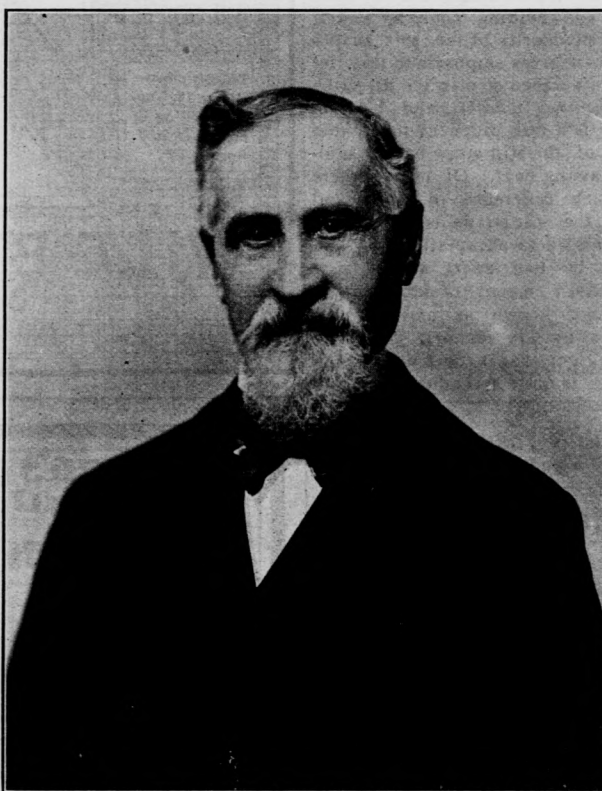
Mr. Houseman's business sagacity and his interest in the growth of the city were shown in his desire to improve the public roads leading into the city, so that they might be used as feeders from the surrounding country. The first company organized for the purpose of constructing gravel roads leading from the city was created in 1873, and known as the Reed's Lake Avenue Co., with Mr. Houseman as one of the incorporators and also Treasurer. The Division Street Gravel Road Co. was organized later, with Mr. Houseman also director and Treasurer.

As a member of the Board of Education Mr. Houseman served most acceptably from 1890 to 1896, a period of

Those who know Mr. Houseman's generosity and tender heart can well believe that he gives much time and money to this cause.

His home life is unusually congenial. He was married September 21, 1858, to Miss Henrietta Rose, of this city. Their living children are Maurice M., an attorney, for the last five years practicing in Chicago, but now located here; Henry, in business with his father, and Helen, now Mrs. Julius Gutman, of New York City. The grandparents, children, and grandchildren form one big family, united by bonds of confidence, sympathy and love.

Mr. Houseman's public and private life have been above criticism. A man with a strong sense of justice, he has a very gentle nature. Of sound and unshakable business principles, a calm and judicial mind, he combines with these qualities tender thought and sympathy and charity for all.



three continuous terms. He refused the nomination for the fourth term and was then appointed a member of the Board of Public Works, serving from 1896 to 1899. He is a director of the Grand Rapids National Bank, and a member of many other corporations and business institutions.

Mr. Houseman is President of the Jewish congregation, and has done more for its support than any other six members. He is most faithful and conscientious in the support of his church, and every Friday evening finds him in attendance at the religious meeting.

He is a trustee of the Grand Rapids Lodge 238, I. O. B. B., or Independent Order of B'nai B'Rith, meaning Sons of the Covenant. The purpose of this order is to look after the sick and needy of their own race, to watch with and bury their dead, and to protect and care for the widows and orphans.

"Damned With Faint Praise."

Dr. William Mason Grosvenor tells a story which illustrates the way which country folks have of expressing themselves strongly by understating rather than exaggerating the idea. He made a long trip through the woods of Northern Michigan with a guide named Gallup, who had a peculiar habit—one of many, in fact—of wearing five woolen shirts, one over the other. In spite of his eccentricities, they became fast friends. When they returned to civilization and were about to part, Mr. Grosvenor told the guide how much he had enjoyed the trip.

"Do you know," said the man of many shirts, with a scrape that was intended for a profound bow, "there's a lot of folks I'd just as soon not have gone with as you."

It was some time before the doctor got it through his head just what the guide meant.

If we love our neighbors and mind our own business we will not wander far from the right path.

PAYING INVESTMENT FOR MERCHANTS

The Kirkwood Short System of Accounts

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

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

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

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

Cabinet patented Mar. 8, 1898.

Book patented June 14, 1898.

Book patented Mar. 19, 1901.

For further particulars write or call on

A. H. MORRILL, Manfrs.' Agent
105 Ottawa Street Grand Rapids, Mich.

Harness

We call special attention to our line of single and light double harness. This is the time of year they sell. We are showing some new styles. Extra good values. Send us a trial order.

We still have some good values in dusters and nets.

Brown & Sehler
Grand Rapids, Mich.

Rugs from Old Carpets

Retailer of Fine Rugs and Carpets.
Absolute cleanliness is our hobby as well as our endeavor to make rugs better, closer woven, more durable than others. We cater to first class trade and if you write for our 16 page illustrated booklet it will make you better acquainted with our methods and new process. We have no agents. We pay the freight. Largest looms in United States.

Petoskey Rug Mfg. & Carpet Co., Limited
455-457 Mitchell St., Petoskey, Mich.

Clothing

Sundry Fads and Fashions Peculiar to Gay Gotham.

Perhaps the subject of Panamas will be a little nauseous after so much being said and written on the subject, but I can not refrain saying just a word about them. It certainly seems as though everybody could wear "genuine" Panama hats this summer, because they are advertising them as low as \$3, and as a genuine Panama hat will wear a number of years it would seem as though it was a most economical purchase. In fact I should suppose that if the claims made on these hats were true it would be the real "poor man's hat," but let me give a word of warning, "All is not gold that glitters," and all advertised Panamas are not genuine Panamas. Of course it is possible to get a very good hat, a so-called Panama, at a small price and one that will give excellent service and look well, in fact the material from which it is made may come from Panama. The fabric may even be woven in Panama, but the hat that has been known heretofore as a Panama hat can not be sold in this country at a ny such price as that. The trouble is that the word Panama does not mean what it did to the trade a few years ago; the name has become, so to speak, generic, and is applied indiscriminately to all hats of a certain class and style and I can see no reason under the conditions to-day why the above-mentioned hats may not be called Panamas; certainly a hat made from materials grown in Panama may just as properly be called a Panama as a hat made in Puerto Rico or made from materials grown in Puerto Rico may be called a Puerto Rican Panama, and it now lies with the consumer to decide what kind of a Panama he will wear. For myself I shall wear this season a genuine Panama of the class that was originally called Panama for a part of the time; for the rest I shall wear a rather smooth braid straw with a brim slightly wider than medium and a plain black band. Fancy bands have become outlawed for ordinary wear, since everybody, whether they had the slightest right to it or not, began a few seasons ago to wear college colors. For outing purposes light bands and even bands made from twisted India silk will be in good form, but brilliant colors—never.

I have just had my attention called to a letter which appeared recently in a New York paper, as follows.

May I enter a plea for the comfort of those who are compelled to be continually out of doors during the hot months that are in store for us? It is difficult to believe that when one is toggled up in a proper and stylish manner and has encased his neck in a high collar, hindered the motion of his wrists by stiff cuffs and generally tied himself up in clothes for the sole reason of looking decent—it is difficult, I say, to believe him comfortable.

In the early morning before old Sol has got in his fine work, the stylish man looks well, and no doubt feels prominent. But just take a peep at him about 3 o'clock in the afternoon; he is not then in a state of pre-eminence, for as a rule, you will note that his once nicely starched collar and cuffs have a decidedly crestfallen appearance—and I may add that sometimes they show traces of dirt which of all things is to be detested; the man himself has become changed, and he no longer walks in a stately and dignified manner; his shoulders sag (so do his pants), his step is uncertain, he does not flourish his newspaper nor stroke his mustache as he is wont to do.

I would suggest as a partial remedy for the trouble, that some dress for the

man of business who has to be out in the sun be adopted. It need not necessarily be of freakish design, but it ought to be simple, well-looking and common sense. I can not suggest such a dress, as that is not in my line, but I should think that the stiff collar and cuffs, the tight clothing and so forth might be done away with, and give place to a costume more becoming the weather. Stocks are not to be thought of, leave the neck free. The women do not mind going about in low neck. Why should the men?

Let us hear what some of your many readers have to suggest upon this subject, for that it is one that will interest many I have no doubt.

The suggestions made in the above letter are very excellent, but the writer seems to forget that men's apparel for hot weather is constantly growing towards comfort, and fashion countenances it; comfort must be the first consideration. In witness of this, note the many so-called outing suits that are worn during business hours. As a matter of fact two-thirds of the well-dressed business men adopt tropical weight suits consisting of coat and trousers only and negligee shirts; nothing could be more sensible and nothing could be neater. The very popularity of the soft shapes of straw hats gives emphasis to this, for it marks a decided step in the direction of hot weather comfort, and I do not think it is a rash prophecy to say that the end of the stiff straw hat for summer is drawing near. Of course there is as much difference in quality and price of the soft straws as there is between a fine and a cheap stiff straw and they can be told apart almost at a glance. As a matter of fact to-day a man is not known as much by his clothes as by his manner. What he wears, as long as it does not outrage good taste, is quite secondary, but this

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



Manufacturers of
Great Western Fur and Fur Lined Cloth Coats
The Good-Fit, Don't-Rip Kind.
We want agent in every town. Catalogue and full particulars on application.
B. B. DOWNARD, General Salesman.

THE PAN-AMERICAN GUARANTEED CLOTHING



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

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

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

Quality just a little better than all others.

Suits and Overcoats for Men, Boys and Children.

That's all.
Samples if you want to know more.

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

WILE BROS & WEILL

Buffalo, N. Y.
A NEW OUTING SUIT EVERY DAY—Suits, Overcoats, Boys' Suits, Children's Suits.



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.

Fall Line of Ready Made Clothing

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

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

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

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

ESTABLISHED A QUARTER OF A CENTURY

N. B.—Remember, everything direct from factory: no jobbers' prices.
Summer Goods—I still have a good line to select from.

applies more strongly to summer wear than it does to winter wear as yet, although in the latter the growing use of negligee shirts for business has become very noticeable.

The "Coronation" has had a very marked effect on many features of our apparel. Perhaps with some it is as yet an unconscious effect, but nevertheless it is there. We advertised "Coronation" neckwear, "Coronation" collars, "Coronation" cloth and "Coronation" this and that. Some of which is worthy of consideration and much that is not. Of course, the name "Coronation" attached to an article intends to convey the idea that it is either the style or color adopted by the leaders of fashion for the "Coronation" exercises, or in honor of King Edward, but as a matter of fact most of what we see so labeled has little to do with it except indirectly, "Coronation" cloth, for instance, certain cloths that have appeared under that name are very handsome and worthy of careful consideration and get this name from the color; that is, there is considerable of the red, the shade that was originally called royal purple. Why or for what reason the name purple is now given to a different shade I do not know, but certain it is royal purple in its true sense is a peculiar shade of crimson, and "Coronation" cloth is a combination of black and crimson similar to the black and white effects that have been popular for this spring and last winter.

The low turn-over collar is now an everyday sight and is the collar for hot weather. The height in front is frequently not over an inch and a quarter and of course is the most sensible and most comfortable yet introduced for the heated term. Of course there are many young men who will not look well in it and who will be very unwise to adopt it, and they can be cool with a collar much higher than a man with a short neck. The new collar is the same style as the old high-bander and is made with either square or round corners; the ends lock close in front and look best with a narrow four-in-hand or a very diminutive tie.

It is a question that is hard to answer: Why will men persist in covering their throats in hot weather, when on that part of their body more than on any other depends their comfort. Two of the largest arteries in the body come very near the surface of the neck, the ones that supply the brain, and if the air that is stirring can play upon that, the whole body feels the effect; but if that is cramped or covered with a high stiff band, how can the body itself be comfortable?

I have noticed a peculiarity of the small ties that are in the market this season. That is, that the majority of them are too long to be worn properly with a collar of average size. Take a No. 15, for instance. Very few of these ties can be properly adjusted unless they are taken up in the back; something that few men bother to have done. Of course, to make these ties in many lengths would involve an immense stock in the retailers', on account of the various colors and patterns. It can be done and is done with black and white dress ties. But even so it seems to me that perhaps two lengths might be easily adopted and perhaps three, and the manufacturer who adopts something of this kind will, I think, reap a good reward.

Up to the present writing I fail to see among the clubmen or any of those who

are considered smart dressers about town any who are wearing the shirts which have been so liberally displayed in the windows of our up-town toggerly shops; those having bosoms different from the body of the shirt. It has the body of the shirt made of Madras of one solid color, but the bosoms and cuffs were of the same materials, but in stripes, the color of stripes being identical with the body of the shirt. I did not fancy them at all when they were first shown me and while I said very little, I remarked to myself that they were too much like freaks and suggested separate cuffs and a false bosom such as we occasionally see worn by foreigners here. I do not think that features of this kind can be made to pay with the present generation.

I see many young men in town during business hours wearing regular stocks and if they will pause a moment to consider what they are doing they would see how utterly out of place they are with a business suit or even with a so-called outing suit when on business bent. The stock belongs solely to out-of-door recreations and for business is as much out of place as a full dress suit would be. Of course those who wear them will say that they do not care for conventionalities and when the weather is hot they want comfort at any price. But don't do it. Radix.

Shall Men Choose Women's Clothes?

It is often said that women dress to please each other, but men dress to please themselves. On this point a writer in the Lady's Pictorial says:

Now and then one sees a woman whose clothes are absolutely characteristic of her, and bear the impress of having been carefully thought out by their wearer. These are those who never wear garments fashioned like others, but the majority of women do not desire, nor, indeed, would it become them, to be individualistic in their attire. They like to be "in the fashion." And the question is are they, or are men, best suited to making what is understood by la mode. On the whole, one inclines to the opinion that men are really the better judges of what best suits the female form divine; and, on the other hand, it would seem as if woman's taste in men's clothing is far more reliable than man's. She is quick to detect a mistake in the choice of a tie, to note the angle of a hat, the set of a coat, the pattern of a tweed, the shape of a collar, and she never falls into the error of urging her men folk to adopt any atrocious things merely because they are described as "very fashionable." The man whom a woman considers well dressed is well fitted, absolutely well groomed and quite unobtrusive alike in the matter of hats, waistcoats, ties or patterns, and this looks as if each sex were meant to select the other's clothes. Women are ready enough to admit men's good taste and cleverness in this direction, but the other sex disclaim with horror the ability of their women kind to exercise any judgment with regard to their wardrobes, despite the fact that an unfavorable feminine opinion of anything they are wearing means its instant disuse. Perhaps if men and women alike more freely expressed themselves in fashion journals from time to time about each other's clothes, it would be better for both.

Nothing Too Good.

Mose Johnson—Dat liniment you sold me did mah wife lots ob good.

Druggist—Why, that was horse liniment! You said you wanted it for a horse!

Mose Johnson—Ah did, suh; but dar ain't nuffin too good fo' mah old woman, needer—jess yo' understan' dat!



The Locher Knock Down Bed

Patented in United States and Canada

Unequaled for summer camps, summer cottages, hotel overflows, lodging houses, dormitories, lumber camps, state encampments, etc. Write for descriptive circular to

W. W. LOCHER, New Castle, Pa.

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.

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.

Cash Register Paper

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

Standard Cash Register Co., Wabash, Ind.

Shoes and Rubbers

How Shoe Wearers and Sellers Meet Changes.

There is more or less rattling of dry bones in the hidden sepulchres of the retail shoe store as each season draws to a close, with a view to rehabilitating the resurrected things and making them as attractive as their age and the date of issue in style will permit. This solicitude, often tardily aroused, is particularly observable as winter wanes and spring seems determined to displace it. Heavy soles perhaps have lagged for want of pushing, and except in rare instances will have to wait over until cold weather comes around again with another year of old style stamped upon them; and, yet there are many men who go thickly shod until summer is here to stay. Better late than never to thin them out, and each pair sold now lessens the risk of their becoming chronic back numbers. Trot them out and talk them up in a hygienic way, as health promoters and the like.

Even the staid old retailer, long in the harness, is apt to get a slight touch of spring fever, and become restless as the rush sets in for changing footwear. He notes carefully the trend of tastes on the part of shoe wearers, and feels, professionally, the public pulse, at the foot, in order to be always as nearly prepared as possible for the demand.

He talks cheerfully, hopefully, and often pleasantly about the probabilities to be faced. He prognosticates tastes and the probable choice of various types of humanity. He says: "The finical youth is now on the fence, as warm weather draws closer, between gorgeous colors in striped socks, and the lovely creations in spats or overgaiters. He knows that in the present style of trousers he may not be able to display his faultless athletic leg, so he devotes his aesthetic energies upon his foot coverings. He is weighing the respective merits of the low shoe with the displayed work of art in hosiery, and the sock covered with light, tasteful overgaiters. When he dons his summer oxford ties he will, perhaps, compromise between these two enticements. He, long since, acquired the knack of displaying his elegant hose to the best advantage, from his own view point; but now that dealers tempt him with such stunning works of textile art in overgaiters, in such profusion of tints, he will be called upon to decide whether these will not bring out the beauties of his feet more effectually than the fancy socks. With small, shapely masculine feet, these combinations of two-piece coverings are quite becoming when glaringly conspicuous colors are avoided."

Most shoe wearers would have an unmistakable proof of the arrival of hot weather even if physical sensation were restricted to the feet alone. Feet suffer more or less at the soles during the summer months by coming into contact with the hot pavements. There is, therefore, a limit to thin soles, grateful as they are, beyond which we can not go without discomfort. Of course this applies more particularly to the city, in which the heated flagstones are almost intolerable at times. Many shoe wearers are apt to lose sight of this fact in buying footwear, reasoning that the thinner the shoe throughout the cooler it will be. In the country and upon dirt paths, this rule will apply, but not on fiery pavements. Perhaps no better artificial

medium presents itself for preventing this uncomfortable feeling at the bottom of the foot than a thin layer of cork between the soles, or slipped inside the shoe. Of course, this will add slightly to the thickness of the shoe and it is this fact which deprives many women of its benefits. The next best thing for obtaining relief from the effects of this burning sensation at the sole of the foot, is a frequent change of both shoes and stockings, accompanied by a foot bath of tepid water at each change, tintured with a teaspoonful of ammonia, or a tablespoonful of salt.

* * *

Too much can not be urged in favor of a low, broad heel in any season, but during hot weather it is an absolute necessity for any kind of comfort. No matter how persistently the shoe builder tacks on the narrow, stilted thing; have about one-third of the silly, torturing thing removed, and you will be the gainer by it in comfort and in ease of progression. It will then bring the foot into a more natural and easy pose. The toes grow tender and the sole gets tired as the heat increases, and a high, narrow heel tends to increase the torture at the bottom and end of the foot. Besides this, the way in which most women's shoe heels are constructed calls for considerable muscular effort on the part of the wearer in order to maintain her equilibrium while walking and tires the foot and body accordingly. Favorable conditions in the upper part of the shoe and adequate room for the foot will not compensate for the evils occasioned by, improperly constructed heels and too thin soles in hot weather.

* * *

There is more than a grain of truth in the statement that "the summer foot finds the fall shoe a little irksome for it." Almost everyone on pleasure bent, during the vacation season, generously offers the long confined foot a trifle more of room to enjoy its vacation, too. Now this is a real, enjoyable holiday for such a liberated foot; and when it returns again to the labor of stretching new city footwear, it is no wonder that it is a little rebellious at the task imposed upon it. It is a somewhat similar case to that of the man who wears his shoes for too long a time. These become baggy and almost shapeless in time, and are almost non-supporting to the feet they cover. The latter, having had such unlimited license during the last days of these shapeless coverings are apt to prove refractory under their new and trying conditions of confinement and the irksome restraint of shoes that are the proper size for them.

* * *

Speaking of changes at the foot and other matters pertaining to the feet and their coverings, the old shoe dealer has this to say: "One-third of an inch gives us a full size in the length of the shoe; one-sixth of an inch furnishes the intermediate point between two full sizes, or the half-size shoe, the saving of which is desirable to most women buyers if practicable.

A small fraction in the width of the shoe goes a good ways, from the view point of the relieved foot, in securing comfortable quarters; and, in girth of ball or instep, an infinitesimal part of an inch in space is sometimes an ell of freedom for the foot. A quarter of an inch is a good deal of elevating or letting down at the heel; and even the difference of a sixteenth of an inch is readily perceptible at the sole of the foot. For these reasons, any sudden or

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



VELOUR

The Box and Velour Calf used in the Good-year Welt Shoes of our make is not side-leather but genuine calf skin. This is why they give your patrons better value in \$3 and \$3.50 shoes than they can buy elsewhere.

Our lasts are new and up to date. Our salesmen will be glad to call with the samples.

Rindge, Kalmbach, Logie & Co., Ltd.

Grand Rapids, Mich.




Mayer's School Shoes

The merchant who can please his trade on school shoes usually does the shoe business of the town. Mayer's shoes for Boys and Girls are never disappointing. You can depend on them. They are made in every conceivable style and wear like iron. Write for prices.

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

extreme changes in the conditions of the shoe, in size or weight, are usually injudicious. Even the 'paper sole,' which never ought to be worn in any place, should be replaced by one only a little thicker at first. After the summer shoe, the proper thing is one of medium weight, before the winter article is in order, and even that should not be a thick, cumbersome shoe for the foot that has graduated from the 'paper sole' and is learning to use common sense.

* * *

"Even tillers of the soil," continued the old shoe fitter, "are gradually cutting loose from their former thralldom to the heavy cowhide boot except for snow and slush weather. I sell more brogans and thick lace shoes to these agricultural toilers than I did formerly. Here is an excellent farm shoe made of heavy oil grain leather, a strong lacer, with a good solid tapsole and fairly flexible shank, which is in good demand as a substitute for the heavy boot and sells at \$1.50, and it is a good, strong, cheap shoe too. Of course the old time cowhide boot will always be in more or less demand for special purposes, such as wading brooks, or through snow or stepping around too snaky places. Nevertheless, many farmers are replacing them with the high lace shoe and they say that they avoid sore heels by the change. A boot can never be made to retain its place at this point as the lace shoe does, and the thousands of steps the farmer takes in a day over rough and uneven ground produce friction enough at the heel of the foot to leave its mark in blisters and tender places."

But if it is sometimes thought expedient by the retailer to advise the use of lighter footwear in the case of men, who are injuring their feet by adhering to undue weight at the bottom, there is little or no need to urge women to wear light soled shoes. The manufacturers are not burdening the gentler sex with anything in the way of heavy soles or uppers. But, after all, the thinner the sole for smooth pavements in the city, the better it is for the foot that wears it, because in this the maximum of flexibility is found, and the minimum of physical exertion for the foot. Now, if some substance could be discovered or invented for innersoles that should be light and perfectly flexible, and yet altogether impervious to heat by contact with the hot flagstones of our sidewalks in summer, the shoe soles, waiving the question of economy, could not be made too light for the well-being of our feet, for the nearer we can get to nature in the freedom of the soles, the better they will be physically.

* * *

"It is a strange thing, when one comes to look into the matter (into the shoe, literally, I mean) that with all of our lavatory exercises, on hygienic grounds, and all of our ablutions oft repeated, and with the punctilious insistence upon frequently laundered clothing, we give so little attention to our shoes," says the thoughtful shoe dealer. "There is no article of clothing we wear which holds so tenaciously the exhalations from the body as our almost air-tight foot coverings. The cleansing and deodorizing properties of ammonia make it not only an excellent application, when diluted, for the feet, but it may be used with hygienic benefit for the inside of our shoes. The cleansing of foot coverings which we wear daily, and which is the most poorly ventilated of all our apparel, is an important and neglected matter. A

solution of ammonia, a little stronger than that used for bathing purposes, may be applied to the inner surface of shoes by means of a small sponge attached to a flexible steel wire. When dried they are a treat to the wearer. This cleansing is particularly necessary to the insole upon which the foot rests during so many hours each day. It is but little trouble to apply the simple and effective renovator, and the volatile nature of the application permits the shoes to dry quickly. It is well worth a trial at home, as there are no shoe laundries established yet to relieve us of the task. We are very particular about 'cleansing the outside of the platter, as told in the Scriptures, but the inside gets little or none.'—E. A. Boyden in Boot and Shoe Recorder.

Clara's Numerous Brothers.

He had been to the boarding school to pay a surprise visit to his daughter, his only child. He had parted from her proud to be the parent of such a handsome maiden, pleased with her innocence of budding womanhood. The principal accompanied him to the door. "Madam," he said, with deep feeling, "I owe you much for the manner in which you have reared my child since she has been under your care. When I notice the contrast between that innocent maiden and some of the girls of her age, who have not had the advantage of such strict supervision, I feel that I have indeed done wisely in placing her in your charge."

"And how proud you must be," said the principal, glowing with satisfaction, "to be the father of so large and devoted a family."

"Large! devoted!" gasped the proud parent. "What do you mean?"

"Devoted to each other," said the principal. "No fewer than seven of Clara's brothers have been here during the last three weeks to take her out and she is expecting another to-morrow."

He Got Off Easy.

Hix—I played in great luck yesterday.

Dix—How's that?

Hix—Found a pocketbook containing a lot of valuable papers and \$1,000 in cash. It belonged to old Groucherly and I returned it to him this morning.

Dix—Got a liberal reward, eh?

Hix—Not a cent.

Dix—Then where did your luck come in?

Hix—Why, he didn't charge me any interest on the money while it was in my possession.



With Finest Through Pullman Sleeping Car and Dining Car Service.

Lv. Grand Rapids, 12.00 noon. Ar. New York, 10.00 a. m.

Commencing June 16, 1902.

For reservations and further information address

W. C. BLAKE, Tkt. Agt. Union Station, Grand Rapids, Mich.

O. W. RUGGLES, Gen'l Pass'r and Tkt. Agt., Chicago.



Hard Pan Facts

Stubborn as Iron

Every time you sell a pair of these shoes you

1. **Make a permanent customer.** They'll wear so well he can't forget you.

Every time you sell a pair of these shoes you

2. **Make a nice profit.** Very essential to every business.

Every time you sell a pair of these shoes you

3. **Advertise your business.** No merchant can do without advertising.

MADE BY

Herold-Bertsch Shoe Co.

Makers of Shoes

Grand Rapids, Mich.

Men's Work Shoes



Snedicor & Hathaway Line

No. 743. Kangaroo Calf. Bal. Bellow's Tongue. 1/2 D. S. Standard Screw. \$1.75. Carried in sizes 6 to 12.

Geo. H. Reeder & Co. Grand Rapids

If You Want the Best Buy Hoods

No better rubbers made. No better fitting rubbers sold. No better money makers to be had. Mail us your orders or drop us a card and our salesman will call. We have a big stock and are headquarters for Michigan, Ohio and Indiana.

The L. A. Dudley Rubber Co.

Battle Creek, Mich.

Dry Goods

Weekly Market Review of the Principal Staples.

Staple Cottons—Heavy brown sheetings and drills show no change in the general tone, although some goods on hand are reported "easy to buy." As a rule, however, sellers can not show any stocks and, consequently, hold prices steady. There is a better demand for lightweight sheetings at prices previously quoted. Bleached cottons show no change from our last quotations, although buyers are still operating for immediate wants from day to day. There is talk among the buyers of coming changes in prices in their favor, although the sellers show no sign of this up to present writing. Coarse colored cottons have quieted down, but the previous good business sold the mills up so well that there is little chance of any price changes in the immediate future.

Prints and Gingham—Dark, fancy prints for fall are sold very firmly at the quoted prices and the demand is reported as good, although not as especially large. It is good enough, however, to insure the season's supply being well taken care of, provided no unforeseen factor presents itself for standard lines, mediums and lower grades alike. Several lines are reported as sold well ahead; far enough for printers to refuse to take further orders on the present basis. Staple lines are also well conditioned. There is no immediate prospect of higher prices being quoted for future delivery, although a number of lines are held on an "at value" basis. This, of course, kills the idea of any price concessions, and there is little thought now in the buyers' minds of being able to purchase goods at any lower than the present quotations, while, as a matter of fact, the chances seem more than ever that higher prices will prevail. Reorders for fine printed fabrics are rather light, but the demand for next season is quite good. Percales and printed flannel effects are steady, in spite of a rather quiet business. Gingham show no change. Prices are firm for both staples and dress styles for immediate use. Fine woven patterned fabrics are well sold ahead for next year, in both plain and fancy styles.

Linings—Cotton linings are generally dull throughout the market. The dry goods trade has bought lightly, and the manufacturing trades have shown no great anxiety to place orders. Kid-finished cambrics show no change, but are still being quoted on basis of 3½c

for 64s, although, as a matter of fact, concessions are made as reported last week where good-sized contracts can be secured. By this method medium and lower grades of silesias and percales are somewhat easier for buyers, although no open changes have been reported. Fine grades are well conditioned and steady. Low-grade stiff cotton linings are quiet, although previous prices prevail. Fully mercerized goods are in fair demand and prices strong; but some of the imitation finishes are irregular. The clothing trade have bought cotton twills, Alberts and Italians in good quantities; better than last week.

Dress Goods—The business coming forward to the initial dress goods market is of a modest character and is confined principally to staples. The leading staple lines are well situated, particularly such goods as broadcloths, chevots, tibets; the cashmere situation inclines toward irregularity. The jobber is operating in a very careful way, filling in here and there. The garment-maker is placing some business, but can hardly be called an active factor. Cloak houses are placing some fair orders for light and dark kerseys and some meltons. The kersey is far and away in the lead as a cloak fabric and promises to figure all along the line, from the automobile to the short jacket; in fact, the extent of the cloakmaker's purchases of kerseys is probably scarcely realized by the average person; these purchases have been an important factor in the indicated shortage of overcoating kerseys and the advances made thereon. There is a continued fair demand for rough jacketings and sellers believe a substantial business will be done thereon. The demand for skirtings and suitings is small, garmentmakers being in somewhat of a haze as to their requirements, the retailer not having shown his hand in a decided way.

Underwear—Only a very small business can be reported for heavyweights at present. Many buyers have been unable to place duplicate orders on fleeces and probably this part of the trade will be stretched out over a considerable period. They are taking up small lots here and there that are more or less satisfactory; nevertheless, the majority of the buyers have secured nearly if not all of the stock they will need.

Hosiery—There is little to be said in regard to the hosiery end of the business, for it has reached the quiet season of the year. There is a fair request current for lace effects and it now looks as though there might be a scarcity in these lines, both in the imported and

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.

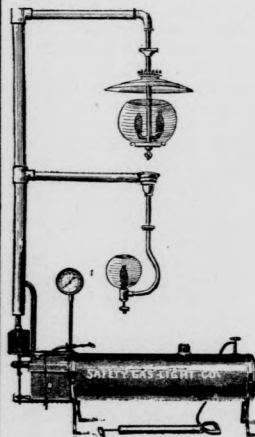
Ladies' and children's hose, complete line from the cheapest to the best. Prices right.

P. STEKETEE & SONS, WHOLESALE DRY GOODS

Grand Rapids, Michigan

Would You Know What Others Say About the

Safety Gas Light Machine?



Maple Rapids, Mich., June 27, 1902.
Gentlemen: The Safety Gaslight Machine is all that has been claimed. The lights are all that one could possibly ask for.
Yours very truly,
C. M. Redfern & Co.

Manistee, Mich., June 27, 1902.
Gentlemen: The Safety Gaslight Machine which I installed some three months ago is giving perfect satisfaction in every respect. I consider it the finest light I have ever seen. I was at a neighboring village this week and saw one there that has been in use for a year and a half and the merchant says it has never given a bit of trouble, and that he could not get along without it.
Respectfully yours,
T. W. Field.

Positively saves 75 per cent. former lighting expense. Makes and burns its own gas. Just the thing for stores, hotels, churches, summer resorts, etc.

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EXCLUSIVELY WHOLESALE

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

domestic goods. It is also very possible that advanced prices may be asked for these lines before long. Importers are finding trouble in getting the goods that they have ordered and the stocks in this country are almost, if not quite, gone.

Carpets—The situation, on the whole, continues very active, the manufacturers having all they can swing to to turn out their initial orders at the time designated when the orders were placed. In fact, the general conditions of the carpet trade could hardly be better than they are at the present time, that is, as far as the volume of business is concerned. New business is being placed in the New York jobbers' hands in very large amounts each week at the opening prices, and manufacturers have displayed little hesitancy in accepting it. Within the last two weeks spinners of carpet yarns have taken advantage of the conditions prevailing in their end of the business and have advanced yarn prices from 1@3c per pound, although it can assuredly be said that the difference in the cost of manufacture has shown but little if any change. For some reason or another, spinners are in a position where they are behind on deliveries, and the weaver, in order to protect his rights, has had to prod the spinner very severely. This is quite general throughout the yarn market, and as soon as the spinners became aware of it, prices were immediately advanced. This refers largely to the worsted yarns and at the present moment it appears that there will be a very small surplus of stock in the hands of spinners throughout the entire season. Owing to these conditions the prices of carpet yarns are bound to be quoted on a fairly high basis, whether the prices on

the raw commodity warrant it or not. With higher yarn values in evidence, it will be quite natural for the carpet manufacturer to look for better prices on his own production. One thing is quite certain to-day in weaving circles, and that is, in relation to the low level carpets are being sold at. It seems that since the opening in New York last month, everything has happened to advance the cost of manufacturing. The demands of labor for an increase of 10 per cent. in wages, the high prices paid for coal on account of the coal miners' strike and the recent advance in the price of yarns are among the events which have affected the cost of manufacture. It would seem, in view of these, that some movement would naturally have been made looking to an advance in the price of carpets, but as yet nothing of any consequence has been done in that direction. It is believed, however, that the time is not far distant when something will have to be done to protect the weaver's interests. The large New England mills find all the business they can attend to on their books at the present time and are fully occupied in all departments. A majority spin their own yarns and, unlike their smaller competitors throughout the Middle States, do not feel the little famine of worsted yarns that is in evidence at the present moment. In jobbing circles $\frac{3}{4}$ lines are in heavy demand, particularly the Brussels, Axminsters and tapestries. The designs this season show a tendency toward much lighter colors, such as the old golds and the greens.

Ingrains are in heavy demand, and the situation, except in the matter of prices, is such as to give no cause for

complaint. The Philadelphia weavers are fully employed on all standard lines from the cotton and granites up to the very best all-wool ingrain, and present prospects are that a good business will continue throughout the entire season.

Recent Changes Among Indiana Merchants.

Angola—The style of the Monarch Packing Co. has been changed to the Pilliod Co.

Avilla—Crawford & Co. have removed their furnishing goods, clothing and shoe stock to Quincy, Mich.

Columbia City—Grund & Ulrich, dealers in vehicles, have dissolved partnership. The business is continued by Grund & Lamb.

Danville—E. D. Crawley has purchased the interest of his partner in the bakery business of Stewart & Crawley.

Edwardsport—Mrs. Geo. Boyer has purchased the millinery stock of Miss Cora Neal.

Hartford City—Covault & Thomas, jewelers, have discontinued business.

Hartford City—W. A. Lipkey has discontinued the meat business.

Indianapolis—The Indianapolis Abattoir Co. has increased its capital stock from \$200,000 to \$500,000.

Shelbyville—Flaitz & Warble, butchers, have dissolved partnership, Chas. W. Flaitz succeeding.

A new postal card will appear during this month which is described as a great improvement on previous issues, as it leaves a broad blank space along the top of the face of it wide enough to carry the postmarking and thus preserve its legibility. The stamp on it will be a portrait of the late President McKinley.

What He Said.

A well-known lawyer tells a story of a trial wherein a well-known politician was charged with having tried to bribe a negro voter. The negro was taken in hand for cross-examination by the defendant's lawyer, who began:

"Now, repeat what the defendant said, using his exact words."

"He dun said he'd gib me fifty dol—"

"Now, he didn't speak in the third person? Repeat his exact words. If he said anything, he spoke to you in the first person," interrupted the lawyer.

"I doan' think I understands, sah," said the puzzled witness.

"I see you don't!" snapped the lawyer, impatiently. "Now, did he say this: 'Sam, I will give you fifty dollars?'"

"No, sah! He dun said nothin' 'bout you, 'cept to tell me dat if I eber got into any trouble, yo' was the slickest rascal he knew to fool de jedge an' jury and get me outen de scrape, sah. De was all he said 'bout yo'!"

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Butter and Eggs

Internal Revenue Regulations Relating to Process Butter.

The oleomargarine bill passed during the present session of Congress and amended so as to impose restrictions upon the manufacture and sale of certain forms of butter, was in the form of an amendment to the original act imposing taxes upon and regulating the manufacture of oleomargarine as enacted in 1886.

For some weeks past the officials of the Treasury and Agricultural Departments at Washington, upon whom is thrown the duty of enforcing the amended law, have been in consultation, formulating regulations under which the objects of the amended law should be made effective. These regulations have now been decided upon and published in pamphlet form under the title, "Revised Regulations Concerning Oleomargarine, also Adulterated Butter and Process or Renovated Butter Under Internal Revenue Laws: act approved August 2, 1886, act approved Oct. 1, 1890, act approved May 9, 1902."

The Law.

Be it enacted by the Senate and House of Representatives of the United States of America in Congress assembled, That for the purpose of this act the word "butter" shall be understood to mean the food product usually known as butter, and which is made exclusively from milk or cream, or both, with or without common salt, and with or without additional coloring matter.

Act of May 9, 1902:

Sec. 4. That for the purpose of this Act "butter" is hereby defined to mean an article of food as defined in "An Act defining butter, also imposing a tax upon and regulating the manufacture, sale, importation, and exportation of oleomargarine," approved August 2, 1886; that "adulterated butter" is hereby defined to mean a grade of butter produced by mixing, re-working, re-churning in milk or cream, refining, or in any way producing a uniform, purified, or improved product from different lots or parcels of melted or unmelted butter or butterfat, in which any acid, alkali, chemical, or any substance whatever is introduced or used for the purpose or with the effect of deodorizing or removing therefrom rancidity, or any butter or butterfat with which there is mixed any substance foreign to butter as herein defined, with intent or effect of cheapening in cost the product, or any butter in the manufacture or manipulation of which any process or material is used with intent or effect of causing the absorption of abnormal quantities of water, milk, or cream; that "process butter" or "renovated butter" is hereby defined to mean butter which has been subjected to any process by which it is melted, clarified or refined and made to resemble genuine butter, always excepting "adulterated butter" as defined by this Act.

The evident intent of this section is to define all products properly known or designated as butter, and to separate them into three classes for the purposes of the act. The first paragraph of the section adopts the definition of "butter" used in the act of August 2, 1886, as being "The food product usually known as butter, which is made exclusively from milk or cream, or both, with or without common salt, and with or without additional coloring matter."

All butter which does not come under the terms of this definition, therefore, necessarily falls into one of the other two classes, upon which a tax is laid.

The next paragraph of the section defines "Adulterated Butter," the product which bears the higher rate of tax, in a long clause, which is evidently in-

tended to describe with some particularity well-defined forms of adulteration as examples or guides.

Such are, first, "A grade of butter produced by mixing, re-working, re-churning in milk or cream, refining, or in any way producing a uniform, purified, or improved product from different lots or parcels of melted or unmelted butter or butterfat, in which any acid, alkali, chemical, or any substance whatever is introduced or used for the purpose, or with the effect of deodorizing or removing therefrom rancidity;" or, second, "Any butter or butterfat with which there is mixed any substance foreign to butter as herein defined, with intent or effect of cheapening in cost the product, or any butter in the manufacture or manipulation of which any process or material is used with intent or effect of causing the absorption of abnormal quantities of water, milk, or cream."

Briefly stated, the first instance describes re-worked or renovated butter to which a foreign substance has been added to "deodorize or remove rancidity;" the second instance describes butter cheapened in cost by admixture, or made to "contain abnormal quantities of water, etc."

(So-called emulsified or milk-blended butter.)

The third paragraph defines "Process Butter" or "Renovated Butter," essentially as butter which has been subjected to the processes generally used for the renovation of butter, but without the introduction or use of "any acid, alkali, chemical or any substance whatever," and without being made to contain "abnormal quantities of water, milk, or cream."

It follows, therefore, that "renovated butter" is butter as defined in the law of August 2, 1886, containing nothing foreign to that product, but which having become impaired in quality, has been subjected to melting and other processes.

The provisions made in the foregoing regulations for the issuing, affixing and canceling tax-paid stamps for oleomargarine, and for the inspection, sampling, exportation, or importation of that article, are hereby extended and made to apply to adulterated butter, taxable under said act of May 9, 1902.

Appropriate tax-paid stamps to be affixed to packages containing adulterated butter (subject to a tax of 10 cents per pound) and for packages containing process or renovated butter (subject to tax at the rate of one-fourth of 1 cent per pound) will be furnished to collectors on requisition. While the act does not prescribe the size of packages in which process or renovated butter shall be packed, it provides that any fractional part of a pound shall be taxed as a pound. Coupon stamps for such packages will be provided in denominations of 10, 20, 40, 50, 60 and 100 pounds, each stamp having nine coupons attached.

Process or Renovated Butter.

Section 5 of said act of May 9, 1902, provides:

Sec. 5. All parts of an Act providing for an inspection of meats for exportation, approved August thirtieth, eighteen hundred and ninety, and of an Act to provide for the inspection of live cattle, hogs, and the carcasses and products thereof which are the subjects of interstate commerce, approved March third, eighteen hundred and ninety-one, and of amendment thereto approved March second, eighteen hundred and ninety-five, which are applicable to the subjects and purposes described in this section shall apply to process or reno-

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

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Immediate sales and prompt returns. Highest market price guaranteed.

vated butter. And the Secretary of Agriculture is hereby authorized and required to cause a rigid sanitary inspection to be made, at such times as he may deem proper or necessary, of all factories and store houses where process or renovated butter is manufactured, packed, or prepared for market, and of the products thereof and materials going into the manufacture of the same. All process or renovated butter and the packages containing the same shall be marked with the words "Renovated Butter," or "Process Butter" and by such other marks, labels, or brands and in such manner as may be prescribed by the Secretary of Agriculture and no process or renovated butter shall be shipped or transported from its place of manufacture into any other state or territory or the District of Columbia, or to any foreign country, until it has been marked as provided in this section. The Secretary of Agriculture shall make all needful regulations for carrying this section into effect, and shall cause to be ascertained and reported from time to time the quantity and quality of process or renovated butter manufactured, and the character and the condition of the material from which it is made. And he shall also have power to ascertain whether or not materials used in the manufacture of said process or renovated butter are deleterious to health or unwholesome in the finished product, and in case such deleterious or unwholesome materials are found to be used in product intended for exportation or shipment into other states or in course of exportation or shipment he shall have power to confiscate the same. Any person, firm, or corporation violating any of the provisions of this section shall be deemed guilty of a misdemeanor and on conviction thereof shall be punished by a fine of not less than fifty dollars nor more than five hundred dollars or by imprisonment not less than one month nor more than six months, or by both said punishments, in the discretion of the court.

Rules and Regulations.

1. As the terms "Process Butter" and "Renovated Butter" occur throughout the act as synonymous, the article will be designated as "Renovated Butter" in these regulations and in all correspondence relating thereto.

2. The following explanation of the definition of renovated butter as it occurs in the law has been prepared by the Department of Agriculture and is adopted for guidance in connection with these regulations:

(a) This grade or kind of butter may be made from one or more lots or parcels of butter, which has been or have been "subjected to any process by which it is melted, clarified or refined and made to resemble genuine butter, always excepting Adulterated Butter as defined by this act."

(b) The butter, to be subject to this definition, must have been melted—that is, so affected by heat as to become of sufficient fluidity to move in a continuous stream of even consistency from one vessel to another, by pouring or pumping, because butter can not be "clarified or refined" unless it be melted to that degree.

(c) The butter must, besides melting, have been subjected to some process by which it is "clarified or refined." Butter, or melted butter, may be clarified or refined by skimming, settling, aerating, washing, and other processes, through the action of heat, cold, agitation or motion, or rest.

(d) Butter thus melted and clarified or refined becomes an oil or fat almost free from taste and odor. To be again "made to resemble genuine butter" it must have restored to it the butter characteristics of texture, granulation and flavor. For this purpose the processed or renovated butter is usually granulated

by cooling, and churned or otherwise mixed with milk or skim milk, or butter milk, or cream, sweet or sour. It may or may not have common salt or artificial coloring added. To "resemble genuine butter" the article must have passed through these or other processes, subsequent to melting, so that it looks, smells, and tastes like "butter," have a similar appearance, consistency, texture and flavor.

(e) It may be assumed that the object of subjecting a lot or lots of butter to such a process is to remove rancidity, sourness, mold or other fault or feature which has impaired its merchantable quality, or to otherwise renew or improve the product, so that the substance is truly "renovated," although such object is not expressed in the act.

(f) But if, in such process, "or in any (other) way," "any acid, alkali, chemical, or any substance whatever is introduced" or used, or if "there is mixed (therewith) any substance foreign to butter" (including any fat or oil other than butterfat), or if in any way the substance is made to hold "abnormal quantities of water, milk, or cream," the substance or commodity is to be recognized and treated as "adulterated butter" under this act.

(g) Renovated butter having 16 per cent. or more of moisture will be held to contain "abnormal quantities of water, milk, or cream" and, therefore, be classed as "adulterated butter."

3. Section 4 of the act of May 9, 1902: "Manufacturers of process or renovated butter shall pay fifty dollars per year. * * * Every person who engages in the production of process or renovated butter * * * as a business shall be considered a manufacturer thereof." The special-tax year begins July 1. The special tax of manufacturers who commence business in the month of July will be reckoned for one year, and the tax of manufacturers who commence business after the month of July will be reckoned proportionately from the first day of the month from which the liability to special tax commenced to the first day of July following.

4. Every manufacturer of renovated butter, before commencing business (or at least within the month in which liability to special tax commenced), must register with the collector of the district in which the business is carried on, his name, or style, place of residence, business, and the place where such business is to be carried on, and procure a special tax stamp at the rate of \$50 per annum, which stamp he is to place and keep conspicuously posted in his establishment or place of business; and on the first day of July in each year he will again so register and procure a new special-tax stamp and post it as above stated.

5. Under the provisions of section 4 of said act, the tax of one-fourth of 1 cent per pound imposed thereby on renovated butter is to be represented by coupon stamps, to be provided by the Commissioner of Internal Revenue as authorized by existing laws. A fractional part of a pound shall be taxed as a pound.

6. For this purpose tax-paid stamps will be furnished in denominations of 10, 20, 30, 40, 50, 60 and 100 pounds, each stamp bearing nine coupons. Such stamps must contain the name of the collector, his district and state, and show thereon the date of payment of the tax,

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Specialties: EGGS AND BUTTER.

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

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Produce Review and American Creamery.

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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.

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CITIZENS PHONE 2599

GRAND RAPIDS, MICH.

the number of pounds, and the number of the factory.

7. On the withdrawal of a package of renovated butter, the proper tax-paid stamp must be affixed thereto by the manufacturer, by the use of adhesive material, and not less than five tacks must be driven through each stamp, one in each corner, and one in the middle of the stamp. The stamp when so affixed must be immediately cancelled. For the purpose of cancellation the manufacturer will use a stencil plate of brass or copper, in which will be cut five fine parallel waved lines long enough to extend beyond each side of the stamp onto the wood of the package. The imprinting from this plate must be with blacking or other durable coloring material, over and across the stamp, and in such manner as not to deface the reading matter on the stamp—that is, so as not to daub and make it illegible.

8. The stamp must be affixed to the side of the package, to a smooth surface, in such a manner as to be readily cancelled in the manner above described. When a package contains a number of pounds between 10 and 20, a ten pound stamp with the necessary number of coupons attached will be issued to cover the net weight. Packages containing more than 20 pounds and less than 30 pounds will have attached a twenty pound stamp with a suitable number of coupons to represent the contents. Large sized packages will be similarly stamped.

9. Every manufacturer of renovated butter will be required to file with the collector a notice on Form No. 507, together with an inventory, Form No. 509, when making application for special-tax stamp as manufacturer. At the same time he will find a bond, Form No. 509 in a penal sum to be fixed by the collector of internal revenue for his district, but in no case less than \$500. Collectors of internal revenue will decline to approve the bond of a manufacturer of renovated butter until he is satisfied that the premises to be used for the manufacture of that article are entirely separate from those used for the manufacture of adulterated butter or oleomargarine, or for the handling or manipulation of butter not taxable under the act of May 9, 1902.

10. Each manufacturer of renovated butter is required to keep books and make returns showing the quantity of materials received on the factory premises, and the quantity of finished materials removed therefrom. Sample pages of book (Form No. 511) to be kept by manufacturers will be furnished to collectors, but the book must be provided by the manufacturer, as the same is not supplied by the Government.

11. Form No. 499 has been prescribed for monthly returns of manufacturers of renovated butter, and such forms will be furnished through the collectors of internal revenue.

12. Collectors will give each manufacturer of renovated butter in their respective districts a factory number, the numbers to be consecutive, and not thereafter changed. The factory number applies to the manufacturer and his establishment rather than to the building.

13. Every manufacturer of renovated butter shall place and keep on the side or end of the building wherein his business is carried on, so that it can be distinctly seen, a sign, with letters thereon not less than three inches in length printed in oil colors or gilded, giving

his full name and business and the number of his factory, as follows:

A——— B———

Manufacturer of Renovated Butter.

Factory No.——

14. Whenever any manufacturer's package of renovated butter is empty it will be the duty of the person who removes the contents thereof to utterly destroy the tax-paid stamp on such empty package. Any person having in his possession empty renovated butter packages from which the tax-paid stamps have not been removed will be liable to a heavy penalty.

15. Section 5 of said act of May 9, 1902, requires that all renovated butter and the packages containing the same shall be marked with the words, "Renovated Butter" or "Process Butter," and by such other marks, labels, or brands, and in such manner as may be prescribed by the Secretary of Agriculture. To carry this provision into effect the Secretary of Agriculture prescribes the following rules for marking.

16. Each manufacturer's package of renovated butter shall have affixed thereto a label on which shall be printed the number of the manufactory and the district and state in which it is situated, together with the following notice:

FOR RENOVATED BUTTER.
Factory No.—, —district, State of—.
Notice.

The manufacturer of the Renovated Butter (or Process Butter) herein contained has complied with all the requirements of the law. Every person is cautioned not to use either this package again, or the stamp thereon again, nor to remove the contents of this package without destroying said stamp, under the penalty provided by law in such cases.

The label on which the above notice is to be printed is required to be not less than 4 nor more than 6 inches long, and not less than 2½ inches in width. The label must be securely affixed by paste to the top or cover of the package in such a way as to be exposed to public view and easily read. The words "Renovated Butter" in this notice must be printed in plain gothic letters at least three-eighths inch square. There must also be plainly marked or stenciled on the outside of each package the gross, tare, and net weight in pounds.

17. All renovated butter may be packed by the manufacturer thereof in firkins, tubs, or packages of wood or other suitable material, not before used for that purpose; but each package must contain not less than 10 pounds; and, when packed in a solid body or mass, there shall be stamped or branded into the upper surface of the butter the words "Renovated Butter" in one or two lines, the letters to be gothic style, not less than one-half inch square and depressed not less than one-eighth inch.

18. Manufacturers will be permitted to pack prints, bricks, or rolls of renovated butter; but each print, brick, or roll must have stamped thereon the words "Renovated Butter," in two lines, the letters to be depressed, of gothic style, not less than three-eighths inch square and sunken not less than one-eighth inch.

19. The use of inner packages of wood, paper or other materials containing not less than one pound each will be permitted, but such inner packages must have the words "Renovated Butter," in one or two lines, conspicuously marked, branded, or stamped on the top or side of each inner package in full-faced gothic letters not less than three-eighths inch square. If such inner packages are wrapped with paper or

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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.

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New Potatoes, New Cabbage, Texas Tomatoes, Late Valencia Oranges, Fancy Lemons and big ripe Georgia Watermelons

We will have fresh cars of these goods this week. Order from first hands and get the best stock and prices.

THE VINKEMULDER COMPANY

14 AND 16 OTTAWA ST.,

GRAND RAPIDS, MICH.

cloth covering, such wrapper must be marked in the same manner.

20. If such manufacturers desire to place upon the outside of their original packages, as above described, their names, or some word or mark descriptive of the quality of the product, they may do so, provided such brand does not obscure or cover up any of the stamps, marks, or brands otherwise required for such packages.

For example:

John Doe,
Manufacturer of
Renovated Butter,
20 1-lb. Plain Bricks.

Richard Roe,
Manufacturer of Elgin,
Renovated Butter,
Solid.

21. When so marked the words "Renovated Butter" must be included in the brand or stenciled in plain Roman letters not less in size than letters used in the manufacturer's name, etc. The figures and words describing the form in which contents are packed must not be greater than one-half the size of the letters prescribed for the words "Renovated Butter."

22. Renovated butter should always bear, or be accompanied by, the evidence that the manufacturer's tax thereon has been paid. Therefore it should not be removed or separated from the original package bearing the tax stamp and other prescribed marks, when it is in transportation, and the subject of interstate commerce, exported, or whenever and wherever offered for sale, until delivered to the consumer or purchaser in retail trade.

23. Attention is called to the fact that the act named makes no provision for the exportation, free of tax, of renovated butter; nor for drawback of tax on such articles when exported. Consequently all renovated butter for export must be stamped and marked the same as for the domestic market.

24. All factories where renovated butter is manufactured, packed or prepared for market, as well as the materials used and to be used, the processes and the products will be inspected from time to time by officers or agents specially designated for that purpose by the Secretary of Agriculture. Inspectors will be required to report upon "the character and condition of the material" and "the quantity and quality" of the product, in such manner as may be prescribed.

25. Correspondence and all administrative details under the rules numbered 3 and 14, inclusive, above, are assigned to the Commissioner of Internal Revenue, Treasury Department. And similarly, all matter under the rules 15 to 24, inclusive, are assigned to the Dairy Division, Bureau of Animal Industry, Department of Agriculture.

Signed: J. W. Yerkes,
Commissioner of Internal Revenue.
Approved:

Signed: L. M. Shaw,
Secretary of the Treasury.
Signed: James Wilson,
Secretary of Agriculture.

Observations by a Gotham Egg Man.
As the season advances the egg situation is developing features which give a decidedly stronger outlook for the storage accumulations in spite of the unprecedentedly high prices at which they have been put away. In all Eastern distributing markets the month of June has been free from the sluggish trade and burdensome accumulation of under

grade current packings which are commonly incident to the first summer month and which, usually at this season serve to add a large quantity of very different eggs to the earlier accumulations.

Here in New York, although our receipts have been fairly liberal, as compared with previous seasons in June the current needs of the market have absorbed most of the goods arriving except such as were specially packed and designed for storage. During the first week of the month there was considerable accumulation, but it was chiefly of the better grades and a later heavy decrease in receipts has permitted a comparatively close clearance.

Undoubtedly the average quality of the eggs stored in this vicinity is better than usual at this season; the proportion of dirties and the defective hot weather eggs so often stored during June from force of necessity, is very much smaller than usual.

Advices from the Southwest indicate a continuance of very light collections; in that section harvesting is reducing the marketing of eggs, but the quantity coming in at collecting points is much smaller than usual at this season while outlets for these are, apparently, wider, including demands from the Far South which ordinarily do not come until later in the season. Other sections also are now reporting a considerable decrease in collections and it begins to look as if the later summer production would show little if any surplus beyond the current consumptive requirements of the country as a whole.

From the Northerly sections a good deal of stock has continued to move directly to storage at various points, but there is no evidence that the total amount of June storage has been more than usual and such reports of storage holdings as are available still indicate a very material shortage in total accumulations as compared with last year.

Contrary to earlier expectations there has been no decrease in the cost of storage packed eggs since the pace was set in April; on the contrary prices have gradually hardened and it is evident that we shall go into the heated portion of the summer with no cheaper reserve stocks of good quality than those which were put away early in the season.

There is of course a possibility that when storage movement from the interior shall cease entirely the quantity of goods forwarded may with continued favorable weather, prove sufficient to supply all summer demands at prices below the high cost of reserve stocks; and if unloading should be deferred until the fall the dangers of the future would be greatly increased. But the recent heavy decrease in Eastward movement indicates a decreasing production which is likely, with the first protracted spell of hot weather, to shorten the supply of fine eggs below requirements and force prices to a point at which some of the earlier pack will become available.—N. Y. Produce Review.

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. 1885. Reference N. Y. Nat. Ex. Bank.

Don't Kick

IF YOUR RETURNS OF

BUTTER, EGGS, POULTRY
are not satisfactory, but try

Lamson & Co.
Blackstone St., BOSTON.

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
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WE GUARANTEE

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

ONE YEAR

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

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J. ROBINSON, Manager.

Benton Harbor, Michigan.

A Perfectly Roasted Coffee

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

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New Southern stock arriving daily.

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Send us your order for 5, 10, 25 or 50 sacks. Can make you low price.

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OLD RELIABLE **B.L.** CIGAR ALWAYS BEST.

LUBETSKY BROS. DETROIT, MICH. MAKERS

Woman's World

Practical Methods of Dealing With Bad Husbands.

The complaint is often made by the outer barbarian that the women's club movement lacked some tangible object upon which to bestow its energies. Altruistically, this is a mistake; practically, it is true. It is certain that if some one should suddenly arise in meeting and demand, like the politician, "What are we here for?" the question would be a bombshell that would annihilate things.

If, however, heretofore the woman's club has seemed to the Philistine to lack reason for its being because it concerned itself with the things of sweetness and light instead of grappling with the live questions of the day, that reproach need be brought against it no longer. An object has been given it, for one of the great problems of the world has been submitted to it to solve. A clergyman has addressed a letter to the clubwomen of a certain city earnestly begging them to use their united intelligence in devising some effective and practical way for punishing bad husbands. Now this is something like. Here is a subject that makes the mystery of what Browning thought he thought or the morality of immorality or the anthropology of the ape or any of the other topics beloved of clubwomen sink into innocuous desuetude, and if the women's clubs of the country can solve the mystery—if they can find a punishment to fit the crime—of the man who marries a girl merely to make her miserable, the whole world will be their debtor.

Of course, the first difficulty is determining just what constitutes a bad husband and on this point opinions differ. The law specifies certain shortcomings as attributes of a bad husband, but women, in their hearts, make a very different definition. Faithlessness, drunkenness and failure to support a family are grievous sins, but they do not make a man a whit worse husband than niggardliness, lack of sympathy, grumness and nagging.

One of the things that is always cited as proof of woman's lack of reason is that so often we see a woman who will stick to an outwardly unworthy husband, who will follow him through poverty and love him through disgrace and break her heart over him when dead. "He was a bad husband to her," we say, and yet every woman who makes the comment knows that somewhere in that man was a saving grace—a tenderness and a gentleness and a sympathy that kept him from being a totally bad husband, and that repaid his wife for all she had to suffer.

On the other hand, we see a man who is respected in the community, who is prosperous and well placed and who gives his wife a fine house, with servants and carriages and rich clothes, and we say what a good husband he is. We wonder that his wife looks discontented and sad and we do not know that this good husband is breaking her heart by a system of petty tyranny that makes him the worst husband in the world.

Personally, I would far rather take a good beating once a month and have a husband who was amiable and cheery and agreeable the balance of the time, than to be married to a chivalrous saint who would sit up glum and sour and talk in monosyllables when I screwed up enough courage to attempt conversation with him. I could starve, if nec-

essary, with my husband, and still love him if he divided his crust freely with me, but I should hate the husband who loaded me with diamonds and baggled with me over my car fare.

Probably men and women never will hold the same creed of matrimonial ethics. Men are very elemental in their opinions as to what constitutes a good husband, and so long as one supports his wife and refrains from physically beating her and is outwardly moral, he feels that he has done his whole duty. I know men who honestly and sincerely believe themselves to be model husbands who never say one word of tenderness to their wives from one year's end to another. I know others, equally virtuous, whose sulky silence falls upon their homes like a wet blanket that extinguishes light and mirth. I know others who consider themselves models of marital conduct, yet who dole out money to their wives as if they were giving alms to a beggar. These are the crimes that in a woman's mind constitute a bad husband, because they are so common and for which women arraign men far more than for the few misdemeanors that are punishable by law. I was once talking to a girl, who was bent upon marrying a charming, but dissipated young fellow. "How can you be so foolish," I said, as I painted the horrors of a drunkard's wife to her, "when you have always had the advantage of your father's exemplary conduct as a husband before you?" "My father!" she flashed out at me passionately. "Yes, he is one of those good husbands who are never guilty of a weakness or a tenderness. If I marry Jack I will at least have the pleasure of some human companionship and affection when he is sober instead of being frozen to death like my mother. If my father is a good husband, God deliver me from one!"

But how are these conditions to be met? How is the bad husband to be turned from the error of his way? This is the difficult problem that the clubwomen are asked to tackle. The drunkard can occasionally be reformed, but where is the Keeley cure for the man who nags? Three women have I known who reformed bad husbands into being good husbands, and the story of their experiments I give, not as an example, for I have an idea that in matrimony every husband is different and every woman has to work out her own salvation, but simply as an evidence that no case is quite hopeless if met with tact and ingenuity.

The first was the case of Mrs. A., who had had the ill luck to marry one of those men who think that the chief duty of a husband is to remind his wife of her faults and shortcomings. Mr. A. was a perpetual objector. Whatever was wrong in his house. If his wife got a blue dress, he wanted to know why it was not green. If they had chops, he raged because they were not steak, and life with him was about as soothing as a mustard plaster. In particular, he was critical of the food and had a playful way of taking a mouthful of a dish and then demanding scornfully: "Do you call this soup or pudding?" or whatever it was. Mrs. A. stood this as long as she could and finally one day she determined on stopping it. She printed neat placards and as each dish was brought onto the table, it bore upon it the legend: "This is bread." "This is roast." "This is potatoes." Mr. A. gave one look at it and the significance of the thing, and

A Summer Light

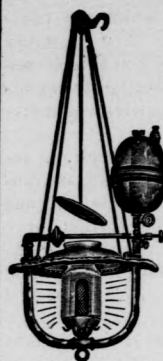
For Stores, Halls, Homes, Schools, Streets, etc., that will light but not heat or make your premises like an oven.

Brilliant or Halo Gasoline Gas Lamps

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

15 to 30 cents a month

No heat, smoke, smell or greasy wick.



Halo Pressure Lamp
500 Candle Power



100 Candle Power

Brilliant Gas Lamp Company

George Bohner

42 State St., Chicago

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.

A well stocked line of National Biscuit goods is a business policy that it is not well to overlook.

Water Sets

NO. 1 ASSORTMENT

The best \$1.25 article ever put on the market; good shapes and sells on sight.

- 1/4 dozen 502 Crystal, blue and green
- 1/4 dozen 589 Amethyst, blue and green
- 1/4 dozen 632 Amethyst, blue and green
- 1/4 dozen 634 Crystal, blue and green

12.....\$9.00

If you are looking for assortments of any kind in our line drop us a card or ask our travelers.

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

also of his daily insults to his wife, dawned upon him and never again was he guilty of such rudeness.

Another case I knew, in which the wife used her wit to compel justice from her husband, was that of an extremely beautiful woman, with a superb figure, who was married to a man who was very penurious to her. Fine clothes she had in plenty, for it gratified her husband's vanity to hear his wife spoken of as handsomely dressed, but never a penny did the wife have that she could spend as she pleased. This fell all the harder on her, because she had an old mother, who was very poor, and it broke the daughter's heart that she could do nothing to help her and soften the old woman's last days. Finally, after many conversations that had ended in bitterness and rancor, on the subject of an allowance, the wife calmly announced to her husband that she had secured a place in a shop as a cloak model.

"I am tired of being a beggar and a dependant," she said, simply, "and I am not going to do it another day. I can get so much money as a clerk in a store and not work as hard as I do seeing about keeping your house. Moreover, the money will be mine, to do what I please with, and I shall know the joy of receiving it without being insulted. If you consider that my services are worth that much I will gladly stay at home, but I tell you right now that this is a business strike and I mean what I say. These are my terms and you can take the offer or leave it." And the man, whose pride would have been touched to the quick and whose business standing would be imperiled by the sight of his wife standing as a model paid the money and never thereafter questioned her right to an independent pocketbook.

Another woman, married to the never-speak-at-home sort of a husband, claims to have cured him by an overdose of his own medicine. She was a cheery little body who believed in always meeting her husband with a smile and regaling him on tid-bits of news she had picked up during the day. For a long time she used at his coming to rush to the door and embrace a man who turned a cheek to her kiss that was as responsive as a graven image, and to keep up the conversation she would do a monologue at dinner, to which he only responded by an occasional grunt. At last, however, she decided that it was a little too much to expect one person to do all the work of making home happy, and so turned upon her husband with his own weapon. She dropped the evening kiss. She lapsed into silence as profound as the sphinx. She grunted in her turn, when he asked questions. Finally, the man asked, "What is the matter? What has happened?" "Oh," replied his wife, "I am only treating you as you do me. You do nothing to make the house bright and pleasant, why should I?" It was a brand new idea to the man, and he had the sense and justice to see where he had failed and to make good on his mistakes.

These were, of course, crude and childish ways of dealing with a great subject, and it is to be hoped that when the trained intelligence of the club-women of the country is brought to bear upon it they will find some method more comprehensive and more widely effective. When they are studying this subject, though, there is one very close to it that we trust they will not lose sight of, and that is how to effectually

deal with bad wives. Perhaps, if there were no bad wives there would be fewer bad husbands. Dorothy Dix.

The Attractive Age of Woman.

Taking into consideration the fact that more women are married between the ages of 18 and 25 than at any other period, it would certainly appear that it is at such a time that woman reaches the zenith of her charms.

Such an assumption, however, is not by any means correct. Early marriages are easily accounted for by the fact that the mind of the average young man at the age of 22 or 23 lightly turns to thoughts of love, and he invariably chooses a girl of the same age as himself, or perhaps younger, but rarely older, as one likely to make him a suitable wife.

At the age of 22 or 23 the majority of women are undoubtedly more attractive as regards personal beauty than at any other time of their lives; but while they have that buoyancy and youth which captivate and make men susceptible to their charms for the time being, yet a deeper study of their powers of fascination will quickly show that their attractiveness is very shallow, as compared with that of an older woman.

A pretty face only constitutes one of the characteristics which go towards making a woman attractive, and it is absurd to suppose that her charms decrease as time adds a wrinkle to her face. As a matter of fact, many women are far more attractive between the ages of 30 and 35 than those who are some ten years younger. The latter, perhaps, appear more charming and fascinating to the average young man on account of their personal beauty, vivacity or youth.

But although the attractiveness of a woman between 30 and 35 years of age may not be so apparent at first sight, it is really far greater than that of a younger woman. Her character has been formed, and, well knowing that she can no longer be regarded as a young woman, she makes the most of the good qualities she possesses and tries to please the man whose favor she seeks, as well as other people with whom she comes in contact.

A pair of large, sympathetic eyes, a low sweet voice, and an equanimity of temperament more than counterbalance any lack of youthful beauty and vivacity and it is when a woman strives to please man that her powers of fascination increase. She learns to take an interest in his daily pursuits, be they business or pleasure, and nothing appeals to the masculine heart more than the thought that one of the opposite sex is ready to praise when he triumphs and sympathize with him in his trials.

Many young women, of course, possess these characteristics, and, besides being pretty, have a truly lovable and sympathetic nature, which makes them doubly attractive in the eyes of a man. But, as a rule, it will be found that a young woman who possesses good looks is somewhat lacking in those endearing qualities which are to be found in a woman of 30 or thereabouts. The former has to depend mostly upon her good looks in order to win favor with the opposite sex, and as the average young man—and older ones, too, for the matter of that—is very susceptible to personal beauty, she is, perhaps, successful in appearing more attractive in his eyes than an older woman.

But only for a short while. Most men have a habit of comparing one

woman with another, and it is not long before they begin to perceive that beauty is only skin deep, as the saying goes, and that although a woman of from 30 to 35 is not so pretty as those with whom they are acquainted who are some years younger, yet the former is brighter in disposition and more interesting and sympathetic in character than the latter. This is because the older woman has had more experience of the world. Her character has developed, and she realizes that a woman needs more than personal beauty to win and retain a man's love. Cora Stowell.

Never Gets a Silent Partner.

Mrs. Stubb—The partnership of marriage is just like any other business partnership.

Mr. Stubb—Yes, excepting that man never gets a silent partner.



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Detroit Rubber Stamp Co.
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"White Swan" Cream Chocolates

A delicious summer novelty
Packed in five pound boxes
Manufactured only by

THE PUTNAM CANDY CO., Grand Rapids, Mich.

MICA AXLE GREASE

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

ILLUMINATING AND LUBRICATING OILS

PERFECTION OIL IS THE STANDARD
THE WORLD OVER

HIGHEST PRICE PAID FOR EMPTY CARBON AND GASOLINE BARRELS

STANDARD OIL CO.

Hardware

Most Important Things in Conducting a Hardware Business.

All things pertaining to the hardware business are to be taken collectively in order to make it a success. Location, capital and ability are the essential points and are the foundation of all mercantile pursuits. More especially is this the case with the hardware business.

Location is the first; for, without a good location, it is impossible to have a demand. Capital is to be considered and, of course, is important, but is not so important as the first or last mentioned. A good location and ability, taken collectively, will induce capital to assist you.

Ability is the most essential of all, as there can be no hope of success without it. And so upon this I mean to dwell, as I regard it paramount to all other points in conducting a hardware business. To know when to buy and how much to buy is a hard problem, but my experience has taught me that the most successful way is to buy according to the demand. But many times you can increase the demand by an earnest push. Increase your demand by increasing your variety. That is more necessary than to increase your stock of goods already introduced. And as you increase in capital so you should increase in knowledge. Staples will sell themselves, but it takes a good merchant to introduce new goods successfully. If a man can take sewing machines alone and make money out of them I can certainly make money on them as a side line. If there is not a pump in my town I will undertake to make a demand by getting a few and pushing them vigorously.

Three years ago there was not a self-binder machine in my county, very few mowers and but a few reapers. I accepted an agency (my competitor already had one) and we began to push them. Everybody said that we could not run harvesting machines in this country—too rough and too rocky. But we kept pushing, and now there are four machines sold in our town and altogether we will sell two hundred machines this year. We have done the same thing in cultivators. We made a demand. We helped ourselves and we have benefited our people and our country. We have made it possible for our customers to make more and they are therefore able to spend more. We have better farms and better farmers and we are better merchants. Three years ago not a buggy in our town for sale. Now there are four firms handling buggies and doing a nice business. We made a demand by keeping them in stock and we secured a trade that otherwise would have gone to distant cities. And the same will apply to many other lines of business. By creating the demand and pushing the goods we have benefited ourselves as merchants and helped our town and county.

Add to location capital and to your capital ability and success is a certainty. It takes ability to know how to sell goods, partly cultivated and partly inherited, but mostly it is done by cultivation. You must meet people well or you can not win them. Never meet them with a deceitful air, but always with a glad hand and an open heart. Be frank and courteous always and under all circumstances. If you want to be successful see your customer first. Re-

ceive him kindly, place him in good hands and assure him that he will be treated right. See him last and get an expression from him as to how he has been treated, invite him back again and be particularly careful that he goes away satisfied. And be careful again that you hold all your old customers, for there is the foundation of your business and upon that you can build. If you can not hold your old customers how can you expect to hold your new ones? You must remember, also, that your old customers will grow weak in the faith. If you never give them anything except the glad hand and the open heart they will consider it not quite enough. They sometimes expect something more and a small gift occasionally is money well spent, while ever afterwards appreciated.

But don't stop at the foregoing. Educate your trade to buy good goods. Do not handle goods to compete in price with catalogue houses. It is well enough to have a small assortment of cheap goods on hand to show your trade the difference between a first-class article and a cheap one. Push good goods and stand by them. Educate your trade to know that when you recommend an article it means something. It is not necessary to guarantee your goods but handle a line that you know will be satisfactory in every way.

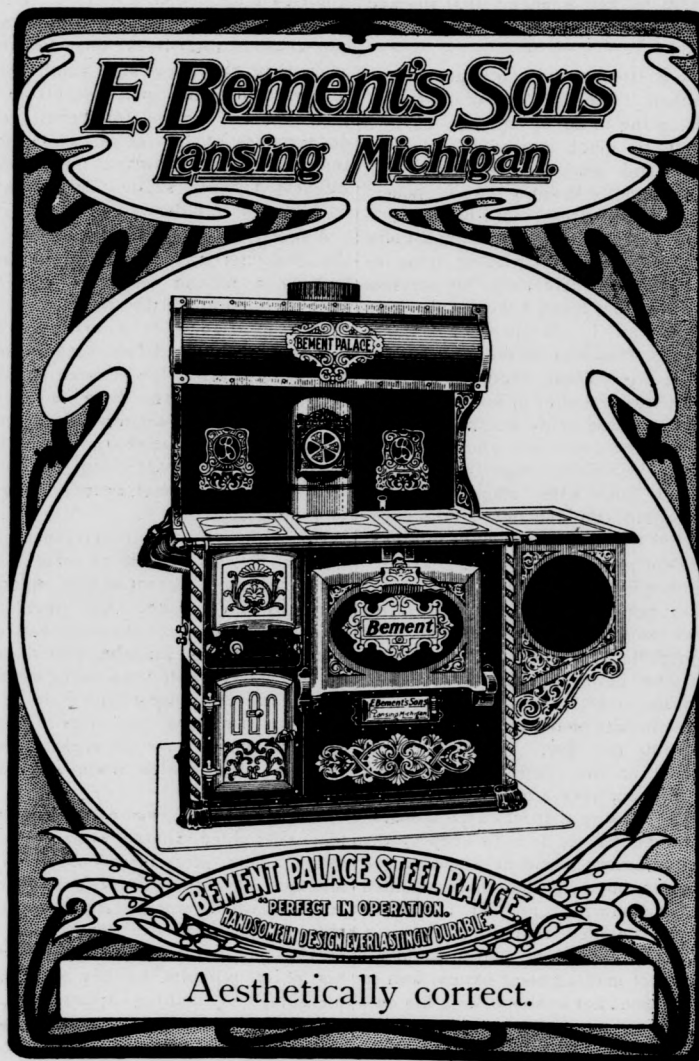
Four years ago I was selling a great quantity of cheap tinware. A salesman induced me to put in a small stock of good quality enameled ware. I protested at first, telling him there was too much difference in price. For instance, a tin wash basin that I sold for five cents and made one cent profit, the same size in granite sold for twenty-five cents, a profit of nine cents. I ordered a very small assortment. Thirty days later the traveling man returned and while he was in my store I had a call for a wash basin. I showed my customer the granite, but at the same time apologized to him for showing it and told him it was high. Of course, he agreed with me and took the tin basin. When he went away the salesman said: "Do you expect your trade to buy an article from you when you condemn it yourself? Why didn't you tell him the truth? it was not high. The enameled pan was better worth twenty-five cents than the tin one at five, and a difference in eight cents profit to you." That opened my eyes and from that day I began to sell the best grade enameled ware and since that time I have sold quantities of that ware so that to-day I can hardly sell cheap tin at any price.

On a number of other lines I have had the same experience, increased my sales, benefited my customers and have made a better percentage of profit.

I am a strong believer in special brands, and it matters not whether your own or your jobbers'. If you control the brand it is yours and a comparison in quality is impossible, which enables you to get a fair profit.

It requires ability to sell goods on credit successfully. To say "yes" when you should say "no," or vice versa, is the secret to success in the credit system, as a very little experience will soon teach you. If you find that you have not the ability to sell on credit, then try the cash system, which in my opinion requires more ability than the credit system. It is easier to sell goods on a credit and if you will exercise proper precaution you can make a success. But locality and custom have a great deal to do with it and in that you must be the judge. If you sell goods

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.

on credit always have a set time for collections and give your trade to understand that you will expect payment to be made when due. I sell builders' hardware, shelf goods, etc., on thirty days in the city, but I do not sell any class of goods on six or twelve months' time, except wagons, buggies, sewing machines, cultivators and such other items as I can hold a lien upon to secure me for the purchase price. For instance, if you sell thirty or sixty day goods on open account to a farmer on such terms you must have a large surplus of money or you can not discount your bills. And if the party proves to be "no good" you have but little show to collect. But if he owes you for a wagon, a machine or a cultivator, you can take that from him and that exposes him in the neighborhood in which he lives, which thing he will not allow if possible to prevent. But if it is on an open account and he does not pay it very few, if any, will know about his delinquency.

It requires ability to select good, honest clerks, and it requires more judgment to keep them good and honest after you employ them. No doubt in my mind many merchants are the cause of their men being dishonest and trifling—some by teaching them that they have no confidence in them. And it is certainly very discouraging to a clerk to know that his employer has no confidence in him. If you have no confidence in your clerks how can you expect others to have, and unless your trade has confidence in you and in your clerks, which means one and the same thing, how do you expect to build up your business? Your clerks are a part of your business and your success is largely dependent upon them. As you increase your stock of knowledge you must help to increase theirs, and as you increase your stock of merchandise you should help increase their finances. If you take little or no interest in your business why do you expect your clerks to do so?

There are a great many other things that are necessary in successfully conducting a hardware business. For instance, a well-kept stock, clean and complete. And last but not least, you must treat the people you buy from right. Pay your bills promptly and never make a claim for shortage or hold goods subject to order unless you absolutely know you are right. One claim of a shortage when proved that you are wrong will injure you more with your jobber than twice the worth of the article or articles.

The drummers are representatives of their houses, and unless the jobber or the factory had confidence in their honesty and ability they would not send them out. Therefore, it is very necessary that you treat the drummer right and respectfully, for upon him your success largely depends. He and his co-workers encircle the globe and they are continually on the "go." They are writing and talking, and it is their business and their right to be heard. They are your mouth-piece and when they hear you they communicate it to their employers. If you are not courteous to them their houses hear of it. If you hold them unnecessarily waiting for your order that is an injury to the house represented and the blame will come back on you. I owe a great deal of my success to the traveling men. They come into my store, they talk with my clerks, they enthruse them and put new life into them. It is just as necessary

to have friends to buy of as it is to have friends to sell to.

A cheerful disposition has a great deal to do with your business, both in buying and in selling. On one occasion I had a customer call. I met him at the door, shook hands with him, called him by name, invited him in and asked about his home and the country in general. I could see that he was blue. He asked me how my business was. I said very good, that everything looked bright to me, one more rain now and another in two weeks and still another three weeks later and our crops will be a certainty and then what a great harvest we will have. He began to brighten up a little. I told a joke and he laughed. Then I asked if I could sell him a wagon. He said, "No, but I thought when I left home that I would buy my wife a new stove. She certainly does need one, but I was just about out of the notion when I came in here. I had been in another store and they were talking about times being so hard and that they did not see what was going to become of the people if it did not rain right away, and if it did rain there wouldn't be much made, as the crops were already half cut, and they looked for a war, anyhow. And they told me about the big strike in Chicago, about Armour cornering the meat market and several other things, and so I just about made up my mind to keep the money and not buy the stove." I said, "Yes, that fellow over there is soured and sore on the world. He is not doing any business much and he thinks that everybody is going wrong." I told him that "Uncle Sam" had seen Armour, that the strike would amount to nothing and that everything was all O. K. He bought the stove from me, went away happy, made his wife happy and she told all her neighbors about her fine new stove. It rained, as it always has, and I sold ten new stoves in that one neighborhood. That one sale was the cause.

No patience, no self-denial, no character and no brain is required to set up in the grumbling business, but those who are moved by a genuine desire to do good have little time for murmuring or complaint. Hamp Williams.

Adjustable Stove Top.

A Chicago woman has patented an adjustable stove top to put a sad iron in and heat it at a moment's notice. The new top guarantees against draughts, the bane of the laundress who has to melt behind closed windows to keep her irons at the proper temperature. The top is of sheet iron. It fits over an ordinary gas stove burner, and it has a sliding cover to fit around the flat iron handles, leaving them out in the cool air while the body of the iron is sizzling underneath. The top not only heats irons, but it bakes potatoes, cooks squash to a turn, and browns biscuit. In fact, it does all the cooking that any one indulging in light housekeeping could desire. All this is accomplished by means of asbestos plates over the blaze, the number of plates employed being according to the amount of heat required for the different materials.

Hardware Store Stove Religion.

A small hardware store and tinshop in Central Ohio displays this sign:

We set up

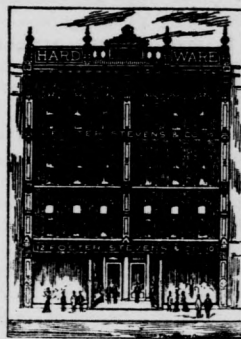
STOVES AND STOVEPIPES with Expedition, Neatness, Dispatch, and the proper tools, and WITHOUT PROFANITY.

Patronize your tinner

And don't be a sinner.

AN AMATEUR who sets up a stove will swear even if he has been a deacon for fifteen years.

"Thou Shalt Not Swear."



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

Foster, Stevens & Co.,

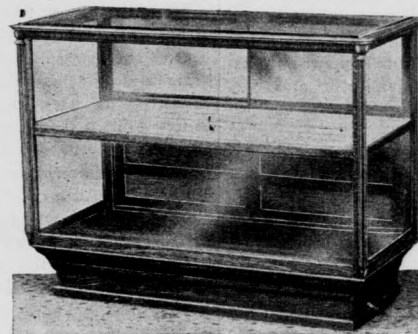
31, 33, 35, 37, 39 Louis St.

10 & 12 Monroe St.

Grand Rapids, Mich.

Grand Rapids Fixtures Co.

A new elegant design in a combination Cigar Case



Shipped knocked down. Takes first class freight rate.

No. 36 Cigar Case.

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

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

Standard and Sisal Binder Twine

For Prompt Shipment.

Pat. Silver Binder Twine

Insect and mildew proof. Can ship immediately. $\frac{3}{4}$, $\frac{7}{8}$, 1 inch and all other sizes of Manila and Sisal Ropes, Binder and Stack Covers, Endless Thresher Belts, Suction Hose, Tank Pumps.

THE M. I. WILCOX COMPANY

210 to 216 Water St., Toledo, Ohio

Buckeye Paint & Varnish Co.

PAINT, COLOR AND VARNISH MAKERS

Mixed Paint, White Lead, Shingle Stains, Wood Fillers

Sole Manufacturers CRYSTAL ROCK FINISH for Interior and Exterior Use.

Corner 15th and Lucas Streets, Toledo, Ohio.

THE UPROARIOUS FOURTH.

Some Thoughts on the Nation's Annual Blowout.

Written for the Tradesman.

While we are engaged in the pursuit of the bashful dollar, Independence Day stands just now beckoning to us with open hands to lay aside the implements of toil to join with her in celebrating the nation's birthday. She beckons to us with open hands because she is not absolutely certain whether she will have any hands to beckon with after July 4 or not. That is one great thing about the glorious Fourth. When a man begins dodging skyrocket and cannon crackers he does not know whether he is going to fight fire only a few hours or if that kind of exercise is to continue through eternity or even longer.

It is meet, however, that annually we should take cannon firecrackers and our lives in our hands and help in doing more or less thunderous honor to the brave mortals who have died for their country. There are many such martyrs on the altar of liberty. One will find long lists of them in the newspapers July 5 of each year. It is grand to think of a man spilling a few handfuls of gunpowder around and then laying down a cigar stub and his life together. It is magnificent to imagine the sensations of a man sitting down on a cannon firecracker when he does not know it is loaded. It is sublime to picture the valor of the brave citizens of the country who hold explosives in their teeth and blast out their molars. How inspiring to remember the thousands who play with dynamite and torpedoes and perish gloriously for the republic.

China is not looked upon as a great world power. In fact, the nations look upon her as sort of an easy cinch, and when they get short of funds they grab a piece of China—a plate or a vegetable dish or anything near by they can get their hands on—and, if China sasses back, they knock her down a few times and then yank her up on her feet again.

And yet China, despised as a fighter and prized as a good thing, has slain her thousands—yea, her tens of thousands—for she invented the cannon cracker. She wrapped it up in red and white tissue paper and sprinkled gold dust over it until it looked harmless and innocent and sent it out seeking whom it could devour and disintegrate. It was shipped in trainloads to this United States and on each July Fourth, while the orators are telling how these great commonwealths are being knit closer and closer together until they are almost as perfectly organized as a trust, the cannon cracker is engaged in tearing this United States and the inhabitants thereof asunder. This method is more sure and cheaper than killing people on the banks of the Yang-tse-Kiang far away.

There are other days which learned men tell us are each the longest day in the year, including the day before the circus, but for a really long day July 4 is entitled to consideration as a possibility. July 4 starts in at 12 p. m. and keeps up pretty steadily until 12 p. m. again. At about 12 p. m. July 3 some patriotic young man in the neighborhood will put a cannon fire cracker under your window or playfully toss a small volcano called a torpedo into your room, and after that sleep is as hard to get as a job spending money for somebody. You may put pillows in your ears and burrow under the covers, but the glorious Fourth has arrived and the air is

full of patriotism and gunpowder. The best thing you can do is to get up and make it interesting for any somnolent neighbor you may have who has not heard July 4 coming in.

It may be you are going to have a "celebration" in your town this year and, if you are a merchant on the main street, here is my hand in sympathy. You may clean up \$50 on the day—I say you may—but it will be as hard work cleaning up as it would be to clean up a Weary Willie who had been riding on the bumpers. You will come out of the celebration with a dark brown taste in your mouth and a smell of burnt powder in your hair. For a week your stomach will be out of order and your disposition on the skewgee. In consequence, you will build up a reputation in the neighborhood for being a crank and lay the foundation of a case of dyspepsia that will shorten your final days and make them considerably miserable.

When you consider this wear and tear on your stomach and your disposition and the misery you cause your family and friends, if you are a sensible man—which I take it you are, seeing that you read the Tradesman—you may come to the conclusion that the Fourth of July as a moneymaker for the merchant is not what it is cracked up to be. Running a store on July 4 is about as pleasant as being sheriff in Brimstone Gulch—and about as dangerous.

We will suppose that you carry a line of fireworks. For some days before the Fourth the small boys in your immediate neighborhood will be constantly investing in fireworks at from one cent to five cents a throw and shooting them off in your presence or your woodshed or some other place equally pleasant. These premature celebrations of the nation's holiday will keep you exercised for two or three weeks beforehand.

But it is on the morning of July 4 that your troubles will commence in real earnest. There are several kinds of celebrators who keep you interested during the day. They are a feature of every celebration, whether the balloon goes up or not. First and foremost is the man who examines your fireworks with the first and second fingers while he has a burning cigar clasped between them. You are wondering so intently whether the grand public display of fireworks is going to occur right then or be reserved for the evening that you are apt to give the man the wrong change without noticing it; and if you give him too much change he is not apt to notice it himself.

One never knows how great a blaze a little fire kindleth until someone drops some burning cigar ashes among his fireworks; and, for starting such a fire, a piece of punk is not so punk. I have known a merchant to blow in \$189 for a window display of fireworks and one small boy with a penny piece of punk to come along and blow it out.

The strange woman who wants to know when the parade will start and asks you in a tone of voice that indicates that she thinks you ought to start it; the girl who wants to get behind your counter to fix up a tear in her dress; the boy who wants to know how the floral fountains work—these and many others will you have with you.

When night comes you will have on hand \$4.67 worth of unsold fireworks, an ache in your back, a pain in your head and a fair sized profit—as such are called—for your day's labor. You and I will be compelled to admit that you

have made more money than you would on ordinary days. We will also be agreed that you would not go through the experience every day if your profits were increased twice as much. The reader may have observed that I have a bad habit of giving sympathy afterward rather than advice beforehand; but I have observed that sympathy is more apt to be accepted than advice. I can only say: "Be sure and keep cool" and express the opinion that you will not be able to do so. Douglas Malloch.

The people who look for trouble are the ones who find fault.

Aluminum Money

Will Increase Your Business.



Cheap and Effective.
Send for samples and prices.

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

FREIGHT TRACERS

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

BARLOW BROS.,

GRAND RAPIDS, MICH.

All Kinds
of
Solid

PAPER BOXES

All Kinds
of
Folding

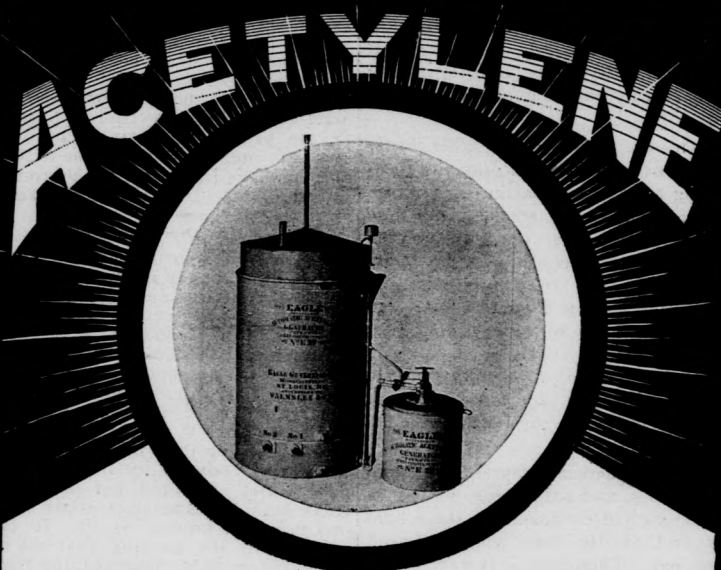
Do you wish to put your goods up in neat, attractive packages? Then write us for estimates and samples.

GRAND RAPIDS PAPER BOX CO.
GRAND RAPIDS, MICHIGAN

Box Makers

Die Cutters

Printers



Does your store suffer by comparison

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

ACETYLENE

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

Acetylene Apparatus Manufacturing Co.

157 Michigan Ave., Chicago.

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

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.

The members of Post A (Lansing) will celebrate the Fourth by holding a basket picnic at Pine Lake.

Olivet Optic: Frank Buchanan has secured a position with the D. M. Ferry Seed Co., of Detroit, as traveling salesman and leaves early in July to begin work. He has not yet been assigned his territory. His family will remain here.

F. H. Cobb succeeds Chas. P. Irish as Northern Michigan traveling representative for the Worden Grocer Co. Mr. Cobb has been identified with the railroad business for several years, having recently been employed in the ticket office in the Union depot.

It is related that the President of the Goodrich Transportation Co. recently came to Grand Rapids from Grand Haven in one of the ancient coaches which are still run on the streaks of rust which are designated as the Grand Trunk Railway. On alighting at the ramshackle shanty which does duty as a depot he was met by the local representative of his line, to whom he addressed the enquiry, "What is the name of this road?" The local representative thought to rebuke his superior by pointing to the name of the road on the coaches, but he refrained from doing so. One glance showed him that the coaches were so covered with dirt that the name was entirely obliterated.

A Galesburg correspondent writes as follows: A traveling man and an omelet were the principal factors in a little incident at Galesburg Monday morning that seems worth telling. A day or two ago a lady who "keeps hens" in this village, and who also supplies the hotels with fresh eggs, discovered that some of her fowls were developing egg eating proclivities and, in order to break up the habit, the shell was carefully removed from a sample of the product and about a teaspoonful of cayenne pepper inserted, after which the opening was sealed up and the egg placed in an exposed location for the benefit of the poultry. On Saturday the usual semi-weekly delivery of eggs was made at the hotel and on Monday morning a commercial man who had been a guest over Sunday ordered an omelet, which was duly served. One mouthful proved enough, and there was a rush for the back door and the pump. After a considerable interval the guest returned to the table, where he very carefully set the omelet aside with the remark that he had "been in a good many warm towns, but that Galesburg was the first in his experience to serve fire for breakfast."

Union Labor the Worst Enemy of Christianity.

Rev. Thomas A. Goodwin, one of the best known Methodist ministers in Indianapolis, recently denounced organized labor at the weekly Methodist meeting. He read a paper on the relations of the church and organized labor and said:

Of the 414 convicts in the reformatory at Jeffersonville, 268 are from the ranks of those who can not learn a trade.

Ninety-eight per cent. of the boys at the reform school are from cities and towns where organized labor will allow only here and there one to learn a trade.

In most cruel mockery in each institution they are taught trades, but when they get out not one of them can find employment in his trade except as a "scab," which is so odious a classification that many are driven to crime that they may escape it.

Organized labor controls all legislation. It holds the rod of terror over every court whose officers are elective, and threatens the executive if he does not obey its behests. We hear the rumblings of a coming social volcano that can not be misunderstood. Is it nothing to the poor man that the cost of his fuel is to be increased probably 50 per cent. by the coal strike? Is it nothing to the citizen that such an organized political force has practically the control of the affairs of state?

As preachers we can not be indifferent to its attitude toward the church. It is the most conspicuous organized hater of the church in the world. The saloon interest is a pigmy compared with it, for that is for the most part in the hands of men of little influence, and it has cause for its antagonism, for the church is its avowed enemy, whereas the church has nothing to do with organized labor. Its enemy is the inexorable, unrepalable law of supply and demand, and the equal right of every man to the profitable industries of life. It is the hungry man demanding the chance to earn bread. We are here as Methodist preachers enquiring what our respective churches can do to come into relations of conference and sympathy with a body of men who will not let our children learn trades by which they may make a living.

The Essentials of Good Advertising.

The prime object of advertising is to create a demand for an article. How many can pick the better of two pianos from which the brand has been removed? Yet men will pay more for an article whose name has become a household word by judicious advertising. Men sometimes say that if they had something new or exclusive they could succeed; but this is a mistake.

The cash register wouldn't go for years; the same way with the typewriters. There is nothing harder to advertise than new commodities. But judicious advertising can create wants and tastes. The consumption of oatmeal in Kansas City has increased six fold in ten years.

H. J. Heinz once told me that a merchant was a man who sold goods at his own price. The test of a real merchant is to create a distinctive demand for his goods, and to compel the people to buy them regardless of price.

All there is in advertising is in carrying a message to the dealer and consumer. No medium should be used blindly. A great many use newspapers just as the Indian slept on one feather because the white man slept on a feather bed, and he wondered why the feather didn't help him.

The ultimate object of all advertising is the creation of prestige. People accept what a successful man says. Prestige doesn't come to everybody overnight. It is acquired by persistent adherence to fundamental principles. It creates a peculiar constituency and as near a monopoly as is possible in these days.

John Lee Mahin.

Traverse City—Frank H. Smith and W. C. Hull, of this city, and Fred Longnecker, of Delta, Ohio, have purchased a tract of land in Mackinaw county consisting of 7,360 acres of hardwood and cedar timber. The consideration was \$73,000. The tract is what has been known as the Martel

Furnace Co. lands. The purchase was made from the heirs of Isaac Cappon, of Holland. The property is situated about four miles north of St. Martins bay.

Worry is the soliciting agent for Trouble, Pain & Co., and who will be brave enough to say that it does not do a flourishing business? When it calls on you say, "Not in, thank you!"

A genius is always appalled by the success of his pot boilers, since it may mean that he has struck his gait.

The Warwick

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

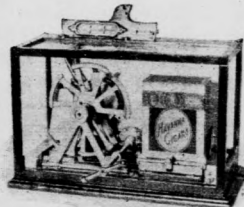
A. B. GARDNER, Manager.

Livingston Hotel

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

Grand Rapids

The Automatic Cigar Stand

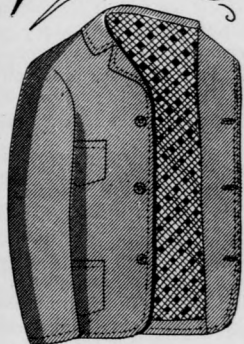


The Clark Cigar Vendor will stimulate your cigar trade. Sells cigars 5c straight; no chance about it. You make a profit every time. Your cigar customer waits on himself, you wait on the other one. A mechanical wonder, very attractive. Everybody wants to see how it works and put their money in it. "Sold 50 cigars first day" says one customer. A nickel in the slot, a turn of the handle, you have the cigar. Write us today. Get the first one in your town.

Michigan Novelty Works, 101 Prairie St., Uicksburg, Mich.

LOOK TO VALUES

WHEN YOU BUY COVERT COATS



LOOK at the best coats made and you will find them in our line.

LOOK at the material; the best No. 1 Palmer coverts. 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.

Drugs--Chemicals

Michigan State Board of Pharmacy

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

Examination Sessions.

Sault Ste. Marie, August 27 and 28.
 Lansing, November 5 and 6.

Mich. State Pharmaceutical Association.

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

How He Makes the Soda Fountain Pay.

I wish first to say a word as to the quality of my goods. I pride myself on them, and am convinced that no one has any better and few as good. I procure the best that money will buy, and spare no pains to have things the very best. In this I owe the credit to my dispenser, a young man with a thorough knowledge of the details, to whom I give full charge of that section of my business. Like most druggists I have to make my soda profits during the summer months; still, I keep this man the year around and find that it pays me for the reason that when each season opens up the people like to see the same face again at the counter. It hurts to change help, and I never do it if I can avoid it. I keep mine by giving them good pay and good hours, and in trying to make their lives something more than work.

By having the right kind of help to wait upon the trade and by having the proper goods to sell I have gradually obtained control of the best trade of the city, and am keeping it year after year. Nothing pays so well at the fountain as good service. I believe that the personal reputation of my dispenser is more to me than even the high quality of my soda.

I have reduced the cost of my soda to the lowest figure I can and give the quality. I have an automatic carbonator which makes soda at a figure so low that the expense hardly counts on a single glass of soda. This is another advantage of modern improvement; it reduces the cost of the drink.

At first I was compelled to do a goodly amount of advertising but of late very little has to be done in that line, and the truth is my fountain is the best advertisement that the store has, bringing me more trade than any amount of other advertising. This I can say—that if I made not one cent of profit upon my fountain I should still think it money well invested just to keep people talking of me; and my fountain is the talk of the town and although not a large place, and with competitors numerous, I manage to keep two men busy during the pleasant summer evenings when the young folks are out for a stroll.

If you do not thoroughly understand the soda business I advise you to hire, as I do, a man whom you can trust to do his best to make your fountain pay, then give him a chance and within reason anything he wants to work with. That is the only way to make a success. Let no man deceive himself by thinking a fountain can be run on the same principle as a store; it can't be done. It is an art to run a fountain. It takes an artist to run one right.

I am fortunate in still being able to sell ice cream soda for ten cents, while many druggists have to sell at five cents, but were I compelled to sell at

that price I would still continue to sell the best, for my fountain, as I say, brings me more trade than any other advertising medium, and once thoroughly established needs very little advertising.

One thing may interest some readers—that is, to know how I secured my reputation among the young folks of the city. I had some tickets made—something like this:

5c. This ticket 5c.
 good for one soda at
 Zimmerman Pharmacy.
 5c. High School Ticket. 5c.

These I had made in book form, with twenty-five in a book. I went to the principal of the high school and had a talk with him, asking him to give out one ticket to each scholar, which he agreed to do. Every time one of the tickets was given in I gave out a little circular explaining my offer of giving books of twenty-five tickets each for a dollar with a form of application on the bottom. This method I repeated in the higher rooms of the grammar schools and a university located in this place.

In each and every case I had the tickets printed with the name of the school. I also have tickets marked "special clerks' tickets" "bank tickets" etc. All tickets are sold only upon written application. To clubs, etc., I offer fifty books at \$45, or 100 books at \$85. I have now a trade in tickets which are sold to nearly every club in town, to all the schools, and yet my ticket business represents only about one-third of my entire receipts on soda.

H. A. Zimmerman.

The Drummer Sizes Up the Situation.

"Well, boys," said the drummer as he put a couple of dirty graduates in the sink, wiped off the dispensing counter and swung himself upon it, "it does me good to get back to the old joint again."

"Homesick?" asked the drug clerk.
 "No, my boy," said the drummer; "it's drug store mania and I can't get my jag of it on the road as well as I can here. Do you know ever since I stopped putting up Seidlitz powders and horse balls, I hanker after that early morning smell of a drug store so bad that when I am in some small jerk-water town I get up at 5 o'clock and lay around the door of the drug store until the drug clerk appears, and then get him to let me in first so I can inhale it all. Shades of Lubin! Talk about new-mown hay and wild flowers—it isn't in it for one consecutive minute with that aloe, carbolic, aniseed odor of a freshly opened drug store! This store has it all day—that's why I like it!"

"Anything new on the road?" asked the insurance agent.

"Nothing as new as you have in the city, especially in the pill business. I see one of your city druggists has opened up a Midway Palm Garden annex to his store. Now that's what I like to see. When a man goes in for anything let him go in up to his neck. If a druggist can make more money out of soda water than out of patents at 63 cents for dollar articles, why doesn't he put his patents in the cellar and get a bigger fountain, six more soda water clerks, and devise some startlers in the way of new drinks?"

"Soda water doesn't elevate the profession," said the druggist.

"Yes, that's just the way you six-cent people talk. Elevate the profession! I suppose selling fly paper and female pills elevates it! I can see an electric elevator in every present-day drug store made of catarrh cures for cocaine fiends

and malt extract for women dipsomaniacs. Elevate the profession! No, perhaps soda water does not, but I notice most of you at the same time have a little fountain with six syrups or a few fly-marked bottles with a gooseneck tap, and when a customer, having only a choice of lemon, vanilla, strawberry, or sarsaparilla, gets one of these and never asks for it again, you wonder why. No, sir, if a thing is worth doing at all it's worth doing well, and if you sell soda water have the best fountain in six blocks or have none!

"Elevate the profession!" again repeated the drummer with a disgusted look on his face as he walked behind the counter, shook up a bottle of candies and put six in his mouth. "Why, you talk like an egg! Come out of your shell, get in the game with some business ideas, and elevate your business. Take up any side line that shows a profit, and go in for it into deep water. Don't stand and paddle in it.

"I ran across an instance last week," said the drummer as he again took his usual seat. "You know I am interested in photography, carry a camera with me, and once in a while in small towns have to spend a few dollars in supplies. Some druggists have at last grasped the idea that there is a little money in photographic supplies, and in a small town to the north I struck one who had a card in his window to the effect that he sold these commodities. I went in and looked over his stock, didn't get what I wanted and so opened up a general talk on the subject and was informed there was no money in it, but there might be if one made up his own solutions, etc. Why the druggist did not do so he did not say, but when I looked over the stock again I knew why he made no money out of it, as it consisted of a few articles stuck in a dark corner of the store. The next day, in the next town, I struck a drug store with a window full of cameras, etc., went in, got what I wanted, and opened up the same spiel, but what a difference! 'Twas the best line he had; beat cigars, soda water and toys all hollow. Had a bad fire in town some time before and cleared expenses for six months selling views of it. His stock was as good as you could get at a regular supply house, and was displayed in the best part of the store.

"Who elevates the profession most, the man who goes into a thing in a half-hearted way or the one who goes into it to win? Does selling photographic supplies degrade the profession? Nay, nay, Pauline; this is a business that should never have left the hands of pharmacists, for its whole backbone is chemistry. But if you go in for photographic supplies, go in for it right. Buy a silent salesman case; fill it with goods and set it in the center of the store; get out some advertising matter and try and get customers.

"Don't act as though you kept a corner grocery!"

Largest Pharmacy in the World.

The pharmacy of K. J. Ferrein at Moscow, Russia, is thought to be the largest in the world. As many as twelve hundred prescriptions are put up in one day. The dispensing is done in a glass domed room, where about twenty-four assistants are employed and a large clerical force is required to take the orders and deliver the goods. If poisonous drugs are used in putting up a prescription, the checking of weights is done by a weigher specially employed for that purpose. The annual number of prescriptions is not far from 300,000. Two hundred and ninety-three men and boys are employed in the wholesale and retail departments of the establishment.

The Drug Market.

Opium—Is weak, but price is unchanged. Favorable weather for the growing crop is reported and a large yield is expected.

Morphine—Is unchanged.

Quinine—Is very weak at the decline. Cocaine—Competition is strong and a further decline is expected.

Norwegian Cod Liver Oil—Continues to advance and the market is very firm. Nitrate Silver—Has advanced, on account of the higher cost of metal.

Rochelle Salts and Seidlitz—Has been advanced 1c per lb.

Cream Tartar—Has advanced 2½c per lb., on account of higher price of crude material.

Juniper Berries—Are in very small stock and have again advanced abroad.

Oil Bergamot—Is firm and has advanced.

Oil Peppermint—Is firm.

Oil Wintergreen—Is scarce and advancing.

Buchu Leaves—Stocks are light and price firm.

Canary Seed—On account of poor crop and reduced supply, has advanced.

Russian Hemp Seed—Is also very firm.

German Rape Seed—Has advanced.

What He Wanted to Say.

A few days ago Mr. Taylor was absent from his drug store for a few minutes and left his wife in charge. A large Norwegian who spoke English with difficulty entered and said:

"Hi owe de firm 10 cents."

"Very well," replied Mrs. Taylor, "just pay it to me and it will be all right."

The Norwegian made no attempt to produce the coin, but gazed steadily at Mrs. Taylor and repeated:

"Hi owe de firm 10 cents."

"Yes, I heard you say that before. Now, if you are afraid I will give you a receipt for it."

In astonishment the man from Norway looked at her and walked out without a word. Pretty soon he returned with a fellow countryman whose command of English was a little better and who interpreted the remark to Mrs. Taylor by explaining: "He wants 10 cents' worth of iodoform."

Stagnation in the Ginseng Trade.

Cincinnati, June 2.—Cincinnati is a great center for ginseng and does an enormous export business. The market for ginseng and other roots is in a chaotic state, the result of extraordinary conditions. A member of a leading concern engaged in exporting the root said to day that the interference of the Christian powers in China had cost America the ginseng trade.

For years the Chinese have taken practically the entire crop of ginseng, but last season their purchases were fully two-thirds under the normal in consequence of the high prices demanded, and dealers found it necessary to carry over large stocks to this season. This year's crop is now ready to be sold but no market can be found as exporters are unwilling to purchase until their holdings from last year have been disposed of.

His Indefinite Facial Boundary.

A well-known judge on a Virginia circuit was recently reminded very forcibly of his approaching baldness by one of his rural acquaintances.

"Jedge," drawled the farmer, "it won't be so very long 'fo' you'll hev to tie a string around yer head to tell how fer up to wash yer face."

FRED BRUNDAGE

wholesale

Drugs and Stationery

32 & 34 Western Ave.,

MUSKEGON, MICH.

WHOLESALE DRUG PRICE CURRENT

Advanced—Juniper Berries, Oil Bergamont, Lemon Tartar, Rochell Salts, Rapa Seed.
Declined—Opium.

Acidum		Conium Mac.		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.		Mentha		Sella Co.	
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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
Jelly
Family Whitefish

DECLINED

Chewing Tobacco
Smoking Tobacco
Navy Beans

Index to Markets
By Columns


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

1	2
AXLE GREASE	CANNED GOODS
Aurora, doz. gross 55 6 00	3 lb. Standards 1 10
Castor Oil, doz. gross 60 7 00	Gallons, standards 3 35
Diamond, doz. gross 75 4 25	Blackberries
Frazer's, doz. gross 75 9 00	Standards 80
IXL Golden, tin boxes 75 9 00	Beans
	Baked 1 00@1 30
Mica, tin boxes 75 9 00	Red Kidney 75@ 85
Paragon, doz. gross 55 6 00	String 70
BAKING POWDER	Wax 75
Egg	Blueberries
1/4 lb. cans, 4 doz. case 3 75	Standard 90
1/2 lb. cans, 2 doz. case 3 75	Brook Trout
1 lb. cans, 1 doz. case 3 75	2 lb. cans, Spiced 1 90
5 lb. cans, 1/2 doz. case 8 00	Clams
JAXON	Little Neck, 1 lb. 1 00
1/4 lb. cans, 4 doz. case 45	Little Neck, 2 lb. 1 50
1/2 lb. cans, 2 doz. case 45	Clam Bouillon
1 lb. cans, 2 doz. case 1 60	Burnham's, 1/2 pint 1 92
Royal	Burnham's, pints 3 60
10c size 90	Burnham's, quarts 7 20
1/4 lb. cans 1 35	Cherries
1/2 lb. cans 2 50	Red Standards 80
1 lb. cans 4 80	White 80
3 lb. cans 13 00	Corn
5 lb. cans 21 50	Fair 80
BATH BRICK	Good 85
American 70	Fancy 1 09
English 80	French Peas
BLUING	Sur Extra Fine 22
Arctic, 4 oz. ovals, per gross 4 00	Extra Fine 19
Arctic, 8 oz. ovals, per gross 6 00	Fine 15
Arctic 16 oz. round per gross 9 00	Moyen 11
	Gooseberries
BROOMS	Standard 90
No. 1 Carpet 2 70	Hominy
No. 2 Carpet 2 25	Standard 85
No. 3 Carpet 2 15	Lobster
No. 4 Carpet 1 75	Star, 1/4 lb. 2 15
Parlor Gem 2 40	Star, 1 lb. 3 60
Common Whisk 85	Picnic Tails 2 40
Fancy Whisk 1 10	Mackerel
Warehouse 3 50	Mustard, 1 lb. 1 75
BRUSHES	Mustard, 2 lb. 2 80
Milwaukee Dustless 1 00@3 00	Soused, 1 lb. 1 75
Fiber 1 00@3 00	Soused, 2 lb. 2 80
Russian Bristle 3 00@5 00	Tomato, 1 lb. 1 75
Discount, 33 1/3% in doz. lots.	Tomato, 2 lb. 2 80
SCRUB	Mushrooms
Solid Back, 8 in. 45	Hotels 18@20
Solid Back, 11 in. 95	Buttons 22@25
Pointed Ends 85	Oysters
SHOE	Cove, 1 lb. 85
No. 8 1 00	Cove, 2 lb. 1 55
No. 9 1 30	Cove, 1 lb. Oval 95
No. 4 1 70	Peaches
No. 8 1 90	Pie 85@ 90
STOVE	Yellow 1 85@1 85
No. 3 75	Pears
No. 2 1 10	Standard 1 00
No. 1 1 75	Fancy 1 25
BUTTER COLOR	Peas
W. R. & Co.'s, 15c size 1 25	Marrowfat 1 00
W. R. & Co.'s, 25c size 2 00	Early June 1 00
CANDLES	Early June Sifted 1 60
Electric Light, 88 12 1/2	Plums
Electric Light, 168 12 1/2	Plums 85
Paraffine, 68 10 1/2	Pineapple
Paraffine, 128 10 1/2	Grated 1 25@2 75
Wickling 17	Sliced 1 35@2 55
	Pumpkin
	Fair 1 00
	Good 1 10
	Fancy 1 15
	Raspberries
	Standard 1 15
	Russian Caviar
	1/4 lb. cans 3 75
	1/2 lb. cans 7 00
	1 lb. can 12 00
	Salmon
	Columbia River, talls @ 1 85
	Columbia River, flats @ 2 00
	Red Alaska 1 30@1 40
	Pink Alaska 90@1 00
	Shrimps
	Standard 1 40
	Sardines
	Domestic, 1/2 3 1/2
	Domestic, 3/4 5
	Domestic, Mustard 11@24
	California, 1/2 17@24
	California, 3/4 70@14
	French, 1/2 18@28
	Strawberries
	Standard 1 10
	Fancy 1 10
	Succotash
	Fair 95
	Good 1 00
	Fancy 1 20

3

Tomatoes	Fair 1 30
Good 1 35	
Fancy 1 45	
Gallons 3 60	
CARBON OILS	
Barrels	Eocene @11
Perfection @10	
Diamond White @9	
D. S. Gasoline @12 1/2	
Deodorized Naphtha @10 1/2	
Cylinder @24	
Engine @22	
Black, winter 9 @10 1/2	
CATSUP	Columbia, pints 2 00
Columbia, 1/2 pints 1 25	
CHEESE	Aome @11
Amboy @10 1/2	
Carson City @10 1/2	
Elsie @11	
Emblem @11 1/2	
Gem @10 1/2	
Gold Medal @10 1/2	
Ideal @10 1/2	
Jersey @10 1/2	
Riverside @11	
Brick 14@15	
Edam @90	
Lelden @17	
Limburger 13@14	
Pineapple 50@75	
Sap Sago 19@20	
CHEWING GUM	American Flag Spruce 55
Beeman's Pepsin 60	
Black Jack 65	
Largest Gum Made 60	
Sen Sen 55	
Sen Sen Breath Perfume 1 00	
Sugar Loaf 55	
Yucatan 55	
CHICORY	Bulk 5
Red 7	
Eagle 4	
Frank's 7	
Schener's 6	
CHOCOLATE	Walter Baker & Co.'s
German Sweet 23	
Premium 31	
Breakfast Cocoa 46	
Runkel Bros. 21	
Vienna Sweet 28	
Vanilla 31	
Premium 31	
CLOTHES LINES	Sisal 1 00
60 ft, 3 thread, extra 1 40	
72 ft, 3 thread, extra 1 70	
90 ft, 3 thread, extra 1 29	
60 ft, 6 thread, extra 1 29	
72 ft, 6 thread, extra 1 50	
Jute	50 ft. 75
60 ft. 90	
72 ft. 1 05	
90 ft. 1 10	
120 ft. 1 50	
Cotton Victor	50 ft. 80
60 ft. 95	
70 ft. 1 10	
Cotton Windsor	50 ft. 1 20
60 ft. 1 40	
70 ft. 1 65	
80 ft. 1 85	
Cotton Braided	40 ft. 55
50 ft. 70	
70 ft. 80	
Galvanized Wire	No. 20, each 100 ft long 1 90
No. 19, each 100 ft long 2 10	
COCOA	Cleveland 41
Colonial, 1/2 35	
Colonial, 3/4 35	
Epps 42	
Huyler 45	
Van Houten, 1/2 12	
Van Houten, 3/4 20	
Van Houten, 1 40	
Webb 30	
Wilbur, 1/2 41	
Wilbur, 3/4 42	
COCOANUT	Dunham's 1/2 26
Dunham's 3/4 and 1 26 1/2	
Dunham's 1 28	
Bulk 13	
COCOA SHELLS	20 lb. bags 2 1/2
Less quantity 3	
Pound packages 4	
COFFEE	Roasted
F. M. C. brands	Mandehling 30 1/2
Purity 28	
No 1 Hotel 28	
Monogram 26	
Special Hotel 23	
Parkerhouse 21	
Honolulu 17	
Fancy Maracabo 16	
Maracabo 13	
Porto Rican 15	
Marexo 11 1/2	

4

Dwinell-Wright Co.'s Brands.	White House, 1 lb. cans 10
	White House, 2 lb. cans 10
	Excelsior, M. & J. 1 lb. cans 12
	Excelsior, M. & J. 2 lb. cans 12
	Tip Top, M. & J., 1 lb. cans 12
	Royal Java 12
	Royal Java and Mocha 12
	Java and Mocha Blend 12
	Boston Combination 12
	Ja-Vo Blend 12
	Ja-Mo-Ka Blend 12
	Distributed by Olney & Judson
	Gro. Co., Grand Rapids, C. El.
	Hott & Co., Detroit, B. Desen-
	berg & Co., Kalamazoo, Symons
	Bros. & Co., Saginaw, Jackson
	Grocer Co., Jackson, Melsel &
	Goeschel, Bay City, Fielbach
	Co., Toledo.
	Telfer Coffee Co. brands
	No. 9 8 1/2
	No. 10 9 1/2
	No. 12 12
	No. 14 14
	No. 16 16
	No. 18 18
	No. 20 20
	No. 22 22
	No. 24 24
	No. 26 26
	No. 28 28
	Belle Isle 20
	Red Cross 24
	Colonial 26
	Junco 28
	Kearns 14
	Delivered in 100 lb. lots.
Rio	Common 8
Fair 8	
Choice 10	
Fancy 15	
Santos	Common 8
Fair 8	
Choice 10	
Fancy 13	
Peaberry 11	
Maracabo	Choice 13
Fair 13	
Choice 16	
Mexican	Choice 13
Fancy 17	
Guatemala	Choice 13
Java	African 12
Fancy African 17	
O. G. 25	
P. G. 31	
Mocha	Arabian 21
Package	New York Basis 10 1/2
Arbuckle 10 1/2	
Dilworth 10 1/2	
Jersey 10 1/2	
Lion 10	
McLaughlin's XXXX	McLaughlin's XXXX sold to
retailers only. Mail all orders	
direct to W. F. McLaughlin &	
Co., Chicago.	
Extract	Valley City 1/2 gross 75
Felix 1/2 gross 1 15	
Hummel's foil 1/2 gross 85	
Hummel's tin 1/2 gross 1 43	
CONDENSED MILK	4 doz in case.
	
Gall Borden Eagle 6 40	
Crown 5 90	
Daisy 4 70	
Champion 4 25	
Magnolia 4 25	
Challenge 4 10	
Dime 3 35	
Peerless Evaporated Cream 4 00	
Milkmaid 3 85	
Tip Top 3 85	
Nestles 4 25	
Highland Cream 5 00	
St. Charles Cream 4 50	
CRACKERS	National Biscuit Co.'s brands
Butter	Seymour 6 1/2
New York 6 1/2	
Family 6 1/2	
Salted 6 1/2	
Wolverine 7	

5

Soda XXX	7
Soda, City	8
Long Island Wafers	13
Zephyrette	13
Oyster	
Faust	7 1/2
Farina	7
Extra Farina	7 1/2
Saltine Oyster	7
Sweet Goods-Boxes	
Animals	10
Assorted Cake	10
Belle Rose	8
Bent's Water	16
Cinnamon Bar	9
Coffee Cake, Iced	10
Coffee Cake, Java	10
Cocoanut Macaroons	18
Cocoanut Taffy	10
Cracknells	16
Creams, Iced	8
Cream Crisp	10 1/2
Cubans	11 1/2
Currant Fruit	12
Frosted Honey	12
Frosted Cream	9
Ginger Gems, 1/2 doz small	6 1/2
Ginger Snaps, N. B. C.	10 1/2
Gladiator	9
Grandma Cakes	8
Graham Crackers	12
Graham Wafers	16
Grand Rapids Tea	12
Honey Fingers	12
Iced Honey Crumpets	10
Imperials	8
Jumbles, Honey	12
Lady Fingers	12
Lemon Snaps	12
Lemon Wafers	12
Marshmallow	16
Marshmallow Creams	16
Marshmallow Walnuts	16
Mary Ann	8
Mixed Picnic	11 1/2
Milk Biscuit	7 1/2
Molasses Cake	8
Molasses Bar	9
Moss Jelly Bar	12 1/2
Newton	12
Oatmeal Crackers	8
Oatmeal Wafers	12
Orange Crisp	9
Orange Gem	9
Penny Cake	8
Pilot Bread, XXX	7 1/2
Pretzettes, hand made	8 1/2
Pretzels, hand made	8 1/2
Scotch Cookies	9
Sears' Lunch	7 1/2
Sugar Cake	8
Sugar Cream, XXX	8
Sugar Squares	8
Sultanas	13
Tutti Frutti	16
Vanilla Wafers	16
Vienna Crimp	8
E. J. Krue & Co.'s baked good	
Standard Crackers	
Blue Ribbon Squares	
Write for complete price list	
with interesting discounts.	
CREAM TARTAR	
5 and 10 lb. wooden boxes	30
Bulk in sacks	29
DRIED FRUITS	
Apples	
Sundried	@26 1/2
Evaporated, 50 lb. boxes	@10 1/2
California Prunes	
100-120 25 lb. boxes	@ 4
90-100 25 lb. boxes	@ 4 1/2
80-90 25 lb. boxes	@ 5 1/2
70-80 25 lb. boxes	@ 5 1/2
60-70 25 lb. boxes	@ 6 1/2
50-60 25 lb. boxes	@ 7 1/2
40-50 25 lb. boxes	@ 8 1/2
30-40 25 lb. boxes	9
1/2 cent less in 50 lb. cases	
California Fruits	
Apricots	@11 1/2
Blackberries	
Nectarines	8 1/2
Peaches	@9 1/2
Pears	
Pitted Cherries	9 1/2
Prunelles	
Raspberries	
Citron	
Leghorn	11
Coriscan	12 1/2
Currants	
California, 1 lb. package	
Imported, 1 lb package	7 1/2
Imported, bulk	
Peel	
Citron American 19 lb. bx.	13
Lemon American 10 lb. bx.	13
Orange American 10 lb. bx.	13
Raisins	
London Layers 2 Crown	1 75
London Layers 3 Crown	1 90
Cluster 4 Crown	
Loose Muscatels 2 Crown	7
Loose Muscatels 3 Crown	7 1/2
Loose Muscatels 3 Crown	8 1/2
L. M., Seeded, 1 lb.	9 1/2 @
L. M., Seeded, 1/2 lb.	8
Sultanas, bulk	11
Sultanas, package	11 1/2
FARINACEOUS GOODS	
Beans	
Dried Lima	5 1/2
Medium Hand Picked	1
Brown Holland	2 25
Farina	
24 1 lb. packages	1 13
Bulk, per 100 lbs.	2 80
Flour	
Flake, 50 lb. sack	9
Pearl, 200 lb. bbl.	5 00
Pearl, 100 lb. sack	5 00
Maccaroni and Vermicelli	
Domestic, 10 lb. box	2 00

6

Pearl Barley	
Common	3 00
Chester	2 75
Empire	8 65
Peas	
Green, Wisconsin, bu.	1 90
Green, Scotch, bu.	2 00
Split, lb.	4
Rolled Oats	
Rolled Avena, bbl.	6 30
Steel Cut, 100 lb. sacks	3 30
Monarch, bbl.	6 10
Monarch, 1/4 bbl.	3 20
Monarch, 90 lb. sacks	2 95
Quaker, cases	3 20

Walsh-DeRoo Co.'s Brand.



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

Sago

East India..... 3 3/4

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

German, broken package..... 4

Tapioe

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

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

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

Wheat

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

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

FISHING TACKLE

1/4 to 1 inch..... 6

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

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

2 inches..... 11

3 inches..... 15

Cotton Lines

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

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

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

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

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

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

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

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

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

Linen Lines

Small..... 20

Medium..... 26

Large..... 34

Poles

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

Bamboo, 16 ft. per doz..... 55

Bamboo, 18 ft. per doz..... 60

FLAVORING EXTRACTS

FOOTE & JENKS'

JAXON

Highest Grade Extracts

Vanilla..... 1 20

Lemon..... 1 20

1 oz full m. 1 20 1 oz full m. 80

2 oz full m. 2 10 2 oz full m. 1 25

No. 3 fan'y 3 15 No. 3 fan'y 1 75

COLEMAN'S

EXTRACTS

Vanilla..... 1 20

Lemon..... 1 20

2 oz panel. 1 20 2 oz panel. 75

3 oz taper. 2 00 4 oz taper. 1 50

JENNINGS' FLAVORING

EXTRACTS

D. C. Lemon..... 75

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

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

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

No. 4 T..... 1 52 No. 3 T..... 2 08

2 oz. Assorted Flavors 75c.

Our Tropical.

2 oz. full measure, Lemon..... 75

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

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

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

Standard.

2 oz. Panel Vanilla Tonka..... 70

2 oz. Panel Lemon..... 60

FLY PAPER

Tanglefoot, per box..... 35

Tanglefoot, per case..... 3 20

FRESH MEATS

Beef

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

Forequarters..... 5 @ 7

Hindquarters..... 8 @ 10 1/4

Loin..... 10 @ 14

Ribs..... 8 @ 12 1/2

Rounds..... 8 @ 9

Chucks..... 5 @ 6

Plates..... 5 @

Pork

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

Loin..... @ 13

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

Shoulders..... @ 9 1/2

Leaf Lard..... @ 11 1/2

Mutton

Carcass..... 6 @ 8

Lamb..... 8 1/2 @ 10 1/4

Veal

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

7

FRUIT CAN WRENCH.

Triumph, per gross..... 9 60

GELATINE

Knox's Sparkling..... 1 20

Knox's Sparkling, pr gross..... 14 00

Knox's Acidulated..... 1 20

Knox's Acidulated, pr gross..... 14 00

Oxford..... 75

Plymouth Rock..... 1 20

Nelson's..... 1 50

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

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

GRAIN BAGS

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

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

GRAINS AND FLOUR

Wheat

Wheat, white..... 79

Wheat, red..... 77

Winter Wheat Flour

Local Brands

Patents..... 4 60

Second Patent..... 4 10

Straight..... 3 30

Second Straight..... 3 60

Clear..... 3 30

Graham..... 3 60

Buckwheat..... 4 30

Rye..... 3 00

Subject to usual cash discount.

Flour in bbls., 25c per bbl. additional.

Ball-Barnhart-Putman's Brand

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

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

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

Worden Grocer Co.'s Brand

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

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

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

Spring Wheat Flour

Clark-Jewell-Wells Co.'s Brand

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

Pillsbury's Best 1/4s..... 4 40

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

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

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

Ball-Barnhart-Putman's Brand

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

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

Duluth Imperial 1/4s..... 4 10

Lemon & Wheeler Co.'s Brand

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

Wingold 1/4s..... 4 20

Wingold 1/4s..... 4 10

Oleiny & Judson's Brand

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

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

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

Worden Grocer Co.'s Brand

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

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

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

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

Meal

Bolted..... 2 80

Granulated..... 2 90

Feed and Millstuffs

St. Car Feed, screened..... 26 75

No. 1 Corn and Oats..... 26 50

Unbolted Corn Meal..... 25 50

Winter Wheat Bran..... 19 00

Winter Wheat Middlings..... 32 00

Screenings..... 20 00

Oats

Car lots..... 55

Car lots, clipped..... 58

Less than car lots.

Corn

Corn, car lots..... 68

Hay

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

No. 1 Timothy lot lots..... 12 00

HERBS

Sage..... 15

Hops..... 15

Laurel Leaves..... 15

Senna Leaves..... 25

INDIGO

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

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

JELLY

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

15 lb. pails..... 1 75

30 lb. pails..... 85

LICORICE

Pure..... 30

Calabria..... 23

Sicily..... 14

Roof..... 10

LYE

Condensed, 2 doz..... 1 20

Condensed, 4 doz..... 2 25

MEAT EXTRACTS

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

Liebig's, 2 oz..... 2 75

MOLASSES

New Orleans

Fancy Open Kettle..... 40

Choice..... 35

Fair..... 25

Good..... 22

Half-barrels 2c extra

MUSTARD

Horse Radish, 1 doz..... 1 75

Horse Radish, 2 doz..... 3 50

Sage's Celery, 1 doz..... 1 75

OLIVES

Bulk, 1 gal. kegs..... 1 35

Bulk, 3 gal. kegs..... 1 20

Bulk, 5 gal. kegs..... 1 15

Manzanilla, 7 oz..... 80

Queen, pints..... 2 35

Queen, 9 oz..... 4 50

Queen, 28 oz..... 7 00

Stuffed, 5 oz..... 90

Stuffed, 8 oz..... 1 45

Stuffed, 10 oz..... 2 30

PIPES

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

Clay, T. D., full count..... 85

Cob, No. 3..... 85

8

PICKLES

Medium

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

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

Small

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

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

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

No. 632, Tournant's Whist..... 2 25

PLAYING CARDS

No. 90, Steamboat..... 90

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

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

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

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

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

No. 632, Tournant's Whist..... 2 25

POTASH

48 cans in case..... 4 00

Babbitt's..... 4 00

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

PROVISIONS

Barreled Pork

Mess..... @ 18 75

Back..... @ 19 00

Clear back..... @ 20 50

Short cut..... @ 19 00

Pig..... 22 00

Bean..... @ 18 50

Family Mess Loin..... 21 00

Clear..... @ 18 50

Dry Salt Meats

Bellies..... 11

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

Extra shorts..... 11

Smoked Meats

Hams, 12 lb. average..... 13 1/2 @ 13 1/2

Hams, 14 lb. average..... 12 1/2 @ 13

Hams, 16 lb. average..... 12 1/2 @ 13

Hams, 20 lb. average..... 12 1/2 @ 13

Ham dried beef..... 12 1/2 @ 13

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

Bacon, clear..... 13 @ 14

California hams..... 9 1/2 @ 10

Boiled Hams..... 19

Picnic Boiled Hams..... 14 @ 14 1/2

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

Mince Hams..... 9 1/2 @ 10

Lard

Compound..... 2 1/2 @ 11 1/2

Pure..... 1 1/2 @ 11 1/2

60 lb. Tubs, advance..... 1 1/2 @ 11 1/2

80 lb. Tubs, advance..... 1 1/2 @ 11 1/2

50 lb. Tins, advance..... 1 1/2 @ 11 1/2

20 lb. Pails, advance..... 1 1/2 @ 11 1/2

5 lb. Pails, advance..... 1 1/2 @ 11 1/2

5 lb. Pails, advance..... 1 1/2 @ 11 1/2

Vegetole..... 8 1/2

Sausages

Bologna..... 6

Liver..... 6 1/4

Frankfort..... 2 1/2

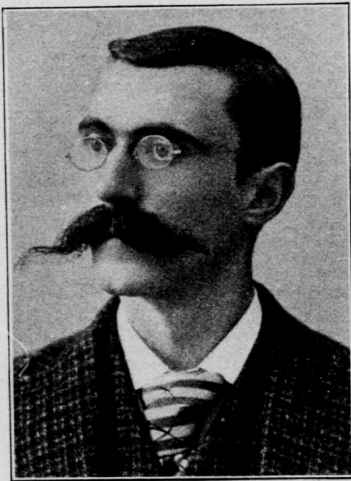
Pork..... 8 1/2

12	13	14	Hardware Price Current		Levels
Telegram.....26	Mop Sticks	Mixed Candy	Ammunition	Stanley Rule and Level Co.'s.....dis	70
Pay Car.....32	Trojan spring.....90	Groceries.....2 6	Caps	Mattocks	
Pay Car.....32	Eclipse patent spring.....75	Competition.....2 7	G. D., full count, per m.....40	Adze Eye.....\$17 00..dis	65
Protection.....38	No. 1 common.....75	Special.....2 7 1/2	Hicks' Waterproof, per m.....50	Metals—Zinc	
Sweet Burley.....40	No. 2 patent brush holder.....85	Conserve.....2 7 1/2	Musket, per m.....75	600 pound casks.....7 1/2	
Sweet Loma.....40	12 lb. cotton mop heads.....1 25	Royal.....2 9	Rly's Waterproof, per m.....60	Per pound.....8	
Tiger.....39	Ideal No. 7.....90	Ribbon.....2 9	Cartridges	Miscellaneous	
Plug	Pails	Broken.....2 8	No. 22 short, per m.....2 50	Bird Cages.....40	
Flat Iron.....33	2-hoop Standard.....1 50	Cut Loaf.....2 8 1/2	No. 22 long, per m.....3 00	Pumps, Cistern.....75&10	
Crepe de Menthe.....60	3-hoop Standard.....1 70	English Rock.....2 9	No. 32 short, per m.....5 00	Screws, New List.....85&20	
Stronghold.....39	2-wire, Cable.....1 60	Kindergarten.....2 9	No. 32 long, per m.....5 75	Castors, Bed and Plate.....50&10&10	
Kimo.....33	3-wire, Cable.....1 70	Bon Ton Cream.....2 9	Primers	Dampers, American.....50	
Sweet Chunk.....37	Cedar, all red, brass bound.....1 25	French Cream.....2 9	No. 2 U. M. C., boxes 250, per m.....1 40	Molasses Gates	
Forge.....33	Paper, Eureka.....2 25	Dandy Pan.....2 10	No. 2 Winchester, boxes 250, per m.....1 40	Stebbins' Pattern.....60&10	
Red Cross.....39	Fibre.....2 40	Hand Made Cream.....2 10	Gun Wads	Enterprise, self-measuring.....30	
Palo.....36	Toothpicks	Crystal Cream mix.....2 14 1/2	Black edge, Nos. 11 and 12 U. M. C.....60	Pans	
Kylo.....36	Hardwood.....2 50	Fancy-In Pails	Black edge, Nos. 9 and 10, per m.....70	Fry, Acme.....60&10&10	
Hiawatha.....41	Softwood.....2 75	Champ. Crys. Gums.....8 1/2	Black edge, No. 7, per m.....80	Common, polished.....70&5	
Battle Axe.....37	Banquet.....1 80	Pony Hearts.....15	Loaded Shells	Patent Planished Iron	
American Eagle.....54	Ideal.....1 50	Fairy Cream Squares.....12	New Kival—For Shotguns	"A" Wood's patent planished, Nos. 24 to 27.....10 80	
Standard Navy.....37	Traps	Fudge Squares.....12	No. 10, 12, 14, 16, 18, 20, 22, 24, 26, 28, 30, 32, 34, 36, 38, 40, 42, 44, 46, 48, 50, 52, 54, 56, 58, 60, 62, 64, 66, 68, 70, 72, 74, 76, 78, 80, 82, 84, 86, 88, 90, 92, 94, 96, 98, 100.....2 90	"B" Wood's patent planished, Nos. 25 to 27.....9 80	
Spear Head, 16 oz.....42	Mouse, wood, 2 holes.....22	Peanut Squares.....12	No. 10, 12, 14, 16, 18, 20, 22, 24, 26, 28, 30, 32, 34, 36, 38, 40, 42, 44, 46, 48, 50, 52, 54, 56, 58, 60, 62, 64, 66, 68, 70, 72, 74, 76, 78, 80, 82, 84, 86, 88, 90, 92, 94, 96, 98, 100.....2 90	Broken packages 1/4c per pound extra.	
Spear Head, 8 oz.....44	Mouse, wood, 4 holes.....45	Sugared Peanuts.....11	No. 10, 12, 14, 16, 18, 20, 22, 24, 26, 28, 30, 32, 34, 36, 38, 40, 42, 44, 46, 48, 50, 52, 54, 56, 58, 60, 62, 64, 66, 68, 70, 72, 74, 76, 78, 80, 82, 84, 86, 88, 90, 92, 94, 96, 98, 100.....2 90	Planes	
Nobly Twist.....48	Mouse, wood, 6 holes.....70	Salted Peanuts.....10	No. 10, 12, 14, 16, 18, 20, 22, 24, 26, 28, 30, 32, 34, 36, 38, 40, 42, 44, 46, 48, 50, 52, 54, 56, 58, 60, 62, 64, 66, 68, 70, 72, 74, 76, 78, 80, 82, 84, 86, 88, 90, 92, 94, 96, 98, 100.....2 90	Ohio Tool Co.'s, fancy.....40	
Jolly Tar.....38	Mouse, tin, 5 holes.....65	Starlight Kisses.....10	No. 10, 12, 14, 16, 18, 20, 22, 24, 26, 28, 30, 32, 34, 36, 38, 40, 42, 44, 46, 48, 50, 52, 54, 56, 58, 60, 62, 64, 66, 68, 70, 72, 74, 76, 78, 80, 82, 84, 86, 88, 90, 92, 94, 96, 98, 100.....2 90	Scotia Bench.....50	
Old Honesty.....34	Rat, wood.....80	San Blas Goodies.....12	No. 10, 12, 14, 16, 18, 20, 22, 24, 26, 28, 30, 32, 34, 36, 38, 40, 42, 44, 46, 48, 50, 52, 54, 56, 58, 60, 62, 64, 66, 68, 70, 72, 74, 76, 78, 80, 82, 84, 86, 88, 90, 92, 94, 96, 98, 100.....2 90	Sandusky Tool Co.'s, fancy.....40	
Toddy.....34	Rat, spring.....75	Lozenges, plain.....10	No. 10, 12, 14, 16, 18, 20, 22, 24, 26, 28, 30, 32, 34, 36, 38, 40, 42, 44, 46, 48, 50, 52, 54, 56, 58, 60, 62, 64, 66, 68, 70, 72, 74, 76, 78, 80, 82, 84, 86, 88, 90, 92, 94, 96, 98, 100.....2 90	Bench, first quality.....45	
J. T.....38	Tubs	Lozenges, printed.....10	No. 10, 12, 14, 16, 18, 20, 22, 24, 26, 28, 30, 32, 34, 36, 38, 40, 42, 44, 46, 48, 50, 52, 54, 56, 58, 60, 62, 64, 66, 68, 70, 72, 74, 76, 78, 80, 82, 84, 86, 88, 90, 92, 94, 96, 98, 100.....2 90	Nails	
Piper Heldsick.....63	20-inch, Standard, No. 1.....7 00	Choc. Drops.....11	No. 10, 12, 14, 16, 18, 20, 22, 24, 26, 28, 30, 32, 34, 36, 38, 40, 42, 44, 46, 48, 50, 52, 54, 56, 58, 60, 62, 64, 66, 68, 70, 72, 74, 76, 78, 80, 82, 84, 86, 88, 90, 92, 94, 96, 98, 100.....2 90	Advances over base, on both Steel and Wire.	
Boot Jack.....81	18-inch, Standard, No. 2.....6 00	Eclipse Chocolates.....13 1/2	No. 10, 12, 14, 16, 18, 20, 22, 24, 26, 28, 30, 32, 34, 36, 38, 40, 42, 44, 46, 48, 50, 52, 54, 56, 58, 60, 62, 64, 66, 68, 70, 72, 74, 76, 78, 80, 82, 84, 86, 88, 90, 92, 94, 96, 98, 100.....2 90	Steel nails, base.....2 50	
Jelly Cake.....36	16-inch, Standard, No. 3.....5 00	Quintette Choc.....12	No. 10, 12, 14, 16, 18, 20, 22, 24, 26, 28, 30, 32, 34, 36, 38, 40, 42, 44, 46, 48, 50, 52, 54, 56, 58, 60, 62, 64, 66, 68, 70, 72, 74, 76, 78, 80, 82, 84, 86, 88, 90, 92, 94, 96, 98, 100.....2 90	Wire nails, base.....2 36	
Plumb Bob.....32	20-inch, Cable, No. 1.....7 50	Victoria Chocolate.....12	No. 10, 12, 14, 16, 18, 20, 22, 24, 26, 28, 30, 32, 34, 36, 38, 40, 42, 44, 46, 48, 50, 52, 54, 56, 58, 60, 62, 64, 66, 68, 70, 72, 74, 76, 78, 80, 82, 84, 86, 88, 90, 92, 94, 96, 98, 100.....2 90	20 to 60 advance.....Base	
Honey Dip Twist.....39	18-inch, Cable, No. 2.....7 00	Gum Drops.....2 50	No. 10, 12, 14, 16, 18, 20, 22, 24, 26, 28, 30, 32, 34, 36, 38, 40, 42, 44, 46, 48, 50, 52, 54, 56, 58, 60, 62, 64, 66, 68, 70, 72, 74, 76, 78, 80, 82, 84, 86, 88, 90, 92, 94, 96, 98, 100.....2 90	10 to 16 advance.....5	
Smoking	16-inch, Cable, No. 3.....6 00	Lemon Sours.....2 9	No. 10, 12, 14, 16, 18, 20, 22, 24, 26, 28, 30, 32, 34, 36, 38, 40, 42, 44, 46, 48, 50, 52, 54, 56, 58, 60, 62, 64, 66, 68, 70, 72, 74, 76, 78, 80, 82, 84, 86, 88, 90, 92, 94, 96, 98, 100.....2 90	8 advance.....10	
Hand Pressed.....40	No. 1 Fibre.....9 45	Imperial.....2 9	No. 10, 12, 14, 16, 18, 20, 22, 24, 26, 28, 30, 32, 34, 36, 38, 40, 42, 44, 46, 48, 50, 52, 54, 56, 58, 60, 62, 64, 66, 68, 70, 72, 74, 76, 78, 80, 82, 84, 86, 88, 90, 92, 94, 96, 98, 100.....2 90	6 advance.....20	
Ibox.....28	No. 2 Fibre.....7 95	Ital. Cream Opera.....12	No. 10, 12, 14, 16, 18, 20, 22, 24, 26, 28, 30, 32, 34, 36, 38, 40, 42, 44, 46, 48, 50, 52, 54, 56, 58, 60, 62, 64, 66, 68, 70, 72, 74, 76, 78, 80, 82, 84, 86, 88, 90, 92, 94, 96, 98, 100.....2 90	4 advance.....30	
Sweet Core.....36	No. 3 Fibre.....7 20	Ital. Cream Bonbons.....11	No. 10, 12, 14, 16, 18, 20, 22, 24, 26, 28, 30, 32, 34, 36, 38, 40, 42, 44, 46, 48, 50, 52, 54, 56, 58, 60, 62, 64, 66, 68, 70, 72, 74, 76, 78, 80, 82, 84, 86, 88, 90, 92, 94, 96, 98, 100.....2 90	3 advance.....45	
Flat Car.....35	Wash Boards	20 lb. pails.....11	No. 10, 12, 14, 16, 18, 20, 22, 24, 26, 28, 30, 32, 34, 36, 38, 40, 42, 44, 46, 48, 50, 52, 54, 56, 58, 60, 62, 64, 66, 68, 70, 72, 74, 76, 78, 80, 82, 84, 86, 88, 90, 92, 94, 96, 98, 100.....2 90	2 advance.....50	
Great Navy.....37	Bronze Globe.....2 50	20 lb. pails.....11	No. 10, 12, 14, 16, 18, 20, 22, 24, 26, 28, 30, 32, 34, 36, 38, 40, 42, 44, 46, 48, 50, 52, 54, 56, 58, 60, 62, 64, 66, 68, 70, 72, 74, 76, 78, 80, 82, 84, 86, 88, 90, 92, 94, 96, 98, 100.....2 90	Fine 3 advance.....70	
Warpath.....37	Dewey.....2 50	Molasses Chewa, 15 lb. pails.....12	No. 10, 12, 14, 16, 18, 20, 22, 24, 26, 28, 30, 32, 34, 36, 38, 40, 42, 44, 46, 48, 50, 52, 54, 56, 58, 60, 62, 64, 66, 68, 70, 72, 74, 76, 78, 80, 82, 84, 86, 88, 90, 92, 94, 96, 98, 100.....2 90	Casing 10 advance.....15	
Bamboo, 8 oz.....29	Double Acme.....2 25	Golden Waffles.....12	No. 10, 12, 14, 16, 18, 20, 22, 24, 26, 28, 30, 32, 34, 36, 38, 40, 42, 44, 46, 48, 50, 52, 54, 56, 58, 60, 62, 64, 66, 68, 70, 72, 74, 76, 78, 80, 82, 84, 86, 88, 90, 92, 94, 96, 98, 100.....2 90	Casing 8 advance.....25	
Bamboo, 16 oz.....27	Single Acme.....2 25	Lemon Sours.....2 9	No. 10, 12, 14, 16, 18, 20, 22, 24, 26, 28, 30, 32, 34, 36, 38, 40, 42, 44, 46, 48, 50, 52, 54, 56, 58, 60, 62, 64, 66, 68, 70, 72, 74, 76, 78, 80, 82, 84, 86, 88, 90, 92, 94, 96, 98, 100.....2 90	Casing 6 advance.....35	
I X L, 5 lb.....31	Double Peerless.....3 25	Peppermint Drops.....2 60	No. 10, 12, 14, 16, 18, 20, 22, 24, 26, 28, 30, 32, 34, 36, 38, 40, 42, 44, 46, 48, 50, 52, 54, 56, 58, 60, 62, 64, 66, 68, 70, 72, 74, 76, 78, 80, 82, 84, 86, 88, 90, 92, 94, 96, 98, 100.....2 90	Finish 10 advance.....35	
I X L, 16 oz. pails.....31	Single Peerless.....2 60	Choc. Drops.....11	No. 10, 12, 14, 16, 18, 20, 22, 24, 26, 28, 30, 32, 34, 36, 38, 40, 42, 44, 46, 48, 50, 52, 54, 56, 58, 60, 62, 64, 66, 68, 70, 72, 74, 76, 78, 80, 82, 84, 86, 88, 90, 92, 94, 96, 98, 100.....2 90	Finish 8 advance.....35	
Honey Dew.....37	Northern Queen.....2 50	Choc. Drops.....11	No. 10, 12, 14, 16, 18, 20, 22, 24, 26, 28, 30, 32, 34, 36, 38, 40, 42, 44, 46, 48, 50, 52, 54, 56, 58, 60, 62, 64, 66, 68, 70, 72, 74, 76, 78, 80, 82, 84, 86, 88, 90, 92, 94, 96, 98, 100.....2 90	Finish 6 advance.....45	
Gold Block.....37	Double Duplex.....3 00	Choc. Drops.....11	No. 10, 12, 14, 16, 18, 20, 22, 24, 26, 28, 30, 32, 34, 36, 38, 40, 42, 44, 46, 48, 50, 52, 54, 56, 58, 60, 62, 64, 66, 68, 70, 72, 74, 76, 78, 80, 82, 84, 86, 88, 90, 92, 94, 96, 98, 100.....2 90	Barrel 1/2 advance.....45	
Flagman.....41	Good Luck.....2 75	Choc. Drops.....11	No. 10, 12, 14, 16, 18, 20, 22, 24, 26, 28, 30, 32, 34, 36, 38, 40, 42, 44, 46, 48, 50, 52, 54, 56, 58, 60, 62, 64, 66, 68, 70, 72, 74, 76, 78, 80, 82, 84, 86, 88, 90, 92, 94, 96, 98, 100.....2 90	Rivets	
Chips.....34	Universal.....2 25	Choc. Drops.....11	No. 10, 12, 14, 16, 18, 20, 22, 24, 26, 28, 30, 32, 34, 36, 38, 40, 42, 44, 46, 48, 50, 52, 54, 56, 58, 60, 62, 64, 66, 68, 70, 72, 74, 76, 78, 80, 82, 84, 86, 88, 90, 92, 94, 96, 98, 100.....2 90	Iron and Tinned.....50	
Klin Dried.....22	Window Cleaners	Choc. Drops.....11	No. 10, 12, 14, 16, 18, 20, 22, 24, 26, 28, 30, 32, 34, 36, 38, 40, 42, 44, 46, 48, 50, 52, 54, 56, 58, 60, 62, 64, 66, 68, 70, 72, 74, 76, 78, 80, 82, 84, 86, 88, 90, 92, 94, 96, 98, 100.....2 90	Copper Rivets and Burs.....45	
Duke's Mixture.....38	12 in.....1 65	Choc. Drops.....11	No. 10, 12, 14, 16, 18, 20, 22, 24, 26, 28, 30, 32, 34, 36, 38, 40, 42, 44, 46, 48, 50, 52, 54, 56, 58, 60, 62, 64, 66, 68, 70, 72, 74, 76, 78, 80, 82, 84, 86, 88, 90, 92, 94, 96, 98, 100.....2 90	Roofing Plates	
Duke's Cameo.....40	14 in.....1 85	Choc. Drops.....11	No. 10, 12, 14, 16, 18, 20, 22, 24, 26, 28, 30, 32, 34, 36, 38, 40, 42, 44, 46, 48, 50, 52, 54, 56, 58, 60, 62, 64, 66, 68, 70, 72, 74, 76, 78, 80, 82, 84, 86, 88, 90, 92, 94, 96, 98, 100.....2 90	14x20 IC, Charcoal, Dean.....7 50	
Myrtle Navy.....40	16 in.....2 30	Choc. Drops.....11	No. 10, 12, 14, 16, 18, 20, 22, 24, 26, 28, 30, 32, 34, 36, 38, 40, 42, 44, 46, 48, 50, 52, 54, 56, 58, 60, 62, 64, 66, 68, 70, 72, 74, 76, 78, 80, 82, 84, 86, 88, 90, 92, 94, 96, 98, 100.....2 90	14x20 IX, Charcoal, Dean.....9 00	
Yum Yum, 1 1/2 oz.....40	Wood Bowls	Choc. Drops.....11	No. 10, 12, 14, 16, 18, 20, 22, 24, 26, 28, 30, 32, 34, 36, 38, 40, 42, 44, 46, 48, 50, 52, 54, 56, 58, 60, 62, 64, 66, 68, 70, 72, 74, 76, 78, 80, 82, 84, 86, 88, 90, 92, 94, 96, 98, 100.....2 90	20x28 IC, Charcoal, Dean.....15 00	
Yum Yum, 1 lb. pails.....38	11 in. Butter.....75	Choc. Drops.....11	No. 10, 12, 14, 16, 18, 20, 22, 24, 26, 28, 30, 32, 34, 36, 38, 40, 42, 44, 46, 48, 50, 52, 54, 56, 58, 60, 62, 64, 66, 68, 70, 72, 74, 76, 78, 80, 82, 84, 86, 88, 90, 92, 94, 96, 98, 100.....2 90	14x20 IC, Charcoal, Alloway Grade.....7 50	
Cream.....37	13 in. Butter.....1 00	Choc. Drops.....11	No. 10, 12, 14, 16, 18, 20, 22, 24, 26, 28, 30, 32, 34, 36, 38, 40, 42, 44, 46, 48, 50, 52, 54, 56, 58, 60, 62, 64, 66, 68, 70, 72, 74, 76, 78, 80, 82, 84, 86, 88, 90, 92, 94, 96, 98, 100.....2 90	14x20 IX, Charcoal, Alloway Grade.....9 00	
Corn Cake, 2 1/2 oz.....24	15 in. Butter.....1 75	Choc. Drops.....11	No. 10, 12, 14, 16, 18, 20, 22, 24, 26, 28, 30, 32, 34, 36, 38, 40, 42, 44, 46, 48, 50, 52, 54, 56, 58, 60, 62, 64, 66, 68, 70, 72, 74, 76, 78, 80, 82, 84, 86, 88, 90, 92, 94, 96, 98, 100.....2 90	20x28 IC, Charcoal, Alloway Grade.....15 00	
Corn Cake, 1 lb.....22	17 in. Butter.....2 50	Choc. Drops.....11	No. 10, 12, 14, 16, 18, 20, 22, 24, 26, 28, 30, 32, 34, 36, 38, 40, 42, 44, 46, 48, 50, 52, 54, 56, 58, 60, 62, 64, 66, 68, 70, 72, 74, 76, 78, 80, 82, 84, 86, 88, 90, 92, 94, 96, 98, 100.....2 90	20x28 IX, Charcoal, Alloway Grade.....18 00	
Flour Boy, 1 1/2 oz.....40	19 in. Butter.....3 00	Choc. Drops.....11	No. 10, 12, 14, 16, 18, 20, 22, 24, 26, 28, 30, 32, 34, 36, 38, 40, 42, 44, 46, 48, 50, 52, 54, 56, 58, 60, 62, 64, 66, 68, 70, 72, 74, 76, 78, 80, 82, 84, 86, 88, 90, 92, 94, 96, 98, 100.....2 90	Ropes	
Flour Boy, 3 1/2 oz.....39	Assorted 13-15-17.....1 75	Choc. Drops.....11	No. 10, 12, 14, 16, 18, 20, 22, 24, 26, 28, 30, 32, 34, 36, 38, 40, 42, 44, 46, 48, 50, 52, 54, 56, 58, 60, 62, 64, 66, 68, 70, 72, 74, 76, 78, 80, 82, 84, 86, 88, 90, 92, 94, 96, 98, 100.....2 90	Sisal, 1/4 inch and larger.....10 1/2	
Peerless, 3 1/2 oz.....34	Assorted 15-17-19.....2 50	Choc. Drops.....11	No. 10, 12, 14, 16, 18, 20, 22, 24, 26, 28, 30, 32, 34, 36, 38, 40, 42, 44, 46, 48, 50, 52, 54, 56, 58, 60, 62, 64, 66, 68, 70, 72, 74, 76, 78, 80, 82, 84, 86, 88, 90, 92, 94, 96, 98, 100.....2 90	Manilla.....15 1/2	
Peerless, 1 1/2 oz.....36	WRAPPING PAPER	Choc. Drops.....11	No. 10, 12, 14, 16, 18, 20, 22, 24, 26, 28, 30, 32, 34, 36, 38, 40, 42, 44, 46, 48, 50, 52, 54, 56, 58, 60, 62, 64, 66, 68, 70, 72, 74, 76, 78, 80, 82, 84, 86, 88, 90, 92, 94, 96, 98, 100.....2 90	Sand Paper	
Indicator, 2 1/2 oz.....28	Common Straw.....1 1/2	Choc. Drops.....11	No. 10, 12,		

SUCCESSFUL SALESMEN.

George B. Monroe, City Representative
Worden Grocer Co.

George B. Monroe was born in Detroit, July 29, 1864. His father was a descendant of the early French settlers of Montreal and his mother came from an Ontario family whose antecedents were English. Mr. Monroe lived in Detroit until he was 15 years of age, when he left school to learn the trade of telegraph operator. His first position was with the Credit Valley Railroad, in Ontario, with which corporation he remained four years. His next employment was in the freight department of the Grand Trunk Railway at Port Huron, where he remained two years. He then engaged in the grocery business at 195 Chene street, Detroit, which he continued in four years, selling out at the end of that time to go to Johnsonville, Ga., to take charge of the commissary of the Bewick Lumber Co. He



remained in this position three and one-half years, when he came to Grand Rapids, and became identified with the retail grocery trade here for three years, when he engaged to take charge of the grocery department of the Donseaux Clothing & Grocery Co., taking the position of Secretary and Treasurer. A year and a half later he engaged to cover the city trade of the Worden Grocer Co., which position he has since filled with credit to himself, with profit to his house and to the satisfaction of his customers.

Mr. Monroe was married June 29, 1887, to Miss Ina Lamont, of Millport, Ont. They reside in a new home they have just purchased at 37 Parkwood avenue, a boy of 11 years completing the family circle.

Mr. Monroe is an attendant at the Fountain Street Baptist church and a member of the Valley City Lodge, No. 1080, Modern Woodmen, and Lily Lodge, K. P.

Mr. Monroe attributes his success as a salesman to his knowledge of the business and to the fact that he is able to hold his customers indefinitely. His long and varied experience in the grocery business renders him an expert in the arrangement of stock and the display of goods and it is by no means uncommon for him to spend half the night with a new merchant, advising him on these points and assisting him to arrange his store in the most artistic and economical manner.

Mr. Monroe is a natural athlete and enjoys the reputation of being the most expert bowler in the city. He has more than a local reputation in this respect, having captured the championship of Muskegon and won equally enviable laurels in several other cities in this and other states.

SENT ON APPROVAL!

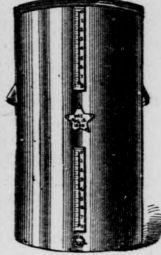


THE STAR PEANUT VENDING MACHINE

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

Manufactured by

W. G. HENSHAW, Kalamazoo, Mich.



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



THIS BOOKLET—which gives one hundred and one plans for booming business during the dull summer months—will be sent free—together with our new July catalogue—which lists the largest line of general merchandise in the world—to any merchant who will ask for them. Send for Catalogue J427 and for Booklet J2875.

BUTLER BROTHERS

230 to 240 Adams Street, Chicago

WE SELL AT WHOLESALE ONLY

The Grain Market.

Wheat has had a strong upward tendency during the past week, owing to the cool, damp weather, and it seems it has not ended yet. The moisture has delayed harvesting in localities where the wheat has been ripe. Export shipments have been very large, while receipts have been rather restricted, owing to weather conditions. Parties who had wheat were inclined to hold. The bear element are bringing every possible argument to bear to crowd wheat down, but with indifferent success as July wheat is 2c higher, as well as futures. It looks at present writing as though wheat had seen bottom for this year, as weather conditions will have to change at once and very materially in order to insure the gathering of wheat in good condition.

Corn seems to be in worse condition than wheat, as there is a universal complaint of too much wet and cold weather. The crop has not made any headway whatever, and in many localities in the corn belt it seems to be drowned out. However, dry and hot weather would make a great difference in the condition of corn. Prices have been soaring the last few days. July corn to-day sold in Chicago at 73c, against 66c last week.

Oats are also affected by the weather, as the new oats seem to lodge, and some say they are rotting. However, we can not vouch for the truth of this statement. We do know that oats have advanced 7c per bushel since last week, something unheard of, and this advance could not have been predicted as no one thought that the weather conditions would be as they have been.

Rye has not done very much. It is held about 1c higher, but not much doing in that cereal. We can not see any higher prices for rye.

Beans have advanced fully 5c on cash and 10c on September. Weather conditions always favor the price of beans.

Demand for flour is excellent and prices remain very strong. It would not be strange to see an advance, especially if wheat keeps going up.

Mill feed, owing to the strong advance in corn and oats, is very firm. The mills are sold ahead at present. Bran, \$20; middlings, \$23 per ton.

All that can be said is that this is a weather market. All cereals seem to be low enough; of course we expect to see corn and oats lower.

Receipts of wheat have been more than the usual amount, being as follows: wheat, 72 cars; corn, 7 cars; oats, 3 cars; flour, 3 cars; potatoes, 8 cars.

Mills are paying 76c for wheat.

C. G. A. Voigt.

The Boys Behind the Counter.

Ionian—Wm. Kinney succeeds Geo. F. Lauster as clerk in J. C. Beattie's shoe store.

Hart—Dr. H. P. Nicholson has engaged Frank Gillespie as prescription clerk.

Vicksburg—Burton Bates has taken the position in R. Baker's drug store made vacant by the resignation of Thomas Boughton.

All Aboard For Kalamazoo.

Kalamazoo, July 1—I gladly avail myself of this opportunity to extend a cordial invitation to the retail grocers and butchers of Western and Southwestern Michigan to join with us on August 7 in celebrating our annual picnic and jubilee. No one who comes to Kalamazoo on that day will go away feeling that he has not received his money's

worth. Happy Hadigan will be there and all kinds of athletic sports and contests will be on the programme. A band concert will be participated in by at least a dozen bands. The industrial parade will be ahead of anything heretofore attempted in Michigan. There will be a greased pig and a greased pole. The Battle Creek grocers and meat dealers have decided to close up and join with us and our earnest wish is that every retail merchant within a hundred miles of Kalamazoo join us on that day. Come one, come all!

H. A. Schaberg, Sec'y.

The Boston Egg and Butter Market.

Boston, June 30—Receipts of eggs continue heavy, being about 5,000 cases in excess of last year, but the weather has been cool and the quality of the stock fine, so that they have been readily taken, both for consumption and storage, the demand for storage taking all the surplus stock from the market, and prices have advanced fully 1c during the week. Fine Northern stock, 18@18½c, case count.

Receipts of butter are about the same as the previous week and not in excess of the same week last year, but, as usual at this time of the year, we are getting very much more than the consumptive demand will take care of and the extremely favorable reports from all producing sections, with the heavy supply, have caused speculators to be quite cautious and prices have declined fully ½c. We quote best Northern stock 22@22½c, latter price for assorted sized spruce tubs. Smith, McFarland Co.

Kalamazoo—The Meat Substitute Co., Ltd., has been organized with a nominal capital of \$500,000. The company will manufacture a cereal substitute for meat. For the right to manufacture his preparation, Eugene B. Barney, the inventor, gets \$100,000 worth of stock in the new company. The officers are: Frank H. Milham, Chairman; John L. Hollander, Secretary; E. W. Bowman, Treasurer. These three and Ford F. Rowe and Ashley Clapp constitute the board of managers.

The man who thinks he can tell the quality of a cigar by its shape is as badly fooled as the fellow who thinks he can tell a fashionable lady's disposition by the paint upon her face.

No merchant or dealer should be sentimental in trade. He should buy in the best markets and sell at a fair profit.

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 OR TRADE—TWO HOUSES AND three lots in Mattson, Ill., for merchandise stock or good farm. F. M. Hamilton, P. M., Cherryvale, Ind. 581

FOR SALE—STOCK OF GENERAL MERCHANDISE involving about \$6,000 to \$7,000. Sell on account of poor health. No incumbrance on stock; will sell or rent store building and fixtures. J. M. Wheeler, White Pigeon, Mich. 580

BEST LOCATION IN MICHIGAN FOR DRY goods business at Freeport. W. H. Pardee. 578

FOR SALE—EITHER HALF OR WHOLE interest in planing mill making sash, doors and blinds, with retail lumber yard in connection; only mill in town now running. (Reason for selling, ill health. Address Cowin & Marsh, Greenville, Mich. 577

FOR SALE—STOCK OF GENERAL GOODS containing books, wall paper, china, fancy goods, pictures, window shades, school books, news, picture framing, etc.; located in the best modern manufacturing town in Southern Michigan; stock and fixtures about \$3,500. Address No. 576, care Michigan Tradesman. 576

FOR SALE—AN OLD-ESTABLISHED BOOT and shoe business; no old goods, but up-to-date stock and good paying trade. For information write Robert L. Staples, Albion, Mich. 575

FOR SALE—DRUG STOCK WORTH ABOUT \$2,000; good patronage; only drug store in town of 800, with two railroads and lake port. Will sell for \$1,000 down, balance on time. Address No. 574, care Michigan Tradesman. 574

A PRODUCTIVE 80 ACRE FARM IN CENTRAL Michigan, soil first class, for sale or exchange for stock merchandise. Address 570, care Michigan Tradesman. 570

FOR SALE—STORE ROOM, 26x45 FEET, living rooms upstairs and a nice clean up-to-date stock of dry goods, clothing and shoes; will inventory \$4,000; can be reduced to suit purchaser; doing a fine business, but must sell on account of health. Address No. 569, care Michigan Tradesman. 569

DRUG STORE FOR SALE—IN LIVE MANUFACTURING city of 4,000; nice clean stock of about \$2,000, and up to date good location; good reason for selling; will bear investigation. Good bargain offered for quick sale. Address No. 568, care Michigan Tradesman. 568

FOR SALE—5 ACRE FARMS IN THE heart of Missouri, zinc, lead, fruit, nut and timber lands, \$5 down and \$2 per month for fifteen months buys a 5 acre farm. My circular, sent free, explains why these farms will rapidly increase in value and how non-resident investors obtain a regular income from them. Marvelous is the only word that expresses the movement in mines, orchards, nut plantations and timber rights in the district where these farms are located. Address W. B. Saylor, Carthage, Mo. 567

WANTED—LOCATION FOR SHOES AND men's furnishings in Northern Ohio or Southern Michigan; will purchase stock not over \$2,000. Address Bee Hive, 910 Grand River Ave., Detroit, Mich. 566

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. 563

FOR SALE CHEAP—FLOUR AND FEED 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 VALISE business; owner retiring; stock and fixtures invoice \$4,000. Andrew W. Johnston, Attorney, Houseman bldg., Grand Rapids, Mich. 543

FOR SALE—COMPUTING SCALE, LARGE size, marble platform. W. F. Harris, So. Bend, Ind. 542

FOR SALE—STORE AND STOCK, OR separately, of general merchandise, on new railroad, near Lansing; stock about \$2,500, staple goods; will assist purchaser four months; living rooms above; other interests demand attention. Address No. 541, care Michigan Tradesman. 541

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, involving \$2,500; rent cheap; house and store connected; bank barn; two acres garden and large amount of small fruit; a snap; poor health reason for selling. Address B. D. W., care Michigan Tradesman. 540

FOR SALE 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—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 MERCHANDISE, involving 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. 562

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. 563

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

FOR SALE—DRUG STORE, WELL LOCATED, doing a good and growing business; don't reply unless you mean business. Address No. 546, care Michigan Tradesman. 546

FOR SALE—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

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. 565

FOR SALE—ONE STIMPSON COMPUTING Scale, capacity 125 pounds; first price \$65, now \$45. One Fairbank scale, No. 16; first price \$5, now \$2.50. One cheese case; first price \$3, now \$2. One Fairbank coffee mill, size 16; first price \$25, now \$15. One broom stand; first price \$25, now \$15. 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. Faneboner, Grand Rapids. 534

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 Widdicombe Building, Grand Rapids. 532

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

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

FOR SALE—A 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 Milliner, care Michigan Tradesman. 507

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

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 ENTIRE general stock, including fine line of shoes and store fixtures. No cleaner stock or better trade in the State. Business has been established 25 years. Reason for selling, other business. P. L. Perkins, Merrill, Mich. 473

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—MOSLER, BAHMANN & CO. fire proof safe. Outside measurement—36 inches high, 27 inches wide and 24 inches deep. Inside measurement—16½ inches high, 14 inches wide and 10 inches deep. Will sell for \$50 cash. Tradesman Company, Grand Rapids. 368

FOR SALE—A FINE STOCK OF GROCERIES and fixtures in good location in town of 1,200 in Southern Michigan; will invoice about \$1,500; good reason for selling. Address G., care Michigan Tradesman. 439

FOR SALE—DRUG STOCK AND FIXTURES, involving 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—A NEW AND THE ONLY BAZAR stock in the city or county; population, 7,000; population of county, 23,000; the county seat; stock invoices \$2,500; sales, \$40 per day; expenses low. Address J. Clark, care Michigan Tradesman. 157

MISCELLANEOUS

WANTED—SALESMAN TO CARRY OUR harness enamel, show enamel and stove polish as a side line. Commissions large and sales easy. Ann Arbor Paint & Enamel Co., Ann Arbor, Mich. 672

WANTED—FIVE GOOD HIGH-GRADE salesmen to sell an article which pays for itself every three months. Every machine equipped with signals preventing down weight. Address, Moneyweight Scale Co., 47 State Street, Chicago, Illinois. 573

WANTED—SALESMAN TO SELL OUR carbon paints to corporations and our other lines to the trade. A hustler that will invest \$3,000 can draw a good salary. Company incorporated. Ann Arbor Paint & Enamel Co., Ann Arbor, Mich. 671

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 460. Address No. 515, care Michigan Tradesman. 515