

MICHIGAN TRADESMAN

Nineteenth Year

GRAND RAPIDS, WEDNESDAY, JULY 9, 1902.

Number 981

ELLIOT O. GROSVENOR

Late State Food Commissioner

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

1232 Majestic Building, Detroit, Mich.

Kent County Savings Bank

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

JNO. A. COVODE, Pres.

HENRY IDEMA, Vice-Pres.

J. A. S. VERDIER, Cashier.

A. T. SLAGHT, Ass't Cashier.

DIRECTORS

JNO. W. BLODGETT, F. C. MILLER,

J. A. COVODE, T. J. O'BRIEN,

E. CROFTON FOX, T. STEWART WHITE,

HENRY IDEMA, J. A. S. VERDIER.

Conservative Management

Capital and Surplus \$150,000

Glover's Gem Mantles

For Gas or Gasoline. Write for catalogue.

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

Grand Rapids, Michigan

Commercial Credit Co., Ltd.

Widdicomb Building, Grand Rapids
Detroit Opera House Block, Detroit

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

WILLIAM CONNOR

WHOLESALE READYMADE CLOTHING

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

William Alden Smith Building,
Grand Rapids, Mich.

Mail orders promptly seen to. Open
daily from 7:30 a. m. to 6 p. m., except
Saturdays to 1 p. m. Customers' ex-
penses allowed. Citizens phone, 1957.
Bell phone, Main 1232. Western Michi-
gan agent Vineberg's Patent Pants.

Collection Department

R. G. DUN & CO.

Mich. Trust Building, Grand Rapids

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

C. E. McCORNE, Manager.

Tradesman Coupons

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REACHING AN ECONOMIC BASIS.

Forty or fifty years ago it was the fashion in England for economic writers to underrate the industrial rivals of Great Britain. They were accustomed to speaking contemptuously of the Germans and rendered a very grudging acknowledgment to the inventiveness, skill and artistic ability of the French. It was a serious mistake to assume such an attitude, for it lulled the British public into a sense of commercial security which the situation did not warrant, and made it neglect precautions which, had they been taken, might have assured a longer continuance of the industrial supremacy of their nation. There are signs that we may fall into the same error. A number of extracts from recent reports of our Consuls in Germany indicate that there is as marked a disposition on the part of Americans to avoid understanding the true meaning of the modern industrial movement as that which the British exhibited when they showed themselves incapable of realizing the full extent of the development of the manufacturing industry of the United States until the facts were forced upon them during a period of depression in this country which obliged us to seek a market for our domestically manufactured products which we could not consume at home.

We are moved to make these remarks because of the reproduction of the ill-considered references in the consular reports to the alleged tendency of the Germans to imitate American manufactured articles. The Bureau of Foreign Commerce says that "an alarming condition brought out in the publication (of the reports) is the fact that the Germans are copying American-made articles so closely that the imitations bid fair to make serious inroads on the sale of the genuine goods." One Consul is quoted as saying: "Eighteen months ago our office furniture had the field almost wholly to itself; to-day roll-top desks and other office furniture of American design, but German make, are entering the market." Another says: "The imitations of our hardware and farming machinery are not as popular as the originals, which push themselves in every locality." Still another tells us that "American linen goods are imported to be used as samples and are

copied. It is thought they can be made cheaper in Germany than in the United States."

Through all this comment there runs an undercurrent of surprise, but why any American of intelligence should deem it extraordinary that the workmen of Germany should do precisely what we have been doing for years is astonishing. It can only be explained on the theory that we believe ourselves to be a highly gifted people, possessing qualities which are not to be found in other peoples. It is the same blunder made by the British when they viewed the efforts of rivals with contempt, but it is less pardonable for us to permit ourselves to fall into it than it was for the people of the United Kingdom to make the mistake. In their case a long enough interval of time had elapsed between the introduction of Continental workmen who taught them the arts they have since practiced with such marked success to permit them to forget their teachers, but it is only yesterday that the Germans, the French and the British came to our shores for the purpose of teaching us how to utilize our resources. Indeed, our workshops are still swarming with these foreigners, and the Patent Office records will clearly show that the much vaunted American ingenuity is not so entirely an indigenous product as some unbalanced publicists would have us think it is.

The truth of the matter is that skill, ingenuity and industry are not monopolized by any people, and the sooner the world recognizes that, in temperate regions, at least, every nation with the ambition to develop a manufacturing industry can do so if it is willing to make a temporary sacrifice to bring about the result the better it will be for mankind. The pernicious idea inculcated by the Cobdenites that the people of one country are more fitted than those of another country to manufacture was in the highest degree uneconomic. Had it been universally accepted there would have been an appalling waste of energy. The rejection of the doctrines of the Manchester school has proved conducive to true progress. It has stimulated endeavor in lands where industrial advancement would otherwise have been very slow or wholly impossible. There is, in consequence, an immensely enlarged area within which manufacturing is being successfully essayed, and the result is an increase of productivity which has enabled mankind to consume on a much greater scale than would have been possible under the contracted Cobden plan, which contemplated making one nation the workshop of the world.

There is no longer any room for doubt on this point, and those who proceed on the contrary assumption will sooner or later discover their error. This being the case, it is wise to carefully consider the new conditions so that we may not delude ourselves with false hopes. Those who entertain the opinion that the nations of Europe offer a wide and profitable field for the sale of American manufactured articles are the victims of

self-deception. Like the Consuls we have quoted, they evidently think that the highly skilled European mechanics and artisans will permit Americans to enjoy a monopoly in certain lines of manufactures, but it is quite evident that such is not their purpose. These Consuls are now complaining that American goods are imitated; but why should they not be? Do we not imitate the products of German factories? We certainly do, and shall continue to do so. Imitation is what all peoples must look forward to in future. As the years wear on mechanical skill will become more widely diffused until some day the whole world will be a workshop and, when that happens, the "carrying of coals to Newcastle" will be reduced to a minimum and then the universe will be on a really economic basis.

GENERAL TRADE REVIEW.

The July payments on dividend account, as anticipated, were very heavy and money was strong until the demand thus caused was satisfied. The amount paid out would have broken all records except that some payments were deferred until next month. As it is, all records were broken except those of last year. Stock market business is naturally quiet after the interruption of the holiday, especially as the hot weather, really the first of the season, is so strongly in evidence. Prices are generally well sustained, but conditions are such as to make trading susceptible to the state of the weather and passing rumors. Railways continue to report record breaking gains and, while the persistent rains have caused some uneasiness, there is no probability of the crops in any section meeting serious damage. It is notable that the roads depending on the great industries are among those showing the greatest gains, indicating that these are holding up their activity.

Many iron and steel plants are suffering on account of lack of fuel, which serves to intensify the demand in those fields. The price level is still held down as far as possible, but contracts are being taken a year and more ahead.

It is significant that the United States Steel corporation has increased its wage scale in many mills to per cent.

Rain in the Southwest has removed anxiety as to the cotton crop and an abundant yield of that staple seems assured. Another large mill is being built in the Southwest, adding to what some think is already excessive for the country. Mills are busy although margins are narrow. Domestic consumption is on an exceptionally large scale. Woolen goods show fair demand in most staples. Forwardings of footwear from Boston are still exceeded by the high tide of last year, but that is only on account of the phenomenal increase in Western manufacture.

The Detroit Evening News of July 4 refers to the Michigan Tradesman as the "strongest trade paper published in the State, which reaches storekeepers not only in this, but in adjoining states."

GOOD ADVERTISING.

What Essentials Are Necessary to Win Success.

The primary requisite in advertising is to have a good thing to sell, something which will give satisfaction to the purchaser who buys it, something which appeals to a wholesome human want, and being such, something to which a right minded man can give his whole heart and soul in exploiting. Successful advertising next requires a sufficient number of people accessible to the advertiser who have not only the capacity to want and appreciate what is advertised, but also the means to pay for the same.

In considering those things which can be profitably exploited by modern advertising methods two sharp distinctions are encountered: Articles which cater to wants that are already well defined and exist in a considerable number of people are easier advertised than articles or things for which the want or desire to possess must be created. In the former class great competition usually exists, and for this reason advertisers dealing in such commodities often say that they do not have such margin to pay for advertising, as if they were selling something in which they had no competition, and could thereby fix the price with a sufficient margin of profit. Articles of every day consumption can not be profitably advertised unless they bring to the advertiser a greater margin of profit than he could sell the same articles for if he did not have to pay the cost of advertising.

This forces us at once to consider the important problem as to how the cost of advertising is to be paid for. Shall the consumer be asked to pay more than he or she could secure an equally good article for elsewhere, or is it possible to in any way manage to sell at the same price that competitors charge who do not pay the cost of advertising, and still make a profit on the advertising investment?

This situation is one of the most interesting in advertising, and every day we see illustrations that the consumer is glad and willing to pay more for an article than he or she can secure elsewhere for less money. This is usually done unconsciously by the consumer. The most skillful advertisers recognize this fact and proceed accordingly. Nevertheless, the fact remains, and can be easily demonstrated, that the average consumer can better afford to pay the increased cost which the advertised article commands than to lose his or her time in acquainting themselves fully with the merits of articles so that they could exercise expert judgment in making purchases.

It has been demonstrated, time and again, that no article can be successfully advertised for any period of time that does not have genuine merit. This brings us to the point where we can profitably consider what is the true measure of value. I maintain that it has nothing whatever to do with the cost of production of an article. If a thing does what is claimed for it and a purchaser is satisfied with the purchase and is willing to buy again or recommend friends to buy at the same price, the sole measure of value of that article is the price that it will bring, and has nothing to do with the cost to produce it.

Suppose a woman finds that a certain kind of flour invariably is uniform, gives satisfaction, and she can depend upon getting desired results from the use of it. Her reason may tell her that

there are other flours just as good which she could buy at less money, but if she attempts to seek them she has no basis of expert judgment and nothing by which she can assure herself that she can continuously get the same grade of flour, even if she happens to strike a brand that would be satisfactory. The manufacturer of such a brand who has so thoroughly organized his business as to be able to maintain uniformity in his product, and to identify it by some mark so that the consumer will know it, usually is such a good business man that he has in the very act of bringing his product up to this high position learned the value of advertising in making it known, and hence added to the cost of production the cost of advertising so that the effort of the consumer is fruitless.

This process has been repeated so many times that advertised articles

pianos and organs that I ever knew was a man who failed as a farmer, who could not spell correctly or write the English language grammatically, whose copy always had to be revised, but who presented the opportunity to buy a piano or an organ to farmer readers as a means by which they could keep their boys and girls on the farm, save them from going to the big city by making their home life pleasant, and retain their influence over them, because they thus made home more attractive than elsewhere.

The same is true as to a piece of jewelry. If it is regarded by the owner as evidence of vanity or a desire to show prosperity, the sale will be much more limited than if it is exploited as a desirable and fitting expression of sentiment which should exist between man and maid, husband and wife, or parent and child.



have won the confidence of consumers.

In selling articles for which no demand exists the advertiser must encounter the burden of making people think they want something which they have been accustomed to get along without. The cash register, the typewriter, the telephone, and many other articles which some people regard as necessities in their daily business or social life, are viewed by other people as luxuries. There is very little satisfaction in advertising a luxury because people do not feel that they ought to have it. A man who sells what is supposed to be a luxury should be such a close student of human nature, and so thoroughly understand the motives which underlie human action that he could present what he has to sell as something that gives solid, substantial support to the attainment of those things which people hold of most value in life.

The most successful advertiser of

One of the most successful real estate men that I ever knew put all of the energy in his advertisements in emphasizing the desirability of owning a home, and having the pleasure through life of attaching to one spot those sentiments which make life enjoyable. He found that, arousing desire in this manner, he could more readily make a sale at his price than if he put forward the matter of price as of prime importance.

This idea of sentiment in advertising is one of vital importance and which is seldom appreciated as it should be.

Nearly every purchase of any kind if thoroughly analyzed will be found to be the expression of sentiment, if it is the final purchase of the article.

I know a mechanic who makes it a rule to buy the most expensive groceries and meats that he can secure, because he says his wife and children are just as good as anybody he knows and are entitled to the best. The matter of price

with him is a measure of quality, and a book agent not long ago sold him an expensive set of books on weekly payments because he made him feel that these books would have a refining and uplifting influence on his son.

The advertiser in selling anything should carefully consider what the motives of his purchasers are. This is the true test of salesmanship.

A few words as to advertising mediums. A great many waste a great deal of valuable time by talking about newspapers, magazines, street car cards, bill posting, store cards, circulars and catalogues, as if there was some inherent quality in one form of advertising space that was always the same and was superior to every other. Any form of advertising space should be considered solely from the point of view as to whether it fits into the purpose of the advertiser. An advertiser should have a policy. He should clearly determine in his own mind that he wants a certain class of people to think in a definite, positive way about something that he has to sell. Space alone as a means of expression is no more valuable than the words on a page of Webster's dictionary are to express thoughts, unless they are arranged in such a manner that the man who reads them comprehends what the person who puts them together had in mind. The chief distinction between the quotation from Shakespeare which will occupy an inch of space on a printed page and the effusion of the amateur joke-writer is not in the number of copies printed, the position on the page, but what the brain that expresses the idea intended the reader to understand.

Of course the influence of Shakespeare with his genius and his ability to mold human thought to-day would be lost to the world if there was not some adequate form of expression available, and this alone should be the test of every advertising opportunity that is offered. A man who eats three dinners a day when he can digest but one can not be said to be any wiser than the business man who refrains from eating at all because he can not patronize all the restaurants in town the same day.

Advertising space should be used in such quantities and under such conditions and with such frequency as will best fit the purpose of the advertiser. I believe that discussion as to the comparative value of the various kinds of space is much to be desired when accurate data are given us, so that the student of advertising can determine the fundamental principles upon which the resultant action was secured after certain causes were set in motion. But as a rule too much time is spent in discussing the size of the space, and in explaining that the other fellow's method is all wrong, that could be more profitably spent in determining the class of people whose interest could be most profitably cultivated, and what idea should be forced upon it. I maintain that, if an advertiser knows what he wants a certain class of people to believe and starts out with that determination and gives the sellers of advertising space an opportunity to show how what they have to sell will fit into his plans, he can buy more space in more kinds of advertising mediums and pay more for it, and get a great deal more out of his efforts, than if he listened to comparisons between newspapers and magazines, or magazines and bill-posting, or bill-posting and circulars, which necessarily must be made only in a general character and without particular value to the specific condition of the advertiser himself.

John Lee Mahin.

Getting the People

Words and Phrases to Arrest the Attention.

It will be readily conceded that no advertising can be effective which does not gain attention. So important is this feature in the work of publicity that many seem to think that it is the only essential and that it does not signify as to how the attention is gained, or to what purpose, as long as that result is accomplished in some way.

As a matter of fact the gaining the attention to effective purpose involves a careful study of the means employed. It is not enough that some general expression of a striking or startling character shall be employed to catch the random eye, there must be some timely pertinence that will reach the right eye and bring attention to the matter in hand.

Now just here is where most frequent mistake is made in all the work of publicity. Glancing over almost any medium at hand one comes upon numerous examples of general impertinent display which is utterly worthless as advertising. Of this class are such words as "stop," "look," "wonderful"—the hundreds of expressions intended to arrest the general eye, in hopes of including the special eye, but which are actually seen to purpose by no eye. Little if any better are expressions involving some limit of reason for looking, as "great bargain," "wonderful opportunity," "the chance of a lifetime." I would not assert that such expressions do not occasionally gain notice, but it is much like shooting into the woods to kill squirrels—one may occasionally get in the way, but you are more apt to hit trees.

What will gain attention? I should say as a general proposition, something having pertinence to the matter in hand. For instance, if the subject be groceries, instead of starting out with a large display "Do you want?" let the display be "Groceries" or for change some leading line or articles for table use. For dry goods do not display "the things we sell," but something having reference to wearing apparel. The first is wholly random and worthless, the latter will be noticed by those whose wardrobes may need replenishing.

I am aware of the fact that pertinent advertising expressions are hackneyed and that as a consequence it is difficult to make them effective in gaining attention. But even with this objection nothing is gained by talking about that which has no relation to the matter in the display. It is better to employ expressions which will appeal in some way to the right ones and also point out the subject under consideration—anything else is purely random and worthless.

* * *

The prominent feature of Miller's Department Store advertisement is the bargain. To make it attractive to a certain element the chance or gambling principle is brought in as an aid to the bargain feature. The chance of getting a \$30 suit for \$9.98 is a proposition which no doubt appeals to many of the patrons of this establishment or it would not be used. The writing is right to the point and the quantity is well adapted to the space. The printer would have done better to use somewhat smaller display, so as to get more room inside the border.

Ed. Mosher writes rather a labored argument, which would have been made

MILLER'S DEPARTMENT STORE

COMMENCING SATURDAY, JUNE 14,
and continuing for 10 days, we will inaugurate the
GREATEST CLOTHING SALE
ever attempted in Houghton county.

Our stock of over \$50,000 worth of Men's Clothing, some suits worth as high as \$30.00 will be offered for sale at \$9.98.

Your Choice of Any Suit \$9.98.

Thousands of other bargains will be
offered during the 10 days sale. . . .

Miller's Department Store,
HOUGHTON, MICH.

HARDWARE

We have added to our stock a line of the above named goods which is like all the other goods we have for sale the best we can buy to please the trade and we are selling them as cheap as they can be bought **ANYWHERE FOR CASH.**

We make no distinction between cash and credit as we consider a person who is worthy of credit as good as the cash in our hands, otherwise they get no credit. We sell our goods as cheap to the man we trust as we do to the man who pays the cash and our prices are as low as can be had in **LUTHER** for the so called **CASH**

Our stock of **Groceries, Hay, Feed, Harnesses, Wagons** etc. is always complete and we invite your careful inspection of your wants in our line.

Yours for Business, **ED. MOSHER.**

The Almighty Dollar

is what we are. **All Mighty**
anxious to save

We know a great many people that are saving dimes and dollars on their dry goods purchases by trading with us.

It pays to trade with

JOHN HICKS,

33 Clinton Ave., St. Johns, Mich.

Vacation Time

Now is about the time when most people take their summer vacation, and if you are going away you will probably want something new in the shoe line. We have the best and most up-to-date line of men's and ladies' shoes in St. Johns. Call and let us show you what we have, for we can suit you in style, quality and price.

E. M. Frink, SHOES

FINE HARNESS!

Our specialty is a single harness, hand made from pure oak stock. It cannot be beat anywhere for the price.

A full line of

Dusters, Nets and Summer Goods of All Kinds.

Repairing done promptly, reasonably and well.

M. J. HILL, Ovid, Michigan.

Excellence

In any particular line of business leads to success. It isn't enough to do work or to sell goods the same as others you must excel. We believe in ourselves and the superiority of our.

Undertaking Department.

F.W.Cron

The Key to Summer Comfort

TO POSSESS

A Refrigerator, to keep eatables fresh.
An Ice Cream Freezer, to produce fine ice cream.
A Water Cooler, for cool drinks.
A Lawn Mower, to beautify the lawn.
A Garden Hose, to refresh air and plants.
A Screen Door, to keep out flies.
A Fishing Outfit for your sport-ing.
Everybody in need of one of these articles ought to call on us. They will find a large assortment and quality and prices right.

B. NEIDHART & CO.,
HARDWARE,

Marquette, Mich.

clearer by punctuation. He has material for a good general advertisement, but it needs severe pruning and re-arranging. I need strike out "Yours for business," as it has no relevance.

John Hicks gives a well displayed dry goods advertisement, but if the words dry goods were made prominent it would catch more of the eyes that would be interested than will be caught by dollars. There should not have been quite so much space in the name, the line might be a little shorter.

A seasonable shoe advertisement is that of E. M. Frink. It is invitingly written and the display is very good except that it crowds the border.

M. J. Hill writes a good general harness advertisement and the display is excellent. The printer has brought out the lines which will catch interested eyes.

F. W. Cron is not so happy in the selection of his display. There is nothing in the word "Excellence," it is too general to gain particular notice. A word relating to the business would be worth more.

An original and happy summer hardware list is that furnished by B. Neidhart & Co. The idea is well conceived and the design suitable for good effect. An unusually strong hardware display.

Machine Competitor of the Newsboy.

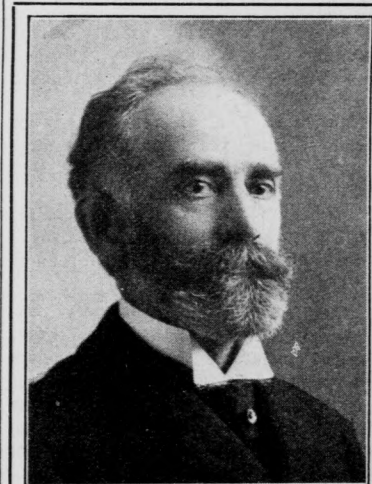
From the Scientific American.

We have coin-controlled machines for selling chewing gum, cigars, lead pencils and candy, machines which require but the dropping in the slot of a nickel to enable one to listen to the latest "coon" songs; and machines that embody in their construction a city directory which can be opened by the dropping of a cent in the ever-present slot. In a word, the name of the "coin-controlled" machine is legion. The latest addition to the list is a coin-controlled newspaper-vending machine, which is the invention of Albert D. Smith, of St. Louis, Mo.

Wives who struggle to keep up appearances usually have husbands who struggle to keep down expenses.

Valuable Coal Property for Sale

One drift, one shaft mine. Quality of coal the best in the State. Fifty miners' houses, two store houses, one hotel building, 450 acres in fee simple, 500 acres besides mineral rights. To persons who mean business will make satisfactory price. The coal mines are being operated every day. Write
I. ED. GUENTHER, Owensboro, Ky.



Open Screen Halftones

For use in
Newspapers and General Printing
This size and smaller, \$1.50. Mail, \$1.60.
Finer plate for \$2.
TRADESMAN COMPANY
Grand Rapids

Around the State

Movements of Merchants.

Bronson—The Billings Mercantile Co. has sold its stock to James Swain.

Alpena—M. Tumin has opened a grocery store on North Second avenue.

Coopersville—C. Ives has opened a meat market in his cold storage building.

Laporte—Roscoe C. Higgins has purchased the grocery stock of E. F. Pierce.

Hancock—Russell & Crowey have purchased the grocery stock of August Tangen.

Bellevue—M. A. Mahoning has purchased the meat market of Farlan & Davidson.

Dublin—A. P. Carr has purchased the dry goods and grocery stock of T. B. Wilson.

Mancelona—Mrs. G. A. Birk is succeeded in the tailoring business by A. J. Davidson.

Cheboygan—Melancon & Fisher succeeded Carl Mendiskie & Co. in the meat business.

Jeddo—Wm. W. Graham, general merchandise dealer, has removed to Sanilac Center.

Pine Creek—Sidney W. Clark has sold his general merchandise stock to W. A. Carr & Co.

Niles—Warren & Co. succeed F. J. Warren & Co. in the flour, feed, coal and wood business.

Ferrysburg—R. Oosterhof, a veteran merchant of this place, died recently, at the age of 72 years.

Midland—Adelbert J. Wismer continues the grocery business of Wismer & Sons in his own name.

Grand Haven—Henry Meyer, boot and shoe dealer, has taken a partner under the style of Meyer & Moll.

Port Huron—Al. & Richard Hume have purchased the grocery stock of S. E. Herbert, on Pine Grove avenue.

Holloway—Lewis & Bartholomew, grocers, have dissolved partnership. The business is continued by A. H. Lewis.

Owosso—The New York Racket store will add hardware and furniture lines as soon as its new building is completed.

Hancock—The stock of jewelry formerly owned by G. Rohrer has been purchased by W. M. Shales, jeweler at this place.

Thompsonville—The grocery establishment of Wm. Rae has changed hands, Peter Peterson having purchased the entire stock.

Muskegon—J. L. Heeres, who has for the past nine years conducted a meat market at 126 Apple street, has sold out to Martin Roos.

Plainwell—J. W. Shepard has sold his grocery stock on Main street to Cairns & Brown, of Prairieville, who will remove it to the latter place.

Owosso—N. Ward has recently purchased the meat market of A. G. Frey. He has engaged R. J. Titus to conduct the business for him.

Fulton—Salisbury & Burns is the style of the new copartnership which continues the hardware and implement business of L. E. Salisbury.

Hastings—W. H. Goodyear has sold his drug stock to Charles Maywood, who will continue the business under the style of the Maywood Drug Co.

Delton—Quincy Haynes has sold his stock of drugs to Ellis Faulkner, for several years past in the employ of Fred L. Heath, the Hastings druggist.

Alma—The Union Telephone Co. has declared a 4 per cent. dividend from the profits of the past six months. The assets of the company inventory \$257,279.02.

Port Huron—A. A. Van Denberg has removed his grocery stock from Military street to the store in the Sanborn block recently vacated by the Huron Cycle & Electric Co.

Muskegon—The Field Hardware Co., recently organized here with \$25,000 capital stock to manufacture metal tools and wooden implements, has gone out of business.

Newaygo—E. J. Hartman has associated himself with A. Burnham, under the firm name of Hartman & Co., and will continue to manufacture flour at the Newaygo mills.

St. Johns—Warden Bros. and Baker Bros. are moving here from Fenton, where they conducted a broom factory, and will engage in that business here under the style of the Clinton Broom Co.

Lake City—All business places here were closed July 7 during the funeral of the late J. H. Gray. Mr. Gray was one of the best known citizens of Missaukee county, and was buried with masonic honors.

Adrian—Marcellus Zerlaut has resigned his position in the Census Bureau at Washington and purchased a half interest in the Symonds grocery, on North Main street. The new style is Symonds & Zerlaut.

Alpena—S. A. Greenbaum, of the firm of Greenbaum Bros., was recently married to the daughter of Mr. and Mrs. Julius Block, of Cleveland. Mr. and Mrs. Greenbaum will make their home at the Alpena House for the present.

Alpena—The boy and his dynamite gun got in their work on July 4 and broke plate glass windows in the stores of W. H. Davison, Potter Bros., Monaghan & Co., D. D. Hanover, K. C. McKiver, C. H. Reynolds, J. T. Bostwick and Julius Sineberg.

Detroit—Some of the local brokers who sold Michigan Telephone Co. stock and bonds, and who still hold some of the stock, are very sore and more apprehensive. They say that they are going to get together in a day or so to see how they can best protect their interests and that of their customers.

Dowagiac—A. J. and M. S. Cleveland, who since last October have conducted a retail boot and shoe business here known as the City Shoe store, have uttered a trust chattel mortgage on their stock and fixtures in the sum of \$2,151.46 to Richard G. Elliott, of Detroit, as trustee. The stock will inventory about \$3,000.

Detroit—The Walsh Jewelry Co. has filed articles of association with the county clerk. The capital stock is \$5,000, consisting of fifty shares at a par value of \$100 per share, and the amount of stock paid in is \$4,000. Ellen G. W. Kennedy holds 48 shares, Geo. F. Monaghan 1 share and Luke L. Tracey 1 share.

Emmett—The brick store of James J. McGrath and the stock of goods of J. K. King were nearly destroyed by fire July 4. The fire protection of the village consists of a force pump and hose, and it did excellent work. The cause of the fire is unknown. The store was insured for \$1,600 and the stock of goods for \$2,500, both in the Phoenix, of New York.

Detroit—After an illness that had lasted many months, Christian J. Lichtenberg, the well-known commis-

sion merchant, passed away at his home, 225 Twenty-fourth street, July 4. Mr. Lichtenberg had suffered from dropsy for a long time and he had suffered greatly. He was 56 years of age. Mr. Lichtenberg was born in Lohrbach, Germany, and came to this country when still young. He settled in Detroit with his sister, the late Catherine Reibling, and his brother, F. William Lichtenberg, the present senior member of the firm of Lichtenberg & Son, wholesale produce merchants. He married Caroline Wenzell, sister of George Wenzell, the lawyer of this city, and Arthur B. Wenzell, the famous magazine illustrator, and the widow and seven children survive him. Mr. Lichtenberg was commodore of the Detroit Yacht club for three years. The funeral took place Sunday afternoon from the residence, Rev. Charles Haass officiating. The interment was in Elmwood.

Manufacturing Matters.

Hillsdale—Chas. A. Bail, cigar manufacturer, is succeeded by the Equitable Cigar Co.

Harbor Beach—The Huron Milling Co. has increased its capital stock from \$345,000 to \$385,000.

Schoolcraft—The Schoolcraft Broom Manufacturing Co. is contemplating removing to Vicksburg.

Pontiac—The capital stock of the Reason Automatic Air Pump Co. has been increased from \$12,000 to \$25,000.

Saginaw—The capital stock of the Saginaw Muslin Underwear Co. has been increased from \$15,000 to \$60,000.

Detroit—The style of the American Folding Bed Co., Limited, has been changed to the Safety Folding Bed Co., Limited.

Detroit—The capital stock of the White Star Portland Cement Co. has been increased to \$1,500,000, of which \$600,000 is preferred stock.

Oxford—C. P. Malcolm & Co. are willing to discuss the removal of their factory for manufacturing gasoline engines and automobiles on a bonus basis.

Homer—J. D. Phair has entered into partnership with P. C. Mitchell, proprietor of the Seeder & Chair Hammock Co. The new concern will begin operations with the opening of the fall season.

Traverse City—Grading has been completed on the Manistee & Northwestern extension from Cedar to Provemont, eleven miles, and track-laying will begin in a few days. Surveys are in progress for a further extension from Provemont to Omena, eleven miles, and grading will begin during the present month.

Battle Creek—The Compensating Pipe Organ Co., of Toronto, has decided to locate its factory in this city. D. J. Johnstown and Mr. Ruse, members of the company, have visited this place and other cities in the United States looking for a site and have concluded that as good opportunities as they will be able to find are to be had here.

Homer—James H. Cook, formerly of the Cook Engine Works, at Albion, has established the Cook Cutlery Works here. He has begun the erection of an addition to his shops and the installing of new machinery for the manufacturing of cutlery, making a specialty of

knives, pruning shears, etc. Mr. Cook has associated with him L. A. Jones, formerly of Clyde, Ohio, who has spent a lifetime in the business.

The Boys Behind the Counter.

Cadillac—R. W. Gates, of South Haven, has taken a position as salesman in Henry C. Auer's clothing store.

Traverse City—F. W. Young, an experienced and capable shoe man, will have charge of the store of J. Rosenzweig & Co., who purchased the stock of Parker Bros.

Central Lake—F. R. Kelly, of Lawrence, has taken the position of tinner and salesman at Swasey's hardware store.

Shelby—Ford Kirby has gone to Mackinac to work in the clothing establishment of M. F. Mulcrome about three months, after which he will return and resume his former position with J. C. Munson.

Port Huron—Frank Calkins, of Crosswell, has secured a position in the Hueber drug store.

Belding—Dan Skellenger has gone to Charlotte, where he has secured a position with the grocery house of Lamb & Spencer.

Newaygo—C. D. Dean has been engaged by W. W. Pearson to take charge of his clothing and men's furnishing departments.

Marshall—Floyd C. Rhodes has resigned his position with J. Hindenach & Co. and gone to Sault Ste. Marie, where he has a position in the drug store of Simeon Zeller.

The Boston Egg and Butter Market.

Boston, July 7—Last week was a broken week in the egg business. The Fourth of July coming on Friday, and Saturday being a half holiday in the wholesale trade, a good many firms did not open their places of business at all on Saturday, so there were really only four business days, but the receipts of eggs were not heavy and there was a good demand for all stock received and there is no great supply left over this a. m. The market has advanced about 1/2c, finest Northern Indiana and Michigan stock selling at 18 1/2@19c, case count.

Receipts of butter were very heavy and the holiday checked the trade the same as it did on eggs. There were 28,500 packages put in cold storage, which, of course, relieves the market, and we quote prices steady and unchanged from last week. Best Northern stock is selling at 22@22 1/2c. There is a larger supply of lower grades and price of ladles and packing stock is somewhat lower. We quote fine packing stock at 16 1/2@17c and ladles at 18@18 1/2c.

Smith, McFarland Co.

Technically Described.

Doctor—I found the patient to be suffering from abrasion of the cuticle, tumefaction, ecchymosis and extravation in the integument and cellular tissue about the left orbit.

Judge—You mean he had a black eye? Doctor—Yes.

The Indianapolis News has just won an important and novel case in the Indiana courts. It was assessed for the "good will" of its business. The Supreme Court decides that good will is not property and does not come within the statute.

REMEMBER

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

GRAND RAPIDS SUPPLY COMPANY

20 Pearl Street

Grand Rapids, Mich.

Grand Rapids Gossip

The Produce Market.

Apples—Ben Davis is about the only variety left. Choice stock commands \$4.50@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—Factory creamery is steady at 22c for fancy and 21c for choice. Dairy grades are moving moderately at 17@18c for fancy, 16@17c for choice and 13@14c for packing stock.

Cabbage—Home grown commands 75c per doz. Illinois fetches \$2 per crate.

Carrots—15c per doz.

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

Cherries—Sour, \$3.50 per bu. Sweet, \$4 per bu.

Cucumbers—30c per doz. for hot house.

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

Eggs—Good eggs are stronger and poor eggs are weaker. Local dealers pay 16@17c for candled and 14@15c for case count.

Figs—Five crown Turkey command 14@15c.

Gooseberries—\$1.10 per 16 qt. crate.

Green Onions—11c for Silver Skins.

Green Peas—\$1.25 per bu. for Telephones and Champions of England.

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

Lemons—Californias, \$4@4.25; Mexicanas, \$5@6.

Lettuce—Head commands 75c per bu. Leaf fetches 60c per bu.

Maple Sugar—10½c per lb.

Maple Syrup—\$1 per gal. for fancy.

Oleo—The manufacturers of oleo have evidently decided to ignore the federal law prohibiting the sale of colored oleo without the payment of the 10c tax. They are using a color of vegetable origin and have instructed their agents to continue its sale and notify the manufacturers in the event of interference on the part of the Federal officers.

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

Oranges—California Valencias, \$55.00.

Parsley—25@30c per doz.

Pieplant—2c per lb.

Pineapples—Floridas command \$4.25 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 weak and lower at 65c. New stock is in active demand at 75@80c, 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@14c; chickens, 8@9c; small hens, 7@8c; large hens, 6@7c; turkey hens, 10½@11½c; gobblers, 9@10c; white spring ducks, 10@11c.

Radishes—10c per doz.

Raspberries—Red, \$1.60 per 16 qts. Black, \$1.40 per 16 qts.

Spinach—45c per bu.

Squash—Summer fetches 75c per basket.

Tomatoes—80c per 4 basket crate.

Wax Beans—75c per bu. for home grown.

The Grain Market.

Wheat was raided by the bear clique several times to the extent of 2c during the past week, but it closed virtually about the same as it did a week ago for both cash and futures. The weather in sections where harvesting is in progress is rather moist and farmers are anxious that this precipitation would hold up. In our locality the harvest is late. The writer remembers of wheat being brought to the mill on July 12 and in

the year 1876 on July 10, while this year there will be no wheat cutting for probably ten days or two weeks. The wheat looks fine and, with fair weather, we will have good quality, although not as large a crop as usual, on account of the small acreage. Our exports have not been as large as usual, so the visible only showed a decrease of 638,000 bushels, leaving the visible around 19,000,000 bushels, which is lower than it has been in years. The new crop will be absorbed by the mills, so the visible will not show an increase for some time. Price of wheat at present is at bottom; that is, in our opinion.

The corn bulls are rejoicing at the luck of having manipulated the July corner, so that the price ran up to 90c. Of course, this price can not be paid for general use, unless a mill gets short, which will compel it to purchase a few cars to piece out with, and even then it would be better to go without it; but it may be that the price will be driven still higher. Some predict \$1 corn. Well, let them fight it out, the country is not interested in it, unless the bulls happen to have some July corn.

Oats, owing to the scarcity and wet weather, also made a strong advance, being fully 1c higher than a week ago. The visible is abnormally small, being only 1,400,000 bushels, so there would be a very fair opportunity for the bull clique to form another corner. Owing to weather conditions, it looks to us as though prices will not go down much below 30c on the coming crop.

Rye, owing to the high price of corn, has advanced ½c, but will not stay there, as new rye will be on the market in the very near future.

Beans also showed some strength and are up about 5c per bushel since a week ago. All this is a weather market and, should we have nice dry weather and warm sunshine, it will probably drop back considerable.

Flour has remained very steady and it looks as though prices would advance as the wheat market keeps very strong.

Mill feed is as strong as ever, especially middlings, which are very scarce and are firmly held at \$23 per ton, that is, for good winter wheat middlings.

Receipts during the week: wheat, 31 cars; corn, 4 cars; flour, 3 cars; malt, 2 cars; potatoes, 6 cars.

During the month the receipts were: wheat, 201 cars; corn, 17 cars; oats, 12 cars; flour, 23 cars; beans, 1 car; malt, 5 cars; hay, 5 cars; straw, 3 cars; potatoes, 22 cars.

Millers are paying 76c for wheat.

C. G. A. Voigt.

Hides, Pelts, Tallow and Wool.

The hide market has little change. The demand is principally from the East, which takes all offerings without change of values. There are many old hides unsold. Calf and light hides have sold freely.

The market can be said to be firmer on lambs and shearlings, with no old wool pelts on the market.

Tallow still holds up on all grades, with a good demand. Edible to prime go quick for compounding with lard.

Wool is stronger East and West, but Western holdings are still above Eastern views and little is being moved, except on previous sales. The bulk of the season's purchase has gone out and the balance is being held for higher values.

Wm. T. Hess.

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

The Grocery Market.

Sugars—The raw sugar market shows decided firmness and an advance of ¼c per pound on 96 deg. test centrifugals. This was mainly due to the small supply and refiners being forced to make purchases by reason of the light stock of raw sugar held by them on the spot. Whether the advance in prices will be maintained is difficult to state because of the general unsettled condition of the markets the world over and the heavy oversupply. The world's visible supply of raw sugar is 2,930,000 tons, showing an increase of 30,000 tons over June 19, 1902, and an increase of 980,000 tons over the corresponding time last year. The refined market is rather quiet, with only a moderate demand for immediate wants. On account of the strength of the raw sugar market and the expected active demand during the next few weeks, an advance is looked for and buyers are holding off purchases, awaiting further developments.

Canned Goods—The canned goods market is firm, with fair demand for almost everything in the list, and the outlook for a continued good trade is very bright. There is an unusual interest in tomatoes, due to the reports of damage to the crop, caused by the recent heavy storms and the ravages of bugs. While some damage may have been done, it is not believed that it is severe enough as yet to materially affect the crop in general. Spot goods are in very strong position, with good demand. Stocks are exceedingly light and some holders have made slight advances in price. Corn is very firm and in good demand. The new crop will be later than usual, but it is expected that the crop will be fully up to that of last year. Peas just now are very quiet. Most buyers have supplied their wants for the present and but little interest is noted in this article. There is considerable enquiry for new pack small fruits. The crop, however, of all the small fruits is very light indeed and high prices are asked for the few offered. Raspberries and cherries are exceedingly short and some packers are unable to get any at prices that will enable them to put them up. Pineapples are quiet just now, most dealers having supplied their wants in this line. Peaches are selling very well, both for spot and futures. Certain varieties of spot goods, however, are scarce and difficult to obtain at any price. Salmon is strong on the spot and in very good consumptive demand, which demand is expected to continue for several weeks to come. Sardines are steady and in fair demand.

Dried Fruits—The market shows very little change. Trade in all lines is good for this season of the year and is satisfactory. Prunes show no change. Spot stocks are fair and meet with a steady consumptive demand. Orders, although not large, are sufficient to keep the market in good condition. Raisins are steady and in good demand, especially for seeded. Both loose muscatels and seeded are in light supply. Apricots and peaches are both firm and in fair request. Stocks are light and no lower prices are looked for. Dates are strong and are selling well at full prices. Figs are scarce and in good demand. Prices are very firmly held.

Rice—Trade in rice is very good, with an unusual demand for this season of the year. Prices are firmly maintained and the tendency is gradually working toward an upward movement, in sympathy with unfavorable reports of damage to the crop. The home

product now monopolizes the demand, which in former years was shared in equal degree by the foreign rice. The sale of foreign rice has recently been restricted on account of the high prices as compared with equal quality of domestic and now the domestic goods have the field practically all to themselves.

Molasses—The movement in molasses, as usual at this time of the year, is very light and is confined to such grades of small lots as are needed to meet urgent wants. Prices are stationary and dealers, as a rule, are not anxious to do business, preferring to hold supplies, which are moderate, in store until the approach of cool weather.

Fish—Trade in fish is fair, the demand for codfish and mackerel being fully equal to that of previous years at this season. The market for mackerel is somewhat stronger, owing largely to the small catch, it being estimated that the receipts to date are 8,000 barrels short of last season.

Nuts—Nuts of all varieties are in fair demand, with prices practically unchanged. Peanuts show considerable strength and are moving out well at unchanged prices.

Rolled Oats—Are exceedingly strong, with practically none being offered. Millers are far behind in their orders and shipments are very slow. Millers say they simply do not want any business at present.

Looking For a Location.

The Tradesman is in receipt of a communication from A. W. Gump, President of the Shelby Stove Manufacturing Co., manufacturer of gas and gasoline stoves at Shelby, Ohio. The company employs from thirty to forty men, turning out 135 stoves per day. The company is incorporated for \$70,000. The desire of the company is to find a location with better shipping facilities, where the work can be extended with an enlarged capital and plant.

Hirth, Krause & Co. have concluded negotiations for the establishment of a shoe factory at Rockford, final papers having been signed Tuesday afternoon. The firm has acquired a half interest in the water power and electric light plant at Rockford and will immediately begin the construction of a one-story brick factory building, 45x200 feet in dimensions, furnishing employment to not less than sixty hands. Machinery has already been purchased for the plant, which will be installed and begin operations by October 1 at the latest. The output will be men's, boys' and youths' shoes. The factory will be under the direct personal supervision of Otto A. Krause, son of G. A. Krause, who has spent several months in the shoe manufacturing districts of the East, posting himself on the subject of shoe manufacture. Rockford is to be congratulated on being able to attract the attention and co-operation of so sterling a house as Hirth, Krause & Co., who have selected that town after receiving overtures from a dozen or fifteen other towns in Western Michigan.

M. B. Hazeltine, formerly Secretary and Treasurer of the Hazeltine & Perkins Drug Co., but now engaged in the grain trade at Minneapolis under the style of M. B. Hazeltine & Co., was in town a few days last week. He is in excellent health and spirits and looks forward to a promising future in the city of his adoption.

GRANITE WARE SALE.

As Much Attraction as a Special Silk Sale.

June is a good month in which to inaugurate your special granite ware sale, Mr. Merchant.

The good housewife is looking around for just this sort of thing.

She needs extra granite ware pans for her preserving operations.

Milk production on the farm is heavy, and the farmer's wife needs additional milk pans, not to mention other kitchen utensils which always come in handy at this season of the year when there are many pots and kettles required by the increased number in the family.

June is also a good month in which to inaugurate the special granite ware sale for the reason that business in seasonable goods is beginning to be quiet.

And something is needed to stimulate buying interest.

Wholesale houses appreciate this fact, and frequently offer extra inducements to their trade which gives the shrewd buyer an opportunity to name prices to his customers that excite wonder among the other merchants who are not thoroughly posted as to the price he pays for them and as to where they are obtained.

If the purpose of the granite ware sale is to attract business to the other departments of the general store, then the profit to the merchant can be kept within reasonable limits.

It should be taken into consideration that the special granite ware sale is a business bringer, and that it can not be expected to pay a profit of 50 to 60 per cent.

If it serves as an advertisement and returns a profit while the special sale is being held of say 25 per cent., it will be a good proposition for the merchant.

The Commercial Bulletin knows of one wholesale firm who is making up special assortments on which a discount of 75 and 10 is being given from the list price.

The usual discount is 75 off and this additional discount of 10 per cent. affords the merchant a margin on which he can name special prices and at the same time make his regular profit.

If, as we stated, it was desired to use the special enamel ware sale as a leader, and the merchant will sacrifice some of his profits for this purpose, he can make a still deeper cut in the retail price and can have the trade all coming his way while the sale lasts.

To the merchant who looks over this special assortment some very attractive bargains must necessarily appear as practical.

For instance, there are some No. 24 basins which cost the merchant about 11½ cents and which ought to be a winner at 14 or 15 cents.

Then there are drinking cups—to be specific, a No. 8 drinking cup—which costs the merchant 7 cents, and which could be sold as a leader at 8 or 9 cents.

How about a warranted granite ware dipper, made of first-class material, that could be sold for 15 cents? It costs a trifle less than 13 cents.

Then there are comb cases in this assortment which cost the merchant about 10½ cents, which might be used as a leader at 12 cents. This is less than the cost ordinarily, but comb cases do not move readily, and they are a good thing to advertise.

Then there is a No. 10 dishpan which costs 41½ cents. How would that do as a leader at 49 cents? Profit is small, of course, but it is an attractive price, and

when the customer sees the wares and appreciates that she is getting something first class, she will immediately realize it is a genuine bargain.

Thus it goes through the list.

The merchant in making up a special granite ware sale can take advantage of the facts he knows and those the customer does not know.

For instance, on goods the price of which is not so frequently cut he can make a larger profit than on those which are staple and which are generally used as leaders.

Now, Mr. Merchant, if you are going in for a special enamel ware sale, do the thing right.

Do not let your light shine under a bushel, but let the whole world that buys goods in your town know what you are doing.

Use the newspapers and take a good, liberal allowance of space for your initial announcement.

With this assortment there is also a donation of three hundred large handbills ready printed, except for the name of the merchant. Use these so they will do the most good.

Utilize one of your windows for a complete display.

If you have a stove and table with which you can equip a kitchen in the window, make up a display of this sort; if not, display as much of the granite ware as you can crowd into the window, and ticket each piece with your selling price.

And when the customer gets into the store convey the impression that it is an important granite ware sale.

Unload the three or four tables in the center of the store, used for notions and other goods, of their ordinary stock and devote them to this special sale.

If there ever was a time in the history of cracker making when the best and highest grade of goods ought to be sold by the retailer, that time is

Right Now

for the simple reason that the buying public has become a discriminating public and readily discriminates between the good and the bad, and the natural tendency in buying is governed by an appreciation of the good. No retailer can afford to buy a lower grade of crackers than the D crackers, manufactured by

E. J. Kruce & Co.

Detroit, Mich.

Not in the Trust.

The delicious new food

Cera Nut Flakes

Put up in air tight
and germ proof packages.
Order through your jobber.

National Pure Food Co., Ltd.

Grand Rapids, Mich.

A Perfectly Roasted Coffee

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

TELFER COFFEE CO., Detroit, Mich.



M. B. Allen Gas Light Co.

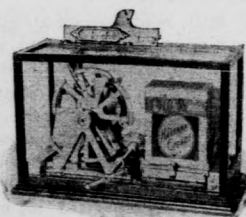
ELSIE, Mich., June 20, 1902.

GENTLEMEN—We take pleasure in recommending your lighting system to all desiring the best and safest plant on the market to-day. It is now six months since we put it in. It has taken about one gallon of gasoline per night to keep the ten lights going, which we consider very cheap lighting. The simplicity and ease with which it is operated, as well as the reasonableness in price, makes the plant a peer among peers.

Very truly yours,
CRAVEN & EDDIE.

Responsible agents wanted in every town to install and sell Allen Light.

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 to-day. Get the first one in your town.

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

Load them up with the different articles if it takes the whole assortment.

Ticket one article plainly in each line, so that the investigating customer can ascertain just what the price is. Have the others marked with the selling price in soap or chalk on the bottom, and the customer who fails to note the ticket can read the price mark on the bottom after he has thoroughly looked over the piece in hand.

If you have a very large store and plenty of clerks, one or more special clerks to keep tab on the assortment will be also quite an improvement on the old method of having no one there to look after customers.

This sale may last a week or longer, according to the size of the town in which you are located.

After it is over if you care to have a rummage sale of pieces left you can do so by marking prices down a trifle, or if the special enamel ware sale has accomplished its purpose, you can return the goods to their proper place and restore the former sale price. The latter seems to be a good policy, for the reason that customers soon learn that they can only obtain goods when the sale is going on, and they accordingly watch the more eagerly for special sales when they are held, and make it point to visit the store during the sale period. This has its effect, for the crowd of buyers and the special arrangements made for the occasion leave a favorable impression with practically all buyers.—Commercial Bulletin.

Paper Clips Put Pins Out of Business.

"What becomes of all the pins?" isn't such an interesting subject of enquiry as it used to be. Perhaps, after the next generation or two, everybody will have ceased to wonder about it; for pins, probably, won't be in such general use then as now.

In the world of business a little "trick" known everywhere as the "paper clip" is fast driving out of use all the pins and clamps and "ready binders" and every other old device for holding papers together. This is an age of order as well as an age of hustle. The man with his "office under his hat" isn't in it any more. Nobody's hat is big enough in this year of grace of 1902 for files and copies and lists and charts and "systems"—and few successful business men and women can get along without these accessories nowadays.

The clip was a "winner" from the start. It is so eternally simple that that is the reason, probably, why nobody ever thought of patenting something of the sort sooner. Just take a piece of flexible wire and bend it about in one or another of half a dozen different ways, and there you are! It is strong enough to hold together all the deeds for all the library sites in the institutions that Andrew Carnegie has endowed; it would clasp like a vise all the papers incidental to the Steel Corporation's organization; it doubtless does keep a firm grip on all of Hetty Green's bonds, stocks and mortgages; and, still, when you want to keep your laundry slips in a bunch or your best girl's letters arranged exactly according to date—so that you can study the logical progression in your suit—the little clip is just as handy. Like love or whisky, it "levels all ranks"—and a good many files, too.

The clip is only about five years old. Prior to 1897 nobody ever saw one in business or professional office. At that time one concern began to manufacture the thing in a small way. "It took"—but it had to be cheapened in the processes of production. A year or two later, other devices involving practically the same principle had been invented and put on the market. In 1898 an order for 25,000 clips was considered a big one. To-day a single order for 5,000,000 of them over the telephone or by mail

excites no comment in the office of the manufacturer. There are a dozen or more different companies making them at present. The aggregate yearly production in the United States must exceed 250,000,000 already. One jobber estimated it recently at about 5,000,000 a week. One manufacturing company turns out a clip called the "Niagara," and about 1,000,000 a week of these are sold. It requires six machines, each working seventy-two hours a week, to produce them.

The market for all makes of clips is broadening daily. A wool firm in Australia has sent an order to the United States for a million of them for its own use strictly. Russia and far-off Manchuria send to New York for them. Peary, the Arctic explorer, wrote an old college friend not long ago that he would sooner run short of blubber than of clips. And a writer in the London Globe has recorded that he met a tribal King in Madagascar "dressed for church" with highly polished brass clips in his ears and nose.

The young man who first invented the paper clip says that it all came about in this way: He was worried a good deal about keeping all his correspondence in shape. He worried so badly that he finally went and talked it over with a friend who also had difficulty in finding certain papers quickly. From these two worried brains there came the idea of a twisted wire that would grip the documents and hold them firmly. "Why," said one of the worried pair explaining the "discovery" in detail, "it wasn't so very funny that a mere trifle like my chronic worry should result in something. Trifles, as Michael Angelo once said, make perfection—and perfection is no trifle. If you remember, 'Anne Boleyn's' fascinating smile split the great church of Rome in twain and gave a nation an altered destiny. A cow kicked over a lantern in a broken-down shanty in Chicago and caused millions of dollars to go up in smoke. A simple joke led to a war between two great nations. The presence of a superfluous comma in a deed lost to the owner of an estate five thousand dollars a month for eight months. And the placing of a comma where a hyphen was intended in an amendment to a revenue bill once cost the United States Government upward of two million dollars. It is system that counts. And the clip is a system in itself."

One of the best things about these paper clips is that they are not so easily lost or thrown away as a pin—so they can be made to do service over and over again. They sell at the factory for about \$1.25 to \$1.35 a thousand, and if those "worried young men" aren't getting a fat royalty on the entire product it is largely their own fault. They certainly deserve it.

Bicycle Terms.

Madge—That old fellow I went to see about getting a place as stenographer in his bicycle store thought he had me on a question. He asked me if I understood bicycle terms.

Nelly—Why, of course! Madge—Yes; I said, "Ten dollars down and two dollars a week until paid for," but even then I didn't get the place.

Circle Indi- on Rice pkgs
cates  the
CHOICEST
THE WORLD PRODUCES.



The Imperial Gas Lamp

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

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

HARDWARE STORE FOR SALE

Retail Hardware Store at
Rockland, Mich., For Sale

Stock consists of general hardware, builders' hardware, cutlery, paints, oils and glass, etc. Tin and plumbing shop in connection. Stock will inventory \$4,000; can reduce same to suit purchaser. Store paying but unable to give it personal attention. Address

ARTHUR T. EMMONS,
Care I. E. Swift Co. Houghton, 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.

You ought to sell

LILY WHITE

"The flour the best cooks use"

VALLEY CITY MILLING CO.,
GRAND RAPIDS, MICH.

For Sale at a Bargain

1,050 acres of timber land situated on Panther Creek, nine miles from the city of Owensboro, one mile from the L. & N. R. R. tracks, estimated to contain the following kinds and quantity of merchantable lumber: Ash, 312,409 feet; Maple, 399,102 feet; Elm, 392,799 feet; Gum, 2,145,741 feet; Black Oak, 1,908,754 feet; White Oak, 373,013 feet; Beech, 104,684 feet; Locust, 6,350 feet; Pecan, 3,680 feet; Hickory, 5,307 feet.

This land joins tracks that have been cleared and after the timber was cut off the land was sold at 50 per cent. more than our asking price for this land timber and all. This is part of lot of land sold at assignee's sale a short while ago. It was bought cheap and will be sold the same way. The timber can be rafted to the Evansville market, and can be shipped in any direction on the L. & N. R. R. For further particulars write

J. ED. GUENTHER, Owensboro, Ky.

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.

Cheaper Than a Candle

and many 100 times more light from

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

WORLD'S BEST

S.C.W.

FIVE CENT CIGAR

ALL JOBBERS AND

G. J. JOHNSON CIGAR CO.

GRAND RAPIDS, MICHIGAN

A Time of Need

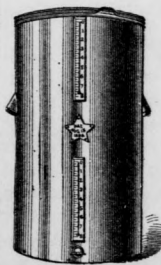
YOU WILL FIND OUR

Asphalt, Torpedo Gravel, Ready Roofing

a strong protection in time of need. It is a pretty good insurance policy, and when the winds blow and the floods come it stands the test unflinchingly.

H. M. Reynolds Roofing Co., Grand Rapids, Mich.

Star Cream Separator



is a paying specialty for hardware 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 catalogue.

SATISFACTION GUARANTEED.

Lawrence Mfg. Co., Toledo, Ohio

Please address Dept. C.



Devoted to the Best Interests of Business Men

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

One Dollar a Year, Payable in Advance.

Advertising Rates on Application.

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

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

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

E. A. STOWE, EDITOR.

WEDNESDAY, - - JULY 9, 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 July 2, 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 fifth day of July, 1902.

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

TRUE AMERICANISM.

We are coming of age among the nations, and it is right that we should cut our leading strings and begin to trust ourselves. We are discovering that we have a national spirit. If we did not have one we should have to invent one, as the French philosopher said about God; for a nation can not find an orderly and harmonious development without the dominating power of this indefinable something we call its soul, its spirit, its life—a distinctive something that sets it apart from the temper and trend of other peoples. Heretofore we have been too assimilative; we have copied too much from those who differ from us in temperament, thoughts, aims and institutions. It were well, perhaps, if we had imported a little more of the sturdy independence of our English forbears—of that thing we laugh at and call their insularity. A certain large trust in itself is what every nation must have to knit close the common life and give it distinctive color and stamp. It is not a boastful, braggart-temper, but a large confidence in its individuality—a trust in the creative forces of a great people. It is often said of us that we are a boasting people; but so long as we are not mere braggarts, but instead are only giving expression to our genuine convictions of our peculiar advantages and opportunities, and have a large trust in ourselves that we shall make the most of them, we are not unduly boastful but simply full of healthy confidence and hope.

America is becoming more and more conscious of its national spirit. That is what is welding us always more firmly together, and what the strange jumble of races from over seas catches like a contagion when they come to live with us. We do not appreciate this potent influence because we are in and of it. The fishes in the sea do not understand the

top of the ocean where the great ships sail.

Those who know us only by public utterances, the voice of the rostrum and platform and some phases of journalism, may still think us an audaciously boastful people; and so we are in one aspect, while in another we are humble enough. We can bear now to have our faults pointed out without hot resentment. We can be meek when reminded of palpable shortcomings, but still we do not trust our genius, our distinctive Americanism, as we ought. The fact is we have always been in leading strings to some perverted foreign ideas, and are so still. We dare not as yet proclaim a code of manners without looking to Paris or London. Our young men look back across the sea to find how wide to wear their collars and cuffs, how to knot their neckties, and how to shake a friendly hand. Our girls must courtesy very low if they do it across the water, and we must think of the Old World when we lay a dinner table or drop a card at a friend's door. An American coachman and footman will not do; the haughty English variety must be imported at great cost. Before we can buy a gown or bonnet we must know what the fashion tyrants of Paris have decreed. If they tell us to expand into two balloons called sleeves, we must do it. It is the fear Americans show of doing the wrong thing that foreigners laugh at. The old and highly polished societies of Europe can afford to reject the letter of tyrannous observances—can venture to be simple, natural and unrestrained. The fact that we do not trust our American genius has led strangers to feel that we have none. The constant reference to a petty code, supposed to be the thing, makes our society petty and binds it to the letter of usage without giving it the larger liberty of the spirit.

In many things we may remain in pupilage to Europe for some time to come. There are great lessons to be learned we can not afford to overlook; but the useful hints are too often lost on us, while we servilely bow to modes foreign to our genius. The most inventive people on the earth can not yet trust itself to devise a hat or a glove suitable to its climate and needs. Our faculty of showy assimilation has left out the most essential facts of life. Could we copy the admirable roads of the Old World, the modes of cleaning and paving great cities, the honest administration of city and town government by the noblest citizens, the precautions taken to protect life on railroads, the rules against overcrowding public vehicles, large measures of comfort, safety and convenience would be assured.

Our artists, including musicians and writers, are just beginning to see the necessity of trusting the national genius. They are now ready to admit that no foreign school can fit them to be American artists without the inspiration of the American life. Our architects have shown at Chicago and Buffalo what can be done by trusting the native spirit and impulse and these great fairs will not have accomplished half their mission if they have not helped to cut the European leading strings of our artistic sense and opened the eyes of our artists to the possibilities of an individual and national art, based on the democratic ideal.

The most blatant phases of Anglo-mania are gradually dying out. Our social leaders, bound as they still are in

the bonds of subserviency, are learning that the simple, effortless mode of life and entertainment is more refined than barbaric display unqualified by culture and good taste. We are beginning to appreciate the truth that too much is worse than not enough, that poverty may be more charming than excessive and ostentatious wealth.

We believe the patriotism of the land is growing, and the time is at hand when no set of Americans will feel called upon to make excuses for their nationality. With the repudiation of this phase of feeling will pass away what Mr. Lowell so aptly called a certain condescension in foreigners. To be respected the world over we must respect ourselves; to be honored we must honor ourselves. Our patriotism must, indeed, grow if the Republic is to be buttressed about with safeguards against chicanery and fraud and political corruption. We must become more sturdily American, trusting the genius of free institutions and unlimited opportunities. We must dare to be ourselves, and having the wit to find out what is best for us, to stand upon the knowledge and assert our right so to stand, until our national growth becomes unconscious and thoroughly organic.

The craze for foreign titled husbands possesses a certain class of American girls of the present day. It is a fashion, like the balloon sleeves, and, like them, is destined to pass away, and in time it will be looked upon as degrading. We have attained our majority. We can now put off the things of our juvenile period—especially the barren imitative phase—and prepare, in free activity and with a wealth of experience, to give better social laws to the world. We will trust our Americanism—not with loud assumptions and the blowing of horns, but with the virile strength of a young people that has come of age.

The impending liquidation of the Michigan Telephone Co. was by no means unexpected by the readers of the Tradesman, because the failure of the company has been frequently predicted in these columns during the past three years. No corporation was ever more wretchedly managed than the Michigan Telephone Co., and this remark applies to the subordinates in the employ of the corporation as well as the officers. The "public be damned" policy promulgated with variations by the managers and directors found a counterpart in the conduct of the most insignificant employe, who appeared to take especial delight in antagonizing the public and insulting those who found fault with the service or encouraged the introduction of independent lines and exchanges. Such a policy has never been popular in this country, and never will be, and those who resort to unpopular methods have only themselves to blame if they reap the whirlwind.

The development of electric power by the utilizing of rivers and streams goes on apace. One of the biggest schemes is that of a company which proposes to establish three plants of 40,000 horse power each on the Susquehanna River which will be used in operating the entire system of electric railways in Baltimore and its suburbs. The company has already made contracts and the project will be rapidly pushed to completion.

It is comforting to know that the condition of the poor is merely some sort of political economy which is a science.

ABANDONMENT OF THE BONUS.

The Lansing Republican of recent date contains the following relative to the changed attitude of the Lansing Business Men's Association on the subject of attracting manufacturing enterprises by the bonus system:

The Board of Directors of the Lansing Business Men's Association met last night and discussed informally matters pertaining to the industrial welfare of the city. The officers of the Association are corresponding with five or six outside manufacturing concerns, but the money it would be necessary to raise to bring them here precludes all possibility of landing them.

The Board has decided that bonuses to be offered as an attraction to manufacturing institutions which are looking for a location are out of the question. Several concerns under discussion last night want bonuses or else capital. It was the decision in each of the cases that the Board could not guarantee to raise the capital for them, but that if they would locate here and show their business up as a good investment, more capital would undoubtedly be forthcoming.

In coming to this conclusion, Lansing has evidently profited by previous experience and learned that, as a rule, the bonus does not attract the most desirable class of manufacturing establishments. There are exceptions—and sometimes notable ones—to all general rules, but the Tradesman is disposed to stake its reputation for fairness and farsightedness on the statement that nine-tenths of the institutions which are influenced to make a change of location by the liberal application of the bonus have to be nourished and re-bonused in order to keep them in line and prevent their moving to some other bonus station on the slightest provocation.

It is said that the acceptance of a free theater ticket spoils the recipient as a theater patron for all time, because he is ever afterward waiting for another gift of the same kind. The acceptance of a bonus frequently appears to have the same effect on a manufacturer. If he wishes to enlarge his plant or increase his lines, he covertly hints that a bonus is in order. If his plant is destroyed by fire, he insists on being given a bonus before he agrees to rebuild. If the transportation lines raise the rate on his output or his raw material, he frequently insists that he be given a bonus which will equalize matters and place him on the same basis as when he accepted the first bonus.

On the legal phase of the bonus the Tradesman need not dwell, because it is now very generally understood that the diversion of public funds from public to private uses can not be successfully defended before any tribunal, much less sanctioned by any court.

Among the large losers by the postponement of the coronation are the London florists. The red rose was the coronation flower and it was estimated that there would be a market for about 60,000,000 at 50 cents a dozen. Large tracts of land were prepared and set out with rose bushes timed to bloom in the last days of June. As coronation week approached it was seen that the estimate had been too conservative and the price of red roses nearly doubled in anticipation of a shortage. Then came the announcement of the King's illness and of the postponement of the coronation. In an instant the blooms that had been worth four or five million dollars became worth nothing at all.

Have a hobby, but don't ride it too much lest you grow bow-legged.

1902

For Fall and Holiday Trade

Dolls. Kid body, dressed, china limb, jointed.

Most complete line in the West.

Doll Heads. China, bisque.

Fancy China. German, French, Oriental, including our "Very Own"
"Imperial Turquoise." Direct Importers.

Terra Cotta. Busts, masks, den decorations. Shipped direct from factory.

Cut Glass. The J. D. Bergen and Seneca Glass Co.'s lines.

Shipped direct from factory.

Steins. "Best Ever." Own importations.

Fancy Cases. Celluloid, ebony, ebonoid, French stag, ivory and shell.
Always cheaper than the "other fellow."

Albums. Domestic and foreign.

Metal Picture Frames, Mirrors, Toilet Sets, Perfumery and Atomizers,
Oriental Baskets, Candelabra, Candlesticks, Etc.

We will also sell Macauley Bros.' full line of Books, Booklets, Christmas Cards,
Calendars, Bibles, Testaments, Games, Blocks, Etc.

"OUR HIRED MEN"

"Mac" Pherson

Dick Jackson

Bert Russell

Jack Richards

We make it expensive for you to buy these lines from the "other fellow." If you don't believe it, look us over.

Our samples will be ready for your inspection July 10th.

Will advise you later when and where our travelers will open the line outside of Detroit.

The Frank B. Taylor Company

Importers and Manufacturers' Agents

135 Jefferson Ave., Detroit, Mich.

Clothing

Suggestion to Wholesale Dealers in Men's Furnishing Goods.
Written for the Tradesman.

It would be profitable to both sides if occasionally those who sit in the pews were allowed to preach and those who stand in the pulpits should take their turn at listening. If, by this means or any other, the preacher can get the point of view of his hearers, however humble his gifts, he is in a position to help them to the full extent of his powers. If he cannot get their point of view, although he be an encyclopedia of learning, although he understand all prophecies and all mysteries, although his eloquence be like unto the tongues of men and of angels, he can not be the means of bringing strength and comfort to human hearts.

In like manner the merchant, either wholesale or retail, needs to know the point of view of his customers. The retailer is in direct contact with his trade and, if he understand human nature, can hardly fail to see how his customers look at things. If he is shrewd he is constantly making changes and adaptations to please and hold them.

The wholesaler is often not in so close relation to those to whom he sells and this often acts against the interests of his customers and in the long run against his own as well. One service which the traveling man ought to render the house he serves is to interpret the temper and wishes of the customers. Some do this admirably. Others have the one desire to get the biggest order possible, with no thought whether the customer's interests are being served in such a way that his trade can be held.

A short conversation with a dry goods dealer in a small village revealed the fact that the matter of men's collars occasions him no little perplexity and that it is difficult to handle them with any profit. Still he has call for them and must keep them. Talking with other dealers similarly placed proved that many others have the same trouble.

The situation is like this: No matter how small the town, there are men in it with all kinds of necks, so that the dealer who attempts to supply them must carry all the sizes. He must have rubber or celluloid as well as linen. He must have different styles to suit different tastes. Now, it is an iron-clad rule with the wholesale houses dating back, apparently, from the time the first jobber in men's furnishings put out the first lot of collars, not to break dozens. They have their arguments of course. "It would soil the goods." "Broken dozens would have to be sold as jobs." "There would be additional cost for boxes and handling." With these hackneyed dictums the subject is dismissed. The cost of a dozen collars is so small that the jobber does not see what the retail buyer is kicking about anyway. He does not realize that the trouble is not the amount invested, but the fact that the retailer gets balled up on some of the sizes for which there is not much call. Perhaps he can sell only two or three collars out of a dozen of the large sizes, before they go out of style. Then he has difficulty in disposing of them at any price. With his oft-repeated experience of stock getting dead on his hands, he hesitates about taking hold of the new styles, so his best customers buy their collars away from home. Some village merchants buy their stock of collars of some large

retail clothing or dry goods dealer in the nearest good-sized town, getting a percentage off from regular retail prices, and selecting just the sizes they need. This plan has its drawbacks, but it prevents the accumulation of unsalable sizes.

If one of these perplexed country merchants should write to his jobbing house, stating the case fully, the letter would read somewhat as follows:

Wayback, July 6, 1902.

Messrs. Faybrick & Furnisho:

My Dear Sirs—Fully realizing the value of your time and the multitude of business details that constantly press upon you, I yet take the liberty to call your attention to a matter which at present is not managed to my liking, but which I think could be arranged to suit my convenience without loss to you. I feel justified in taking this liberty because I am paying you good money every month. I suppose my patronage adds in some small degree to your prosperity. It is to your interest, as well as a matter of common justice, that you arrange things as much as you can to my profit and advantage. I am sure that I voice the needs, not of myself alone, but of a large number of dealers located in small villages and at country cross-roads.

My grievance is in respect to men's collars. I want to buy them in sizes assorted to suit my needs. You want to sell them in solid dozens only. I do not care to be told your reasons for doing so. I know them already.

I am stating a fact when I say that I sell a greater number of ladies' corsets in a year than I do of men's collars, and a rule requiring the buying of corsets in solid dozens would be less absurd from my standpoint than the present rule regarding collars. How would a wholesale millinery house get along that refused to sell straw or felt shapes or ready-to-wear hats except in solid dozens? Their customers belong to the sex that is going to have things as it wants them or know the reason why. Those who cater to the fairer half of humanity know the miseries that attend their finding out why. The wholesale millinery people have trouble enough with their lovely customers without trying to enforce arbitrary rules as to quantity of goods.

Now, I do not belong to the sex that can get what it wants without showing some reason for it, so please listen patiently to my plea.

I can easily see how it looks to you. Your friends and acquaintances all make an habitual use of collars. Your doctor, your minister, your lawyer all wear them right along. In your store, not only the heads of departments, but

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, 1987; 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.



Do You Sell Vineberg's Patent Pocket Pants?

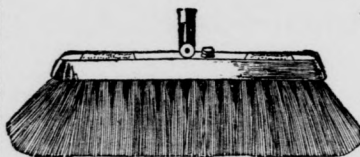
If not you are behind the times; they are sold by all first class clothiers.

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

Vineberg's Patent Pocket Pants Co.

Detroit, Mich.

IT IS A GERM KILLER



The world's only sanitary, Dustless Floor brush destroys the dread bacteria that thrive in dust. Why use old corn broom when modern invention gives you a dustless sweeper and a precaution against disease? A brush on approval to any merchant who will consider our agency proposition.

MILWAUKEE DUSTLESS BRUSH CO.

121 Sycamore Street

MILWAUKEE, WIS.

PAN-AMERICAN GUARANTEED CLOTHING

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

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

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

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

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

"A new suit for every unsatisfactory one."



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

WILE BROS. & WEILL BUFFALO, N.Y.

all the salesmen, ushers and book-keepers are never on duty without their collars. All this betrays an effete and decaying state of civilization, a state of luxury that will eventually sap the life-blood of society. Still it makes good business for the dealers in men's furnishings. Under these circumstances, a man will naturally buy three, six or a dozen collars at once, and what he spends for collars is quite a little item of the outlay for his wardrobe.

With us life is more strenuous. We do not have that fictitious standard of values that judges a man by his summer overcoat. While we do not attach any stigma to him who sees fit to have his trousers kept freshly creased, still, if in order to do this a man must neglect to keep his cowhide boots properly greased, then we should say his plain duty is in favor of his boots.

And yet we are not in that wild and woolly state suggested by a Western editor a few years ago when he spoke of putting on a collar as one of the best means of disguise. And we have feelings. At weddings, funerals, picnics, agricultural fairs, county conventions and the like, our men want to go dressed like the gentlemen and scholars that they are. We regard the collar as a true shibboleth. Without one no man can claim the right to enter the charmed portals of polite society. And even as Mrs. Caudle when she did go out, preferred to go as a lady, so our young men when they call upon the fair damsels of this region, insist upon having collars that are smart and up-to-date, not some back-numbers that have been items of dead stock for several years.

I am at present buying my collar stock of a large retail dry goods house in the nearest good sized town. I am paying more than I ought to pay and it is not so handy as it would be to have what I want come from you along with other goods. In view of these existing conditions, which are the same with many small dealers, can you not sell men's collars sized just as your customers shall order? Set a tidy girl at the work of selecting sizes and caring for the stock and charge enough more for collars assorted to order than you do for solid dozens to cover the cost of the extra work and the few additional boxes that would be required. This would greatly oblige, Your old patron,
J. Small Potatoes.

If some progressive jobbing firm should receive such a letter as this, would they take hold of the matter and meet the want or would they simply instruct a typewriter to reply to Mr. J. S. Potatoes that, having received his letter and carefully noted its contents, they regret being obliged to say that, on account of soiling the goods, having to sell any broken dozens as jobs and the additional cost of labor and boxes, it would be impossible to comply with his request?
Quillo.

The Task Impossible.

The committee waited upon the successful man.

"Your fame has preceded you," they said, as he entered the room. He smiled serenely. "I am rather well known," he admitted modestly.

"You have given names to sleeping cars, new cigars, health foods and games—names that have pleased the public and your patrons."

The successful man bowed.

"Well," said the spokesman, "we have a new baby at our house and we have come to you to select a name that will please her parents, sisters and brothers, grandparents, cousins, uncles, aunts and friends of the family, and herself later on."

The successful man frowned sternly. "Sir," he said, "I do not undertake the impossible."

Too Much.

Waiter—How would you like your oyster stew, sir?

Krusty—Serve it without.

Waiter—Beg pardon, sir. Without what?

Krusty—Without your thumb in it.

Misrepresentation by Dissatisfied Customers.

It is generally admitted by progressive, thinking retailers that the dissatisfied customer is one of the most undesirable results of the relations between buyer and seller. His effect on trade is most pernicious—permanently pernicious.

The modern storekeeper must realize that with every unsatisfactory sale that is made in his establishment his chances of being commercially prosperous are immeasurably weakened. Good advertising will interest and lead customers to a store, but the best advertising in the world can not, for any extended period, successfully contend against inside methods which discourage and antagonize purchasers. Good advertising in the newspapers becomes poor advertising and represents an invitation to business failure immediately it is supplemented by bad store management.

The success of the modern merchant in these days of keen competition is primarily dependent upon the harmonious combination of good advertising and good store keeping. One without the other is as inappropriate and ineffective as coal without flame with which to kindle it.

Thoughtless and incompetent clerks are frequently the direct cause of dissatisfaction to patrons. They may be classified in two groups.

Those who are thoughtless as a result of incompetence, and those who are incompetent as a result of thoughtlessness.

One is as undesirable as the other from a business standpoint. They both invite difficult situations which the conscientious storekeeper or his manager are striving incessantly to avoid. Too much care can not be exercised in selecting employees to fill, and to fill satisfactorily, the many difficult positions behind the counter.

The success of a store depends very largely upon the caliber and ability of the salespeople, to have the right man in the right place.

A sullen disposition, "know-more-about-it-than-you-do" air, a basty temper, a lack of affability, a patronizing manner, any of these displeasing qualities or characteristics should ever exclude their possessor from the list of eligibles.

The hard-working, good-natured, affable, "never-too-tired-to-show-you-this-or-that" sort is the man you want. He is a storekeeper's jewel, and should be sought out and cherished when found. He exists, and is not very scarce, either. One more word about the clerk. A business frequently suffers from over anxiety on the part of a salesman to make a sale. This shows a commendable disposition, an interest in a business which cannot be over-estimated, but the store zealot at times goes too far. He does more harm than good. Dissatisfied customers frequently become so as a result of the "just-as-good-as" habit of salesman. When a customer desires a certain article and it is not in stock, the very enterprising merchant of to-day offers to procure it for him instead of substituting something similar. Good, truthful advertising, supplemented by correspondingly worthy merchandise, sold by polite, obliging salesmen, will seldom fail to bring to the merchant the success and prosperity for which we are all so anxiously struggling.

When a man sits down and tells himself what a great genius he is he seldom can prove it.

The Peerless Manufacturing Company.

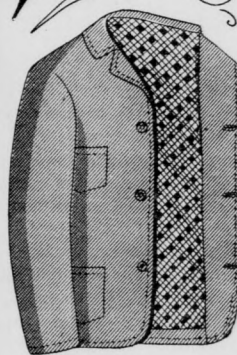
We are now closing out our entire line of Spring and Summer Men's Furnishings at reduced prices, and will show you at the same time the most complete line for FALL and WINTER consisting in part of

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.

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.

ASK FOR THE AGENCY



WE HAVE EVERY THING IN GLOVES & MITTENS
CATALOGUE ON APPLICATION

Shoes and Rubbers

Make Ready For Your Sale of Summer Footwear.

The big majority of people will have bought their summer shoes by July 1, and consequently will need some extra coaxing to buy any more, and you—unless you can successfully get them to buy—will have to carry a lot of this season's stock over to another year, when the chances are the styles will have changed, and they will have to be sold at a sacrifice.

The only way is to have that sale now, while the goods are fresh, the days are hot and the dull season is on. Do not be afraid to cut prices, and cut them deep, for the cash in hand will mean something for you on next fall's goods, and you can use the space to good advantage; while the sale, if it is conducted properly, will be a good advertisement to you long after it is over. You will be surprised at the number of pairs of shoes you will sell at regular prices, shoes that would never have moved had it not been for the sale.

Department stores cut prices in two at this time of year, and the retail shoe dealer must match this in some way.

We would suggest that the sale take place about the second week in July. Call it a midsummer clearance sale.

First of all, go through your stock and hunt up every shoe that you think it undesirable to carry over to another season. For instance, rush out oxfords and any other very light footwear, whether black or tan, men's, women's, misses or children's, anything that is out of date, or which, in your opinion, is going out of style. If you have any extra broad-toed shoes, take a large, sharp knife to every price tag, for their doom is surely sealed. Make a feature of children's one-strap sandals; now is the only time they can be sold. Therefore sell them at 5 cents per pair over cost, and do not forget to advertise them strongly.

When going through your stock you will undoubtedly find shoes carried over from a year ago that are still decorating your shelves. You must get rid of these during this sale, even at a loss, for each day they are carried increases their cost to you and makes them correspondingly harder to sell.

Once you have collected all the goods you think advisable to reduce prices on during this sale, turn your attention to your advertising and window, as upon these two things, in a large measure, depends your success. Ex pede Hercules—you can judge of Hercules' stature by merely seeing his foot. So remember that the public can judge of your stature as a shoeman by your advertising and your window display.

Arrange your windows carefully and tastefully. Have a large card calling attention to the sale as a centerpiece, mark the prices at which the shoes are to be sold, but do not show anything that you can not fit your customer with, unless you distinctly state that the styles are limited to certain sizes. A clipping of your advertisement placed in the window is also a good idea, and connects your window display with your advertising.

Place plenty of signs in prominent locations in your store, calling attention to your sale of shoes. One of the styles hanging from each sign adds greatly to the effect.

It may be necessary for you to call on your jobber to fill in sizes which are sold out. This little sweetening will

help in the sale, as you must have popular sizes in order to sell the others.

Above all, do not have fake prices; do not mark up in order to mark down. This sort of thing always creates a suspicion in the minds of prospective customers, and often leaves a bad taste.

In regard to advertising this sale, the one object you must have in view is to bring it to the attention of every one in town. The best manner to do this varies in different localities. Of course, you will use newspaper space, and if you have good papers in town, plenty of it. But remember that no matter through what mediums you advertise, good, plain, honest, straightforward statements are the best. Tell the people just what you are going to sell, and do not make any exaggerated statements. Do not crowd your advertisements with type matter, but use plenty of white space. If you have been in the habit of sending out circulars, do not fail to do it for this sale. Put circulars calling attention to the sale in every package that leaves your store the week before the sale commences, and have them carefully distributed.

If these suggestions are carried out, there is very little likelihood of your carrying any old stock over another year, and you will have the cash and space on hand for the developments of next season.—Shoe Retailer.

Recent Changes Among Indiana Merchants.

Anderson—R. F. Mallott & Co. succeed R. F. Mallott in the dry goods business.

Boonville—H. G. Selby has purchased the grocery stock of J. O. O'Neil.

Chrisney—Chas. Franzman succeeds Franzman Bros., butchers.

Fort Wayne—The wholesale grocery firm of F. P. Wilt & Co. has merged its business into a corporation under the same style.

Frankton—Sparks Bros., dry goods dealers, have discontinued business.

Goshen—Simmons & Dangler, grocers, have dissolved partnership, the former succeeding.

Hammond—Hall & Fiegle succeed W. C. Wells & Sons in the grocery business.

Haubstadt—Benjamin Niehaus, wagon manufacturer, has sold out to Schiff & Pfeiffer.

Indianapolis—The Harding & Miller Music Co., wholesale and retail dealer in pianos, is closing out its business at this place.

Logansport—H. C. Willey has sold his boot and shoe stock.

Lyons—E. Rudd & Co. have purchased the drug stock of J. C. Fetig & Co.

Mishawaka—Kelley & Allen continue the boot and shoe business of Jacob Kelly.

Montmorenci—O. J. Styner & Son is the new style under which the general merchandise business of O. J. Styner is continued.

New Haven—Killworth & Wolf, meat dealers, have dissolved partnership. The business is continued by Blaising & Killworth.

Wingate—T. H. Ocheltree has admitted his son to partnership in the meat business under the style of Olcheltree & Son.

The "Water Cure."

"Come here, Johnnie," called his mother, appearing at the window with a cake of soap and a scrub brush.

"Good-bye," said Johnnie sorrowfully to his playmate, "I gotter go an' take th' water cure."



HIGH HUSTLER



You give a man a great deal more than his money's worth when you sell him a pair of these shoes. Made of Kip or Keystone leather.

Like all shoes bearing our trade mark, they are only of one grade and quality—the best.

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

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.

Men's Work Shoes



Snedicor & Hathaway
Line

No. 743. Kangaroo Calf.
Bal. Bellow's Tongue. ½ D.
S. Standard Screw. \$1.75.
Carried in sizes 6 to 12.

Geo. H. Reeder & Co.
Grand Rapids

Management of Retail Shoe Stores and Shoe Departments.

There are many things connected with the management of retail shoe stores and shoe departments that have attracted the attention of those engaged in that position, and many articles have been written and published in shoe trade journals upon different phases of the subject. One of the most important things to be considered is the fitting up of the store or department in a neat, attractive manner, and then keeping it at all times in such a condition.

The store (or department) should be furnished with comfortable settees and chairs, and the walls decorated with suitable pictures and signs; the windows should be trimmed in an attractive manner (not over crowded) and they should at all times be kept clean and free from dust. It should not be so extensively and luxuriously furnished as to give it the appearance of a wealthy person's parlor, for if such were done, very likely it would be shunned by the working and poorer class of people, whose trade should be just as desirable to obtain as is that of the more wealthy.

No person can make an infallible rule to govern all cases, or localities. The class of people in the community and their probable needs should be taken into consideration very largely in the selection and purchase of the stock of goods. If this is not well known by the buyer and manager in advance of starting the store or department, then caution should be used in the beginning and purchases be made only of those things which the buyer's good judgment, and the knowledge he can gain by observation and enquiry, lead him to think will most likely be in demand by his prospective customers; then after having once opened his store, and judiciously and liberally advertised the same, he will soon ascertain the class of trade he will have to cater to, and the qualities and styles of shoes that will be greatest in demand, and can then govern himself accordingly.

If he employs clerks, salesmen or assistants, he should not attempt to secure them at the lowest possible price, for this may prove detrimental in the long run. It is much better to pay fair prices and secure honest, efficient and thoroughly reliable help, and pay them according to their proven worth and service.

If the business be one of considerable size, the employer or manager has sufficient labor and duties to perform in the general management, buying the stock, keeping the books, attending to the correspondence, etc., to engage the greater portion of his time. He should, therefore, have competent clerks and salesmen who can and will give close and careful attention to serving customers in a polite manner. It should be the pleasure of the proprietor or manager to greet, if possible, his customers on entering the store. This will make people feel more at ease, and if you have shoes suited to their needs you may rest assured a cordial reception will secure a sale at the outset.

Although the manager and salesmen often have their patience severely tried by the peculiar vagaries of over particular and unreasonable customers still they should try to retain their self-respect, and their good nature under the most annoying circumstances. A well-fitted, well-pleased customer is not only a satisfied one, but you have a guarantee of his being a regular customer in the future; also a living, walking, talking

advertisement of your business to others. The average retail shoe business is not a bonanza, and very few accumulate great wealth in it, but properly managed, it can be made to pay a conservatively fair income and profit on the investment.

Obligation and Advantage of Good Manners.

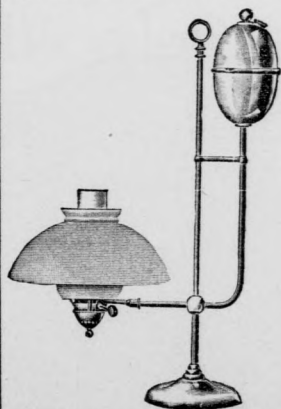
No rule of conduct is less diplomatic in the young man of business than rudeness, although some beginners seem to deem the terms "businesslike" and "ungracious" synonymous; and not a few go out of their way to be sour, abrupt, point-blank and disagreeable to all and sundry. The theory held by such mistaken persons appears to be this: That the man who means to wrest success from life must not stop by the way to waste time over politeness. Arguing upon the line that the world takes each individual at his own valuation, the ignorant nincompoop sets himself up as one who has scarcely time to breathe, much less to smile, so vast are the responsibilities that his important position entails.

But he is taking absolutely a mistaken line. His opposite in manners tempers his inexperience with a softened air of diffidence, meets his contemporaries with a smile of greeting instead of with a defiant scowl, and goes out of his way to be thoughtful and courteous. He knows the value of making friends, and realizes to the full how bad it is for a young man's future should he earn a reputation for bumptiousness and bad manners. The business king may please himself as to the manner he adopts.

To some the reputation of a choleric disposition is useful, for it keeps off triflers. He who desires not to be jostled must himself jostle others. Such is the modern shibboleth, taught by the storm and stress of existence to the aspirant for wealth and wide prosperity.

The old maxim is more subtle, and therefore less thoroughly comprehended. Yet it is a straightforward piece of counsel, teaching merely the beauty of each man doing unto others as he would that men should do unto him. Presumably, every person prefers to be spoken to with gentle courtesy rather than with brutal insolence, and to do business not as if he and his customer were bitter enemies, but as friend and friend. Despite this, however, there is more than a tendency to ally the haughtiest air to a capacity for commercial qualities.—New York Commercial.

When carpenters strike they usually hit the nail on the head.



GOING EAST

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.




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

Mayers

Low Cut Walking Shoes

Will be the fad this summer

MR. MERCHANT—Satisfy a woman's shoe notion and you add a valuable asset to your business. We make a full line of Oxfords, as well as Low Cut shoes, with goring on the sides and over the instep that can not be surpassed by anyone, and that are guaranteed to give highest satisfaction. Particulars on application.

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

Everything Judged by Appearance

Shoes no exception. You must have Shoes that have the right appearance, shape, style and finish. You must see the outside—the inside you may never see. Our own make Shoes have the right appearance. That's half the selling battle.

Herold-Bertsch Shoe Co.

Makers of Shoes

Grand Rapids, Michigan

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

Dry Goods

Weekly Market Review of the Principal Staples.

Staple Cottons—The week past has been termed in the market "a bleached week," the majority of lines being almost absolutely neglected except for absolute necessities for immediate use. In regard to brown cottons, home buyers have been, and are, purchasing in moderate quantities. There has been an increase in the number of enquiries from exporters, but up to the present writing they have resulted in very little actual business. All leading lines of brown sheetings and drills are firm in price, but some outside lines show irregularities. Lightweight sheetings are quiet, but without quoted changes in prices. There have been enough orders booked for the majority of coarse colored cottons to keep prices steady, including denims, plaids, cheviots, checks and stripes. Ticks, however, show some irregularities in low grades. Wide sheetings are dull.

Prints—Printers are doing very little work on regular calicoes beyond filling existing orders, and stocks will be kept down to the smallest possible point. Even now the market is in an unusually clean condition. Buyers are placing orders in a manner that would seem to indicate that the future does not trouble them, but they meet present prices readily enough.

Ginghams—Are still one of the strongest lines in the market. They are particularly well situated. The demand has been strong enough to keep the market clear throughout the current season in both staple and dress styles. Buyers have experienced difficulty in securing deliveries at the times they needed them. This applies with about equal force to practically all makes. Contrary to expectations there have been no general advances. The leading makes are all steady, but some others show a small advance, nominally about 5 per cent.

Linings—The linings market has been very quiet as far as new business is concerned, but active in the way of deliveries. These are meeting the requirements of the buyers, who, by the way, are satisfied with this and apparently do not care to place further orders while they have enough coming forward on previous contracts to keep them supplied. Kid-finished cambrics show no further change in prices, but there is so little business being transacted that the present price, which is on the basis of 37c for 64s, has not had a fair test. A good sized contract would very likely do somewhat better than this, according to what was said on the market.

Carpets—The ¾ goods mills, those not shut down on account of labor troubles, are extremely busy on their initial orders. The smaller manufacturers, those who do not make their own yarns, while running full, have of late been seriously handicapped as a general thing on account of the difficulty experienced in getting spinners to make the usual deliveries. A great many of the spinners have bitten off more than they can chew in the way of orders and they have had to curtail on their shipments to their customers very materially. In consequence of this, weavers placing new business have been obliged to pay 3 and 4 cents per pound higher for their yarns than previously or go without them. Spinners will likely have their own way for some time now, as long as present conditions prevail at least. The ingrain trade in the East, as well as in

Philadelphia and vicinity, are enjoying a very heavy demand for goods. Mills are fully employed and sold up for some weeks to come. Prices do not seem to improve as much as the trade would like to see them, but there has been no very great effort made to advance them. Weavers are holding out for the good of the market, and it is hoped that when the right opportunity comes better rates can be obtained. On worsted yarns for ingrains there has been a very material advance which has affected the price of these grades to some extent. On woolen yarns no change has been made. The retail trade in carpets is beginning to show a decline now that midsummer is near at hand. More attention is given to matting, rugs and those that are suitable for summer use. For rugs of the small sizes in Smyrnas there is a good demand. Wiltons of the larger order also sell well.

Curtains and Table Covers—Jobbers of curtains are doing a very good business, both in lace as well as summer and tapestry curtains. The retailers are doing a large summer curtain business. Some of the best sellers are the snowflakes ranging from \$1 to \$6 per pair and cross stripe curtains of India gauze from \$1 to \$2.50 per pair. In table covers tapestries are in fair demand. Those of chenille are becoming in better request.

Woolen Dress Goods—The week under review has witnessed no material change one way or another in the attitude of the buyer to the women's wear wool and worsted fabric market; quiet conditions continue to be the rule in the initial market, and there does not appear to be an immediate prospect of a return to activity. The attention of manufacturers is taken up principally with the weaving out of the orders in hand and in the endeavor to read the future in the daily reports and indications that come to them in connection with the manufacturing, agricultural and other business developments, the pros and cons of the situation are being gone over carefully and the conclusion reached is generally favorable to a fair average volume of business. The seller can readily pick out flaws in the market fabric. To contend that there are no elements of uncertainty and uneasiness would be to misstate facts, and on the other hand to overlook the better factors would serve no good purpose. The fact that the incoming volume of business at the present time is not generally of a substantial character is perhaps calculated to encourage pessimistic rather than optimistic views, but the average agent and manufacturer look below the surface, recognizing that they are in the midst of the usual breathing spell that precedes substantial supplementary buying. There are reasons underlying the present inactivity in the dress goods market which speak for themselves. The retailer, for instance, is too closely taken up with his wash fabric business and the furtherance of his retail business to give very much attention to the requirements of his fall season still some months off. He has of course made a considerable portion of his initial selections for fall and, while he will of course continue to place filling orders for some time to come, he will desire to test the possibilities of his fall business before supplementing his first purchases.

Underwear—Most of the spring, 1903, underwear is now on the market and that which has been held back will undoubtedly be opened before long. Some

Brownie Overalls

Are in good demand during vacation time. If your stock is low send the order to us by mail---we can fill it. We carry two grades, one to retail at twenty-five cents, the other at thirty-five cents per pair, assorted as follows: Ages 4 to 9, 4 to 15, 6 to 13 and 10 to 15.

Grand Rapids Dry Goods Co.

Grand Rapids, Mich.

Exclusively Wholesale.

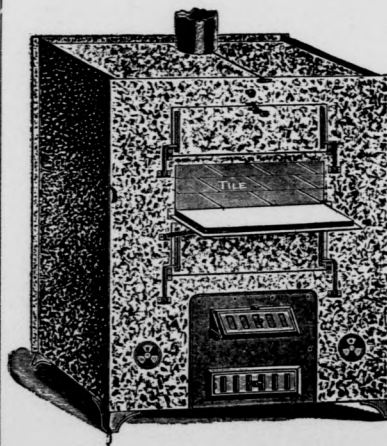
Formerly Voigt, Herpolsheimer & Co.

Goods for Fall

Now that the sale of summer goods is about over, it would be wise for you to look up your stock of Fall and Winter Goods. We have our samples ready and are in a position to take your order for fall delivery. We have a complete line of underwear in Ladies', Gents and Children's. Our prices are right. Goods bought from us give the best of satisfaction.

P. STEKETEE & SONS, WHOLESALE DRY GOODS

Grand Rapids, Michigan



BAKERS' OVENS

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

Hubbard Portable Oven Co.

182 BELDEN AVENUE, CHICAGO

may be held until the third week of July, but not much. Prices, as usual, are very unsatisfactory, many of the most important lines being quoted just the same as last year and the samples are said to be of the same qualities.

Some advances have been made, varying from 10@15 per cent. above last year and reports say that this seems to have but little effect on the business, for the lines are such as to command attention without special regard to the actual prices.

The principal talk in the market for underwear has been the opening of a line of balbriggans for next summer at \$1.70. This does not materially affect the market, for the capacity of the mill making them is not large enough to supply even a fraction of the demand that might and even that has materialized and the line was practically sold up. Under the present conditions every buyer feels safe in placing all the orders possible at last year's prices, and this easily accounts for the big business that has been accomplished so far. How much of this might have accrued had prices been advanced to a reasonable basis is hard to say, but from remarks made by two or three city buyers it is safe to infer that very little would have been done except on certain lines that had special intrinsic merit that would have commanded attention, such, for instance, as those that are now open at an advance and securing orders. In other words, prices are selling the bulk of the lightweight lines for the season of 1903. Naturally no one considers for a moment any possibility of lower prices, so there is little wonder that business has been done with a rush so to speak, even at this early date. Every buyer who makes a contract now considers that he is getting a bargain, and it is merely a question of whether the goods will be delivered and will be according to samples. There seems to be less fear on the buyer's part in regard to this point than there was a year ago or during the last season, because the deliveries "panned out" considerably better than was expected at the time the orders were placed. However, buyers are using similar tactics to those used in the fall, that is, scattering their orders among many houses and ordering right up to the limit, and usually something over the limit, so that they can stand a cancellation without being materially affected. It is reasonable to suppose that the near future will see advances on the various lines as they become fairly well sold, and it is very likely that a true basis will not be reached until a large part of the season's business has been accomplished, but at the present rate that will happen before a very great while. Naturally this will favor the buyers, but will lose for the manufacturers much of the profit that might easily have been secured. In regard to underwear manufactured from pure Egyptian yarn the advances are likely to take place much earlier on account of the advances in these yarns; but of course the amount of underwear that is made from pure Egyptian yarn is much less than formerly, owing to the quite satisfactory substitution of stained yarns, that look well and wear well. There is evidently much less attention being paid to fancies and novelty effects than a year ago. They are being shown, to be sure, but freakish effects are scarce. Mercerized lines also show a decline in quantities and there is very little effort devoted to new and original ideas, the develop-

ment being on the successful lines of past seasons.

Hosiery—The hosiery end of the market is very quiet at present, although in a very healthful state. Just when the new season will open is hard to say, and this is principally due to the uncertainty in regard to prices; certainly these ought to be considerably advanced over last season, but for the orders that have been placed in advance it is said that old prices rule. Most of the buyers feel that they have plenty of time before them and probably will take it easy. Duplicate orders on fall cotton goods have not shown up to any great extent. On such orders as are being taken, advances are secured amounting to from 3 to 5 per cent.; there are no large stocks of these goods on hand, but on the contrary many lines are entirely closed out. Fleeces are being ordered with a good deal of freedom for some parts of the country, but for other parts there is no business in sight.

Do Things Well.

When you start to trim a window do not make your plans so elaborate that you cannot carry them out, and have to leave the work only partially carried out. It is far more effective to put one article in the window, and have the draping and position such that it will call people inside, than to put in a half dozen in a slipshod, sloppy manner that will not hold the attention of the passers, nor give them reason for caring to look at the stock, because there is no real attractiveness about the showing.

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.

Bicycle Dealers

Who have not already received our 1902 Catalogue No. 6

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



ADAMS & HART

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

Wagemaker

Letter Filing System Free to You for a Trial

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

Capacity 5,000 Letters

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

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

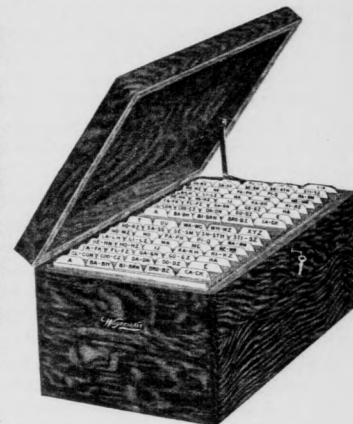
This tray has a capacity of 5,000 letters, or equivalent to about ten of the ordinary flat letter file drawers, and may be used to excellent advantage by small firms or offices having a small business to care for. Larger firms desiring to know something about this new and coming system of vertically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

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

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

The Wagemaker Furniture Co.,

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



Have You



Our new Shoe or Finding Catalogues? If not order one of each.

Up-to-date Shoes for Little Folks.

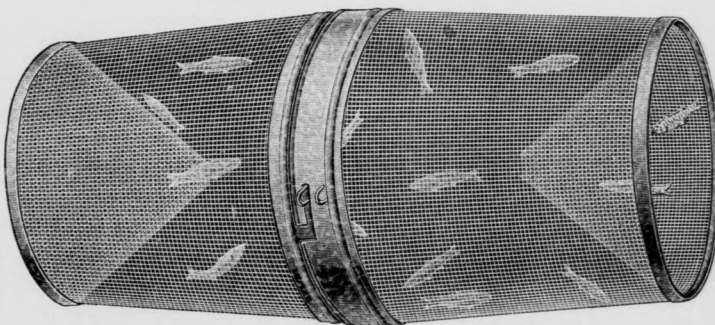
Also full line

Strap Sandals for Women, Misses and Children.

Hirth, Krause & Co.,

Grand Rapids, Mich.

"Sure Catch" Minnow Trap



Length, 19½ inches. Diameter, 9½ inches.

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

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

Our line of Fishing Tackle is complete in every particular.

Mail orders solicited and satisfaction guaranteed.

MILES HARDWARE CO.

113-115 MONROE ST.

GRAND RAPIDS, MICH.

Butter and Eggs

Observations by a Gotham Egg Man.

I have recently been interviewing some of our most expert local egg candlers in the hope that I might give some information to Western egg packers in regard to the judgment of egg qualities that would be useful to them in grading eggs for the New York market. I shall endeavor to give the information gleaned from these interviews in my own words.

The quality of eggs is judged to some extent by a casual inspection and for this reason it is important to have the goods show an attractive appearance. When a lot of eggs is shown to a buyer his first impression is derived from the style of the package and packing and the general appearance of the eggs. A neat case, fillers that fit and proper packing on top go a good way toward creating a favorable impression. The next feature that strikes the eye is the size and cleanness of the eggs. It may be said that the first impression of the buyer is influenced about equally by these elements of quality—neat, clean and trim packages, fillers that fill the cases and fit snugly and eggs that fill the fillers. Of course at this time of year quality must be examined more critically before the candle, but the first impression goes a good ways in effecting satisfactory sales.

Freshness can also be judged to some extent by the mere appearance of the eggs and an expert egg buyer generally knows about what the candle will show when he has inspected and handled the goods. It is difficult to describe the difference of appearance between fresh eggs and stale ones, but it is plain to be seen when the two kinds are placed side by side. Fresh eggs have a certain roughness of shell, and when taken in the hand and "clicked" together they have a peculiar feeling and sound which mean much to the expert. Older goods have a deadness of surface and sometimes a peculiar "shine" and when handled they emit a flat sound quite different from fresh and full goods.

But while a general impression of quality may be obtained by casual inspection dealers are obliged to grade all eggs put out to retail trade before the candle. Egg candling is a very old practice, having served to separate good eggs from inferior for centuries past. The modern egg "candle" consists of an upright tube containing a metal cylinder at the top having round openings about an inch in diameter on opposite sides. An electric light fits into this cylinder from the top so that when closed the light appears brightly at the two openings and all else is dark. The egg houses have a supply of these egg "candles" in dark rooms so that the operator sees nothing but the bright spot of light or the contents of the intervening egg. Two men can work at each lamp and they become very expert in passing the eggs before the light as well as in detecting quickly the various qualities. In fact, an expert egg candler can tell pretty accurately just what an egg will look like when broken out after he has examined it before the candle.

The first point of quality that shows up distinctly before the candle is its fullness. All eggs have a small air space at the end, but this increases in size with age and the conditions under which the egg is held. The size of this air space is an important element in judging the value of eggs although it

may be secondary to some of the more serious defects.

A perfect egg when looked at before the light shows a very small air space and a perfectly clear and almost uniform color. The yolk may be distinguished from the white and move about as the egg is turned, but it will show no dark spots and will maintain its spherical shape as the egg is turned quickly. When eggs are deteriorated by heat the first noticeable effect before the candle is in weakness of both white and yolk; the white may be more or less watery (although watery whites may come from other causes also) and the yolk, as it moves about when the egg is turned does not maintain its shape, but inclines to flatten and take an irregular form. Then when the heat effect is still more pronounced and the hatching process begins, a dark spot is observed in the yolk before the candle from which, in the later stages, blood veins radiate. When this stage is reached the egg is considered dead loss.

The next defect to which my attention was called is known as a "spot" egg. This occurs when eggs are so old that the yolk has become fast to the shell and begins to decay. It is very plainly seen before the candle and although the yolk may sometimes be shaken loose the egg is classed as dead loss.

In candling for retail trade dealers generally make a number of grades—usually six or seven—but they are separated more or less closely according to the class of trade catered to. In the first grade are put only the full sized clean eggs that show full and clear and strong before the candle, but these qualifications are, of course, relative and the standard is not as high at this season as it is earlier. The second grade contains eggs of good quality but not necessarily so full; in the third grade are placed more or less weak eggs and small sized eggs of better quality, while the fourth grade includes small and dirty eggs of fair to good quality; then there is a grade for checks including very weak and heated eggs; then a grade of spots, and lastly of rots. Different dealers may have slightly different methods of grading.

Egg candling is a field for expert work, but it is not difficult to learn to judge qualities quite accurately, the main need of practice being to learn to handle and judge quickly. When Western packers learn to candle and grade eggs according to the needs of the trade here there will be a big saving in the expenses of egg distribution.—N. Y. Produce Review.

Beauty is a veil that hides many feminine imperfections.

Eggs and Butter

Must be moved quickly to secure best results. When the weather is unfavorable and stocks are accumulating, the tendency is to take chances by shipping to strangers who may quote attractive prices. If the shipper takes the precaution to obtain a special report on the consignee from the Commercial Credit Co., he will frequently save more on one shipment than the cost of an annual membership.

Butter

I always
want it.

E. F. Dudley
Owosso, Mich.

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.

SHIP YOUR BUTTER AND EGGS

—TO—
R. HIRT, JR., DETROIT, MICH.,
and be sure of getting the Highest Market Price.

SEND YOUR BUTTER AND EGGS TO GRAND RAPIDS

And receive highest prices and quick returns.

C. D. CRITTENDEN, 98 South Division Street
Successor to C. H. Libby
Both Phones 1300

SEEDS || Largest Stocks Best Quality Lowest Prices

All orders filled promptly day received.

Alfred J. Brown Seed Co., Grand Rapids, Mich.
GROWERS, MERCHANTS, IMPORTERS

JACOB HOEHN, JR.

Established 1864

MAX MAYER

HOEHN & MAYER Produce Commission Merchants

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

SPECIALTIES:

DRESSED POULTRY, GAME AND EGGS

Stencils Furnished Upon Application

Correspondence Solicited

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

No Suet to Be Given Away.

Beginning Saturday, the practice of giving away fat and suet will generally be discontinued by the retail butchers of New York City. Signs notifying customers of the fact are now displayed in hundreds of the markets, and before the end of the week many more of the signs will make their appearance. The agitation against the giving-away practice was started by the Advocate long ago, and at first the effort met with little success and seemed useless, but by constantly dwelling on the subject the butchers were made to give it some thought, and at last it became one of the most important subjects for discussion at the meetings of the retail butchers' associations. In fact, several associations were formed with no other purpose in view than that of helping in the Advocate's movement. Finally all the associations got together and arranged plans for acting in unison on the matter, with the result that July 5 was selected as the date on which the practice would be discarded. Placards were printed, reading as follows. "On and after July 5 no fat or suet will be given to customers." These signs have been distributed to all retail butchers, whether association members or not, and that the plan will be successful is indicated by the great number of signs already displayed. Hundreds of butchers ceased the practice months ago, on the Advocate's advice, and before the associations became active in the matter. We are glad to be able to report this result of our fight in the interest of the retail butchers, and trust that they will not resume the giving away practice when meat prices become lower.—Butchers' Advocate.

Fund To Teach "Business Morals."

A Californian, Henry Weinstock, of the dry goods firm of Weinstock, Lubin & Co., of San Francisco and Sacramento, has founded an annual lecture-ship in the University of California to be devoted to the subject of "Business Morals." Weinstock is a successful merchant and, besides, is a student of public affairs. His gift has caused considerable comment in the West. V. S. McClatchy, editor of the Sacramento Bee, says in that connection that the commonest motto of business, "Business is Business," is "un-moral." Here are his business notions:

"Business is business" is understood to mean that, in business, success is the only thing to be considered and that, short of the limit of absolute dishonesty, all means are permissible. We do not tolerate such a standard in any other relation of life. We put many limitations on our conduct at dinner or in society besides that of merely refraining from stealing the plates or picking our neighbors' pockets. The ordinary principle of civilized human relations, in fact, is that each man shall look out for the rights of all the others. There are individuals who do not act on this principle anywhere, but it is only in business that individuals can be found who deny it and make a virtue of defying it.

The question of morals in business goes far beyond the mere enquiry as to what acts are right and what acts are wrong. That question can hardly be answered in the abstract, and in the concrete it answers itself when it is presented to the right sort of conscience. It is a question, at bottom, of general standpoint and personal character. There can be no established standpoint of business morals until there grows up a sort of code of ethics, like the codes of honor in the professions, defining the extent to which the business man is bound to consider the interests of his customers and competitors, instead of

his own. And the full development of personal character in the business world must await the general recognition of the fact that the man is more important than the business. When a man is more ashamed of being a coward than he is of losing a customer there will be less basis for the common reproach that business breeds cowards.

There are good and bad men in business, and the time will never come when either of these two classes of men will be unrepresented in the business world. Personal character is an individual matter, and will never become a class possession or lack. A discussion of the "morals of business," then, is not a discussion of the personal character of the individuals who happen to be in business, but rather of the nature of that part of the influence of their lives which comes from business. Business men are moral or immoral as their personal character may determine; but business, as such, is usually neither moral nor immoral; it is merely unmoral. A study of the conditions under which it can acquire the positively moral element is certainly worth making.

Mistook the Parrot For a Bird.

At a little dinner the other night a wager was laid that Marshall P. Wilder, the entertainer, could not tell fifty parrot stories in succession. He did it without turning a feather, and so many of them were new that the man who came away and told about it could remember only one.

It was of the parrot which escaped through a window and perched in a tree. The owner's efforts to capture it, even with a butterfly net, were in vain. He stood at the bottom of the tree swearing at the bird, when an Irishman came along.

"What is the matter?" demanded "Pat."

"I can't catch that darned bird," said the man, "and here is a dollar for the man who can."

"I am the man," cried "Pat," and he started up the tree.

As he climbed from branch to branch the parrot did the same. Finally they neared the top, and the branches began to wobble dangerously. The parrot was moved to speech.

"What the devil do you want?" it demanded.

"I beg your pardon," cried "Pat," already halfway down the tree, "I thought you was a bird."

Made a Difference.

Schoolmaster—Now, if your mother gave you a large apple and a small one and told you to divide with your brother, which apple would you give him?

Johnny—D'you mean my big brother or my little brother?

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because it is so simple, yet they are equipped with every device to facilitate rapid and special work.



We make it easy for you to TRY a "FOX" and very easy for you to BUY ONE

The purchaser of a Fox Typewriter knows he has the best—there is satisfaction in knowing this. DON'T BUY ANYTHING LESS THAN THE BEST

Catalogue and full particulars on request.

Fox Typewriter Co., Ltd.

350 N. Front St.,
Grand Rapids, Mich.

Smith, McFarland Co.,**Produce Commission Merchants**

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

69 and 71 Clinton St.,
Boston, Mass.

REFERENCES: Fourth National Bank and Commercial Agencies.

EGGS!

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

HILTON & ALDRICH CO.

39 SOUTH MARKET STREET
BOSTON

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

EGGS AND BUTTER

—TO—

LLOYD I. SEAMAN & CO.

Established 1850.

148 READE ST., NEW YORK CITY

HENRY J. RAHE**..Butter, Eggs and Poultry..**

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

Immediate sales and prompt returns. Highest market price guaranteed.

Boston is the best market for

Butter, Eggs and Beans

and Fowle, Hibbard & Co.

is the house that can get
the highest market price.

The Meat Market

No Present Prospects For Cheap Beef.

The range cattle and sheep industry got its hard knocks at both the upper and lower end of the country during certain periods of the past six months, but with the closing of the first half of the year, with good grass all over the country, the poorest being in Arizona and New Mexico, those early troubles are about forgotten and unparalleled success with profitable prices is on the horizon. There is nothing that can cloud it, except it may be a poor corn crop; but that is hardly a probability, for the reports at date are extremely favorable for an abundance, with the consequence that stock cattle and sheep from the ranges will find a splendid market this fall.

Abundant corn can not, however, insure much cheaper beef than is now going to market, from the fact that the industry is justified in taking advantage of the question of supply and demand. The results will show that there is not to be had for feed lots the number of mature cattle to make heavy steer beeves necessary to supply the demand for another year at least. Of all the heavy movement from the South and Southwest to the North this spring, to go on pasture to prepare for feed lots, not one-fourth are over 2-year-olds. With old cows, the situation is somewhat different. For several years the cattle raisers of the South have been holding on to their aged breeding females, thinking it more profitable to keep them and raise calves than to send them to market. At present, however, there is a good supply of the younger breeding females added to most of the herds, and the belief is that now is a good time to dispose of the aged stock. Thus the offerings of grass cows this fall at the markets will be liberal.

While the winter on the ranges of the North was mild, there was but really one bad storm, that about the middle of March, which really did any damage. It was short but severe, and fortunately also only local. Since then, generally speaking, the range has been improving and to such a degree that the movement of cattle from the South has not had its equal in numbers for several years; the movement through the Denver stock yards, for instance, being greater than any season since the yards were opened. One day 21,000 head were in the yards. Then there is the movement North by the way of the Missouri River also.

While market prices ruled comparatively high during the first quarter of the year, there was not a full measure of realization by the shipper. The mild winter referred to resulted in lighter weight cattle, they weighing out 100 to 150 pounds lighter than during the same season a year ago.

During the second quarter a new state of affairs sprang up. It was the "beef trust" agitation. The high price of beef prevailing was due entirely to the short supply of cattle, caused by the drought of last summer and the increased price of corn, which prevented a large proportion of the small feeders from buying stock last year, when cattle were selling cheap, compared with the present prices. If the so-called "beef trust" had an existence, either in theory or practice, they would certainly have been able to have held down the price of stock on the hoof; this they could not do, notwithstanding it would have

been a much easier matter to have controlled the prices on the hoof than to have regulated the prices of the product. There has been an increased consumption of meat on account of the prosperous times and the unprecedented export demand. This, with the admitted short supply and the high price of feed, naturally brought about prices paid for the marketable animals. The agitation, however, had an effect. The packers were threatened with Congressional investigation and prosecution under the anti-trust laws of certain states. This had an effect on shippers and soon a marked decrease was noticeable in receipts of killable stock during the middle of the second quarter. After several weeks of agitation the sensational newspapers and the petty politicians began to ease up on their agitation in matters pertaining to our food supply, with the result that shipments are again resuming their normal condition and prices are not materially disturbed.

The prospects for cheaper beef even a year from now, what are they? The statement in reply is made that it depends entirely on the corn crop. The largest crop the country ever had was 2,300,000,000 bushels. The crop last year was estimated at 1,500,000,000 bushels. There was approximately 600,000,000 bushels of old corn left, making a total of 2,100,000,000 bushels in the country last November. On March 1 the total estimated amount on hand was 400,000,000 bushels, and just about enough to carry the country over to the new crop, for it is admitted that the supply of cattle in feed lots was never smaller than it is now, and present prices of corn are preventing much export. It is the opinion of some of the best informed that even a bumper crop will not send corn below 50 cents for the next year, and this being the case, it certainly looks like a high cattle market for the same length of time.

Another factor in favor of the maintenance of present prices is the fact that the feed lots are now about empty and the only source of supply from now until the next crop of fat steers can be turned out, a year or more from now, are the grassers, which will supply the market only for the next few months.

The sheep branch of the industry has been preserving a remarkably good condition. The same mild winter, free from dust storms, has produced remarkably clean wool, although not such heavy fleeces; but the quality is bringing the growers handsome prices. Buyers went into the field early and a strong demand sent prices up several cents a pound. This year they are ranging from 12 to 14 cents, with exceptional extra fine at 15 cents. The mutton market was better than a year ago, fed stock selling as high as \$7.55 a cwt. These prices were superinduced by light supplies in feed lots because of the high price of corn. The shipments this fall of grass-fat stock off the ranges promise to be very heavy, as the grass pretty well over the entire West is good, excepting in the territories, where the moisture has not been sufficient to sustain the great flocks and which will be greatly augmented by a lamb crop, which it is estimated will average 80 per cent.

Hogs have been a prolific source of revenue to the grower. Although the receipts as compared to a year ago at the markets were heavier prices persistently remained strong and higher. Marketing was free, because of the high price of feed also, but the demand existed and the prices prevailed. The future of the hog industry is every bit as good as that of cattle. C. F. Martin.

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New Southern stock arriving daily.

EARLY OHIO AND TRIUMPHS

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

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

SEND YOUR POULTRY, BUTTER AND EGGS

to Year-Around Dealer and get Top Market and Prompt Returns.

GEO. N. HUFF & CO.

55 CADILLAC SQUARE

DETROIT, MICHIGAN

EGGS WANTED

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

Butter

We can handle all you send us.

WHELOCK PRODUCE CO.

106 SOUTH DIVISION STREET, GRAND RAPIDS, MICH.
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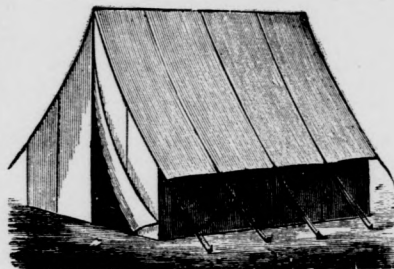
75 Warren Street,

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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.

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



Tents Awnings

Wagon and Stack Covers,
Flags, Hammocks,
Lawn Swings,
Seat Shades and Wagon
Umbrellas.

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



It sells strictly on its merit—no prizes, no schemes, just coffee—all coffee.

OLNEY & JUDSON GROCER CO., Grand Rapids

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

The New York Market

Special Features of the Grocery and Produce Trades.

Special Correspondence.

New York, July 5.—Coffee closed dull, as usual on Thursday, the orders being chiefly for small lots. The fiscal year shows the crop receipts at Rio and Santos (July 1, 1901-02) to have been the record-breaking amount of about 15,500,000 bags. Rio No. 7 at last quotations was worth 5½c. The demand for mild grades has been about nil, although, of course, a little is being done. Prices are without change.

Business in sugar has been mostly of withdrawals under old contracts, little new trade having originated. This applies, of course, to four days of the week, as Friday and Saturday pretty much all business was entirely suspended. Deliveries are generally prompt, and refineries are hardly a day behind in filling orders. Some little excitement was caused by the news of the increasing of the capital of the Federal Sugar Co. to \$50,000,000 and the announcement of a new method of refining whereby quite a sum per ton will be saved, but as yet the plans seem to be hardly in working order.

The tea market shows steady improvement, as noted for some little time. Dealers are quite confident as to the future and the whole situation is more favorable than for a long time. Probably no harm would be done by retailers taking an amount of stock slightly ahead of current wants.

The demand for rice is fairly active and the general situation favors sellers. Quotations are without change and firmly adhered to.

The spice market is quiet. Pepper has met with some enquiry, but other lines are meeting with the usual midsummer quietude.

The four days' trade in molasses brought forth very few new orders, and neither buyer nor seller seem to have taken any interest in the market. Syrups are firm, but trade is light.

Everything in canned goods is doing well. Spot tomatoes are worth \$1.60 or more and are hard to find. Futures are firm and packers are not willing to make many further contracts. Other goods are selling well and the market shows no signs of weakness whatever.

Lemons and oranges have both been in good request and, upon the whole, prices show some advance. Shipments have been made to almost every point in the country. This demand, however, is evidently of a holiday character and some reaction is likely to set in next week.

In dried fruits nothing of interest can be gleaned. Midsummer dullness prevails and prices are unchanged.

Heavy arrivals of butter have tended to cut down quotations and the demand has not been sufficient to take up the surplus stock. Best Western creamery, 21@21½c; seconds to firsts, 19½@20¾c; Western imitation creamery, 17@19c; Western factory, 17@18c; reno vated, fancy, 19@19½c.

Rather more strength is displayed in cheese and quotations have moved up about ½c per pound. Best full cream New York State, white or colored, will fetch 10@10½c. The quality of cheese now coming in is all that could be desired.

The egg market is steady and best Western stock at the close of business was quotable at about 20c; fair to good, 19c; fancy candled, 19c; uncandled 17½@18c; ungraded, 16@17½c.

Eloped With His Mother-in-Law.

George Sangfoss, of Larksville, Penn., has deserted his wife and eloped with his mother-in-law. When Mrs. Sangfoss arose the other day she found the following note addressed to her lying on the dining room table, with a lot of provisions:

"Dearest wife—I am gone, enclosed please you will find thirty-nine eggs and sixteen onions. I also left you them sardines and ten dollars to feed Genieva and Baldy and you don't for-

get the hog. Your Ma is my wife. She is all right. When she dies see if me and you can fix things up again. When the vitels is all gone, bust the ten. Please don't git marrit because when your dear Ma dies I come back to you maybe. Your husband once.

"George."

"Genieva" and "Baldy" referred to in the letter are the children of the couple who have been married for four years.

Have a chair always ready for Mr. Bright Idea.

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

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

Flours Are Not All Alike

Even when made from the same kind of wheat, nor does the best miller **always** make the best flour. Difference in quality is due largely to difference in policy. It is the policy of some to make good flour, and of others to make cheap flour, but it is a well known fact that no miller anywhere has ever been able to make a good reputation on cheap flour. Ceresota is the best bread flour in America **but not the Cheapest.**

38 HIGHEST AWARDS
in Europe and America

Walter Baker & Co.'s



PURE, HIGH GRADE
COCOAS
—AND—
CHOCOLATES

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

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

WE GUARANTEE

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

ONE HUNDRED DOLLARS

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

Robinson Cider & Vinegar Co.

J. ROBINSON, Manager.

Benton Harbor, Michigan.

The John G. Doan Company

Manufacturers' Agent
for all kinds of

Fruit Packages

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

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



Two dozen in a case, \$1 per dozen

Happy is the man who, returning from a day of toil, finds all his dear ones happy and himself not forgotten as the well-laid table shows, with its spotless cloth and shining dishes, its plates of dainty viands, and, as a finishing touch to tempt his eye and appetite, an In-er-Seal carton of Graham Crackers.

It is the consumer who makes it possible for the existence of the grocer. You must cater to his wants.

Order our red Graham now and never be without it.

National Biscuit Company
Grand Rapids

Woman's World

Some Reasons For Pronouncing Co-Education a Failure.

Much comment has recently been excited by the fact that co-education has not justified the rosy hopes of its progenitors and that many of the colleges in which the experiment of educating the sexes together has been tried are seriously discussing abandoning the mongrel institutions and returning to the first principle of female academies and masculine universities. So far from the male students proving a mental stimulus and inspiration to the girl students and the co-ed, exerting a refining and restraining influence upon the college man, as was prophesied, it is claimed that the only result has been to lower the standard of scholarship for men and to coarsen and brutalize the girls.

To the practical mind there is nothing surprising in the failure of co-education. The only wonder is that anybody should have been visionary enough to think it would succeed, for the glory of a college, whether it be learning or athletics, is the molding to a certain shape the character and aims of the rough specimens of humanity that come to it, and in this woman is, and must ever be, an intractable and inharmonious element that can not be hewn or cut or beaten into the general similitude that sets the unmistakable seal of his particular college on a man, and that he carries to the grave.

She is from her college, but not of it. Men instinctively feel this, and even in those colleges where justice has thrown the doors open to women the intrusion of the girl student has been bitterly resented by the man student. Everywhere the co-ed's name is anathematized and she is treated like a stepsister.

So far as my opinion goes, it seems to me that co-education is heir to every possible objection and without a single virtue to redeem it. I do not say this because I disapprove of the higher education for women. On the contrary, I believe in giving every one every particle of knowledge and every bit of light they are capable of receiving, and I believe that this particularly belongs to women because they are the mothers and form the character of the human race.

I believe that the average girl is capable of taking just as good an education as the average boy and should be given just as good a chance and that, when more girls are college bred and have learned to take a broader view of life, we shall have fewer brainless dolls whose interest never rises above the bargain counter and scurrilous gossip about their neighbors; that we shall have fewer incompetent wives whose housekeeping runs their husbands into debt and dyspepsia and fewer criminal mothers killing their children, mentally, morally and physically, through ignorance and neglect, but there is no reason why any girl should not obtain this knowledge in a girl's school.

If there were no good girls' schools and no possibility of starting one, there would be reason for women to break into the men's colleges, for which they are not adapted, and where they are not wanted, but, thank heaven, men have no monopoly on learning. There are already a number of women's colleges whose curriculum compares favorably with that of the more advanced men's universities, and if the Minerva of the future desires to drink still deeper of the Pierian spring there is no bar to

the establishment of female schools that shall be complete compendiums of universal knowledge, alive and dead.

One of the chief objections to co-education is that it throws boys and girls together at the most romantic and impressionable time of their lives, with the result that most co-educational institutions become merely matrimonial bureaus. Callow youths and unsophisticated maidens reading love poetry together in their literature course or associated in the bonne camaraderie of school life easily imagine themselves in love and rush into matrimony that brings them untold misery. Not infrequently a boy acquires a marriage certificate and a diploma on the same day and comes home laden with a wife he has no earthly way of supporting, or a girl student returns to the bosom of her family engaged to a fellow student of whom her family know nothing.

Every sane person ought to perceive the needless danger they are subjecting their sons and daughters to by sending them to a co-educational school. Nowhere, as we can all testify from our own experience, are such violent friendships formed as at school, and no other ties are so quickly broken. It is always a shock, in after life, to meet the boy or girl who was your Achilles at school, for whom you fagged and served and would have died, and to find that you have forgotten their name, but surely when a boy can entertain that sort of reverent worship for another boy, or a girl for another girl, it is easy enough to see how two sentimental young creatures can mistake a passing attraction for deathless love and plunge into a marriage that will mean lifelong disappointment for them both. "But there is no sex in brains," argue the advocates of co-education. That is true enough, but the ordinary boy and girl are so little brain and so much animal, it is hardly worth taking that side of the question into consideration. College life is full enough of temptations at best for young and untried souls without thrusting the complication of sex unnecessarily into it.

Another objection to co-education is that it does not give women the kind of education they need. The mere knowledge of text books does not constitute an education. In its best and broadest sense education is the enlightenment that enables us to live wisest and to best fulfill our duty to the world and ourselves. Any education, I care not what it be, that ignores woman's spiritual side and that does not sweeten and broaden and make her more gentle and lovable is a failure.

The education that women get in a college where they must strain every nerve to keep up with men does not do this. Nobody ever yet came out of a conflict without being hardened by it, and the woman who at college or in business fights inch by inch of her way with men forever after bears the unlovely scars of the battle upon her heart and in her manner. She has been scorched by the white, hot flame and she is branded for life. It is a fact, of which women may be proud, that in the colleges into which women have been admitted, they have given a good account of themselves in the classroom, but the certificate of higher mathematics that is bought, with loss of womanly grace is a bad bargain, and the woman who has bartered her faith in the religion of her mother for a little half-baked philosophy has sold her birthright for a mess of pottage.

Souvenirs

Souvenir season is now on. There is nothing in this line that we can not furnish. Shell Goods, Crystal or Colored Glass Cups, Saucers and Plates. In fact, anything decorated with photograph of public building or the name of your town. We are the largest Souvenir house in the country.

Geo. H. Wheelock & Co.

South Bend, Ind.

Something New

"White Swan" Cream Chocolates

A delicious summer novelty

Packed in five pound boxes

Manufactured only by

THE PUTNAM CANDY CO., Grand Rapids, Mich.



Alpha New England Salad Cream

Contains No Oil

The Cream of All Salad Dressings

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

20 and 25 cents per bottle

Valuable pillow tops given free for 5 trade marks.

H. J. Blodgett Co., Inc.

12 India St.

Boston, Mass.

Also manufacturers of

Wonderland Pudding Tablets

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



The inevitable tendency, too, in a co-educational college is for the women to imitate the men, not only in swagger and freedom of deportment, but in sport. The co-ed, now has her field day, and in the recent accounts of the commencement exercises we have been privileged to read of Miss Susie Smith breaking the record at flat-footed jumping and Miss Bessie Jones' marvelous performances over the hurdles and Miss Araminta Brown winning the championship at putting the shot. The physician's certificates were not appended to these accounts, but it is easy guessing that most of these foolish maidens have injured themselves for life by their idiotic desire to emulate college men. Of all forms of feminine folly none is so senseless as women trying to make imitation men of themselves. There are certain things they can not do, because they are not built that way, and the sooner they recognize it the better. Every time a woman forsakes her own sex, whether she is in business or society or in school, she weakens her ability and her chance of success. The world is full of the need of woman's work in every line, but it is woman's work, not imitation man's. If men could have run the world by themselves God would never have made woman, and any system of education that teaches a woman to disparage femininity or undervalue it does her an irrevocable harm. Another, perhaps a slight, but certainly a real objection to co-education, is that it brushes away the illusions that enshroud each sex. Man is never so happy as when he knows it all and is posing as an oracle for some woman to admire, and woman is never so blissful as when she is sitting contentedly at his feet burning incense. This attitude is forever impossible to those who have passed through the co-educational mill. No man can pose as a hero before the woman who has seen him ignominiously "pulled" on an examination. No woman reveres the man she has turned down in a class and whose geography and history she has had to amend. She may love him still, but the glory has departed out of Israel. He is no longer a demigod, spouting wisdom. He is a mere man, whose opinions she feels at liberty to combat and whose judgment she flouts. She has been given a plummet and line with which to measure the depth and the breadth of his ignorance, and it has brought neither one of them peace nor happiness.

By all means, let us give our girls and boys all the education possible—they will need it—but let us do it in different schools. Co-education is a failure.
Dorothy Dix.

Why Every Woman Should Have a Den.

Why not a den for the woman, as well as for the man? Every man has one nowadays. Sometimes he has it because he wants it. Sometimes he has it because his wife and the upholsterer agree that no happy home can be complete without one.

The theory is excellent. The practice is frequently fearful and wonderful. When a poor, tired man returns to the bosom of his family after a day of honest toil, what he needs is sweet repose. There must be no domestic jar, no friction. The sweetness of home must steal insensibly into his soul and smooth the wrinkles of strife and worry and nerve strain.

After his wife has met him at the door with the traditional smile, and he has eaten a good dinner, during which

the children have sat around the festal board like a covey of freshly washed mute and beaming cherubs, father is to take his evening paper and his cigar and retreat to a cozy sanctum, where hallowed peace shall surround him, and he shall digest his food in mellow mood of drowsy serenity.

There is the theory. Incidentally, it would, if well carried out, make a monster of selfishness out of any normal man within three months, but, possibly because a beneficent Providence wants to avert such calamity, the theory never is carried out.

In the first place, the average den would drive even the most primitive beast to the open field to growl over his bone. The man who evolved the proposition that because a man smokes in his theoretical den, a den should be conceived along Oriental lines, has much to answer for, and unless the American manufacturers of Oriental stuffs and Bagdad curtains and Benares brass and tin armor exert a pull in his favor, he will have difficulty in squaring himself with St. Peter.

"Why, in the name of all that is rational," asked a sufferer recently, "if a man must have a den thrust upon him, can't he have a comfortable, restful room—all hardwood and leather, no stuffy hangings to catch and hold stale smoke, no absurd Oriental kickshaws cluttering space, no divans on which a middle-aged business man inclined to stoutness can not make himself comfortable?"

"Give the poor fellow a light, cheerful room, with substantial, comfortable furniture, even if there can be little of it, a big table for magazines, a book case for a man's books, a good reading lamp, handy, serviceable smoking paraphernalia, a couch with a few cushions. Make it a room that the average woman would think bare, yet which contains every essential for a man's comfort. Put the fellow in the sanctuary. Set up a Gatling gun before the door and train it upon any children who display a pernicious and reprehensible desire to make the acquaintance of the author of their being. So may the den be a howling success and its owner grow more unendurable daily."

But why not a den for the woman? If any mortal under heaven's canopy needs a refuge from storm, a sanctum sanctorum where she can have an hour's quiet and pull quivering nerves together, and rest, and put herself into tune, that mortal is a housewife and mother. From the time she awakens in the morning until she goes to bed at night petty cares are snapping at her heels. Her responsibilities may not be colossal, but they are legion, and if she is conscientious she never lays them down. She flies from one to another, whirling like a human pinwheel around and around the domestic axis. There is little that is stimulating, little that is enlivening in her day, yet the day is full and running over.

There is a lovely sentimental tradition about "mother's room." Poets have written of it. Essayists have wept over it. To this haven the dear children bring all their sorrows and joys. Here they come to have a cut finger tied up. Here they stammer their lessons with mother's help against the morrow when a sterner teacher will require knowledge of them. Here they come to have clamorous rows settled. Here they bring captive toads and beetles to display the trophies to appreciative eyes. Here they sit at mother's knee and listen to fairy

stories and nursery tales. Here is the rock around which all domestic waves and tides swirl.

It is a beautiful theory. In that respect it resembles father's den. But it is a trifle hard on mother.

One woman in Grand Rapids has a room on the second floor which is her last resort in times of storm and stress. It is a bare little room, but it has a comfortable couch and a low table and an easy chair and a few books. On the outside of the door hangs a large placard. One side bears the word "In." The other side is blank.

The mistress of the house does not go to that room every day. She snatches liberally punctured repose in her second-floor bed room when she can, and goes about her thousand and one little duties cheerfully when she has strength and nerves for them. But sometimes there comes a day and an hour when her world is distinctly too much with her, when she is desperately tired and nervous and bothered, when the children rasp her nerves and the servants seem possessed of the devil and everything goes agley. Every woman knows those days.

She might scold the children and the servants and go about looking like a thunder cloud. She might hold on to her amiability with both hands—have "a nigger sittin' on the safety valve," so to speak, and wear herself out with the effort.

She does not do either. She stops. She goes to the second floor room, turns the placard so that who runs may read "In," shuts the door behind her and lies down on the comfortable couch. Every soul in the house understands that nothing save murder or sudden death

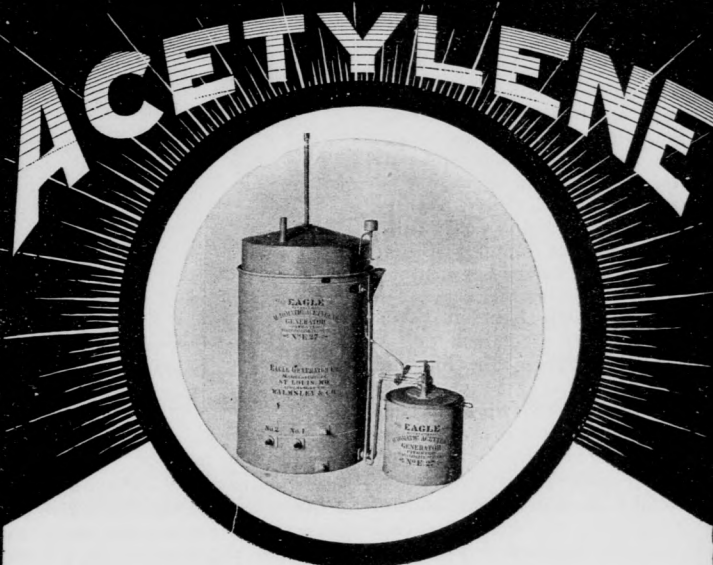
is adequate excuse for tapping at that door. Only a sudden and desperate emergency disturbs the woman in her den. She rests, relaxes, "finds herself," and, after a time, the door opens, a tranquil, cheerful woman goes downstairs. The den is tenantless.

That is a wise woman. Her sisters might follow her example, but the den, like opium, is a habit not to be abused. It should be an emergency medicine, not a promoter of selfishness, but every woman should have some nook or corner where she would be safe from intrusion. The mother's room tradition could be preserved unimpaired in other and more public quarters. Cora Stowell.

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, spendthrifts, 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.



Does your store suffer by comparison

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

ACETYLENE

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

Acetylene Apparatus Manufacturing Co.

157 Michigan Ave., Chicago.

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

MEN OF MARK.

O. A. Ball, President Michigan Wholesale Grocers' Association.

Orson A. Ball was born at Morris, Otsego county, N. Y., his parents both being natives of Massachusetts. He attended the village school until 13 years of age, when he went to work on a farm, which occupation he followed for three years. At the age of 16, he concluded that he was intended for a merchant and he therefore bound himself out to J. H. Nellis, dealer in general merchandise at Cooperstown, receiving \$50 and clothes the first year, \$75 and clothes the second year and \$100 and clothes the third year. He remained with Mr. Nellis ten years, removing to Rochester with him in 1855. On account of Mr. Nellis' selling out and retiring from trade in 1861, he went into the ready made clothing store of J. H. Storms, of Rochester, with whom he remained a couple of years. His ambition was then centered on the "Rochester of Michigan" and he therefore removed to Grand Rapids in February, 1864, being influenced very largely by the late M. S. Crosby, who had preceded him by several years. His first business venture in the Valley City was the formation of a copartnership with E. M. Kendall and engaging in the clothing business in the Fremont block under the style of Kendall & Ball. The copartnership continued until 1868, when Mr. Ball purchased the interest of his partner and carried on the business for a couple of years in his own name. He then closed out the clothing business and spent a very interesting but expensive six months with the Grand Rapids Brush Co., which enterprise was then in its infancy. His next business venture was to engage in the furnishing goods business with Alfred Baxter under the style of Ball & Baxter. This copartnership lasted three years, when the stock was sold to Geo. Allen and Mr. Ball entered the employ of the then wholesale grocery house of Cody, Olney & Co., covering the city trade for a year preliminary to his going into the house in a partnership and managerial capacity. In 1881, he purchased the interest of Charles E. Olney, when the firm name was changed to Cody, Ball & Co. Mr. Ball came into full charge of the business in 1882 and has continued in this capacity during the changes in name to Cody, Ball, Barnhart & Co. and the Ball-Barnhart-Putman Co. In addition to managing this business, which he has done to the entire satisfaction of himself and his associates, Mr. Ball is a director and Vice-President of the Grand Rapids Savings Bank, and has just recently been elected President of the Michigan Wholesale Grocers' Association, the latter office coming to him as a complete surprise.

Politically, Mr. Ball is a Republican, having cast his first ballot for Abraham Lincoln. He represented the Second ward as alderman for four years from 1874 to 1878 and again for four years from 1894 to 1898, and during the latter period was President of the Council one year. During this time he was prominently mentioned in connection with the mayoralty and would have received the nomination if he had consented to do so. During the past three years he has been a member of the Board of Public Works, serving as President the last year of his term and giving the work the same degree of painstaking and careful attention to details which has been a distinguishing characteristic of his business career.

Mr. Ball has been a member of the Masonic fraternity since 1864, having originally joined Lodge No. 34 and being now a member of York Lodge. He is also a member of the Chapter and Commandery, and is a charter member of the Board of Trade, having served the latter as director for several years.

Mr. Ball was married April 10, 1861, to Miss Mary Frances Hughes, of Fairport, N. Y., and is the father of three daughters and one son. Mrs. Ball died in 1893 and two years later Mr. Ball married Mrs. Clara D. Stewart. The family reside in a pleasant home at 209 South College avenue.

Mr. Ball attributes his success to patient attention to details; to carefully keeping his word with his trade and his associates; to never making any promise unless he can see his way clear to keep it, and to treat others as he would like to be treated himself were

Cold Storage Taints Peculiar to Old Plants.

Should we visit an old-fashioned refrigerator, which has been in use several years, cooled by ice, we will perceive a close, musty and altogether disagreeable odor, which we are liable to immediately attribute to the dampness inseparable from chambers cooled by ice; and even where the rooms are cooled by pipes a similar close, musty smell may be experienced, unless a thorough system of ventilation has been maintained, which is rarely the case with old stores. In the latter case the dampness is due to the alternate and continuous freezing and thawing of the moisture taken from the atmosphere by the pipes, causing drip, and this moisture in the course of time is soaked up by the floors, walls and ceilings.

If we examine these latter carefully we will discover here and there, and particularly in the corners, and such

green mould, both of which, in connection with cheddar cheese at least, are considered very undesirable developments. Similar growths may be found on meat products, and butter is not immune from the attacks of these omnipresent germs. We will probably recollect having seen similar vegetation on old bread as well as upon many other home products, and we will very probably remember that the smell or odor of the old store is not unlike that coming from a bread box in which musty bread has been allowed to remain. In fact, add to this the odor of decaying wood and we will produce the odor of the old store, the origin and cause of cold storage taint. We would now be justified in attributing these odors to the presence of fungi, whose growth and development are always accompanied with just such odors.—Montreal Trade Bulletin.

A Question of Conscience.

"Some folks," said a store clerk, "are too honest. Now I've had somebody come in to me when the boss was standing by, somebody that had bought something of me the day before, and hand over two cents and say:

"You gave me two cents too much change yesterday, and I've brought it back."

"He couldn't rest, you see, that man, until he got that two cents off his conscience and returned it. But in getting rid of that load himself he simply shifted it onto me. Here's the boss standing by when that two cents is returned and the boss says to himself, with his eye on me:

"Hm! If you make a mistake of two cents you'd make one of two dollars," and so you see that the super-honest man's return of that two cents may do me a lot of harm.

"The meaning of which is, if I can make myself clear, that we don't want to be too blamed honest. A man can be too honest and worry himself over trifles that he ought not to bother over.

"I should say that if the honest man must bring two cents back let him turn it in sometime when the boss wasn't 'round."

He Got the Testimonial.

An inventor, having produced a wonderful hair invigorating fluid, sent a case of bottles to a bald editor, with a request for a testimonial. He got it in these terms:

A little applied to the inkstand has given it a coat of bristles, making a splendid penwiper at a small cost. We applied the lather to a two-penny nail, and the nail is now the handsomest shaving brush you ever saw, with beautiful, soft hair growing from the end of it some two or three inches in length.

Applied to doorsteps, it does away with the use of a mat; applied to the floor, it will cause to grow therefrom hair sufficient for a brussels carpet. A little weak lather sprinkled over a shed makes it impervious to the wind, rain or cold.

It is good to put inside children's cradles, sprinkle on the roadside or anywhere that luxurious grass is wanted for use or ornament. It produces the effect in ten minutes.

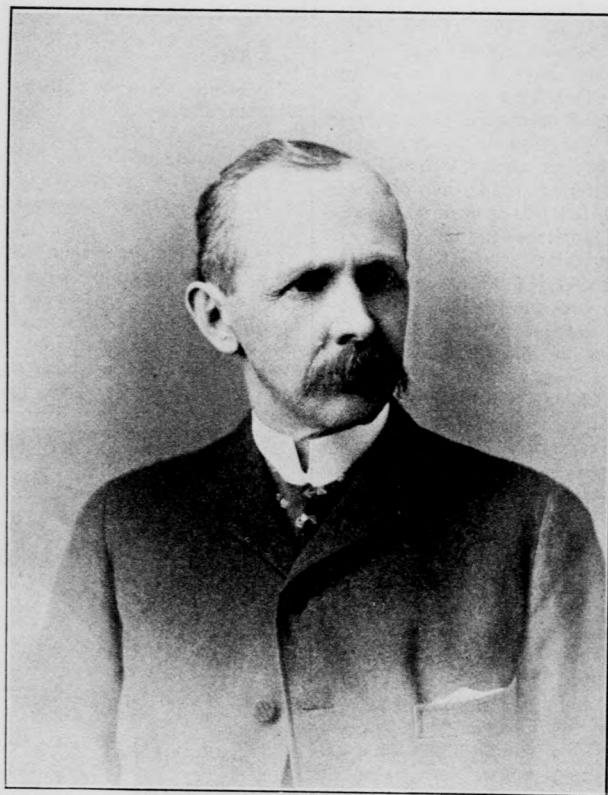
A Testimonial.

"Dear Doctor: Your hair restorer is a world beater. After trying a bottle I placed it in the cupboard, and in the morning we were astounded to find a nice long hair in the butter. We have no children, and, as I am bald, and my wife is confident that the hair is no relative of hers, the fact is evident that the restorer did the work. Enclosed please find my photo."

Advice That Needs Revising.

"Put not your trust in riches," said the clerical looking man in the rusty coat.

"I don't," replied the prosperous looking individual, "I put my riches in trusts."



the situation reversed. While he has had his full share of the ups and downs of life, he has managed to derive much pleasure from his long and useful business career and he enjoys, to a remarkable extent, the friendship of his associates, the confidence of the trade and the respect of the people with whom he lives and whom he has frequently been called upon to serve in an official capacity.

Followed Instructions.

Employer—Did you deliver my message to Mr. Smith?

Boy—No, sir; he was out and the office locked.

Employer—Well, why didn't you wait for him, as I told you?

Boy—There was a notice on the door saying, "Return at Once," so, of course, I then came straight back.

The man who will hide his conscience away for the sake of convenience is in danger of losing it altogether.

places not liable to disturbance, certain patches of a substance or substances not altogether unfamiliar, some of which are of a creamy, or, better, of a dirty white, others of a greenish brown, almost black color, frequently with whitish bands or spots interspersed throughout the patch. We will probably remember having seen just such substances on decaying logs and old tree stumps, and also upon rocks and stones, which we identify as lichens or fungi, and naturally conclude that the growths in the store are of a similar character. Should we push our investigations further, and examine the products stored in such chambers, we will find some of them exhibiting traces of vegetation foreign to the product. For instance, let us examine a cheese which has been in store for some months and we will certainly find it covered with a fuzzy growth of a whitish and also of a greenish color, known to the trade as white and

Standard and Sisal Binder Twine

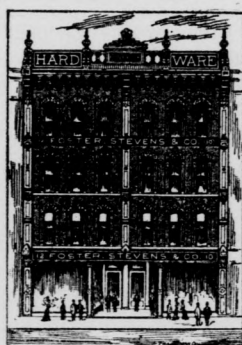
For Prompt Shipment.

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



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

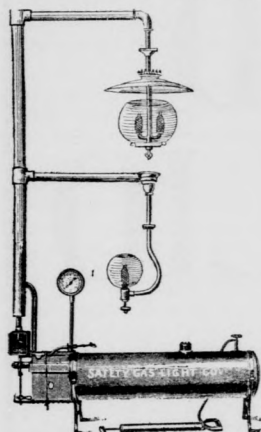
Foster, Stevens & Co.,

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

10 & 12 Monroe St.

Grand Rapids, Mich.

Actual Saving of 75% on Light Bills



Mr Merchant.

Solve the LIGHT PROBLEM

Give us a 5 days' trial order for the Safety Gas Light Machine, and if after a personal test you are not then convinced of its exceptional meritorious virtues—its wonderful lighting properties, at so minimum a cost—you need not part with a single cent.

Could anything be more fair—could anything reveal more thoroughly the true confidence we place in our lighting system?

We will gladly install this **Private Lighting Plant** in your store—absolutely free from cost, IF YOU MEAN BUSINESS—and if after a five days' trial you fail to appreciate the snow white quality of the powerful light afforded and are not pleased

with the unusual saving properties exhibited by the system in operation, you need but to say so—and without the slightest cost to you we will remove it.

We trust you will take sufficient interest in your own welfare, to investigate the rare qualities of the Safety Gas Light System, for we have yet to find he who has been dissatisfied with its workings.

Write at once for catalogue and descriptive literature on this valuable light for Stores, Hotels, Churches, Lodges, Summer Resorts, etc.

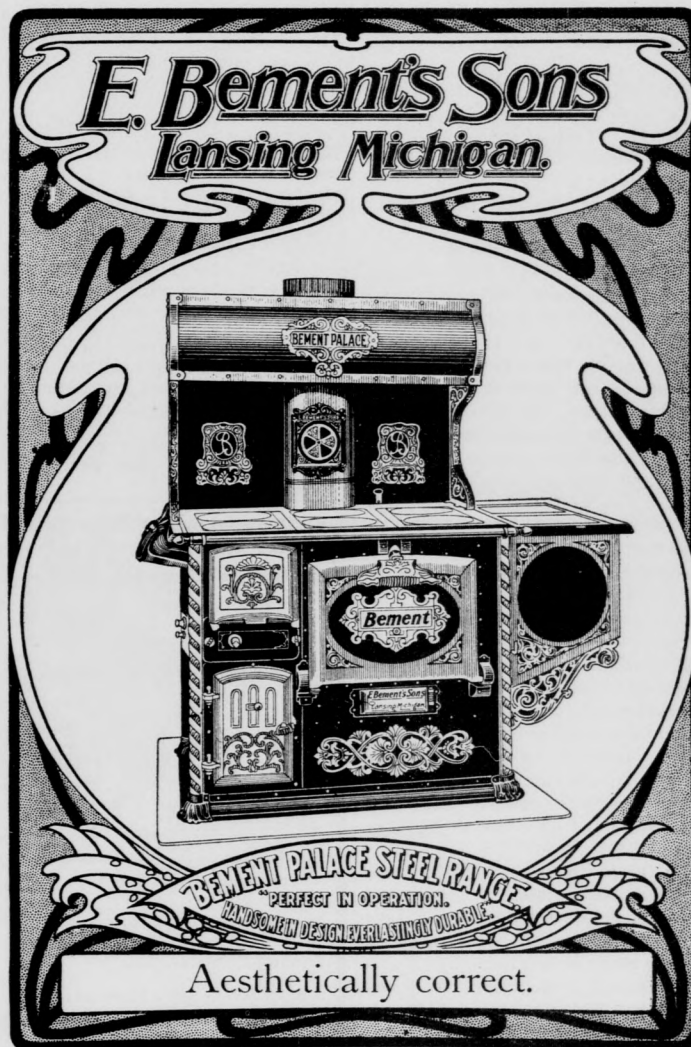
THE PERFECTION LIGHTING CO.

17 So. Division St.

Grand Rapids, Mich.

Telephone 2090 Either Phone.

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.

Suitable Background For Window Displays.

Taste in window dressing can not be taught. There must be an inherent appreciation of harmony of colors and of effects to obtain the best results.

The importance of an attractive, well-dressed show window, either in a wholesale or retail establishment, can not be over-estimated.

A particularly well designed display will attract a crowd at all times in any place and a lasting impression is made on those who see it.

Idle curiosity may be the only reason for stopping to view it, but if later on goods are wanted, the memory of that window is very likely to draw the would-be purchaser to the store.

For such reasons much attention should be paid to a handsome arrangement at all times.

To do this properly is the great question.

Much depends, of course, on the window itself.

The width, depth and height must all be taken into consideration.

Boxes and boards are a poor substitute for a regularly constructed series of shelves, but under deft hands can be made to answer.

The groundwork being provided for, draperies next play an important part.

There should be many different colorings available—white, black, crimson, maroon, green, blue and a series of neutral tints—the one to be used depending on the wares to be displayed.

Maroon is the most useful color, as almost anything looks well against it, except, perhaps, a maroon tinted ware of a different shade.

White and black are also very useful, but a soft gray will often be found the best.

The drapery is simply the adjunct and should always be the foil—not the attractive thing.

Plain sateens are the best kind of material to use for ordinary wares.

Silk plushes for rich goods serve to enhance their value.

Crimped papers are sometimes available, but as a rule have a cheap look.

Having decided on the shelves and draperies, the placing of the wares has much to do with the general effect.

Size, shape and color are to be considered.

Right here comes one point where taste makes the decision.

No amount of description can take the place of the eye where harmony of color or contour is in question.

It might be a good plan to try various people in the establishment to see who can make the best display.

Sometimes an undiscovered genius exists in the person of one who holds a minor position.

A saleswoman or a salesman who is neat, tidy and evinces taste in dress will often have an innate conception of what is required to produce the best results.

Frequent changes are necessary, even although the new arrangement will not be as effective as the one which it displaces.

At times, a few large pieces may be shown; at others the window should be well filled, but never crowded.

A pretty idea is to take one large piece as a central figure and group small pieces as an offset.

A very effective method consists in using one bright color with no contrast at all.

Another pretty arrangement is to take

different shades of the same color, and beginning with the lightest, work back to the darkest.

In grouping shades always keep the smaller to the front and sides.

The large pieces look better in the center and background.

When the goods are in monotonous or neutral tints one or two bright colored pieces, if judiciously selected, will bring out and emphasize the whole display.

Clean goods and clean windows are absolutely essential, and experiments to obtain the best results should be made constantly.

No More Circuses For Her.

Mrs. Jackson is a hard working old colored woman whose ironings are weekly joys to many housewives near where she lives. While drinking a cup of tea, after a hard day's work last week, she said:

"I'se nevah bin to but one circus, an' I don' want no mo' of 'em. I was twelve years ol' when one day befo' de wah my missus down in ole Virginny she give me a two shillin' piece an' sez I kin go to de circus. I wuz all eyes fur wot was comin', 'cause dat circus had been de talk of de cullud folks fur weeks. De fust t'ing dey done wuz t' run in two o' dem scan'lous women ridin' horseback. I didn't want no mo'. I goes t' de ticket man an' sez: 'Mistah man, I don't like yo' show, an' please gib me back my two shillin', sez I."

"Yo' li'l black imp," sas he, flarin' up, 'dis show is on'y jes begun. Go sit down, 'cause yo' can't get yo' money back.' Well, I went back an' sot down, but all de while I thought how dat 25 cents would a bought me two splendid gingham aprons, an' it made me so bi'lin' mad I jes didn't look at anudder t'ing at de circus. I've allus been mighty sorry I didn't git back mah money, so's I cud buy dem gingham aprons."

21 HOURS to NEW YORK



via
MICHIGAN CENTRAL
THE NIAGARA FALLS ROUTE.

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.

Aluminum Money

Will Increase Your Business.



Cheap and Effective.
Send for samples and prices.

C. H. HANSON,

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A Lime That Slacks

quickly, all slacks, and carries the greatest amount of sand is what every mason is looking for

Bay Shore Standard

will do all these. Barrels above criticism.
Prompt delivery guaranteed.

BAY SHORE LIME CO.,

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For \$4.00

We will send you printed and complete

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

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

A. H. Morrill, Agt.

105 Ottawa Street, Grand Rapids, Michigan

Manufactured by

Cosby-Wirth Printing Co.,

St. Paul, Minnesota

Stock it Promptly!

—You will have enquiries for—

HAND SAPOLIO

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

Enoch Morgan's Sons Co.

Commercial Travelers

Michigan Knights of the Grip
President, JOHN A. WESTON, Lansing; Secretary, M. S. BROWN, Safford; 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.

H. C. Rindge (Rindge, Kalmbach, Logie & Co., Ltd.) has located his family in a cottage at Northport for the summer season.

Frank Knight Learned (Peninsular Stove Works) was recently married to Miss Harriet Ellen West, of Owosso. The happy couple will reside with the parents of the bride for the present.

Coopersville Observer: Mr. and Mrs. E. D. Wright have gone to Westcliffe, Colo., stopping for a short time at Colorado Springs, Denver and Pueblo. Mr. Wright is President of the LaRand Mining and Milling Co., which has its mill located at Westcliffe. He expects while there to make some large contracts for handling the ore from several large mines.

Ralph Rockwell (Ball-Barnhart-Putman Co.) was engaged to pitch for the Jennings nine on the occasion of the matched game of base ball between the Sherman and Jennings nines at Manton July 4 and shared in the glory of the victory, the score being 14 to 4 in favor of the nine from Jennings. Ralph says that when he first landed at Manton the Sherman boys treated him with derision and dropped covert hints to the effect that they would make short work of the "boy from the Rapids," but later in the day they acknowledged their mistake and made amends for their rudeness by treating him to the best the town afforded.

Milwaukee Republican: A revolt in the ranks of the Wisconsin division of the Travelers' Protective Association has been begun which may eventually result in the secession of the Wisconsin division from the national body. Six members of the local directorate resigned at their last regular meeting, and this, it is said, is only the beginning of a series of resignations which may disrupt the organization. The reason given for their action is that the national body settled with the widow of a deceased member for \$4,000 when, they allege, she was entitled either to \$5,000, the full amount of the policy carried, or nothing. The case had been considered by the State division and was later brought up before the national convention, recently held at Portland, Ore.

Grand Rapids Council Has 173 Members.

Grand Rapids, July 7—The weather can neither be too hot nor too cold to prevent the boys from coming to the meetings, as was again demonstrated last Saturday evening at the regular meeting of Grand Rapids Council, No. 131. The night was good and hot and a good big, warm lot of members were present. A bunch of six were initiated into the "sweet mysteries" of U. C. Tism, as follows:

F. E. Beardslee (Worden Grocer Co.).
E. Rush Hewitt (E. Weiner, Milwaukee).
D. A. Drummond (Brown & Sehler).
E. A. Van Dugteren (Continental Tobacco Co.).
H. E. Barbour (Studley & Barclay).
Max L. Miller (Corl, Knott & Co.).
Ask any of them if they are sorry they joined the ranks of what is posi-

tively the best fraternal organization in the world for traveling men. It would be for anyone, but unless you are a traveling man, "you can not enter in." In addition to those initiated, six applications were acted upon, ready for the next meeting night.

A withdrawal card was voted Saturday evening to W. A. Hosfack, who has been with the Hopson & Haftencamp Co., but who has removed to Muskegon and engaged in business for himself. The best wishes of the boys go with him.

A vote of thanks was given the ladies for the very fine time provided for all at the picnic at North Park in June, and J. H. Taylor, J. A. Keith and C. C. Herrick were appointed a committee to arrange for something entertaining for July, the announcement of which will be made later. JaDee.

The camera is an object of dread to those who engage in unseemly performances of any sort. Only the other day the rioting anarchists in Paterson, N. J., were infuriated by the sight of a reporter who was using a camera to get a picture of them. The anarchists opened fire and killed him. Down in Pennsylvania, where the coal strike is in progress, the mine owners have masked cameras about their property to catch photographs of persons who may be inclined to do acts of violence. It is an effective scheme whose utility is immediately recognized by all. The camera as a witness is decidedly dangerous.

In order to maintain a proper position in society a young woman should be allowed \$9,000 a year, according to a Supreme Court decision in New York. It needs to be added that the decision was given in the case of a young woman who is heir to an estate estimated at \$600,000. Lots of young women get along in society very well on very much less than this allowance, although probably all of them could spend \$9,000 a year without difficulty.

The girl of the period is an exhibit that may be easily identified should she be lost, strayed or stolen. Her initials are displayed on nearly every article of her apparel. Not only is her monogram embroidered on her hosiery and her handkerchief, but upon her shirtwaist and her chatelaine bag, and now she is wearing it upon a plate of gun metal fastened to the tongue of her shoe.

Livingston Hotel

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

Grand Rapids

The Warwick

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

A. B. GARDNER, Manager.

Sunset Cottage



For Rent Furnished for the Summer Season

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

FRANK HAMILTON, Traverse City, Mich.

Fans for Warm Weather



Nothing is more appreciated on a hot day than a substantial fan. Especially is this true of country customers who come to town without providing themselves with this necessary adjunct to comfort. We have a large line of these goods in fancy shapes and unique designs, which we furnish printed and handled as follows:

100.....	\$ 3 00
200.....	4 50
300.....	5 75
400.....	7 00
500.....	8 00
1000.....	15 00

We can fill orders on five hours' notice if necessary, but don't ask us to fill an order on such short notice if you can avoid it.

Tradesman Company

Grand Rapids, Michigan

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.

Working Up a Profitable Trade in Sponges.

A very good way to display sponges, and one that greatly stimulates the sale of this line of stock, is to keep a large basket of them in the center of the store floor near the front door. The basket should be a large one, three or three and a half feet high and two or two and a half feet in diameter, made of open wicker work of fancy weave. Such a basket is superior to the conventional wire sponge-holder. The latter soon looks dull and rusty and leaves rust spots on the sponges. The basket should contain an assortment of velvet-reef, sheepswool, and the finest grade of honeycomb bath sponges, and such an assortment will enable a customer to pick out a sponge for any purpose and at a price ranging from 20 cents to \$3.

Sponge trade is profitable, and can be worked up to surprisingly large dimensions in either a large city store or a small country pharmacy. I have worked up our trade in sponges until it is easy to sell a two or three-dollar honeycomb sponge to the owner of an automobile or pneumatic tired buggy for a wagon sponge; and sheepswool sponges at a dollar each for wagon sponges are a matter of ordinary every-day trade.

In this trade it pays to keep the best grade of goods; they give satisfaction. When a man comes in to buy a cheap sponge and you convince him that it is the wiser economy to buy a high grade one, he will be satisfied, whereas if he gets a cheap one it soon goes to pieces, and he tries some other store next time, to see if they keep better sponges. Bleached case goods are a poor investment; they fall to pieces in a short time and give the store a reputation for poor quality. It is better to sell a small honeycomb of good grade at a close margin for 25 cents than to sell a large-sized bleached sponge that is half rotten when it is sold.

In addition to the three kinds of sponges mentioned—velvet-reef, sheepswool, and honeycomb—it is only necessary to carry an assortment of Turkey sponges, small "surgeons," and large "cups" and "irregulars" for baby baths. To build up a good sponge trade one must know the goods, so that he can talk intelligently and entertainingly about them, explaining the good and bad points of the different varieties for various uses.

A little brochure or booklet telling all about sponges and their uses on a card tray attached to the sponge basket will help things immensely. The great benefit derived from the sponge basket is that it tempts people to pull over the contents and look at the price tags, and as I said before, having the goods where people can handle them always stimulates sales.

Frequently a customer will pull a fine honeycomb out of the basket, and, reading the price tag, exclaim, "What!

three dollars for a sponge!" And that is all the opportunity desired by a salesman who knows his business and wishes to make a friend, and then or at some future period make a sale. Stepping forward he will courteously explain why that particular sponge is worth three dollars, tell where it came from, show the difference between it and the velvet-reef and sheepswool sponges, and explaining why, aside from its fine, soft texture, it is really cheaper than the others on account of its durability, as it will outwear either and never lose its springiness.

Card signs help the displays and sales: "High Grade Honeycomb Bath Sponges, Soft as Velvet, Tough as Leather." Another advertising dodge that I have used with good effect was made by sewing on a large card a large-sized 25-cent velvet-reef sponge, and alongside of it a \$3 honeycomb. Under the reef sponge was lettered, "The price of this sponge is 25 cents," and under the honeycomb, "The price of this sponge is \$3. Yet aside from its fine texture the \$3 sponge is the cheaper, as it will outwear more than a dozen of the 25-cent kind." It is in thus educating his customers, and in buying the best grades of goods, that the pharmacist builds up a fine and high-class trade.

W. A. Dawson.

Filling Capsules With Essential Oils.

William G. Toplis, in a note presented at a meeting of the Philadelphia College of Pharmacy, offers a method for overcoming the difficulty of filling capsules with essential oils in dispensing. To seal soft capsules requires too much time and preparation, he says, and attempts to seal the covers of hard capsules are not uniformly successful. There is a probability that at least one in a dozen will leak. The addition of absorbent material ordinarily results in the production of too bulky a mass. Starch, however, he has found to behave in a manner which avoids this. He illustrates his procedure by describing the dispensing of half a drachm of terebene in twelve capsules, as follows: "Weigh out one-half drachm of potato starch, place it upon the pill-tilt, pour the liquid upon it, and with a spatula intimately incorporate. The result is a very thin flowing mixture, altogether too fluid to handle. Now add three or four drops of water and stir briskly; at once the mass begins to stiffen. Again add a few drops of water, with stirring as before; repeat if necessary until the mass becomes quite solid. It may now be formed, by the aid of a couple of spatulas, into a rectangular figure, and subdivided into the requisite number of parts. This method seems to be quite satisfactory, as it is possible to dispense the prescription in capsules not larger than number three. Arrowroot answers as well as potato starch, but more powder is necessary, nearly twice the weight being required; still, even with this addition, it is possible to put the prescription into twelve number two capsules. The arrowroot is considerably heavier bulk for bulk. It is possible to dispense such a prescription within ten minutes. The greasy box is impossible, and the first objection to this method has yet to be recorded."

Force of Habit.

"Have you really no affection for any other girl, dear?" she asked of her fiancé.
 "No," replied the drug clerk, absently, "but I have something just as good."

How Soda Water Can Be Made to Pay.

At the last meeting of the American Pharmaceutical Association, held in St. Louis, an animated and interesting discussion arose in the Commercial Section concerning soda water. A great disparity of opinion was expressed. A few speakers believed that soda water did not belong in the drug store and was a curse to it; others believed that if the fountain was properly conducted it was open to no objection. Some speakers had made the fountain yield a large profit; others could make nothing from it, especially with ice cream soda at five cents. Two valuable points arose during the discussion, and these may be mentioned briefly: first, to make the best soda it is necessary either to use rock candy syrup, or ordinary syrup containing a pint to the gallon of glucose, the former expedient being preferable. Second, it is not necessary, whatever be the competition, to sell soda for five cents. Make the best soda possible; keep the fountain and everything about it as clean as a surgeon's operating table; have your tumblers brilliantly polished; use the very best of flavors; and then keep your price at ten cents. Several druggists, surrounded on every hand by confectioners and others selling soda at five cents, declared that by this means they had had no trouble in maintaining and increasing their soda trade, and in making it yield a handsome profit—a profit that would be impossible at five cents. One man stated that he was the only one in a town of a hundred thousand who kept his price at ten cents, and yet he had the largest custom in the city! The secret of his success was that which had previously been announced in the discussion by other speakers—absolute, scrupulous cleanliness and fastidious purity on the one hand, and the very best of syrups and service on the other. His soda trade paid all his store expenses, including clerk hire, and besides yielded a margin! Moreover, his pharmacy as such was one of the best patronized in the city. At least half a dozen other speakers recited personal experiences of the same order, although they were not able to show such large financial returns. All of which goes to show that superiority will win in the end. The people like delicious soda, and clean soda, and they are willing to pay ten cents for it!—Bulletin of Pharmacy.

Soda Water Signs.

The question of suitable soda show cards is one that requires to be considered, for the eyes of persons of culture and refinement are far too often offended by the sight of gaudy-colored chromos or cheap looking stenciled lists of syrups hung around the soda water counter where they at once detract from the pleasing impression produced by a highly finished marble apparatus.

Of what use is it to spend hundreds of dollars to secure a handsomely designed and harmoniously decorated apparatus if you at once destroy the harmonious effect the artist has produced

by the introduction of a discord in the way of a syrup list stenciled usually in black ink on white cardboard? A glass or metal sign bearing the list of flavors is not very expensive compared with the original price of the apparatus, and out of the innumerable varieties now on the market the druggist should have no trouble in selecting such as would harmonize well with his apparatus. I must confess that for my part I am glad to see the gradual disappearance of the old-time soda water signs bearing chromo lithographs of scenes in the polar regions, and designed to stimulate the thirst of the passerby by suggesting the coldness of the beverage dispensed. Such signs properly belong to the infancy of the business, but are out of place in a drug store where they can not fail to detract from the dignity which should prevail in every department.

Thomas Warwick.

Economy at the Soda Counter.

Economy is a good thing in every business and in every branch of business. But it is poor policy to attempt to save the remnants of syrup in the syrup tanks even although they seem perfectly fresh. And it is a poorer economy still to save wilted strawberries, stale cream, etc., and by mixing them with the fresh lot think to disguise them. It is only by the apparently prodigal throwing away of perishable goods of this nature that the flavoring materials of the soda water counter can be kept up to the ideal of freshness and purity. Any attempt to economize "left-overs" that still seem "passable" is sure to end disastrously.

How to Have White Hair.

"Few women are overjoyed to find that their hair is turning gray," said a fashionable hair dresser, "yet once it starts to turn most of them would rather have it all gray than remain in the intermediate state of being neither one thing nor the other. White hair with a youthful face is considered by many people to be very fetching, and men especially are regarded as being particularly handsome with prematurely gray hair. Apropos of this I will let you into a little secret, a simple process of turning the hair white. It is nothing more or less than to use a solution of ordinary washing blue, the kind used in the laundry. It must not be too strong, and should be liberally diluted with water. Two or three applications of this will have an effect that will rather astonish you."

The Drug Market.

Opium—Continues dull and prices are somewhat lower.
 Morphine—Is unchanged.
 Quinine—Is weak at the decline.
 Cocoa Butter—Has advanced abroad and is higher in this market.
 Santonine—Has been advanced by the manufacturers 30c per lb.
 Linseed Oil—Is firm and unchanged.

FRED BRUNDAGE

wholesale

Drugs and Stationery

32 & 34 Western Ave.,

MUSKEGON, MICH.

Buckeye Paint & Varnish Co.

PAINT, COLOR AND VARNISH MAKERS

Mixed Paint, White Lead, Shingle Stains, Wood Fillers

Sole Manufacturers CRYSTAL ROCK FINISH for Interior and Exterior Use.

Corner 15th and Lucas Streets, Toledo, Ohio.

WHOLESALE DRUG PRICE CURRENT

[illegible]

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
Graham Flour
Navy BeansDECLINED
Hardwood Toothpicks
Minced Ham
Boneless Ham

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
Chloory	3
Chocolate	3
Cocoa Shells	3
Cocoa	3
Condensed Milk	4
Coupon Books	15
Crackers	4
Cream Tartar	5
Dried Fruits	5
Farinaceous Goods	5
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Jelly	7
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Licorice	7
Lye	7
Meat Extracts	7
Molasses	7
Mustard	7
Nuts	14
Oil Cans	15
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Playing Cards	8
Potash	8
Provisions	8
Rice	8
Salad Dressing	9
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Salt Soda	9
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Snuff	10
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Spices	10
Starch	10
Stove Polish	10
Sugar	11
Syrups	10
Table Sauce	11
Tea	11
Tobacco	11
Twine	12
Vinegar	12
Washing Powder	13
Wickling	13
Woodenware	13
Wrapping Paper	13
Yeast Cake	13

1

AXLE GREASE

Aurora	doz.	gross
Castor Oil	55	6 00
Diamond	50	4 25
Frazier's	75	9 00
IXL Golden, tin boxes	75	9 00



Mica, tin boxes.....75 9 00

Paragon.....55 6 00

BAKING POWDER

Egg	1 lb. cans, 4 doz. case	3 75
	1 lb. cans, 2 doz. case	3 75
	1 lb. cans, 1 doz. case	3 75
	5 lb. cans, 1/2 doz. case	8 00

JAXON

1 lb. cans, 4 doz. case	45
1 lb. cans, 2 doz. case	45
1 lb. cans, 1 doz. case	1 60

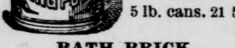
BATH BRICK

American	10c size	90
English	1/4 lb. cans	1 35
	6 oz. cans	1 90
	1/2 lb. cans	2 50
	3/4 lb. cans	3 75
	1 lb. cans	4 80
	3 lb. cans	13 00
	5 lb. cans	21 50

BLUING

Arctic, 4 oz. ovals, per gross	4 00
Arctic, 8 oz. ovals, per gross	6 00
Arctic 16 oz. round per gross	9 00

CONDENSED PEARL



Small size, per doz.	40
Large size, per doz.	75

BROOMS

No. 1 Carpet	2 70
No. 2 Carpet	2 25
No. 3 Carpet	2 15
No. 4 Carpet	1 75
Parlor Gem	2 40
Common Whisk	85
Fancy Whisk	1 10
Warehouse	3 50

BRUSHES

Milwaukee Dustless	1 00
Fiber	3 00
Russian Bristle	3 00
Discount, 33 1/3% in doz. lots.	

Scrub

Solid Back, 8 in.	45
Solid Back, 11 in.	95
Pointed Ends	85

Shoe

No. 7	1 00
No. 8	1 30
No. 4	1 70
No. 8	1 90

Stove

No. 3	75
No. 2	1 10
No. 1	1 75

BUTTER COLOR

W., R. & Co.'s, 15c size	1 25
W., R. & Co.'s, 25c size	2 00

CANDLES

Electric Light, 8s.	12
Electric Light, 16s.	12 1/2
Paraffine, 6s.	10 1/2
Paraffine, 12s.	11
Wickling	17

2

CANNED GOODS

Apples

3 lb. Standards	1 10
Gallons, standards	3 35

Blackberries

Standards	80
-----------	----

Beans

Baked	1 00
Red Kidney	75
String	75
Wax	75

Blueberries

Standard	90
----------	----

Brook Trout

2 lb. cans, Spiced	1 90
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Clams

Little Neck, 1 lb.	1 00
Little Neck, 2 lb.	1 50

Clam Bouillon

Burnham's, 1/2 pint	1 92
Burnham's, pints	3 60
Burnham's, quarts	7 20

Cherries

Red Standards	80
White	85

Corn

Fair	80
Good	85
Fancy	1 00

French Peas

Sur Extra Fine	22
Extra Fine	19
Moyn	11

Gooseberries

Standard	90
----------	----

Hominy

Star, 1/4 lb.	2 15
Star, 1 lb.	3 60
Picnic Tails	2 40

Mackerel

Mustard, 1 lb.	1 75
Mustard, 2 lb.	2 80
Soused, 1 lb.	1 75
Soused, 2 lb.	2 80
Tomato, 1 lb.	1 75
Tomato, 2 lb.	2 80

Mushrooms

Hotels	18@20
Buttons	22@25

Oysters

Cove, 1 lb.	85
Cove, 2 lb.	1 55
Cove, 1 lb. Oval	95

Peaches

Pie	85@90
Yellow	1 65@1 85

Pears

Standard	1 00
Fancy	1 25

Peas

Marrowfat	1 00
Early June	1 00
Early June Sifted	1 60

Plums

Plums	85
-------	----

Pineapple

Grated	1 25@2 75
Sliced	1 35@2 55

Pumpkin

Fair	1 00
Good	1 10
Fancy	1 15

Raspberries

Standard	1 15
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Russian Caviar

1/4 lb. cans.	3 75
1/2 lb. cans.	7 00
1 lb. cans.	12 00

Salmon

Columbia River, talls	@1 85
Columbia River, flats	@1 85
Red Alaska	1 30@1 40
Pink Alaska	90@1 00

Shrimps

Domestic, 1/4s	3 1/2
Domestic, 1/2s	5
Domestic, Mustard	6
California, 1/4s	11@14
French, 1/4s	7@14
French, 1/2s	18@28

Sardines

Standard	1 40
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Strawberries

Standard	1 10
Fancy	1 10

Succotash

Fair	95
Good	1 00
Fancy	1 20

3

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

CARBON OILS

Barrels	@11
Eocene	@10
Perfection	@9
Diamond White	@12 1/2
D. S. Gasoline	@10 1/2
Deodorized Naphtha	@29
Cylinder	@24
Engine	@19
Black, winter	@10 1/2

CATSUP

Columbia, pints	2 00
Columbia, 1/4 pints	1 25

CHEESE

Acmee	@11
Amboy	@10 1/2
Carson City	@11
Elsie	@11 1/2
Gem	@11 1/2
Gold Medal	@10 1/2
Ideal	@11
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	55
Largest Gum Made	60
Sen Sen	55
Sen Sen Breath Perfume	1 00
Sugar Loaf	55
Yucatan	55

CHICORY

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

CHOCOLATE

Walter Baker & Co.'s	23
German Sweet	31
Premium	46
Breakfast Cocoa	31
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 29

Jute

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

Cotton Victor

50 ft.	80
60 ft.	95
70 ft.	1 10

Cotton Windsor

59 ft.	1 20
60 ft.	1 40
70 ft.	1 65
80 ft.	1 85

Cotton Braided

40 ft.	55
59 ft.	70
70 ft.	80

Galvanized Wire

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

COCOA

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

COCOANUT

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

COCOA SHELLS

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

COFFEE

Roasted	
F. M. C. brands	
Mandehling	30 1/2
Purity	28
No. 1 Hotel	28
Monogram	25
Special Hotel	23
Parkerhouse	21
Honolulu	17
Fancy Maracaibo	16
Maracaibo	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.....	10
Excelsior, M. & J. 2 lb. cans.....	10
Tip Top, M. & J., 1 lb. cans.....	10
Royal Java.....	10
Royal Java and Mocha.....	10
Java and Mocha Blend.....	10
London Combination.....	10
Ja-Vo Blend.....	10
Ja-Mo-Ka Blend.....	10
Distributed by Olney & Judson Gro. Co., Grand Rapids, C. E. Hott & Co., Detroit, B. Deser- berg & Co., Kalamazoo, Symon Bros. & Co., Saginaw, Jackson Grocer Co., Jackson, Melsel Goeschel, Bay City, Flielbac Co., Toledo.	
Telfer Coffee Co. brands	
No. 9.....	8
No. 10.....	9
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.....	28
June.....	26
Koran.....	14
Delivered in 100 lb. lots.	

6

Common Pearl Barley	3 00
Chester	2 75
Empire	3 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, 1/2 bbl	3 20
Monarch, 90 lb. sacks	2 95
Quaker, cases	3 20

Walsh-DeKoo 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

Taploca

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

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

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

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

2 1/2 to 3 inches..... 11

3 inches..... 15

Cotton Lines

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

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

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

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

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

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

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

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

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

Linen Lines

Small..... 20

Medium..... 26

Large..... 34

Poles

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

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

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

FLAVORING EXTRACTS

FOOTE & JENKS' JAXON Highest Grade Extracts

Vanilla..... 1 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 8 15 No. 3 fan'y 1 75

COLEMAN'S HIGH GRADE EXTRACTS

Vanilla..... 1 20

Lemon..... 1 20

2 oz panel..... 1 20

3 oz taper..... 2 00

4 oz taper..... 1 50

JENNINGS' FLAVORING EXTRACTS

D. C. Lemon..... 1 20

D. C. Vanilla..... 1 20

2 oz..... 75

3 oz..... 1 00

6 oz..... 2 00

No. 4 T..... 1 50

No. 3 T..... 2 08

2 oz. Assorted Flavors 75c.

Our Tropical

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

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

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

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

Standard

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

2 oz. Panel Lemon..... 60

FLY PAPER

Tanglefoot, per box..... 35

Tanglefoot, per case..... 3 20

FRESH MEATS

Beef

Carcass..... 6 @ 9

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

Hindquarters..... 6 @ 10 1/4

Loins..... 9 @ 14

Ribs..... 8 @ 12 1/4

Rounds..... 8 @ 9

Chucks..... 5 @ 6

Plates..... 5 @ 5

Pork

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

Loins..... 13 @ 13

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

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

Leaf Lard..... 11 1/4 @ 11 1/4

Mutton

Carcass..... 6 @ 8

Lambs..... 8 1/4 @ 10 1/4

Veal

Carcass..... 7 @ 9 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..... 1 20

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 01

Straight..... 3 80

Second Straight..... 3 50

Clear..... 3 30

Graham..... 3 50

Buckwheat..... 4 30

Rye..... 3 00

Subject to usual cash discount.

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

Ball-Barnhart-Putman's Brand

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

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

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

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

Worden Grocer Co.'s Brand

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

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

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

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

Spring Wheat Flour

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

Pillsbury's Best 1/2s..... 4 75

Pillsbury's Best 1/4s..... 4 65

Pillsbury's Best 1/8s..... 4 55

Pillsbury's Best 1/16s..... 4 55

Pillsbury's Best 1/2s paper..... 4 55

Pillsbury's Best 1/4s paper..... 4 55

Pillsbury's Best 1/8s paper..... 4 55

Pillsbury's Best 1/16s paper..... 4 55

Ball-Barnhart-Putman's Brand

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

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

Duluth Imperial 1/8s..... 4 20

Duluth Imperial 1/16s..... 4 20

Lemon & Wheeler Co.'s Brand

Wingold 1/2s..... 4 40

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

Wingold 1/8s..... 4 20

Wingold 1/16s..... 4 20

Olney & Judson's Brand

Ceresota 1/2s..... 4 50

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

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

Ceresota 1/16s..... 4 30

Worden Grocer Co.'s Brand

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

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

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

Laurel 1/16s..... 4 20

Meal

Boiled..... 3 00

Granulated..... 3 10

Feed and Milling

St. Car Feed, screened..... 28 00

No. 1 Corn and Oats..... 27 50

Unbolted Corn Meal..... 26 50

Winter Wheat Bran..... 19 00

Winter Wheat Middlings..... 22 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 ton lots..... 12 00

HERBS

Sage..... 15

Hops..... 15

Laurel Leaves..... 15

Anna 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..... 45

30 lb. pails..... 85

LICORICE

Pure..... 30

Calabria..... 23

Staley..... 14

Root..... 10

LYE

Condensed, 2 doz..... 1 20

Condensed, 4 doz..... 2 25

MEAT EXTRACTS

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

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

MOLASSES

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

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

OLIVES

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

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

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

Manzanilla, 7 oz..... 80

Queen, pints..... 2 35

Queen, 19 oz..... 4 50

Queen, 28 oz..... 7 00

Stuffed, 5 oz..... 90

Stuffed, 8 oz..... 1 45

Stuffed, 10 oz..... 2 30

FIPES

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

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

Cob, No. 3..... 85

8

PICKLES

Medium

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

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

Small

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

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

PLAYING CARDS

No. 90, Steamboat..... 90

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

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

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

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

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

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

POTASH

48 cans in case.

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 25

Pig..... 18 00

Family Mess Loin..... 21 00

Clear..... 19 00

Dry Salt Meats

Bellies..... 11 1/4

S P Bellies..... 12

Extra shorts..... 11 1/4

Smoked Meats

Hams, 12 lb. average..... 13 1/4

Hams, 14 lb. average..... 13 1/4

Hams, 16 lb. average..... 13 1/4

Hams, 20 lb. average..... 13 1/4

Ham dried beef..... 13 1/4

Shoulders (N. Y. cut)..... 10 1/4

Bacon, clear..... 13

Bacon, clear..... 14

California hams..... 10 1/4

Boiled Hams..... 10 1/4

Picnic Boiled Hams..... 15

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

Mince Hams..... 9 1/2

Lard

Compound..... 11 1/4

Pure..... 11 1/4

60 lb. Tubs, advance..... 1 1/4

60 lb. Tubs, advance..... 1 1/4

60 lb. Tubs, advance..... 1 1/4

60 lb. Tubs, advance..... 1 1/4

60 lb. Tubs, advance..... 1 1/4

60 lb. Tubs, advance..... 1 1/4

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60 lb. Tubs, advance..... 1 1/4

60 lb. Tubs, advance..... 1 1/4

60 lb. Tubs, advance..... 1 1/4

60 lb. Tubs, advance..... 1 1/4

60 lb. Tubs, advance..... 1 1/4

60

12

G. J. Johnson Cigar Co.'s brand.

S. C. W. 35 00
Cigar Clipper, per lb. 28L. B. 35 00
Daily Mail 35 00Cadillac 54
Sweet Loma 55Hawatha, 5 lb. pails 55
Hawatha, 10 lb. pails 53Telegram 22
Pay Car 30Prairie Rose 48
Protection 58Sweet Burley 58
Tiger 58Forge 80
Red Cross 50Palo 31
Kyo 32Hawatha 40
Battle Axe 32American Eagle 50
Standard Navy 34Spear Head, 16 oz. 39
Spear Head, 8 oz. 41Nobby Twist 46
Jolly Tar 34Old Honesty 40
Toddy 31J. T. 34
Piper Heldick 59Boot Jack 81
Honey Dip Twist 37Smoking
Sweet Core 34Flat Car 39
Great Navy 34Warpath 23
Bamboo, 16 oz. 23I X L, 5 lb. 24
I X L, 16 oz. pails 28Honey Dew 33
Gold Block 33Flagman 36
Chips 30Klin Dried 21
Duke's Mixture 33Duke's Cameo 40
Myrtle Navy 38Yum Yum, 1 1/2 oz. 37
Yum Yum, 1 lb. pails 35Cream 35
Corn Cake, 2 1/2 oz. 22Corn Cake, 1 lb. 20
Plow Boy, 1 1/2 oz. 37Plow Boy, 3 1/2 oz. 36
Peerless, 3 1/2 oz. 32Peerless, 1 1/2 oz. 34
Cotton, 3 ply 16Cotton, 4 ply 16
Jute, 2 ply 12Hemp, 5 ply 12
Flax, medium 20Wool, 1 lb. balls 7 1/2
Malt White Wine, 40 grain 8Malt White Wine, 80 grain 11
Pure Cider, B. & B. brand 11Pure Cider, Red Star 11
Pure Cider, Robinson 11Pure Cider, Silver 11
Washing Powder
Diamond Flake 2 75Gold Brick 3 25
Gold Dust, regular 4 50Gold Dust, 5c 4 00
Kirkline, 24 1/2 lb. 3 20Pearline 2 75
Soapline 4 10Babbitt's 1776 3 75
Roseline 3 50Armour's 3 35
Nine O'clock 3 30Wisdom 3 80
Scourline 3 50Rub-No-More 3 75
Wicking
No. 0, per gross 25No. 1, per gross 30
No. 2, per gross 40No. 3, per gross 55
Woodenware
Baskets
Bushels 85Bushels, wide band 1 15
Market 30Splint, large 6 00
Splint, medium 5 00Splint, small 4 00
Willow Clothes, large 5 50Willow Clothes, medium 5 00
Willow Clothes, small 4 75Bradley Butter Boxes
2 lb. size, 24 in case 723 lb. size, 16 in case 68
5 lb. size, 12 in case 6310 lb. size, 6 in case 60
Butter Plates
No. 1 Oval, 250 in crate 40No. 2 Oval, 250 in crate 45
No. 3 Oval, 250 in crate 50

13

Faucets

Cork lined, 8 in. 65
Cork lined, 9 in. 75Cork lined, 10 in. 85
Cedar, 8 in. 65Mop Sticks
Trojan spring 90Eclipse patent spring 85
No. 1 common 75No. 2 patent brush holder 85
12 lb. cotton mop heads 1 25Ideal No. 7 90
Pails
2-hoop Standard 1 503-hoop Standard 1 50
3-hoop, Cable 1 503-wire, Cable 1 80
Cedar, all red, brass bound 1 25Paper, Eureka 2 25
Fibre 2 40Toothpicks
Hardwood 2 50Softwood 2 75
Banquet 1 50Ideal 1 50
Traps
Mouse, wood, 2 holes 22Mouse, wood, 4 holes 45
Mouse, wood, 6 holes 70Mouse, tin, 5 holes 65
Rat, wood 80Rat, spring 75
Tubs
20-inch, Standard, No. 1 7 0016-inch, Standard, No. 2 6 00
16-inch, Standard, No. 3 5 0016-inch, Cable, No. 1 7 50
18-inch, Cable, No. 2 6 5016-inch, Cable, No. 3 5 50
No. 1 Fibre 9 45No. 2 Fibre 7 95
No. 3 Fibre 7 20Wash Boards
Bronze Globe 2 50Dewey 1 75
Double Acme 2 75Single Acme 2 25
Double Peerless 3 25Single Peerless 2 50
Northern Queen 2 50Double Duplex 3 00
Good Luck 2 75Universal 2 25
Window Cleaners
12 in. 1 6514 in. 1 65
16 in. 2 30Wood Bowls
11 in. Butter 7513 in. Butter 1 10
15 in. Butter 1 7517 in. Butter 2 75
19 in. Butter 4 00Assorted 13-15-17 1 75
Assorted 15-17-19 2 50WRAPPING PAPER
Common Straw 1 1/4Fiber Manila, white 3 1/4
Fiber Manila, colored 4No. 1 Manila 4
Cream Manila 3Butcher's Manila 3 1/2
Wax Butter, short count 13Wax Butter, full count 20
Wax Butter, rolls 15YEAST CAKE
Magie, 3 doz. 1 00Sunlight, 3 doz. 1 00
Sunlight, 1 1/2 doz. 50Yeast Foam, 3 doz. 1 00
Yeast Foam, 1 1/2 doz. 50FRESH FISH
White fish 92 Per lb.Trout 8 1/2
Black Bass 10 11Halibut 16
Clasoes or Herring 5Bluefish 12
Live Lobster 20Rolled Lobster 22
Cod 11Haddock 10
No. 1 Pickerel 7Pike 7
Perch 5Smoked White 10
Red Snapper 10Col River Salmon 12 1/2
Mackerel 18HIDES AND PELTS
Hides
Green No. 1 7Green No. 2 8 1/2
Cured No. 1 8 1/2Cured No. 2 7 1/2
Calfskins, green No. 1 9 1/2

Calfskins, green No. 2 8 1/2

Calfskins, cured No. 1 10 1/2

Calfskins, cured No. 2 9
Pelts
Old Wool 50 1 50Lamb 20 40
Shearings 20 40Tallow
No. 1 6No. 2 5
Wool
Washed, fine 20

Washed, medium 22

Unwashed, fine 18

Unwashed, medium 16 1/2

14

Mixed Candy

Grocers 6
Competition 7Special 7 1/2
Conserve 7 1/4Royal 8 1/4
Ribbon 9Broken 8
Cut Loaf 8 1/4English Rock 9
Kindergarten 9Bon Ton Cream 8 1/4
French Cream 9Dandy Pan 10
Hand Made Cream 10 1/4mixed 10 1/4
Crystal Cream mix 13Fancy-In Pails
Champ. Crys. Gums 8 1/4Pony Hearts 15
Fairy Cream Squares 12Fudge Squares 12
Peanut Squares 9Sugared Peanuts 11
Salted Peanuts 10Starlight Kisses 10
San Blas Goodies 12 1/2Lozenges, plain 128
Lozenges, printed 126Choc. Drops 111
Kellipe Chocolates 113 1/4Quintette Choc. 112
Victoria Chocolate 115Gum Drops 114 1/2
Moss Drops 9Lemon Sours 9
Imperial 9Ital. Cream Opera 111
Ital. Cream Bonbons 1120 lb. pails 11
Molasses Chews, 15 lb. pails 13Golden Waffles 12
Fancy-In 5 lb. Boxes
Lemon Sours 250Peppermint Drops 260
Chocolate Drops 260H. M. Choc. Drops 285
H. M. Choc. Lt. and Dk. No. 12 21 00Gum Drops 235
Licorice Drops 275Lozenges, plain 255
Lozenges, printed 260Imperial 260
Molasses 260Cream Bar 265
Molasses Bar 265Hand Made Creams 80 290
Cream Buttons, Pep. and Wint. 265String Rock 265
Wintergreen Berries 260Caramels
Clipper, 20 lb. pails 2 8 1/4Perfection, 20 lb. pails 12 1/2
Amazon, Choc. Cov'd 15Korker 2 for 1c pr bx 55
Big 3, 3 for 1c pr bx 55Dukes, 2 for 1c pr bx 60
Favorite, 4 for 1c, bx 60AA Cream Carls 3 lb 250
FRUITS
Oranges
Florida Russett 2Florida Bright 2
Fancy Navela 2Extra Choice 2 50
Lake Valencias 2Seedlings 2
Med. Sweets 2Jamaicas 2
Rodi 2
Lemons
Verdelli, ex fcy 300 2Verdelli, fcy 300 2
Verdelli, fcy 300 2Call Lemons, 300 24 00
Messinas 300s 4 50 25 00Messinas 360s 4 00 24 00
Bananas
Medium bunches 1 50 22 00Large bunches 1 50 22 00
Foreign Dried Fruits
Figs
California, Fancy 2Cal. pkg. 10 lb. boxes 2
Extra Choice, Turk. 210 lb. boxes 2
Fancy, Turk., 12 lb. boxes 2Pulled, 6 lb. boxes 2
Naturals, in bags 2Figs in 10 lb. boxes 2 6 1/4
Figs in 60 lb. cases 2Hallow 5 5 1/4
lb. cases, new 2Sals, 60 lb. cases 4 1/2 5
NUTS
Almonds, Tarragona 16Almonds, Ivica 16
Almonds, California, soft shelled 15 16Brazil 10
Filberts 13Walnuts, Green 12 1/2
Walnuts, soft shelled 13 1/2California No. 1 12 1/2 13 1/4
Table Nuts, fancy 13 1/4Pecans, Med 10
Pecans, Ex. Large 13Pecans, Jumbos 14
Hickory Nuts per bu. 2Ohio, new 2
Cocoanuts, full sacks 2 50Chestnuts, per bu. 2
Peanuts
Fancy, H. P. Sun 5 1/4 6 1/4

Fancy, H. P. Sun, Roasted 6 1/4 7 1/4

Choice, H. P. Extras 6 1/4 7 1/4

Choice, H. P. Extras, Roasted 6 1/4 7 1/4

Span. Shild No. 1 in w 5 1/4 6 1/4

Hardware Price Current

Ammunition

Caps
G. D., full count, per m. 40Hicks' Waterproof, per m. 50
Musket, per m. 75Ely's Waterproof, per m. 60
Cartridges
No. 22 short, per m. 2 50No. 22 long, per m. 3 00
No. 32 short, per m. 5 00No. 32 long, per m. 5 75
Primers
No. 2 U. M. C., boxes 250, per m. 1 40No. 2 Winchester, boxes 250, per m. 1 40
Gun Wads
Black edge, Nos. 11 and 12 U. M. C. 60Black edge, Nos. 9 and 10, per m. 70
Black edge, No. 7, per m. 80Loaded Shells
New Rival-For Shotguns
No. Dr. Powder Shot Size Gauge Per120 4 1 1/2 10 100 \$2 90
129 4 1 1/2 9 10 2 90128 4 1 1/2 8 10 2 90
126 4 1 1/2 6 10 2 90135 4 1/2 5 10 2 95
154 4 1/2 4 10 3 00200 3 1 10 12 2 50
208 3 1 8 12 2 50236 3 1/2 1 6 12 2 65
265 3 1/2 1 5 12 2 70264 3 1/2 1 4 12 2 70
Discount 40 per cent.
Paper Shells-Not Loaded
No. 10, pasteboard boxes 100, per 100 72No. 12, pasteboard boxes 100, per 100 64
Gunpowder
Kegs, 25 lbs., per keg 4 001/2 kegs, 12 1/2 lbs., per 1/2 keg 2 25
1/4 kegs, 6 1/4 lbs., per 1/4 keg 1 25Shot
In sacks containing 25 lbs.
Drop, all sizes smaller than B. 1 50Augurs and Bits
Snell's 60
Jennings genuine 25Jennings' imitation 50
Axes
First Quality, S. B. Bronze 6 50First Quality, D. B. Bronze 9 00
First Quality, S. B. S. Steel 6 00First Quality, D. B. Steel 10 50
Barrows
Railroad 12 00
Garden 29 00Bolts
Stove 70
Carriage, new list 60Plow 50
Buckets
Well, plain 4 00
Butts, Cast
Cast Loose Pin, figured 70Wrought Narrow 60
Chain
1/4 in. 5-16 in. 1/2 in. 3/4 in. 1 in.Com. 7 c. 6 c. 5 c. 4 1/2 c. 4 1/4 c.
BB 8 1/2 7 1/2 6 1/2 5 1/2 4 1/2BBB 8 1/4 7 1/4 6 1/4 5 1/4 4 1/4
Cast Steel, per lb. 6
Crowbars
Socket Firmer 65
Socket Framing 65Socket Corner 65
Socket Sicks 65
Elbows
Com. 4 piece, 6 in., per doz. net 75Corrugated, per doz. 1 25
Adjustable 40 10 10
Expansive Bits
Clark's small, \$18; large, \$26 40Ives' 1, \$18; 2, \$24; 3, \$30 25
Files-New List
New American 70 10 10Nicholson's 70
Heller's Horse Rasps 70Galvanized Iron
Nos. 16 to 20; 22 and 24; 25 and 26; 27, 28List 12 13 14 15 16 17
Discount, 65
Gauges
Stanley Rule and Level Co.'s 60 10 10Glass
Single Strength, by box 85 20
Double Strength, by box 85 20By the Light 85 20
Hammers
Maydole & Co.'s, new list 33 1/4
Yerkes & Plumb's 40 10 10Mason's Solid Cast Steel 30c list 70
Hinges
Gate, Clark's 1, 2, 3 60 10 10Hollow Ware
Pots 50 10 10
Kettles 50 10 10Spiders 50 10 10
Horse Nails
Au Sable 40 10 10
House Furnishing Goods
Stamped Tinware, new list 70Japanned Tinware 20 10 10
Iron
Bar Iron 2 25 c rates
Light Band 3 c ratesKnobs-New List
Door, mineral, jap. trimmings 75
Door, porcelain, jap. trimmings 85Lanterns
Regular o Tubular, Doz. 5 00
Warren, Galvanized Fount. 00

Levels

Stanley Rule and Level Co.'s dis 70

Mattocks

Adze Eye \$17 00 dis 65

Metals-Zinc

600 pound casks 7 1/4
Per pound 8

Miscellaneous

Bird Cages 40
Pumps, Cistern 75 10 10Screws, New List 8 1/2 20
Casters, Bed and Plate 50 10 10 10Dampers, American 50
Molasses Gates
Stebbins' Pattern 60 10 10Enterprise, self-measuring 30
Pans
Fry, Acme 60 10 10 10Common, polished 70 1/2 5
Patent Planished Iron
"A" Wood's patent planished, Nos. 24 to 27 10 80"B" Wood's patent planished, Nos. 25 to 27 9 80
Broken packages 1/4c per pound extra.
Planes
Ohio Tool Co.'s, fancy 40Scotia Bench 50
Sandusky Tool Co.'s, fancy 40

THIS is the last call, Mr. Merchant. If you mean to keep your trade booming this summer, you must act now. There is absolutely no reason why your trade should fall off largely in July and August. If it does, it is your own fault. A little planning and a little work will make the usually dull months lively and profitable. We have just issued a booklet containing One Hundred and One Plans for booming business during dull seasons. We are sending this booklet to our customers and others, and we shall be glad to send it to you, if you will ask for our July Catalogue, which is just out and which lists many extraordinary bargains in summer sellers. Send for Catalogue J427 and for Booklet J2875. Butler Brothers, 230 to 240 Adams Street, Chicago.

WE SELL AT WHOLESALE ONLY.

THE SUBSEQUENT DISCUSSION.

Since the recent disaster which wiped out the city of St. Pierre, in the island of Martinique, the scientists and religionists have been endeavoring to explain its cause and significance, and incidentally the humorist has made his contribution to the discussion. One of the latter, speaking in the St. Louis Globe-Democrat, after citing that the crater of Mount Pelee is found to be full of trachyte, rhyelite and andesite, facetiously remarks that this explains all, which throws about as much light upon the calamity to the ordinary individual as anything that has been said upon the subject.

The various scientific explanations which have been presented have in the main doubtless been in accordance with the latest seismological information and are probably rational, but the knowledge which the layman possesses of the science involved is so slight and fragmentary that whatever light has been cast from this direction has been practically lost upon him and has in no way satisfied public concern. The religious views expressed have struck a deeper response, because appealing to feelings, but the opinions have been so diversified and contradictory that the enquirer has been left in a maze of doubt and speculation. Some writers have attributed the disaster to the judgment of God and characterized it as a direct dispensation of providence, and it is said this opinion prevails among the inhabitants of the West Indian Islands.

One writer compares the event to the destruction of Sodom and Gomorrah, and altogether all sorts of conjectures have been made and questions asked that no man can answer. The free-thinker has been impelled to ask the Christian how he can reconcile the calamity with the conception of a good God, and the Christian Scientist has felt called upon, by the faith that is within him, to reaffirm his belief in the non-existence of matter and to declare in the words of the immortal Shakespeare, "There is nothing good or bad but thinking makes it so." The less pronounced who have expressed themselves attempt no explanation, relegating the calamitous phenomena to the realm of mysteries and saying with Job of old, "Though he slay me, yet will I trust in him," which after all is probably the more proper and wiser attitude to assume. And yet the lesson of the disaster of Martinique should not be lost. It may be impractical to give attention to matters which are entirely beyond control and foolish to allow them to mar the pleasures of life, but it is well once in a while to have the thought brought home, as by this terrible example, that existence is very uncertain, and that man in comparison with the forces with which he is surrounded is impotent indeed. There is reason to believe that, if more attention were paid to the deeper problems of life, to the so-called barren speculations of the ancients, for instance, which the disaster in question suggests, there would be higher thinking and a higher grade of literature and poetry as the result of that thinking.

Peculiar Predicament of a Pontiac Carriage Salesman.

Commercial travelers never know when they may innocently get into trouble. About a year ago the representative of a Pontiac carriage factory sold a vehicle to a local liveryman. The carriage did good service and gave perfect satisfaction until a month ago when

everything went wrong. About this time the liveryman hired it out to a young man to take his best girl out riding. During the ride, according to the young lady's story, the young man so far neglected his duty as to allow her to lean against the side curtains instead of protecting her with his arm as any well-bred young man would have done and, as a result, the young lady's sacque became discolored and stained from contact with the curtains. The curtains were of a rich bottle green in color and the aforesaid young lady, being up to the standard in intellect, objects to being painted green. Her young man refused to pay for the use of the livery rig and the owner appealed to the representative of the factory for damages. The young lady demanded a new sacque, but the commercial tourist, not having power of attorney for the purchasing of ladies' sacques and realizing that an item for a lady's sacque would not look well in his expense account, wrote the house. The factory instructed him to buy a new sacque or the material for one or offer the material for one from their trimming cloth, but exacted that their representative procure a photograph of the young lady and also procure her waist, bust and arm measure. The traveling salesman is a young married man and fears the consequences if it should leak out that he had been taking the young lady's measure. The factory has written its representative in the East, giving positive orders that in the future curtain cloth furnished the house should be absolutely fast colors. The traveling representative states that he proposes paying for the damaged sacque and then hiring a two-seated buggy, in one seat of which he will sit beside the young lady and in the other seat the young man can learn how to protect a young lady from danger of having her wraps soiled by the side of a buggy curtain.

White Coats and Hats For the Butchers.

Grand Rapids, July 8—Every meat dealer is expected to join the Association Thursday, Aug. 7, in the excursion to Kalamazoo. Fare for the round trip, \$1. The first train will start at 8 o'clock and the second train at 8:30.

The Committee has made arrangements to purchase white coats and hats of the Giant Clothing Co. at 85 cents per set and urges every butcher who expects to visit Kalamazoo to secure this equipment. L. J. Katz, Sec'y.

Wm. H. Beeman has engaged in the grocery business at Boyne City. The Ball-Barnhart-Putman Co. furnished the stock.

About the best we can do is to hide our mean passions; it is a hopeless task to attempt to eradicate them.

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.

400 WILL START YOU IN BUSINESS. Not a "hole in the wall," but a full rigged store of all new goods, with absolutely unlimited possibilities for growth. If you have no location in mind, I will help you find one. No charge for information or services. G. S. Buck, 185 Quincy St., Chicago, Ill. 586

FOR SALE—DRUG STOCK AND FIXTURES; Invoice about \$1,700; no dead stock; cash business. Situated in Northwestern Indiana, on a beautiful lake. Address P. S. Will, Hamilton, Ind. 589

FOR SALE AT A SACRIFICE—DRUG STORE in best town in Copper country; Invoiced about \$1,800; a snap for some one. Address No. 591, care Michigan Tradesman. 591

FOR SALE AT A BARGAIN IF TAKEN this month—A clean stock of up-to-date groceries and tobacco; stock and fixtures will invoice about \$250; one of the best locations in town; good reason for selling. Address A. N. Smith, Harbor Springs, Mich. 582

FOR SALE OR TRADE FOR STOCK OF Shoes or General Merchandise—Three dwelling houses in Battle Creek. Address No. 588, care Michigan Tradesman. 586

I HAVE FOUR VACANT LOTS IN GRAND Rapids, free and clear; will trade for general stock; will pay balance cash. Address No. 583, care Michigan Tradesman. 583

FOR SALE—DRUG BUSINESS AND MEDICAL practice, centrally located in a thriving town in Kentucky; building 25x50, two stories, with four rooms above; also a four-room cottage with all modern improvements, barn, carriage house, etc.; an exceptional opportunity for a young doctor; will sell in a lump, including practice, good will, etc., at a bargain; had health reason for selling. Address Dr. C. H. Drane, corner Powell and Mill Sts., Henderson, Ky. 592

FOR SALE—GASOLINE LAUNCH; LENGTH 18 feet; seating capacity, 6 to 8 passengers; perfect working 2½-horse power engine, with nickel cap and all bright parts nicked; fitted with carburetor and vaporizer, two igniters, battery and magneto; decks and all interior finish solid mahogany; a strictly first-class, complete and beautiful boat; good reason for selling. Address Adams & Hart, 12 W. Bridge St., Grand Rapids, Mich. 590

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

FOR SALE—STOCK OF GENERAL MERCHANDISE invoicing about \$6,000 to \$7,000, on account of poor health. No encumbrance on stock; will sell or rent store building and fixtures. J. M. Wheeler, White Pigeon, Mich. 589

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—DRUG STOCK WORTH ABOUT \$7,000; 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

FOR SALE—5 ACRE FARMS IN THE heart of Missouri, zinc, lead, fruit, nut and timber lands, \$5 down and \$3 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

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

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. 564

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

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, Kicksburg, Mich. 565

FOR SALE—DRUG FIXTURES—ELEGANT wall cases, counters, show cases, prescription case; all light oak; will sell at half price. O. A. Fackboner, 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 Widdcomb 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

THREE VACANT LOTS IN GRAND Rapids, free of encumbrance, 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 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—MUSLER, 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, invoicing about \$2,000. Situated in center of Michigan Fruit Belt, one-half mile from Lake Michigan. Good resort trade. Living rooms over store; water inside building. Rent, \$12.50 per month. Good reason for selling. Address No. 334, care Michigan Tradesman. 334

FOR SALE—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—A REGISTERED PHARMACEUTIST. Send recommendations and state salary. Address No. 587, care Michigan Tradesman. 577

WANTED—POSITION AS CLERK IN DRY goods or general store; city experience; best of references. Address 584, care Michigan Tradesman. 584

WANTED—SITUATION AS TRAVELING salesman by young man of 33 years of age; has had nine years' experience conducting retail grocery and six years' experience selling in the trade; is a good salesman and an A1 collector; is well acquainted with Grand Rapids trade, also some outside; best of references furnished. Address 588, care Michigan Tradesman. 588

WIDOW WOULD MAKE PLEASANT home for two or three old people. Address Mrs. Lyon, Birmingham, Mich. 593

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. 572

WANTED—FIVE GOOD HIGH-GRADE salesmen to sell an article which pays for itself every three months. Every machine equipped with signals preventing down street. 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. 571

WANTED—A YOUNG MAN TO WORK IN lumber office; must be good at figures, accurate, a hustler and strictly temperate; references required. Address Lumber, care Michigan Tradesman. 540

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