

# MICHIGAN TRADESMAN

Nineteenth Year

GRAND RAPIDS, WEDNESDAY, JULY 16, 1902.

Number 982

**Kent County Savings Bank Deposits exceed \$2,300,000**

3½% interest paid on Savings certificates of deposit.

The banking business of Merchants, Salesmen and Individuals solicited.

Cor. Canal and Lyon Sts.  
Grand Rapids, Michigan

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

**WILLIAM CONNOR**  
WHOLESALE  
READYMADE CLOTHING

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

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

**Collection Department**

R. G. DUN & CO.  
Mich. Trust Building, Grand Rapids

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

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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.

**Tradesman Coupons**

**IMPORTANT FEATURES.**

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**TEN IN ONE.**

**Consolidation of Several Wholesale Grocery Houses.**

About two years ago Frank C. Letts, who had enjoyed a widespread reputation as a successful wholesale grocer and manager of a chain of wholesale groceries, conceived the idea of merging about a dozen wholesale grocery houses in Iowa into one corporation under the style of the Western Grocery Co. Mr. Letts assumed the management of the business, including the direction of the buying from a central headquarters in Chicago, and the results have been so satisfactory that he has for some time been negotiating with certain wholesale grocery houses of Michigan, Indiana and Illinois, with a view to forming a second combination of a similar character. These negotiations have culminated in the organization of the National Grocer Co., which now includes about ten representative houses, to which other houses will be added from time to time. Harlow N. Higinbotham will be President of the corporation, Mr. Letts First Vice-President, Amos S. Musselman Second Vice-President, Wm. C. Phipps Third Vice-President, Harry Higinbotham Treasurer and H. S. Griggs Secretary. The company has been organized under the laws of New Jersey, McGeorge Bundy, of this city, being now in that State for that purpose. Mr. Higinbotham will assume the financial supervision of the company, Mr. Letts will attend to the buying and Mr. Musselman will supervise such matters of detail as are not undertaken by Messrs. Higinbotham and Letts. Included in the combination are the Grand Rapids, Traverse City and Sault Ste. Marie stores of the Musselman Grocer Co., the Jackson Grocery Co., Phipps, Penoyer & Co. and Gustin, Cook & Buckley. Another Grand Rapids house will be admitted to the combination, to which will be added one store in Detroit in the near future. In speaking of the combination, a gentleman who has been in close touch with the movement from the start and who occupies a prominent position in the organization, says:

"The idea of a 'grocers' trust' is inconceivable to those who know anything about the business. For several years the margin between the cost of doing

business and the gross profit has been getting narrower, until it is only by doing a large volume of business that anything is left as a compensation for the hard work and worry of the business. The large manufacturers are working in harmony, as well as the large importers, and for several years the idea has been in many minds that something must soon be done to safeguard the large investment of capital necessary to conduct a wholesale business—that manufacturers were looking for large distributive power, and that if this could be offered it would receive the consideration it deserved. About two years ago Frank C. Letts, of Iowa, decided to act upon this theory and at once went to work to form a chain of jobbing houses. He soon got under way some eight or ten and his experience was and is so satisfactory that he decided to send the principle to other localities and on a broad enough basis to care for future growth. For several months the work has been progressing until the results have taken form in the organization of the National Grocer Company. The houses joining in the movement do not lose their identity or individuality. They will be conducted as before, as branches of the parent company, and the managers will be as independent as though operating alone, deciding for themselves when to buy heavily and when sparingly, but all the purchases will be hunched and make a grand total. No concern that is not on a fair paying basis will be admitted to the ranks, and it is the intention to work for a portion of the business."

It is claimed that the greatest saving in the new arrangement will be in the matter of buying goods, due to the willingness of manufacturers and importers to make concessions to a large distributor of merchandise which would not be permitted in the case of a single house. Instances are cited in the history of the Western Grocery Co. where inside prices and exceptional concessions have been made, which in themselves amount to a handsome profit on the preferred stock.

The National concern will gain control of the largest houses in Illinois (outside of Chicago), Indiana, Ohio, Missouri and Michigan. The National and Western companies are not to be merged, but, retaining separate organizations, will have a close working arrangement.

The National Grocer Co. will buy direct from importers, manufacturers and sugar refiners, and also will make direct importations through the Chicago office.

The company will lease or erect a large house and a cold storage plant in Chicago, and the plans also include the building and operating of a large manufacturing house.

It is understood that the house intended to be taken in at Detroit is C. Elliott & Co., which enjoys an excellent reputation at that market. Mr. Elliott is understood to be holding out for a better proposition than has yet been made him, but will eventually swing

into line. It is claimed that no other Detroit house will be asked to join the combine, which is composed exclusively of houses which have an established reputation and record as money-makers.

**Standing Room Will Be at a Premium.**  
From the Kalamazoo Gazette.

Word has been received here by the officers of the Grocers' and Meat Dealers' Association that the grocers and meat dealers of Northern Indiana are in hearty sympathy with the big celebration which is to be held in this city August 7 and that many of them intend to come here on that day. Accordingly it has been decided to send official invitations to the members of the trade in South Bend, Elkhart and Fort Wayne. The invitations will be accepted without doubt and the fact will serve to make even more certain the success of the celebration.

An amusing piece of news comes from Marion, Ind., to the effect that a movement is on foot to establish a trades union church at that place. Such an institution would be about as anomalous as a heavenless heaven or a hellish hell. The basic theory of unionism is narrowness, selfishness, bigotry, anarchy and public and private disorder. Not a precept of Jesus or one of the ten commandments promulgated by Moses finds a lodgment in the theory or practice of unionism, which is anti-Christ in every form and manifestation. Any effort to reconcile true religion and unionism is as futile as the attempt to make a mixture of water and oil. The promoters of the Marion monstrosity announce that applicants for membership in the organization will not be required to subscribe to any doctrinal belief—that the possession of a union card will be all that is necessary to render an applicant eligible for admission; in other words, a belief in the infallibility of the strike manager and walking delegate and an alliance with an oath-bound organization which defies every law, human and Divine, are all that is necessary to qualify a man for membership in a so-called "church" which will necessarily have to reverse the moral code of the Bible and the preaching and practice of the lowly Carpenter of Nazareth to conform to the infamous doctrine of selfishness and sedition which every union man is compelled to subscribe to and maintain.

As an illustration of King Edward's tactful and forceful way of administering a rebuke the following story, which is now going the rounds in London, is pertinent: The King was present at a recent reception where the guests were not all blue-blooded. One was a wealthy costumer of international reputation. Approaching the King he remarked, somewhat airily: "The crowd is rather mixed this evening, your Majesty, is it not?" The King replied with an amiable smile which debarred all resentment for the lesson and rebuke: "Well, my dear sir, we can not all be tailors, you know."

Many a man has discovered just after a good dinner that the world is full of good fellows.



## MEN OF MARK.

Wm. H. Anderson, President of the Fourth National Bank.

There are many standards of success. Such a standard may be gauged from a material, intellectual or moral standpoint. Very often it is riches which are sought. Broad acres, a big bank account, an elegant mansion in which to live, are regarded by many as the highest rung of the ladder of life which can be reached. These acquirements give leisure, comfort, social standing, influence, and no wonder they are so generally coveted.

There are others whose natures thirst for prominence and power. If these men can be governors, senators or congressmen, they grasp the position with a feverish avidity, hoping it may be a step to something higher. Then we see others whose highest ambition is to lead companies, regiments, armies—to kill men. War alone stirs their natures. The devastation and suffering which follow in their wake are as nothing to them. Never having appreciated the sacredness of life they have no regard for it.

In the intellectual world there are scholars and thinkers, who care little for prominence, power and wealth. The midnight oil blanches their cheeks. It may be a poem that for years they are thinking out. It may be a musical composition. It may be an argument in answer to some other argument. It may be a book that will mold opinion or drop dead as it falls from the press.

Then there is the inventor, the profit of whose life work, as a rule, goes to others. His mind is full of wheels and levers. His sleep is disturbed by possible combinations which he hopes may bring about unheard of results. He excludes himself and dreams of the unknowable and unobtainable; often in the eyes of the world he becomes a crank, doubted by friends and shunned by capitalists. In instances the almshouse or the insane asylum is kinder to him than the world has been, for it opens its doors to receive him.

The writer of this once sat by the side of an astronomer in his observatory. While others slept this man was recording what his great glass revealed. At that time he was in search of a star—a star that in astronomical circles would be called new, yet which had been giving forth its light for millions of years. To tell the world something about the wonders of the universe was this man's ambition. Society with its artificial ways, politics with its intrigues and shattered hopes, war with its carnage, creeds with their sophistry, did not attract him. Cold, exact science was the stimulant on which he lived.

We tip our hats to all these phases and conditions of men. They are necessary else they would not exist, yet at the same time we must record the protest that none of them is the highest standard by which a life can be gauged. That man who is charitable, who is hopeful, who is patient, who is full of courage at all times and a tower of strength in emergencies, who never swerves from his ideas of duty and responsibility and knows no such word as defeat—he is the king among men, although the world at large may see no gems in his crown which glitter. He may not be known outside his own township, no telegraphic notices of death may be flashed here and there, no monument may mark his final resting place, but the perfume of his life spreads and sweetens other lives, fitting the soil for flowers where before weeds

grew. It is far wide from the intention of the writer to ascribe to any man those characteristics which he does not possess or to throw around him any glamour, but there are a thousand men who will say that the qualities enumerated in this paragraph are those which make up the character of Wm. H. Anderson, the subject of this sketch. By common consent of all who know him they are his.

William H. Anderson was born in Plymouth, Mich., on September 6, 1853, and two years later went to Kent county with his parents and located on a farm in Sparta township. His early education was obtained in the village and country schools, and he was brought up as a farmer's boy. He followed farming until 1883, liked the vocation and was successful in its pursuit and managed to accumulate considerable property. But he saw opportunities in the city for more rapid advancement, sold

for four of the corporations which have built gravel roads out from the city of Grand Rapids, and which have been a great factor in the progress of the city. His long experience in the building and maintenance of gravel turnpikes has made him an authority on all matters of road management in this part of the State.

He has been prominently identified with the Grand Rapids Board of Trade for a number of years, and for three years was the executive officer of that body. In the organization of the Grand Rapids Clearing House he was very prominent, and his counsel in perfecting this organization so as to bring all of the banks into harmony with each other in their methods and movements was of great value.

After moving to Grand Rapids, he quickly became interested in all civic movements looking towards the betterment of the city government, and while

have all aided in giving him that fund of information essential to the expression of intelligent opinion and no one who knows him will doubt his conservatism.

In person he has an admirable physique and enjoys the good health which induces a spirit of optimism and courage. These attributes, together with his untiring energy, fit him for large enterprises and an easy dispatch of business so essential in the career of an active and successful man.

## The Barn Didn't Dodge.

"The first job I got at my profession after leaving the university several years ago," said a graduate of Ann Arbor, "was up in New Hampshire, and it was no job at all. In other words, I was fishing along a creek when a farmer warned me off and wasn't a bit gentle about it, either. He wanted stone for the foundation of a new barn and he was going to get it by blasting a big rock on the steep hillside back of the spot. I took a look at the route it would have to travel and I made up my mind that the old barn would suffer. I decided to have my revenge on him by not saying a word, but by and by my conscience got the better of my pique and I said to him:

"If you set that rock rolling down hill you'd better figure on where it's going to bring up."

"I have," he replied.

"Do you want the old barn made kindling wood of?"

"No, of course not."

"Well, then, you'd better go slow."

"Who are you?" asked the farmer, as he turned on me.

"A civil engineer, sir."

"What's them?"

"Fellows who can see an inch or two beyond their noses."

He asked no more questions, but got a blast under the rock and let her go. She went. She took a bee line for that barn and knocked the structure into the middle of next week, and, as the pieces ceased to rain down, the old farmer spat on his hand and held it out to me and said:

"Durn my cats if you don't know as much as a lightning rod man! Why didn't you tell me that the old barn couldn't dodge?"

## John B. Gough's Quick Wit.

An effort of one of John B. Gough's tours of the West was to arouse his converts to a political movement in favor of prohibition; and in several states the politicians began to give consideration to the cry, says the Philadelphia Times. The distillers and liquor dealers are said to have been so frightened that they employed men to follow the lecturer, sit among the audience, and endeavor to confound him with questions. He had worked a Topeka, Kan., audience up to a fine pitch of excitement and, in his effective manner, cried:

"Temperance!! Temperance!! Temperance!!! It will mean money in your pocket, clothes on your back, happiness in your home, and God in your heart!"

Up leaped one of the paid interrupters and shouted to the audience:

"Money in our pockets! Why, fellow-citizens, follow this man's ideas and we'll all be in the poorhouse! Think of the fields of tasseled corn that stretch on every side! Whisky is made from corn. We sell millions of dollars' worth of corn to the whiskymakers. Stop the manufacture of whisky, and what'll we do?"

Then turning to Gough, he went on: "You, Mr. Smarty—what'll we do? Tell us, if prohibition comes, what'll we do with our corn?"

"Raise more hogs, my friend," replied Gough, without a second's hesitation—"raise more hogs!"

A celebrated lawyer said that the three most troublesome clients he ever had were a young lady who wanted to be married, a married woman who wanted a divorce, and an old maid who didn't know what she wanted.



his farm property, moved to Grand Rapids during that year, and engaged in the real estate and loan business. Since this removal he has been identified with some of the city's most substantial interests.

Mr. Anderson became interested in the Fourth National Bank in 1891, was its cashier for six years and since then has been its President. Aside from his position with this institution, Mr. Anderson has many other interests. He is a director in the Peoples Savings Bank and a director and Treasurer of the Grand Rapids Railway Company. He has a considerable investment in the Anti-Kalsomine Company, of which he is President, and is also connected with several other manufacturing concerns.

Mr. Anderson has for nearly twenty years been identified with the good roads movement and is a practical and successful road builder. He is manager

in no sense an offensive partisan, has taken an active part in politics, acting upon the well-grounded belief that it is every citizen's duty to do his part in making the political history of the city and State.

A few years ago Mr. Anderson again invested in farm property, and owns at present a highly improved farm of 220 acres in Sparta township. The financial success which has crowned his efforts he attributes to his determination to keep out of debt. He never speaks ill of his neighbors or competitors. The strictness with which he observes this rule of life accounts for his popularity and ability to make and hold friends everywhere. He is pre-eminently a man of affairs and a keen observer of men. To this may be attributed in large measure the success of his enterprises. His intimate connection with financial undertakings, the executive work of his bank and his close attention to business

# Royal Baking Powder

## ABSOLUTELY PURE

A high-class cream of tartar baking powder, used by the most careful housewives, and the best and most profitable baking powder to use or sell. "Royal" affords a good profit to the dealer, and its lively sale adds to the reputation of any store.

The United States Government when advertising for baking powders rejects alum powders in toto or at any price, because of their unhealthfulness. Yet makers of these powders will be found in almost every town urging their sale. Alum powders are a discredit to any grocer who takes them in stock.



## Around the State

### Movements of Merchants.

Port Huron—Herman F. Hebner is succeeded by the Hember Harness Co.

Colon—Miller Bros. have purchased the hardware stock of Clayton E. Baird.

Flint—Mrs. F. H. Ball has purchased the millinery stock of Mrs. A. Hope.

Marlette—The Marlette Canning Co. is incorporated with a capital stock of \$10,000.

Woodland—Dell Garns has purchased the drug stock formerly conducted by H. P. French.

Port Huron—Charles Gleason & Co. have opened their new dry goods store on Huron avenue.

Harrisville—C. W. Conkling, of Binghamp, N. Y., is erecting a seed elevator at this place.

Alaska—John W. Noble, miller, has retired. The business is continued by Geo. N. Doty & Son.

Lapeer—Fred W. Cary has discontinued the grocery business, having sold his stock to John Neely.

Parnell—Joseph J. Joyce has sold his drug stock to Dr. Geo. E. McAvoy, who will continue the business.

Lansing—The Grand River Electric Co. has filed articles of association. The capital stock is \$50,000.

Mt. Pleasant—L. Stark is erecting a potato storage house, 40x48 feet in dimensions, adjoining the Ann Arbor tracks.

Lyons—I. A. Harper has sold his stock in the Ash-Harper Co. to C. R. Herrick, D. L. Straight and E. H. Shoup.

Saline—Professor Tooze has purchased the drug stock of Charles F. Unterkircher and will continue the business at the present location.

Bay City—The C. & J. Gregory Co., Limited, succeeds the C. J. Gregory Co. in the book, stationery and printers' and binders' supplies.

Millbrook—Currie & Pattison, dealers in hardware and notions, have dissolved partnership. The business is continued by Wm. Currie.

Port Huron—Walter & Thomas Davis, who will shortly open a grocery store in the Davis block, are making repairs, including new floors and steel ceiling.

Sault Ste. Marie—F. B. Raymond and M. E. Sayles have engaged in the furniture business in the new Greeley block under the style of Raymond & Sayles.

Vicksburg—G. A. Ramsdell will shortly have two machines installed in his glove and mitten factory and will manufacture a grade of goods not now on the market.

Lansing—Our retail grocers have not decided definitely when and where they will hold their picnic, but it will probably be held at Pine or Park Lake the first week in August.

Durand—A. E. Dutcher, of Owosso, known here in the firm of Dutcher & Conn, shoe dealers, has sold his interest to L. L. Conn, who will continue the business in his own name.

Flint—The semi-annual meeting of the Michigan Hay Dealers' Association will be held in this city July 30. The chief feature will be a banquet, at which hay will not be served.

Bellaire—A. B. Large has sold his bazaar stock to H. E. Dickerson and removed his jewelry stock back of the drug store of G. J. Noteware, where he will take charge of the business, on account of the ill health of that gentleman.

Cadillac—The People's Savings Bank is now open for business, with the following officers in charge: C. E. Russell, President; C. E. Drury, Vice-President; Geo. Chapman, Cashier.

Hastings—C. H. Osborn, the clothier, and Fred L. Heath, the druggist, whose stores are adjoining, are preparing to enlarge their capacity by building a 50 foot, two-story addition on the south.

Holland—Al. Vegter has purchased the boot and shoe stock of A. H. Brink, on River street. Mr. Vegter has sold his cigar and tobacco stock to Peter Boven, who will continue the business.

Manistee—Benjamin Ruskay and Philip Bolland have leased the building now occupied by Bidelman & Lane and will open up in time for the fall trade with a stock of men's and boys' clothing.

Brown City—The three business firms known as McGeorge Bros., Frutchey & Co. and Harnden & Reeves have been dissolved and a new company organized, known as the Brown City Grain Co.

Ypsilanti—D. C. Batchelder and S. C. Case have sold their majority holding of stock in the Ypsilanti Spring Bed Co. to H. P. Glover, M. S. Hall, Edward Geer and Thomas Shaw, who will continue the business.

Mason—The Battle Creek Food Co. has been organized here to manufacture health foods. The first block of shares was easily sold at 25 cents on the dollar and the second block is now going at 50 cents. The officers are: A. G. Ball, Chairman; L. T. Hemans, Secretary; D. P. Whitmore, Treasurer.

Muskegon—Jacob E. Heethuis, who for nearly six years has been proprietor of the grocery at the corner of Pine and Isabella streets, has temporarily moved his stock of groceries into the store building at 235 Pine street. He has had the corner store torn down and will have a new brick veneered building put up in its place.

Brookfield—R. Sherman and W. M. Milton, under the firm name of Sherman & Milton, will shortly re-engage in the hardware business at this place, their store building now in process of construction being nearly completed. This firm was one of the houses which suffered by the fire which swept the town several months ago.

Jackson—E. C. Greene has sold his clothing and shoe stock, at 115 and 117 East Main street, to Horace G. Marvin, J. Clyde Burnett and Arthur A. Mitchell. The new concern is incorporated and is known as the Greene Company, being composed of old employees of the establishment. Mr. Greene will retain some stock and will act as President.

Evart—This is probably the first town in Michigan to try the experiment of farmers' rest rooms, where farmers and their wives can make their headquarters when in town. The rooms are free to all who come and are supplied with comfortable chairs and other modern conveniences. The idea originated in the East, where farmers' rest rooms are provided in many rural towns.

Lansing—The meat dealers of this city have perfected an organization for the purpose of mutual helpfulness in trade problems. Fred W. Bertch was elected President and Fred Trager Secretary. The first stroke of business done by the Association was the formation of a strong anti-trading stamp alliance. All of the butcher shops in the city are represented in the crusade and the decision to abolish the stamps is understood to be unanimous. Some Lansing

grocers, it is understood, stand ready to abandon the stamp business if their competitors will do likewise. There are others, however, who favor the trading stamp strongly.

Saginaw—The butchers and grocers of this city, reinforced by a large number of butchers of Flint and Bay City, are enjoying their annual excursion to Port Huron to-day. An interesting programme of sports was arranged, one feature being a base ball game between Saginaw and Port Huron butchers. The committee in charge is composed of John Beierwaltes, Robert F. Edelhoff, Andrew Fink, William Miller, John Kunding, John Gardei and George Stingel, Jr.

Muskegon—Jacob L. Heeres, who last week sold his meat market on Apple street to Martin Roos, has purchased the grocery stock of Henry W. Korfker, at 201 Spring street, at the corner of Ionia street, and will take hold of the new business next week. There has been a grocery at that corner for many years. In 1893 Henry Mellema, who then was proprietor of the store, sold out to Wm. H. Korfker. His sons John and Henry, took charge of the business for him, but a year later John moved to Grand Rapids. For three years Henry continued in charge of the store, when, in 1897, he bought out his father. He has continued the business up to the present time and disposes of it because he intends to enter the theological school of the Christian Reformed church at Grand Rapids in the fall to prepare for the ministry. Mr. Korfker will remain with Mr. Heeres for three weeks and will then move his family to Grand Rapids.

Detroit—John Ballantyne, receiver of W. J. Gould & Co., has filed a report in which he shows that under the deed of trust, which allowed the firm of W. J. Gould & Co. to carry on the business for four months after execution of the deed, he took possession of the business on July 11. From the time of his appointment up to July 11, he received from the business and still has on hand \$38,697.61, and he values the stock in trade now on hand, and which is being inventoried, at between \$20,000 and \$30,000, and the book accounts and bills receivable at the same amount. He sets up that the business is valuable as a going concern and that, among the assets, are certain trademarks which are valuable only when used in a going business. For this reason he thinks more can be realized from the assets if they be sold with the good will and trademarks as a going concern than if the business be stopped. He recommends that he be permitted to carry on the business for thirty days, and in the meantime to advertise for bids for the business and Judge Donovan made the order asked.

### Manufacturing Matters.

Custer—The Custer Canning Co. has been organized with a capital stock of \$10,000.

Detroit—The Miami Stone Co. has increased its capital stock from \$120,000 to \$200,000.

Lansing—The Lansing Pure Food Co. has begun operations. The name of the output is Malt-Ola.

Grand Haven—The Walden Shoe Co. has merged its business into a corporation, with a capital stock of \$22,000.

Ypsilanti—William F. Carpenter, of Chicago, has been elected manager and processor of the Ypsilanti Canning Co.

Marlette—The Marlette Canning Co. is the style of a new enterprise at this place. It has a capital stock of \$10,000.

Detroit—Louis Blitz and A. H. Green, of the Solvay Process Co., are about to start a glass factory in Delray.

Lansing—E. Bement's Sons broke ground last week for a handsome new office building in connection with their extensive plant.

North Lansing—Christian Breisch & Co., proprietors of the Pearl flouring mills, are about to build a substantial addition to that structure.

Albion—The style of the Riverside Elgin Creamery Co. has been changed to the Albion Creamery Co. and the capital stock increased to \$5,500.

Jackson—The Her Ladyship Corset Co., which has removed from Chicago to this place, has filed articles of association, the capital stock being \$25,000.

Vicksburg—The Eclipse Governor Co. has begun the erection of a building in the rear of its works, which will be designed especially for an iron and brass foundry.

Lakeview—Butler, Cogswell & Co. have their grain elevator nearly completed. It is an up-to-date plant, equipped with all the latest and most modern machinery.

Manistee—Wm. Batty, who has conducted a saw factory at 267 First street for about thirty-five years, has sold out to J. O. Batey, of this city, and L. H. Cooper, of Petoskey.

Battle Creek—The McLane & Swift Co. is contemplating the erection of an elevator to replace the one destroyed by fire last summer. It will probably be located on Porter street.

Leonidas—The Leonidas Elevator Co. has sold its elevator to Smith & Glime, of Goshen, who have also purchased other elevators along the Battle Creek division of the M. C. Railway.

Vassar—Frank Miller, who is engaged in the saw and planing mill, lumber, grain and coal business here and at Rose City, will continue business at the latter place under the style of the Frank Miller Lumber Co.

Detroit—The Columbian Brush & Fibre Co. has filed notice of dissolution on the grounds that the business is not paying. The main stockholders were Geo. C. Wetherbee, Mary E. Wetherbee, W. T. Crooks and Chas. P. Wetherbee.

Jackson—The Celery City Health Food Co., Limited, has been inaugurated with a capital stock of \$20,000. It is composed of N. H. Branch, President; N. S. Potter, Vice-President; Geo. J. Genebach, Secretary and Treasurer.

Muskegon—F. E. Jones, Secretary of the Automatic Wringer Co., has purchased an interest in the Shaler Hartgrink Co., of Waupun, Wis., umbrella manufacturer, and will dispose of his interests here to take a position with that company.

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

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## Grand Rapids Gossip

### The Grain Market.

Wheat has been rather sluggish during the week. As has been previously stated, this seems to be a weather market and there is not much change to report in wheat during the week. Cash No. 2 red winter is about 1c higher, while No. 1 white is fully 1c higher. However, it would make no difference even if it was 10c higher, as there is none to be had. Spring wheat futures remain the same. There seems to be considerable new wheat arriving, but very little of it grades No. 2. On account of the damp weather, wheat is not in as good condition, consequently good wheat is scarce yet. Should the pleasant, fine weather continue—and we hope it will—farmers will have a good chance to do their harvesting in good shape in this section, and give us a good quality of wheat, even if the quantity is not large. We have reports that wheat cutting has commenced in this immediate vicinity. Reports from the Southwest, especially Kansas, are not of the most flowery kind. The millers, as well as the grain dealers, complain of a very poor yield and of an inferior quality. Some sections report the wheat testing only 48 to 54 pounds to the bushel, while last year it tested 61 pounds. One county where they had 6,800,000 bushels last year reports that they will hardly get 2,000,000 bushels of the inferior grade of wheat this year. Foreign crops seem to be in very fair condition, notwithstanding the wet weather, so in all probability our exports will not amount to as much the coming year as they did last, which was a banner year, exports being a trifle over 250,000,000 bushels. The visible and invisible supply at present is at low water mark and new wheat comes along none too soon. There will probably not be much change in present prices for some time.

Corn dropped yesterday and to-day fully 23 per bushel, July corn closing at 65½c, while it has sold as high as 87 to 89c during the week. The corn corner seems to be getting demoralized, owing to the large amount of contract corn arriving. Report has it that 500,000 bushels came in Saturday and an equal amount on Monday, and in all probability about 750,000 bushels to-day (Tuesday), which, of course, the corn bulls have to take. As cash corn is worth about 61c in Chicago and July corn is worth 81c, it will readily be seen that those who are manipulating the July corner will have to take a great deal of high-priced corn in order to sustain the price and eventually it may be that the profits that have been large on paper will not be realized in their pockets. Of course, the weather, as usual, helped the conditions.

Oats, to be in line with corn, also slumped off about 5c during the week, as new oats are expected within a few days and of very fine quality, so it is reported prices will go still lower, and the bulls who anticipated a very nice margin on July oats will be sadly disappointed.

While there is not much doing in rye, it seems to have climbed ½c during the week, but as new rye will be in the market in about a week, we do not see how the present high price can be sustained, especially as there will be no foreign demand this season.

Spot beans, for some unaccountable reason, have gone up 10c during the past week. A certain demand has

sprung up, presumably for army purpose, which probably caused the advance.

Flour has remained quiet and steady. Dealers are laying in old wheat flour. While some Western new wheat has come in, and in good shape for grinding, still dealers prefer old wheat flour yet.

Mill stuff remains very firm—no change in bran and an advance of \$2 in middlings, prices being \$20 for bran and \$25 for middlings.

Receipts of grain during the week have been as follows: wheat, 45 cars; corn, 3 cars; oats, 4 cars; rye, 3 cars; beans, 1 car; flour, 1 car; straw, 1 car; potatoes, 7 cars.

Millers are paying 76c for No. 2 red wheat.  
C. G. A. Voigt.

### The Produce Market.

Bananas—Prices range from \$1.35@1.75 per bunch, according to size. Jumbos, \$2.25 per bunch.

Beeswax—Dealers pay 25c for prime yellow stock.

Beets—20c 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 command 60c per doz.

Carrots—10c per doz.

Cauliflower—\$1.10 per doz.

Celery—Home grown is in limited supply at 17c per doz.

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

Cucumbers—30c per doz. for hot house.

Currants—Cherry, \$1.10 per 16 qts. Small, 90 per 16 qts.

Eggs—Local dealers pay 16½@17½c for candled and 15@16c for case count.

Figs—Five crown Turkey command 14@15c.

Gooseberries—\$1 per 16 qt. crate.

Green Onions—11c for Silver Skins.

Green Peas—85c 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; Messinas, \$5@6.

Lettuce—Head commands 70c per bu. Leaf fetches 50c per bu.

Maple Sugar—10½c per lb.

Maple Syrup—\$1 per gal. for fancy.

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

Oranges—California Valencias, \$5.50.

Parsley—25@30c per doz.

Pieplant—2c per lb.

Pineapples—Floridas command \$4.25 per crate of 24 to 36 size, one kind or assorted.

Potatoes—Old stock is weak at 60c. New stock is in active demand at 70c.

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, 12@13c; chickens, 8@9c; small hens, 7@8c; large hens, 6@7c; turkey hens, 10½@11½c; gobbles, 9@10c; white spring ducks, 9@10c.

Radishes—10c per doz.

Raspberries—Red, \$1.50 per 16 qts. Black, \$1.25 per 16 qts.

Spinach—45c per bu.

Squash—Summer fetches 60c per basket.

Tomatoes—75c per 4 basket crate.

Wax Beans—75c per bu. for home grown.

Whortleberries—\$3@3.50 per bu. Most of the receipts thus far have been very wet and soft, which renders shipping very precarious.

A man may run himself to death and then find in the end that he is on the wrong road. It is exceedingly sensible to find out at the beginning whether we are on the right track or not.

### The Grocery Market.

Sugars—The raw sugar market shows no material changes. On account of the moderate supplies on hand, few sales were made at any price and the market has a somewhat lower tendency. The world's visible supply of raw sugar is 2,850,000 tons, showing a decrease of 80,000 tons under July 3, and an increase of 950,000 tons over the corresponding period last year. It is reported that the visible production of sugar in Cuba to date is estimated at 768,000 tons. Trade in refined sugar is rather quiet just at present, sales being mostly for such lots as are needed to supply immediate wants. However, the warmer weather is having a stimulating effect on consumption and supplies in hands of the trade are rapidly decreasing, which will compel buyers to enter the market again in the near future. Prices remain steady and no change is looked for in the immediate future.

Canned Goods—Trade in the canned goods line is rather quiet on almost everything except tomatoes, which continue to be the chief item of interest in this line. New pack Maryland goods for prompt delivery are being offered quite freely and buyers are taking hold very well, being glad to get these goods to supply their wants until they can get their goods which were purchased for future delivery. As the warmer weather continues and the prospects for a good crop of tomatoes are so bright, there is a little easier feeling in the market for futures, but no change in price has been made. Neither the jobbers nor the packers are carrying any stocks of last year's pack. In fact, it has been a long time since the jobbers were so closely sold up on their last year's holdings. It will take an enormous quantity of canned tomatoes to fill up that gap, and, while it is, of course, very hard to estimate the quantity required, it is safe to say that as fast as the tomatoes are packed from now until September, they will move. Indeed, it is a question whether or not any surplus stocks will be accumulated until after September 1. This, of course, means that the prices will be sustained. Corn is steady and in fair demand at full prices. Futures are very strongly held. Gallon and 3 lb. apples for future delivery are meeting with a ready sale. Spot goods are so closely cleaned up that there are absolutely none to be obtained. There has been an unusually good demand for wax and string beans during the past week. This unusual demand was somewhat of a surprise as these articles have been practically neglected for the past few months. Salmon of all grades is firm and in good consumptive demand. Stocks are becoming greatly reduced. Sardines are in good demand at full prices.

Dried Fruits—The dried fruit market, as a whole, shows no change, but the buying is chiefly of small lots for immediate requirements. Prunes remain steady, with good demand for all sizes. Stocks are being reduced to small compass. Raisins are slightly firmer and in good demand. The tendency is toward higher prices, particularly for seeded, which are meeting with very good sale and which are in only fair supply. Apricots and peaches are steady and in fair request. Dates are in an improved position and show an advancing tendency. Stocks are considerably lighter than at this time last year and holdings are said to be mostly 1900 stock. Figs are firm and are moving out well at previous prices.

Rice—The rice market is firm, but with only small demand at present. Trade up to the last two or three weeks has been unusually good for this season of the year, but as the warmer weather approaches, shows a falling off. Advances from New Orleans state that half of the Louisiana rice crop has been ruined and prices have been advanced ¼c per pound. The Louisiana rice crop is estimated at 3,500,000 sacks. This imparted a stronger feeling among dealers here and the tendency of prices was firmer, with an upward movement to set in at any moment pending further reports as to the damage to the crop.

Molasses—The continuance of warm weather has materially checked the movement and business in molasses has practically come to a standstill. Dealers are not anxious to market their holdings, which are light, preferring to carry supplies in store until the fall in the expectation of obtaining higher prices.

Fish—Trade in codfish is good and prices are unchanged.

Nuts—There is no marked change, but a very strong situation is shown in peanuts, which are meeting with a good demand at full prices. Walnuts are somewhat stronger and prices have a hardening tendency. Almonds are scarce and prices asked are firm.

Rolled Oats—There is practically no market on rolled oats, as almost none are being offered. Buyers have made heavy purchases, but are experiencing great difficulty in getting shipment, as the mills are so heavily oversold.

### Hides, Pelts, Tallow and Wool.

The hide market was without change of price until tied up by strikes. Now there is a little enquiry from parties wishing stocks to work where they can dodge Chicago transit.

Pelts are without change, with no offerings at present.

Tallow was some firmer from speculation. No edible is being offered. No reports of late as everything stands quiet. No delivery can be made except to outside points.

Wool holds firm at late prices, but no further advance can be obtained at present. Many Eastern buyers have left the State. Lots have been well cleaned up. What remains is held for higher values, which are not apparent at present. The supply offering is ample for present needs and futures are uncertain.

Wm. T. Hess.

### Telephone Topics.

At a meeting of the stockholders of the Swaverly Telephone Co., held at Kalkaska July 8, it was decided to increase the capital stock from \$50,000 to \$100,000.

The Michigan Telephone Co., which has been giving its residence patrons in Ishpeming and Negaunee free service since the Marquette County Telephone Co. began doing business, has served notice on its customers that after Aug. 1 the price of residence service will be \$1 per month.

H. A. Cone, grocer at 477 South Division street, will open a grocery store in the corner store of the Loraine apartment building, corner East Fulton and Lagrave streets. The Worden Grocer Co. has the order for the stock.

The capital stock of the American Tailoring Co., 115 Canal street, has been increased from \$5,000 to \$10,000.

Stock of clothing and men's furnishing goods to be sold at auction. See advertisement on page 7.



## Getting the People

Taking Advantage of Public Opportunities.

It is pretty generally conceded that the main dependence for the seeker after publicity is the newspaper. But the merchant who thinks that he can live as though he had no other relation to the community than the selling of goods and the crying of his wares through this medium will only achieve a partial success, and that slowly. The live merchant is a member of the community and nothing will serve more effectually to supplement and aid the direct appeal of the advertisement than the assertion of one's place in civic and social life.

I have no use for the man who forces a position, especially through social or religious affiliations, as a means simply of achieving business success. As a general rule the pretensions of such men are sufficiently transparent and they succeed in making themselves thoroughly despised. A man must be sincere in all that he does—must be actuated by correct motives—or the community will soon place his pretensions at their real value. It may seem paradoxical that one must take an active part in such ways on account of business and yet, when he does so on that account simply, he makes a failure. The explanation lies in the fact that there are other reasons why every business man should take his proper place in the community, and the advice to do so is pertinent for the reason that too many are apt to plead devotion to business as a reason for neglect of other duties. It is a coincidence—I do not mean an accidental one—that the broader activity a man brings to his relations to those about him the greater will be his business success. Business must not be neglected and every man should be able to judge as to where his activities should be bestowed. There are many business wrecks caused by undue devotion of energy to other things than business.

An active position in the life of the community brings opportunity. There is no less advertising value in engaging in public activities from the fact that one is in the habit of doing things. On the other hand, when the community is startled by some unusual proceeding on the part of one who is not in the habit of doing things it may create a sensation, but in the resulting confusion as to the motives governing the action the advertising effect may be dissipated. But the man of recognized public spirit may take his place in local official positions or in moves for public advancement—such as highways and village improvements—or in philanthropic work. For example, let a case of destitution in some tributary locality come to his notice. If he can quietly and unostentatiously move to the relief of the sufferer it will be a grand business opportunity. But it must be something to which he is accustomed, a natural thing for him to do, to have its proper advertising effect. This kind of advertising is no more possible in spasmodic attempts than is advertising through the press or any other kind. All advertising must be persistent, continued.

The Freeport Clothing Co. writes a businesslike argument, the best feature of which is the price list. The words "quality considered" are out of position and so appear to refer to the kind of stores—should have been nearer

## SAVE YOUR MONEY!

Until You Have Seen Our Clothing and Furnishings.

We agree to sell you Suits for Men, and Boys of all ages, for less money than any store within twenty miles of us (quality considered) or we will refund your money.

Regular \$12 00 Suits, \$10 00  
" 10 00 " 9 00  
" 9 00 " 8 00

And all others in proportion. We have a complete line of Hats and Caps and Furnishing Goods. All of the Latest Patterns and Best Makes. We ask only a fair Comparison of Goods and Prices. Eggs taken in exchange for goods, or we will pay you the highest cash market price.

Respectfully Yours, Freeport Clothing Co.

## There Are Six Main Points

To remember in PRESCRIPTION work They are:

Brains, Accuracy,  
Experience, Pure Drugs,  
Clean Tools, Full Strength.

If these points appeal to you as essential to the Best Prescription Work, we should be pleased to serve you. Ask any physician about this matter when he hands you a prescription for medicine.

### THE PEOPLE'S DRUG STORE,

S. B. JONES, Mgr. MARQUETTE, MICH.

## Kill the Insects!

Paris Green,  
London Purple,  
Blue Vitrol,  
Coperas,

For Spraying.

### KILL THE LICE!

Insect Powder,  
White Hellebore,  
Pythreum,

Fleck's Lice Exterminator for Animals.

## Howard & Pearl Drug Co.,

220 State Street, St. Joseph.

## All Eyes This Way.

We are going to rub out the profit by putting prices on all our Summer Clothing, Hats and Furnishings, that will make the Dollars in your pocket fairly jump. We have had a splendid business during the season just closed, and now all lightweight things must get a move on themselves to give us room for Fall business. No body ought to pay us, or anyone else, full price for Clothing, when he can get just about the same thing for half to two-thirds. All wool, of course; sewed with silk, of course; your money back if you want it, of course.

### BIG TALK.

There'll be lots of it now. The discount season is at hand, the season when the windy announcements of big discounts on Clothing appear. These "spasms" always come two or three times a year.

### Our Discount Season Lasts the Whole Year.

We have built our mammoth business by selling at lower prices than other stores. In the suit line you will always find by comparison that our prices are from \$1.00 to 3.00 less on the same quality. We know that this is the best method for building and holding business. You can save from 50c to \$1.00 on Hats, and Furnishing Goods are always less price here than elsewhere. Come in and see about it.

### ORDERED OUT.

We have made the rounds and ordered out all of our Men's, Women's, Boys', Misses' and Children's Summer Shoes, and now we are going to make them move. No one with feet should stay away from this sale. Remember the date, if you stay away you are the loser.

## GEO. F. ANDRUS,

Dealer in Modern Merchandise.

## A MODERN HOME

Is more attractive than the old-time house, because in place of the stiff, hair-covered chairs and lounges, we find all the

### NEW IDEAS IN FURNITURE.

Some of them useful, but all graceful and attractive. We keep all the conceits in furniture that delight a tasteful woman and beautify the parlor and library.

A. R. Van Allsburg,  
COOPERSVILLE, MICH.

Federal Calls Promptly Attended to, Day or Night.

## 5 Cents

...BUYS AN...  
Ice Cream Soda  
...WITH...  
Crushed Fruit.

I am prepared to furnish the best quality for the least money. At wholesale 90c per gallon delivered to any part of the city.

E. F. Murray.

## THE DAYS

OF FITTING SPECTACLES BY TRYING ONE PAIR, THEN ANOTHER TILL YOU GET A PAIR YOU CAN SEE THROUGH, HAS PASSED.

### NOW TO BE SUCCESSFUL

AN OPTICIAN MUST KNOW THE REFRACTIVE CONDITION OF AN EYE. KNOW IF IT IS POSSIBLE TO IMPROVE PRESENT VISION WITH GLASSES OR NOT, AND KNOW WHY THE OPTICIAN MUST HAVE

### A SPECIAL EDUCATION.

IN THAT LINE AND HAVE SPECIAL INSTRUMENTS TO WORK WITH, AND HE MUST BE A STUDENT.

If you are Not Getting good results from your Glasses, or cannot see plainly, call on me.

## F. R. PANCOAST

The Jeweler, Hastings.

### Willman &

McLean,

MERCHANT

## Tailors,

ONTONAGON, MICH.

"suits." "Respectfully yours" is better omitted.

The People's Drug Store makes a strong appeal to the importance of care in prescription work. The border would be improved by the use of mitered corners. The printer has done well to preserve unity in style of display type.

A reasonable and sanguinary advertisement is that of Howard & Pearl Drug Co. It is noticeable for being entirely set in display type. The printer has done well in proportioning his white space so as to give each item prominence.

The clothing announcement of Geo. F. Andrus has many good points and the humorous turns are well sustained. I would give prominence, however, to some display of the line in question and would cut out fully half of the reading. There is material for at least two such advertisements.

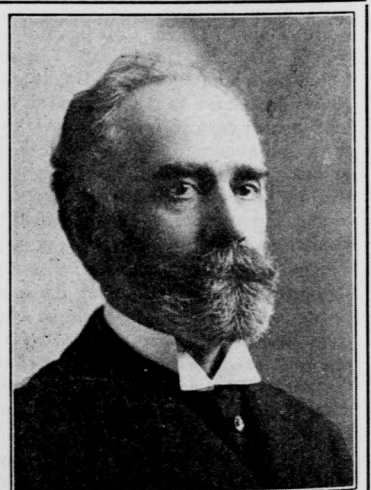
A. R. Van Allsburg has a well proportioned furniture advertisement and the display is in the line of the subject. This will sell goods.

E. F. Murray makes a small display of a reasonable specialty which is treated suitably by the printer. Several such with different subjects could be scattered through a paper in lieu of one big display to advantage.

F. R. Pancoast writes a spectacle advertisement which is calculated to appeal to the judgment of those in need of such aids to vision. The idea is a good one and is well carried out except that the specialty should be indicated in the display. "The days" has no meaning and is not calculated to gain attention. I would set the paragraphs in lower case, to be more easily read, and would not introduce so many styles of display type.

A judicious use of the blue pencil would have left a good advertisement for Willman & McLean. Cut out the ornaments (?) under "merchant," or substitute a line, also cut out the stuff around "tailors," space the word out a little and put a line under and the result would be a good, strong, clear advertisement. As it is, it is a striking example of how a good display may be spoiled by lack of care in "finishing in" ornamentation.

A man's old clothes are seldom his only bad habits.



## 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



**\$9391.90**

**Stock of Clothing and Gents' Furnishing Goods**

I will offer the above stock at Public Auction on Thursday, July 24, at 3 p. m., as a whole to the highest bidder. This is a good clean stock, and is a bargain for someone. Stock open for inspection at any time previous to sale. Am obliged to move or sell. Have determined to sell, and must do so on the above date. Come and look it over and you will be here to bid on it.

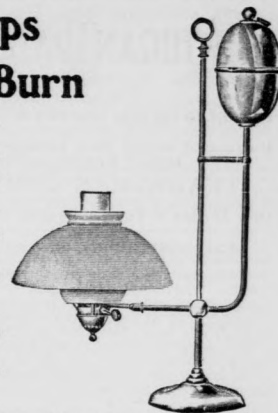
**H. WARD LEONARD**  
Manistee, Michigan

**Second Hand Machinery Lamps  
For Sale to Burn**

- 1 13x12 inch 100 horsepower, high speed, electric light engine, made by Ball Engine Co.
- 1 10x12 inch 60 horsepower, high speed, electric light engine, made by Ball Engine Co.
- 1 300 horsepower Worthington duplex independent jet condenser.
- 1 31 light arc dynamo, made by Western Electric Co.
- 1 18x30 inch rolling valve engine, made by Edward P. Allis Co.
- 1 22x 4 inch slide valve engine, made by Lettell.
- 1 8 inch Shotgun steam feed.
- 1 Dake steam feed.
- 1 Cunningham twin engine steam feed.
- 1 Filer & Stowell circular mill with top saw and carriage.
- 1 45 inch smokestack, 70 feet long, with britchen for three 42 inch boilers.
- 10 narrow gauge logging cars.
- 4 42 inch x 20 feet 2 flue boilers.

**Traverse City Iron Works,**  
Traverse City, Michigan

We have purchased a large stock of Gasoline Lamps which we will dispose of in lots to suit the purchaser.

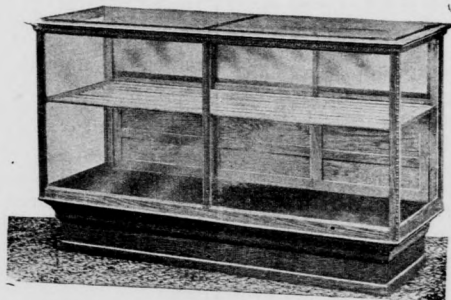


Our prices will make customers of you. Write to-day as this stock will be disposed of at once.

**Ames & Clark, Detroit, Mich.**

**Grand Rapids Fixtures Co.**

A new elegant design in a combination Cigar Case



Shipped knocked down. Takes first class freight rate.

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

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

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

**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.

**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.

**THE FRANK B. TAYLOR COMPANY**

IMPORTERS AND MANUFACTURERS' AGENTS

135 JEFFERSON AVENUE

DETROIT, Mich.,  
July 16, 1902.

MR. MERCHANT,  
Dear Sir:

Our Holiday line is now ready for your inspection. We have taken a great deal of time in getting together what we consider one of the largest and best assorted lines ever shown by any house in Michigan. Remember every article we show is NEW this season. Come in and see us, we pay your expenses.

THE FRANK B. TAYLOR COMPANY.

**An Experienced  
Salesman Wanted**

To Sell

**Parker House Coffee**

To the Retail Trade Through Eastern Michigan.

**F. M. C. COFFEE MILLS, Grand Rapids, Mich.**

**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.**



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 advertisement in the Michigan Tradesman.

E. A. STOWE, EDITOR.

WEDNESDAY, - - JULY 16, 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 9, 1902, and saw the edition mailed in the usual manner. And further deponent saith not.

Sworn and subscribed before me, a notary public in and for said county, this twelfth day of July, 1902.

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

#### NEEDLES AND PINS.

The Census Bureau has issued an interesting bulletin on these apparently trivial, but necessary articles. Anyone who has seen a thorn used for pinning things can readily imagine that nature furnished the first pins, and when Mother Eve found it necessary to improve her toilet she pinned her fig leaves together with thorns from a convenient bush.

Explorations of ancient ruins furnish abundant examples of pins made of bone, ivory, bronze, copper and iron. The most prominent discoveries made in this line were in Egyptian and Scandinavian tombs and on sites of the ancient lake dwellings of Central Europe. From the lacustrine stations in Switzerland alone more than 10,000 pins have been taken. These ancient pins are in various forms, and in cases where the ornamental head is used they are very curious and beautiful. They are longer than those now in use and differ from the modern pattern in that they taper gradually from the head to the point. Some were found in Central Europe with double stems like the modern hairpin, and a few were found at Peschiera, Italy, fashioned like the modern safety-pin. Many of the single-stemmed pins varied in thickness, and others had heads formed of a loose ring in an eye at the blunt end.

In ancient and mediaeval times pins were made of bronze, and this was the principal material used until metallurgy had advanced far enough to give a better material in brass. It is said that the early Anglo-Saxons and Britons used ribbons, loopholes, clasps, hooks and eyes, and skewers of wood, bone, brass, silver, or gold for their fastenings instead of pins. The brass-wire pin is supposed to be an invention of the French, although by some authorities it is credited to the Dutch. In England pins of iron wire were made during the fifteenth century, but the brass-wire pin

was unknown until 1543, when it was brought from France by Catharine Howard, one of the numerous wives of Henry VIII. of England.

The pins of the present day are made wholly by machinery from brass wire, which, by ingenious mechanism, is cut into required lengths, sharpened and headed. At first pins were made by hand, the heads being separate and then slipped down to a shoulder, when the projecting end of the pin was riveted down with little hammers in the hands of girls. Now the brass wire is fed into machinery, from which it comes in the form of perfect pins. They are afterwards silvered, when they are ready for market. The pins are stuck into papers by machinery.

Doubtless the pin antedated the needle, but from the nature of the case fig leaves pinned with thorns must have been soon discarded. When it became necessary to piece out garments by fastening skins of animals together, the needle became a necessity.

Remains of civilized and uncivilized nations bear evidence of the use of needles made of various materials. Some excellent specimens made of fish bone, horse's bone, and bronze have been found in caves near Brunequel, France, and on the sites of the ancient lake dwellings of Central Europe. In Egyptian and Scandinavian tombs bronze needles, varying in length from 2½ to 8 inches, have been found. This material, which quite likely suggested itself for use in needle manufacture because it was an alloy easily worked, was for many centuries the material principally used, especially among the early Europeans and Western Asiatic peoples. Whether other materials than bone, ivory and bronze were used by ancient nations for the construction of the needle we have no means of knowing. These early needles were clumsy affairs, and during the dark ages were superseded by steel needles.

Needles are made by machinery from steel wire, which is cut into lengths, each of which is ground to a point, the eye is punched, the needle is grooved at the eye, and then polished, coming out in the form in which it is used. Needles and pins are made chiefly in Connecticut, but there are also factories in Massachusetts, New Hampshire, New York and Pennsylvania. There is in each of the States of Illinois, Maryland, Michigan, New Jersey and Vermont one factory, while in Missouri there are two. The production of needles in the United States yearly is about one million and a quarter gross, the gross being twelve dozen, and they are valued at considerably more than one million dollars. As for pins, they are made to the extent of fifty million gross a year, of a value of about one million dollars.

The consumption of pins is enormous, and since they are never destroyed in use, the question is often asked, "What becomes of them?" It is easy to see that from their size and shape they get into cracks in the floors of houses, and are so lost, while those that get swept out of doors soon become covered with dust and dirt, and so disappear from view. Fifty million gross is 600,000,000 pins, which are used by the American people every year. When in future ages the ruins of our houses and cities shall be dug up, there will be pins in abundance to tell of the importance of that little article to human society in the nineteenth and twentieth centuries.

#### THE ENORMOUS FIRE WASTE.

Although the present year made a most unpromising start in the matter of fire losses, there has been some little improvement in more recent months, which, while not bringing the waste down to a reasonable figure, still enables the statistics to show some betterment over the two preceding seasons, a fact which is at least encouraging.

The New York Journal of Commerce, which makes a specialty of collecting statistics showing the fire losses in this country and Canada, reports the loss during June as aggregating \$10,245,350, which is a trifle larger than during the corresponding month in 1901. The figures for the six months of the year which have elapsed are below the corresponding months of the previous year, as well as of 1900. The only reason, however, that we make a better showing than last year is due to the fact that during May, 1901, there occurred the disastrous Jacksonville fire, which ran the losses for that month up to \$22,380,000. Were it not for that heavy loss, the figures for 1902 would show a gain over 1901, as far as the first half of the year is concerned.

There is no good reason why the fire losses in this country should assume anything like the proportions they do. They represent too heavy a drain on the national resources, and have made the insurance business so unprofitable, taking the country as a whole, that the underwriters have been compelled to make a radical increase in premiums.

The idea that, because the insurance companies make good the losses, the people are not the true sufferers is entirely erroneous. Insurance companies are able to pay losses because they collect premiums from a great number of people. If these premiums do not suffice to meet the losses over and above a reasonable profit to the shareholders in the insurance companies, rates will be raised. As the entire population practically must have insurance, the heavy fire waste is made good by the additional tax placed upon everybody. The loss is, therefore, a national one, and it is, moreover, a loss which is irreparable.

While a portion of the loss is undoubtedly due to criminal intent, the great proportion is undoubtedly traceable to careless building, imperfect electrical installation and badly protected steam plants in factories. Our system of factory and store construction is entirely too flimsy, and the disregard of fire limits and fireproof construction is a prolific cause of undue fire waste. It seems impossible to hope for reform except through a gradual increase in premiums for insurance. The pressure of high rates will eventually compel reforms, but it does seem as if American business men will stand a good deal in the matter of rates rather than resort to substantial, if costly, construction and high-class workmanship in electrical installation and factory building.

#### GENERAL TRADE REVIEW.

In spite of a number of strong bear influences in different industries, the general course of the Wall Street markets is upward. Unfavorable conditions in Copper and in one or two other great properties serve to make irregular declines, but these are conditions affecting only the immediate stocks concerned, as a general strength pervades all that are dependent on the industrial condition of the country. Transportation stocks continue to mark new high

records in spite of the long labor disturbances in Pennsylvania and the freight tie-up in Chicago. These would seem to be enough to create serious disturbance in the transportation interests, but as yet the effects are scarcely noticeable in stocks.

The gold accumulation in the Treasury continues to make new records, but the cutting off of revenue taxes is already apparent in a reduction of the total cash balance. This is fortunate as the activity all over the country is demanding heavy sums and it would not take much to create a stringency in the usual market conditions. European money market conditions are improving and the probability of gold export is past. Bankers are not looking for any material stringency.

Even without making due allowance for the season and the large number of wage earners voluntarily idle, the business situation compares most favorably with earlier dates. Prices are high, and this is evidence of a liberal consumptive demand, which alone could sustain values at the level occupied during the last six months. Food products are leading in strength, partially owing to last year's deficiency, but even in new vegetables, fruits, dairy products and eggs, which are being marketed freely, there is no evidence of weakness. Wearing apparel also commands a ready market, not only in retail lines, where summer fabrics are in brisk demand, but jobbers and wholesalers have a good volume of orders from traveling salesmen.

Lumber regions enjoy exceptional activity, all kinds of wood finding a ready market at firm prices. Building operations are very heavy, and would be much more so but for the exorbitant demands of labor. Wages and material are both at an unusually high point, making structural work exceedingly expensive, and contracts can not be carried out on specifications made a year ago. Higher prices for pig iron have not affected consumption, the latest returns of furnace stocks showing no accumulation, although production is steadily attaining new high records, in the face of interrupted deliveries of fuel. Ovens are turning out more coke than ever before, yet shipments are not sufficient to meet requirements. A few steel mills have closed for the usual summer overhauling, but curtailment in this industry will be less than customary, since orders have been placed for much of next year's output, notably for structural shapes and railway equipment.

The scientists often have their trouble for their pains. Things that look big with hidden meaning have no significance whatever. Dr. Dorsey, of the Field Columbian Museum in Chicago, announces that the supposed inscriptions on the adobe houses of the Hopi Indians that the anthropologists have been trying to decipher and read for years have been found to be nothing more than the scratches made by mischievous Hopi children in the mud of the adobe houses after they had been freshly built.

An ounce of prevention is well known to be worth a pound of cure. Societies whose mission is to prevent are in existence in all the cities of the country. Now a cynic rises to suggest the formation of a "Society for the Prevention of Things Not Already Prevented." All he needs to do is to join the trades unions. They want to stop everything except the breweries.



## THE COMMERCIAL SPIRIT.

## A Tendency Not Altogether to Be Deplored.

If there be one word which more than another characterizes the time in which we live, it is the word commercialism. The word and the idea which it represents have taken full possession of us. They are in the very air we breathe. They have permeated all the relationships of life. The dollar is to-day not only the standard by which we measure the value of material things but too often, alas, it is the yardstick by which we are attempting to measure off the value of spiritual things. This commercial sentiment has taken possession of educational life and educational institutions, of our religious life and our churches, and fortunate are we if it has not found a lodgment in our homes. The success of our colleges to-day is being determined not by the character, the quality, the temper and spirit of the men which they are producing, but by the number and size of their buildings, by the variety of their curriculum, by the extent of their endowment and by the number of their students. The college president is chosen not so much for intellectual and scholarly attainments or even for pedagogic ability, but for financial ability—the ability to charm the elusive dollar and drop it into the coffers of the institution. The sentiment contained in that somewhat apocryphal remark credited to the late President Garfield, that Mark Hopkins at one end of a log and a boy at the other constituted a college, would meet scant recognition in the educational thought and life of to-day. Such sentiment is obsolete. Mark Hopkins himself, were he alive, would, I fear, be a back number in the present educational world.

This commercial spirit has also taken possession of our religious life and of our churches. Their success is estimated not by the type and quality of spiritual life there engendered and nourished, but by the size and architectural effect of the buildings, the size of the audiences and the wealth of the offerings. The popular estimate of the minister too is not based upon his communion with God and the frequency of his approach to the throne of grace, by means of which communion he scatters perpetual benedictions upon his people as he goes in and out among them, but upon his ability to draw the crowd and get the money.

Is it not true, also, that this commercialism is finding some place in our domestic relations and home life? May it not taint that holiest of all human relationships, the relationship of husband and wife? May not the wife in her estimate of the husband have injected into that estimate her view of his commercial ability, his ability to provide as compared with his fellows? Is the complete estimate of the wife by the husband free from her relationship to social distinction? Is not the child's estimate of the home based somewhat upon the number and size of the rooms and the luxury of the furnishing in which that home is confined?

I need not express the platitudes that the growth of this spirit of commercialism and materialism presents grave dangers and that these dangers are personal as well as national—they are spiritual as well as economic.

But this spirit and tendency is not altogether to be deplored. Let us remember in connection with it that our estimate of the spiritual can only be ex-

pressed in material terms. We have no yardstick by which to measure spiritual values.

What standard may we find by which to measure the value of a soul saved? What standard may we find to measure the value of a broken heart comforted? What standard may we find to measure the value of a careless, indifferent and purposeless life inspired? Our expression of spiritual values so far as they may be expressed must be mainly in the terms of commercial statistics. Then again the commercial spirit need not be altogether deplored because it is the spirit of large things. There is an inspiration in dealing with large things. There is an inspiration in joining hands with a great company to bring to pass some great thing. There is an inspiration in watching the brain of man conceive some great thing and in watching brain and hand make that conception a reality.

Then, too, it must be remembered that while we are seeking spiritual things we are living in a material world and with a material environment. In the advancement of spiritual things many of the most important and effective tools put into our hands are material. So I say this commercial and material spirit and tendency which characterize the time in which we live more than any other time and the land in which we live more than any other land are not altogether to be deplored. But what of righteousness? How is it faring in the midst of this commercialism? Is it being choked to death as the grass in our lawns is destroyed by the dandelions? Or is righteousness a leaven which is diffusing itself throughout our great commercial life and enterprise and will continue so to diffuse itself until the whole is leavened?

Our answer to that enquiry will depend upon our point of view, our temperament and our faith in God. It would be no difficult task for me to make an argument here to prove beyond peradventure of doubt to any pessimistic soul that righteousness is being banished from the earth.

The argument will not be a weak and specious one, but full of logical virility. Nor need we go far afield to find abundant evidence to support it. I could point you to the selfishness and greed which possess the great commercial world. I could tell you of the economic conditions which seem to be in wrought into the very fiber of our material life, which develop such selfishness and greed.

I could tell of hypocrisy in our churches, of dishonesty in business, of disregard for the poor, of the pride of the rich. Unrighteousness is in the world in abundant quantity and evidence, nor is it all outside of ourselves. But, my friends, there is another and I believe a saner, a more wholesome and a truer answer. Righteousness has not departed from the earth nor has it begun its exit. It is an active and growing factor in all our great commercial life and enterprise. An acquaintance with individuals whom we meet will help us to this conclusion.

Does such an incident as this mean nothing? A few weeks ago a young man—a clerk—working for \$9 a week, was told by his superior that in the unusual rush of business he could draw double pay for some Sunday work. He replied, "I would be glad to earn the money and I'd be glad to help to get the work up, but there isn't money

enough in the treasury of this establishment to get me to work Sunday."

One of the most prominent business men in Chicago—a man of great wealth and influence whose name would be known to nearly everyone—had been attending a convention of men gathered from all parts of the country. He was an important and influential figure in the deliberations. Saturday night has come. A company of gentlemen are about him. "What time to-morrow can we see you?" they ask. "To-morrow morning I have an engagement to attend church, the afternoon I spend with my family. At as early an hour Monday as you desire I shall be glad to be with you," is the reply.

One man whom I know says to his numerous employes in settling important questions, "The first consideration is, what is right?"

These cases you may say are exceptional. Not at all. Our business world is full of men, employers and employes, whose whole business conduct is governed by such considerations. They are in the shops, in the stores, in the factories, in the counting rooms. They are not blatant nor conspicuous, but quietly day by day govern their lives and conduct by the principles of righteousness. They are injecting these principles into the whole business world. But look not alone at individuals but at the great co-operative enterprises, charitable, benevolent, philanthropic and religious, whose combined cost runs into the hundreds of millions yearly and whose influences circle the globe. Such enterprises are carried on largely if not chiefly by business men. It is their money, their thought, their time, given unstintedly, which are thus promoting such enterprises. Nor is it possible to account for these great movements by motives of selfishness or pride. That these often enter as motives we can not deny. But in the main if money and interest and time and labor are to be sought for the on-going of such enterprises they must be sought successfully chiefly from those whose lives are governed by righteousness. The most successful appeal can be made to conscience and not to pride.

Remember, too, the great multitude who are thus enlisted. In the eloquent words of President Bradley, "the twelve apostles have become hundreds of thousands and the little company of disciples have become millions."

Millions throughout the world are pledged to righteousness. Millions there are in that great army who are wearing that breastplate. The cause is not a weak one. The company is not meager and puny.

I was introduced to a man who sat in the seat in front of me, who wore a peculiar button. It bore the imprint of a pitcher. He told me it was the badge of the Gideonites an organization of which I knew nothing and of which I had never even heard—an organization of Christian commercial travelers. Twenty-five hundred of them! Traveling apostles of righteousness in the business world!

My friends, if you get blue sitting under some juniper tree, imagining that yours is the only knee which has not bent to Baal, get up and climb some mountaintop where you can get a broad view of the world, take into your lungs some of the ozone of which the Almighty has an abundant store, which will change your pessimism to an abundant and abounding optimism. Above all, lift your eyes until you behold

through the veil which confronts them, that throne which is from all eternity, on which is seated the Omnipotent One. His arm is not shortened. His kingdom is a kingdom of righteousness and He is pledged to the establishment of that kingdom. S. S. Rogers.

## PAYING INVESTMENT FOR MERCHANTS

## The Kirkwood Short System of Accounts

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

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

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

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

Patented Mar. 8, 1898.

Book patented June 14, 1898.

Book patented Mar. 19, 1901.

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## Clothing

### Some Advantages of High-Class Store Management.

The importance of keeping an organization intact in a fine furnishing shop was illustrated recently in a most interesting manner by some incidents which occurred in one of the swellest stores in New York. The proprietor of this establishment has been for many years regarded by the club men and others about town as "the last word" in the matter of "fixings." When anyone in the smart set was asked where he obtained his shirts, ties, gloves, etc., he was more than likely to reply "at Blank's; they all know me there and understand what I want."

In the course of time the proprietor of this store, feeling his years, turned the business over to a younger member of the family. The latter, wishing to modernize the shop, although it was by no means behind the times, engaged the services of a gentleman whose ideas on furnishings were, without doubt, remarkably good. He knew how to create, to order, to show and to sell. But there was one thing that he did not know, and that was how to keep intact a corps of efficient clerks. In a word, he lacked the quality which some men never can acquire, by reason either of temperament or bad temper, and that is executive ability, the knowing how to get service and respect without the under man feeling that he is being directed contrary to his own ideas of the way that certain things should be done.

Well, it was not very long before this dissatisfaction ran riot in the store and the resignations of several of the standbys followed. The proprietor of the establishment noticed this dissatisfaction among the employes, many of whom had been with the house a long time. They had substantial friends among the patrons. He accordingly set on foot some enquiries and learned that his manager was not getting along very well with his force. It was also ascertained that certain customers of the house had gone elsewhere, because of the changes in the personnel of the various departments. Shortly after this discovery the manager's resignation was accepted. Then he applied to other crack shops for a position, one in particular, a rival of the shop which he had just left. In the latter were employed some of the young men who had left the other, and when they learned that there was a possibility of their former manager being engaged they threw up their hands and said, "If he comes here we leave!" And his application for a position was not even considered seriously, because it was feared, however good a buyer or general man he might be, he would have a demoralizing effect upon the staff.

This matter of customers liking certain clerks in the stores they frequent is characteristic of very fine shops and he is a wise proprietor who will keep such salesmen when they have proved their efficiency. They learn the wants of fastidious customers and they are able to answer questions with an ease and affability which may be lacking in a less-at-home clerk. There are customers, as dealers in the finer grades know, who rely upon a man behind the counter or at the table, and when he is absent or has left the house they feel a sense of personal loss. The writer knows of cases where customers have gone from one end of the town to the other to see a salesman, believing that

whatever establishment he was connected with would be one in which they would be disposed to open an account, feeling that in the hands of such a salesman their wants would receive due attention.

In one of the best stores on Fifth avenue, New York, there is a salesman who has a very fine line of customers; they have been handed down from father to son, as it may be said, for he has been many years in the service of this particular establishment. He is an elderly man in years, but, having a youthful temperament, has kept up with the times. He has the fashions of the moment always at his fingers' ends. He knows what to suggest and what to recommend, when to urge and when merely to hint at. Such a man is invaluable to an establishment and his proprietors would be very unwise to part with him. He could probably carry his customers, who are mostly very rich people, to whatever shop he went. The firm have had the good sense to recognize his value and besides a substantial salary they give him an interest in his annual sales.

The present writer has seen no indications of any great popularity of the buffet system of showing and selling furnishing goods, so far as New York is concerned. It has been tried and in effect is very attractive to the eye, but the idea is not quite so practical as having counters. To be sure, every fine furnisher likes to give his store an air of distinction, making it differ in its interior fittings from those of his neighbors, but in catering to this idea he must not lose sight of the economic features of storekeeping. The buffet system does business against the wall and, with wall cases and drawers, leaves room

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Are universally considered the best on the market.

Your customers will surely appreciate them. We spare no expense in getting up well-made, perfect-fitting, SHAPE-RETAINING garments and invite you to inspect our line when you come to Chicago.

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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.



in the middle of the store for chairs and tables and bits of ornamental furniture. But customers are not so easily waited upon (it seems to us, and this is the opinion of those who have had practical experience) as where there are counters, or ovals in the center or at the sides of the store.

One of the plans brought up in a recent conversation among some traveling men, who had seen some pretty swift specimens of storekeeping in the finer element of the business, had for its central idea the absolute concealment of any initial evidences of "merchandising." The shop was simply an apartment furnished, as the small reception room of a club might be furnished, with easy chairs, tables and a few books and the current publications here and there. The clerks stood about without any apparent desire to sell goods. When a customer entered he was shown a chair. The clerk, with great courtesy, advanced, and the customer stated to the clerk that he desired to see something in neckwear, for instance. The clerk retired to another room and returned with samples of what the customer had asked for. Everything sold was of the very finest character, and only the very best trade in the city was sought. As to whether this shop was actually in existence the traveling man replied that he could not say, as he had heard of it from some one else. There is, however, the shade of a shadow of a suggestion in this ultra form of storekeeping.


It has frequently been asked whether it would be possible for the very best of furnishing shops to get along without window dressing. Not any of them have, as yet, reached this point, but, on the contrary, throughout the country the smarter the shop, the smarter the windows. The only exception to this is to be seen in the stores of Arnold, Constable & Co., of New York, and Brooks Bros., of that city, who make no especial effort, but simply put goods in the window, that is, they make no attempt at trimming. All others that the writer can recall are expertly dressed with a view to attracting attention and causing people to visit the stores. The windows are there and the managers use them to the best advantage. It would seem that a store with the fame that certain of our metropolitan shops have would not require windows, but that their customers would drop in unattracted. But this idea is not founded upon experience. One needs to constantly remind his permanent, as well as his transient trade of his existence, and that he has new things for their admir-

ation. Show windows in the fine trade are especially attractive to transient custom. The gentleman visiting the city is by one of these windows reminded that there are beautiful things in shirtings or underwear which are new and which ought to be in his wardrobe. Now, on the whole, it would seem that the affirmative side of the question must be taken and that show windows are indispensable, and this is said in view of the fact that the famous A. T. Stewart, the greatest retail trade goods merchant the world ever knew, never used show windows, not a single, solitary one, in his concern. After his death the business fell into the hands of other firms, finally becoming Hilton, Hughes & Co. They continued without show windows, but when John Wanamaker, another marvel in the world of merchandising, took the business he lost no time in putting in show windows.—Apparel Gazette.

**To Increase the Sale of Umbrellas.**

For some time it has been evident that sales of umbrellas to dealers in men's wear exclusively are not so large as in former years. In fact, the falling off has been so marked in some quarters that manufacturers are heard to say that the umbrella business for men's styles has become monopolized by the dry goods stores. Dealers in furnishing goods who fail to make something good out of their umbrella business and who allow the dry goods people to get this trade have only themselves to blame. If they will select the pieces judiciously adhering to really good houses who have some taste in the matter of handles and general styles, if they do this and then keep their umbrella stock in good shape and the most attractive pieces displayed so that they will attract attention, considerable business will be secured.

Particular attention should be paid to the young men's trade. Two or three important manufacturers of umbrellas are making a specialty of just such merchandise and specimens of their handiwork are well worth prominent placing. Young men are not especially inclined to patronize dry goods stores nor to leave the selection of their goods to the female members of their families. They like to do their own buying, and if umbrellas are properly shown and pushed considerable business can be built up among this very element. In the average store no effort is made to show novelties in umbrella handles or to keep up assortment of attractive styles. It is a good thing to cultivate the umbrella buying man on a \$2 to a \$5 retail basis.



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If not you are behind the times;  
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Samples displayed at 28 So. Ionia St., Grand Rapids and  
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for Men, Boys and Children; every conceivable kind. No wholesale house has such a large line on view, samples filling sixty trunks, representing over Two Million and a Half Dollars' worth of Ready Made Clothing. My establishment has proven a great benefit, as dozens of respectable retail clothing merchants can testify, who come here often from all parts of the State and adjoining States, as they can buy from the very cheapest that is made to the highest grade of goods. I represent eleven different factories. I also employ a competent staff of travelers, and such of the merchants as prefer to buy at home kindly drop me a line and same will receive prompt attention. I have very light and spacious sample rooms admirably adapted to make selections, and I pay customers' expenses. Office hours, daily 7:30 a. m. to 6 p. m. except Saturday, then 7:30 a. m. to 1 p. m.

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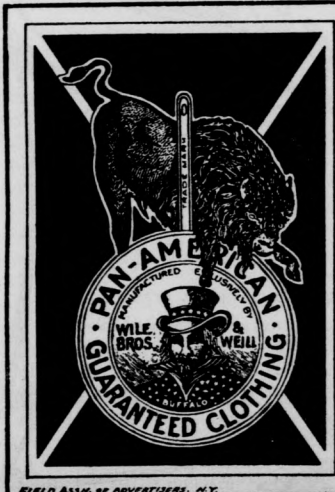
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## Shoes and Rubbers

### Hints on How to Wait on a Customer.

Begin waiting on a customer at the door of the store or entrance to the department by courteous greeting and seating. Quickly study the prospective purchasers—"size them up," as it were. If acquainted with customers address them by name and if time permits talk on current topics or the weather for a moment or while removing the shoe being worn from one foot. It is sometimes advisable to ask which foot the customer desires to try shoes on, as some peculiarity that one foot may have over the other may make it desirable to try shoes on the foot that causes the most concern to the customer, whether it be the left or right foot. As a rule, try shoes on both feet, as this course frequently makes exchanges unnecessary.

Ascertain for what purpose customers desire to use shoes; whether for business, dress or walking purposes. If you know a customer's calling, adapt your selection to that. Do not be guided in the selection of style, size or width by what a customer is or has been wearing. Use the judgment that you are paid to exercise in all matters.

Show at once several styles and materials adapted to the purpose designated. Pay very little attention in this first selection to price. It is advisable to show better grades than perhaps your judgment of a customer's circumstances seems to warrant. It is easier to come down the scale of prices than to go up.

I contend that it is foolish for a salesman to attempt to pass judgment on a customer's purse. A poorly dressed, but affluent customer, may be insulted by the offer of a cheap shoe, while on the other hand the cheap appearing customer may feel some satisfaction in being shown a good article. It is, at any rate, always advisable to show good goods.

Having presented two or three styles enlarge on the advantages of the one that your judgment tells you would be the best for wear, appearance and comfort along the lines of the use intended. Do not contest a point with customers. Commence by frank, practical and assuring words. Get into the confidence of your customer.

Have your size stick handy and depend on that for the size you are going to try on. The use of a size stick is evidence to a customer that you understand your business practically. Select the size that the stick shows you should be in accordance with the ratio that the draught of the foot bears to the style chosen. Ignorance in this matter will make it necessary to try several styles before the correct one is found, and frequently make the customer despair of a fit or make the foot irritable and the customer hard to please.

Before buttoning or lacing a shoe cause a customer to settle the foot well into the shoe by stamping the foot or by standing in it. Lace a shoe either in accordance with the old shoe or ask the customer which way is preferred, for if the customer should quickly decide to wear the new pair, the way he or she is accustomed to lacing them would naturally be preferred. In buttoning a shoe do not turn the hook or attempt to button if the strain is too great. Avoid pinching the flesh in buttoning as it produces irritability.

Satisfy the customer in every way as nearly as you possibly can. Show that is your aim. Attend to the matter of

serving your customers and avoid all other matters for the time being.

Run your hand along the innersole of shoes you try on so that you may discover in advance any roughness or tacks that would cause discomfort to your customer.

Warm patent leather before trying them on, as a sale may be "queered" if a customer stamps his or her foot down hard and causes the japping to check.

Do not deliberately lie about your goods. Sell them on their merits strictly. Nothing is gained by deception, for some one else is liable to tell your customer the truth about the purchase from you; quite frequently the cobbler does.

Wait on your customers as though you were a servant and remember that "familiarity breeds contempt."

Do not cite your own shoes as evidence that their style is proper for your customer.

Do not hurry unless you are obliged to, but still show familiarity with your stock by prompt service. There is a difference between promptness and haste.

Do not show any impatience either with the customer or over your trials to fit or find the proper shoe.

Do not condemn styles you do not wish to sell for the sake of selling others.

Do not let a customer go because you can not sell a "P. M."

Do not get your employer into "hot water" by attempting to make a sale through liberal guaranteeing. This is one of the greatest follies of the day. In fact, "anything to make a sale" is mighty poor business. Remember that the tendency of the times is away from "fake" and towards fairness.

Take no notice of the odor of a customer's feet or condition of hosiery.

Having satisfied your customer show other goods, if time permits, for other purposes than the one selected; that is, if you sell your customers a heavy walking shoe, show a light dress shoe and perhaps another sale may be made. But in this second exhibition show an entirely different article from the one already sold, otherwise you might spoil your sale already made.

Get your customer's name and address if possible by an offer to deliver the purchase. After the customer has gone record the name and address in an address book together with the number, size and width of shoe sold and periodically send your card, some printed matter—catalogue, sale notice or season announcement.

Deal with every customer, black or white, rich or poor, ugly or handsome in the same genial, cordial, courteous manner.

Go with your customer to the exit and courteously bid him or her "Good-day, call again," whether you have made the sale or not—Nathan D. Dodge in Boot and Shoe Recorder.

### The Leather Industry.

The Census Bureau recently issued a report on the manufacture of leather, tanned, curried and finished, which shows a capital of \$173,977,421 invested in the industry. The value of the products is returned at \$204,038,127, to produce which involved an outlay of \$3,158,842 for salaries of officials, clerks, etc.; \$22,591,091 for wages, \$7,023,416 for miscellaneous expenses and \$155,000,004 for materials used. The total production of the leather manufactures named increased from \$109,739,643 in 1850 to \$615,720,395 in 1900, or about sixfold, while the population increased about three and one quarterfold. With less than double the number of establishments the capital increased nearly ninefold, the number of wage earners employed nearly doubled and the wages paid increased more than threefold.

Our facilities are of the VERY BEST to supply the Shoe dealers of Michigan with an "up-to-date," snappy and reliable line of

## Shoes

Every department is strong! It will pay you to see the line now.

Yours for business,

**Waldron, Alderton & Melze,**

A postal card to us will bring the line to you.

Saginaw, Michigan

### A Good School Shoe Is a Powerful Lever to Move Business Your Way





CHILD'S CORDOVAN

Here it is. Absolutely solid. Properly stayed to withstand every strain. Made from the best grade of cordovan over a stylish, up-to-date last.

Write for prices.

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

# Mayer's

## SHOES

Should be handled by every shoe dealer because they give satisfactory service and hold the trade. Six hundred skilled workmen are kept busy turning out all grades of shoes from the ordinary everyday shoe to the finest for dress wear, suitable for all classes of trade. Mayer's shoes give satisfaction where others fail. Write for particulars.

**F. MAYER BOOT & SHOE CO.**  
MILWAUKEE, WIS.



**Pros and Cons of Selling Advertised Priced Shoes.**

I own a shoe store in a small city. I belong to the class of shoemen manufacturers like—do business year after year in the same old way—no change in buyers, except those which "Father Time" makes by taking us home to rest; catering to the wants of the community, from the workman who can only afford to buy an 80 cent Kelly shoe, or his wife who buys an 8 cent moccasin or a 25 cent cack for the baby, up to the customer with whom it is not a question of price, if I have what she wants. I can not afford, however, to have special advertised or stamped shoes.

I have often thought that I would like to be a specialty man and be in the swim in a large city, but I lacked the nerve. I guess, however, they have their troubles, too. I have been in and about Chicago many years, and in that city have seen phenomenal successes and failures. Among others, I remember one where a youngster, with only \$15, started a store and did not know anything about shoes, he got one of my boys to help buy and trim, and today he owns many stores in different cities; another man with \$60,000 who lost it all in three years. I have seen a common wire buttonbook sold for 25 cents, a 10 cent box of paste for 50 cents and an 80 cent buff shoe for \$6. I have watched a policeman stand outside the door and warn prospective buyers not to go inside.

I have sat on a wagon in an auction house and seen the boys get excited—pay \$1.85 for a split shoe, when the factory price was only \$1.15. I have sat by a buyer's side and seen him order \$7,000 on one shoe—sizing-up orders to follow—and he bought with less care and attention than I would buy a \$1 buff. I have kicked at paying \$2 for women's glazed-kid shoes, and have had the maker turn back an order book and show me where the big department store was paying \$2.25 for the same shoe, buying in hundred lots, while I was buying in dozens.

I am aware that some dealers say we should all know leather, how it is made, where it comes from, grade, etc.; but ever since I saw a tanner (a good one, too) select a calfskin out of thousands of skins and get it made into a pair of boots which did not wear a month, and a ladies' shoe manufacturer take the kid samples, pull, roll, twist, chew, cough, spit, swear, cut a slit and put his fingers in and pull, I have come to the conclusion that there are things unknown about leather. As for patent kids and colts, I long ago threw up my hands. And when I look at 130 X, labeled Eli calf oxford, costing \$1.15, and another costing \$2.50, I ask myself which end is the calf. I write these things that you may know that I am somewhat posted about the game. And when I ask myself can retailers afford to buy advertised priced shoes? I say no, because they are of no value.

Advertised shoes are often long lines with few shapes that are sellers, and cases are known where the retailer has had to sign a contract to buy a certain amount to the exclusion of other lines, and after he has kept his contract the shoes were taken from him and given to another. As a body of honorable men we are deserving of more consideration. If you will figure your gross expense at 10, 15 or 20 per cent., whatever it may be, and deduct the amount from the profit on the shoe, you will be surprised

at the amount you will have left to bank.

I figured the other day on a \$3 line of women's shoes, and had 24 cents net profit, providing I did not have any odds and ends left over. You all know what they are worth. We can not sell shoes as the grocer sells sugar. He gets as much for the last pound as he does for the first.

Now I come to "manufacturers' named shoes," and I will give you one illustration. For many years I had for opposition an honorable firm that bought a famous manufacturer's line of women's shoes, whose name was on each carton and top facing. The firm advertised them in every way until the shoes became famous, not only in our city, but also in the surrounding towns. They built up a clientele that would not have anything else.

One day the manufacturer changed his lasts, measurements, etc., with the result that the shoes did not fit or wear as they did before. The firm's customers would not have any other shoes, and for two years they had a circus, every day explaining and making concessions. The firm were clever; they kept the line and to this day their name goes on their shoes. If you want a named shoe, name it yourself—call it "Florodora," "Hannah," "Jane"—any name so long as it is your own.

Shall we buy shoes from manufacturers who have retail stores? I will give my experience: A manufacturer who has retail stores in many cities does a mail-order business—sends his catalogue everywhere and his men to the smaller cities to make a house-to-house canvass. He thus called on me through his traveling representative to put in his line. I agreed to do so, providing he would keep out. He accepted my proposition, and I bought almost \$900 worth as a starter. Shoes came in (discounted bill), and three weeks after in comes his salesman and peddles his shoes about the town, and he has been coming ever since. I can refer you to other men who have had the same trick played upon them. Manufacturers are protesting about us "as one of the craft on the other side of the fence," but I will keep on kicking, and it is not about \$1.60 shoes bought from a \$2 sample, but about kangaroo calf shoes that changed en route to some kind of leather that I never saw before. When another salesman from the factory called and got turned down, he wanted to know what was the matter, and walked down the store until he came to his shoes, pulled down a box, and, with an exclamation, said: "This is not the shoe you bought, but this is," pulling one out of his sample case, and he conned me into giving another order. I built the shoe up 15 cents a pair, but when the new ones came in they were different from the sample and predecessors.

Did you ever get shoes made of scraps? I have—a box-calf men's shoe at \$1.85. Did you ever order from a jobber thirty-six pairs of shoes, 5 to 11, and get sizes 5 to 7? Did you ever buy \$400 worth of shoes and ask the salesman if they were on the floor, and, being answered in the affirmative, go home, and next day on opening one case, find a "hodge podge" of sizes and on the bill a pasted slip reading, "Sizes not shipped—back ordered?" Did you ever order five women's shoes, all widths, from factory and give them four months to make them and have them shipped partially in six different shipments and the last shipment made six months after the order was given? Did you ever buy a shoe at \$2 and find out a larger buyer bought the same shoe for \$1.50 from the same house and salesman?—John R. Martin in Shoe Retailer.

**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

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

**Men's Work Shoes**



**Snedicor & Hathaway Line**

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

**Geo. H. Reeder & Co.**  
Grand Rapids

**If You Want the Best Buy Hoods**

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

**The L. A. Dudley Rubber Co.**

Battle Creek, Mich.



## Dry Goods

Weekly Market Review of the Principal Staples.

**Staple Cottons**—The general character of the market for staple cottons has shown little change and, of all features, perhaps the buying of bleached cottons has been the most prominent, principally by the manufacturing trade, for the jobbers seem to take little interest in it. They have taken some goods, to be sure, but in a most conservative manner. Fine and medium grades are very strongly situated, but in low-priced lines there is quite a little irregularity to be noted here and there. Wide sheetings have shown no change in prices and the market is about on a par with the previous week. Heavy brown sheetings and drills for home consumption have been bought on a lighter scale, while for export there is practically nothing to be reported. The tone of the market is dull with leading brands steady, but outside of these there is much irregularity. Coarse colored cottons are quite dull now, but prices are held firm with no inclination toward irregularity because of small stocks.

**Prints and Gingham**s—Printed cotton goods have found a good sale during the past week, although hardly up to the recent average. A fair number of orders have been received from the salesmen on the road and customers direct. Printed calicoes have shown no change in either staple or fancy lines. The season's business so far has been fully up to expectations and on a fair average with past seasons. Prices are firm and with little danger of their becoming otherwise, buyers readily meeting today's quotations. Percales are quiet and steady at previous prices. Printed napped fabrics in all the desirable patterns are well sold ahead and deliveries are behind time. Gingham are in good demand, but trading is handicapped by lack of supplies and sellers are obliged to reject good orders frequently. In all lines of fine gingham and other fine woven patterned fabrics an excellent business has been done for next year and prices are firm.

**Dress Goods**—The developments in the initial dress goods market are of an ordinary character. Generally speaking, quiet conditions prevail, yet there is a fair stream of modest-sized duplicate orders coming forward on waistings and staple dress fabrics from the jobbing fraternity. The retail trade is not buying very heavily of fall stuffs just now, being pretty well engrossed with the developments of their wash fabric business. The retailer has evidently pretty nearly covered his initial fall needs and his purchases from now on until the fall retail period starts up actively will be simply with a view to filling in and rounding out his stock. The jobber has had a fairly successful season so far and as a rule expects to add materially to the sales already made when once the retailer finds an outlet for the goods he has already purchased. There has been some little evidence of a broadening interest in the fabric market by the cutter-up. It can hardly be said, however, that the skirt and suit-maker are operating as though they felt sure of their ground and are willing to go ahead with their buying. The cutter-up is not at all certain how the retailer will take hold of the new fall lines, nor on what class of garments the substantial business will be done, and therefore he is awaiting developments. It appears to be an accepted fact that

goods of the cheviot order are to play a prominent part in the ready-to-wear women's garments, for a substantial yardage has gone forward for skirt, suit and jacket purposes. The extent to which the sheer fabrics will cut into the suit business is a matter of some uncertainty, but it is expected to be a factor of some moment in the situation. There is no doubt expressed as to the likelihood of the skirt business approaching the volume of a year ago, but it is felt at the same time that the walking skirt of conservative pattern, which neither sweeps the ground nor is subject to criticism on the score of being too abbreviated, but rather fills the happy medium ground, reaching about to the ankles, will be worn extensively. The tendency of the separate skirt business seems to be in favor of a sensible utilitarian garment, both as to length and weight.

**Underwear**—The knee length underwear, which was placed on the market for this season, has scored a distinct victory, and the sales have been so heavy that many of the retailers were cleaned out before the first of July and could not duplicate. The mills were not prepared for this kind of a demand and the results have been to open their eyes for the next lightweight season. There will probably be no dearth of these goods in 1903, and also of the knee length union made garments.

**Sweaters**—Have received a full complement of business for the fall and are among the best situated lines in these goods. There is, of course, a comfortable assortment of college and society colors, but in the regular lines for trade plain effects have been by far in best demand.

**Hosiery**—Although the present time is a quiet one in the hosiery end of the market, the season as a whole has been so good that no one complains. Fancies have been strong and there is still a fair duplicate business coming to hand. One of the features of this duplicate ordering is the request for greens. This color is wanted for fall in all lines, but there are very few mills in position to supply these requests. Some of the finest goods contain ranges of greens, but in popular-priced lines it is said that there are none to be found. This color has been popular through the summer and for fall promises to be even more so, but one can never tell, the trend of fashion may change as suddenly to some other color or combination.

**Carpets**—The carpet trade continues active, with little, if any, change in conditions over those of a week ago. Manufacturers continue very busy on old orders, so they are not in a position where solicitation is necessary to keep all hands running. In fact, it is the consumer who is assuming the anxious role, and it is he more than any one else that is dependent upon the market conditions in order that his business can be booked and turned out at the required time. The weavers are becoming more independent as the season progresses, and they are not in a position where they are obliged to take business at terms other than their own. While they have not advanced the schedule prices made at the beginning of the season, conditions that have developed during the past month have given the market a strong tendency. The chief factor which has affected the situation is the yarn market. To-day spinners are not making deliveries to their trade at the usual periods, even if they are striving hard to do so. There is too

## Flannelettes For Fall

One of the strongest lines that we have for fall is Flannelettes and Waist Flannels in fancy stripes and figures, in widths from 28 to 36 inches. Prices: 7½c, 9c, 10c, 12½c, 15c, 20c, 25c and 32½c the yard. Have our traveling men show you their line before placing your order elsewhere.

P. Steketee & Sons

Wholesale Dry Goods

Grand Rapids, Mich.



# We Have Sold

a great many Union Suits and each day shows increased business in this department—buyers are learning that we are headquarters for them. The Union Suit we sell is made to stand wear, is of the right "cut" and best of all is low priced.

### We Have the Following Grades

Children's Suits to retail at 50 cents and \$1.00.  
Women's Suits to retail at 50 cents, \$1.00, \$1.50, \$2.25 and \$3.00.  
Men's Suits to retail at \$1.00, \$1.50, \$2.50 and \$4.00.

## Grand Rapids Dry Goods Co.

Grand Rapids, Mich.

Exclusively Wholesale

Formerly Voigt, Herpolsheimer & Co.

## 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.,

Bay Shore, Mich.



much business in their hands at the present to do that successfully. Good orders are too much of a temptation to refuse, and more especially so if very satisfactory terms are offered as well. It has been reported in Philadelphia yarn circles that one large carpet yarn order aggregating about 200,000 pounds was taken not long ago by a local spinner at very good rates. If one or two more such orders were taken the chances of the smaller manufacturer in getting enough stock to keep his looms going would be rather slim. As has been mentioned before, the extensive speculative interest that has developed in yarn circles, largely worsted, has greatly enhanced prices—on the average, say, of from 4 to 5 cents since a month ago. This, of course, if continued any length of time, will cause a proportionate increase in the price of the finished fabric. Manufacturers of  $\frac{3}{4}$  goods outside of those affected by labor strikes are extremely busy, some of them working night as well as day. The large New England mills, those who spin their own yarns and have a surplus as well, of course are not affected by the little famine in yarns. It is evident, however, that the surplus stocks of yarn that find their way into the trade are not as large as usual. In jobbing circles the  $\frac{3}{4}$  goods are the principal attraction. A heavy business is going on in Brussels, Axminsters and tapestries. Wiltons, of course, are in for their share of the business, but it can not be said that the demand is as heavy as it was during the season just past. This is probably due to the higher cost of living and other conditions that have been somewhat detrimental to an increase in the popular demand. Tapestries are certainly one of the leaders of the season, which is quite the opposite of six months ago. Manufacturers of ingrains are all favored with an exceptionally active business, with good prospects ahead for favorable conditions for some time to come. While prices are quoted at the old schedule, there is a tendency to ask slightly higher rates on new business. The large New England manufacturers are practically out of the market, as they are well filled up for the greater part of the season, so the Philadelphia and other weavers have only themselves to compete with. The yarn situation so far has affected only the manufacturers of the better grades of ingrains in which worsted stock is used. The worsted yarns, 14s, for instance, which are more largely used, are quoted to-day at 43 cents, where not more than a month ago 38 cents was considered top price. Common yarns are unchanged in price, but hold very steady, with a little tendency to become stronger. The granite carpet weavers are well employed, as well as those who make cotton ingrains.

Rugs—Manufacturers of rugs, other than those not affected by labor troubles, are very busy. Smyrnas of the smaller sizes find a ready demand, which is not the case with the larger sizes. Wiltons are in big demand. Art squares are receiving a good deal of attention.

**Burglar-Proof.**

"My store was broken into last night and not a thing taken away. Wasn't that surprising?"

Rival Merchant—Oh, I don't think so. The burglars had a lamp, didn't they?"

"Yes."  
"Well, they found your goods marked up so high they couldn't afford to take them."

**A Blessing in Disguise.**

The two great freezes of the winter of 1894-1895, which completely annihilated the orange industry of Florida and Louisiana, seem to have been rather in the nature of a blessing for Florida. The ultimate effect of the freeze was to compel the fruit grower to search for other and less precarious crops than the citrus fruits, and the result of what might be termed more of a makeshift than anything else in order to tide over the years until a fresh growth of orange-bearing trees could be raised has been something remarkable. Eight years ago there was practically nothing in the way of fruit or vegetable grown for export beyond the limits of the State except oranges. Now the range of products includes strawberries, grapes, pineapples, tomatoes and every kind of early vegetable, and the market of every Northern city is familiar therewith. The tomato industry alone is stated by the Florida Agriculturist to have produced last year between 800,000 and 1,000,000 crates, or as many crates as there were crates of oranges, while their value was actually more, pound for pound. One county is said to have netted \$1,000,000 from this source alone, while the industry was only started six years ago and may still be said to be in its infancy. What it will be when it reaches maturity is beyond guessing at, but that the State, as a fruit and vegetable producer, is rapidly forging ahead and is proving a serious competitor to California is evident. The State has one advantage over its Western rival: it is close to all the great centers of population. This will count in the race for supremacy and the very contiguity and the ease and dispatch with which the more delicate fruits can be laid down in the Northern markets will be a strong factor in the development of the Southern industry.

**Close Quarters.**

At the time, now some years ago, says Short Stories, when subscriptions were being solicited for the erection of a statue in New York City to President Washington, a gentleman called to secure a contribution from an old resident who, although wealthy, was a little "near."

On learning the object of the visit, the rich man exclaimed:  
"Washington! Washington! Why, Washington does not need a statue. I keep him enshrined in my heart!"  
In vain were the visitor's solicitations, and he was naturally indignant at the parsimony of the millionaire.  
"Well, Mr. R.," he remarked quietly, as he rose to leave, "all I can say is that, if the Father of his Country is in the position in which you describe him, he is in a tight place!"

**Will Try to Grow Tea in Texas.**

Practical steps will soon be taken to start tea culture in the vicinity of Port Lavaca, Tex. Tea-growing in that country is no longer an experiment. The crop is now regularly cultivated for the markets on the coast of South Carolina and is found to be highly profitable and has come to stay. Tea is a plant that thrives to best advantage in coast countries, where there is a dense atmosphere, and as there are many similar points, in a climatic sense, between the Carolina lowland region and the Texas coast, it has long been thought that the crop could be made to pay there. The first experiment will be made on lands of the Placedo Canal and Irrigation Co., eight miles above Port Lavaca.

**The Difference.**

The trouble with the English is that they can't see a joke.  
Not at all. The trouble is that they don't know one when they see it.

**Have You**



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

Up-to-date Shoes for Little Folks.

Also full line

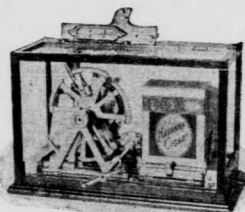
Strap Sandals for Women, Misses and Children.

**Hirth, Krause & Co.,**

Grand Rapids, Mich.

**ORDER TO-DAY**

The Newest, Best and Most Useful Novelty Out  
**The Clark Cigar Vender**



The Automatic Cigar Case sells cigars 5c straight. You make your profit every time. Cigar customer waits on himself. The cigar case is no longer a nuisance, but a source of profit. Everybody wants to see how it works and drop in their nickels. 23 styles, \$9.00 to \$110.00. Write us. Get the first one in your town.

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

**WORLD'S BEST**

**S.C.W.**

**FIVE CENT CIGAR**

ALL JOBBERS AND

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

GRAND RAPIDS, MICHIGAN

USE THE CELEBRATED

**Sweet Loma**

FINE CUT TOBACCO.

NEW SCOTTEN TOBACCO CO. (Against the Trust.)



### Butter and Eggs

Raised to Comparative Richness by An Egg Corner.

"The ice is awful on the river, sonny. I was nearly three hours getting over this morning. They ought to furnish lunches. I guess it will be as bad tonight. I'm glad I'm not going back."

Little Joe Dempsey, who earned a precarious living by doing odd jobs was down to his last three cents. He was carrying the valise of a man who had just crossed the North River and if he had been some boys the words he had just heard would have passed in at one ear and out of the other, but he was not some boys, but just his own bright little self, and he made up his mind to do something that day to set him on his feet. He walked to the Cortlandt street station of the elevated road with the valise and the the owner of it gave him a quarter. He had noticed that Joe was trying not to stagger under the weight of it and the dime that he had intended giving had swelled to a quarter on the way.

"T'anks," said Joe, his eyes gleaming with joy.

He put the coin in his trousers pocket and ran to the nearest hardware store which was not far away. He walked into it with the air of a millionaire, and said:

"I want one of dose market baskets wid lids fer a quarter."

"Where's the money?" asked the cautious clerk.

"Oh, I got der money, all right. See?"

He slapped the quarter down on the counter, picked up the basket, looked at it critically, and then marched out of the store whistling the latest song of the sidewalks.

"Chee, I hope de ice don't give out," said he to himself as he ran down Washington street until he came to Washington Market. Here he threaded his way among the aisles to the stall of a produce merchant.

"Hello, Joe. What's new?" asked the man of eggs.

"I'm go'n' inter der egg business, an' I want youse to gi' me a start. Fill me basket wit' fresh eggs an' I'll pay yer termorrer, or else take it out work-in' fer yer."

Joe had an honest face and he talked as if he meant business, and Jim Bagsley, who had known him for some time, counted out seven dozen eggs, packing them carefully in the basket.

"There you are, Joe. Those are twelve for a quarter. That makes \$1.75 you owe. That's a week's work if you don't pay me."

"We'll get dis ti'ng down in writin'. Leave us have a pencil an' a piece of paper," said Joe.

Then he wrote:

I, Joseph Dempsey, prommis to pay Jim Bagsly one doler an' sevvny fiv scents or werk it out fer a weak.

Joe Dempsey.

"Say, what are you up to anyway?" asked Mr. Bagsley.

"I'll tell yer ter-morrer, Jim. Do you t'ink de ice in der river is go'n' ter bust up?"

"Not if this cold weather holds. Going ice yachting?"

"Yes, 'm go'n' ter git me iceboat out an' take a sail down der bay an' I t'ought we might git hungry."

"You'll do," laughed Mr. Bagsley, and turned to wait on a customer.

"So long," said Joe, and walked off, but not as quickly as he had come, for

his burden was not only heavier, but more valuable. All his eggs were in one basket and he could not afford to drop it.

He made his way to a court back of an alley where since the death of his mother, he had made his home with a kindly old Irish woman by the name of Clancy. "Mrs. Clancy, I'm goin' to open a rist'-run an' will youse boil me dese eggs?"

"For the love of murder, where did the bye git the beautiful eggs? What are you go'n' to do wid dose?"

"Go'n' ter chuck 'm at a copper, an' I wants dem hard. I'll gi' yer 10 cents ter-morrer if youse'll boil dem."

"Sure, I don't want any money fer bilin' eggs. But who wants hard biled eggs in winter? That's picnic vittles."

"Well, maybe I'm go'n' on a winter picnic. I'll tell yer about it ter-morrer."

Mrs. Clancy soon had the eggs in a big iron pot that had come all the way from Ireland with her, but it was a matter of nearly an hour before all the eggs were hard boiled.

Meantime Joe had run anxiously down to West street to see if by any chance the ice had begun to break up. But it was still firmly packed and the passage of boats was slow and laborious.

The tide of homeward travel set in early that afternoon, as Jersey suburbanites did not want to spend an evening on the ice. Joe waited until 5 o'clock, and then he paid out his last three cents and stepped aboard a Jersey Central ferryboat.

The passage was very slow, but it was not slow enough to develop any hunger on the part of the passengers, and all too soon, in Joe's estimation, they made the dock on the New Jersey side and hurried off to be met by other passengers hurrying on. Joe walked part way up the float and then turned and came back. He was a little afraid that a deckhand might question him, but no one had noticed him nor his basket nor his bulging pocket containing salt in a paper bag—a suggestion of Mrs. Clancy's.

Cru-u-nh ru-unh kerthup hugg went the ice against the boat, but the engines were strong, and she made her way despite the pressure. There were very few passengers on board.

"Chee!" said Joe to himself. "If we was to get stuck now I couldn't sell more dan ten eggs."

He stood out in the nipping air and anxiously watched the pilot. When they reached the New York side the boat made five trials before she finally approached close enough to be tied up.

It was now considerably after 6, and this time Joe went to the other end of the boat and stood there boldly. If a deckhand tried to put him off he intended offering him an egg, but again he escaped notice.

This time the boat was loaded with passengers and Joe was sorry that he had not taken partners into his enterprise. He would not have eggs enough to go around. If his own stomach was a good index, the passengers must be getting hungry. The keen air had sharpened his appetite, but he valued his stock in trade too much to encroach upon it himself just then.

The bell clanged and the great boat pushed out into the sea of ice. The passengers, with thoughts of cosy dinners awaiting them in Jersey, peered anxiously across the darkness to the lights on the other shore, but the pack had been getting more and more tightly

## JOHN H. HOLSTEN, Commission Merchant

75 Warren Street, New York City  
Specialties: EGGS AND BUTTER.

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

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

### SEND YOUR POULTRY, BUTTER AND EGGS

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

GEO. N. HUFF & CO.  
55 CADILLAC SQUARE DETROIT, MICHIGAN

## EGGS WANTED

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

### Butter

We can handle all you send us.

WHEELOCK PRODUCE CO.  
106 SOUTH DIVISION STREET, GRAND RAPIDS, MICH.  
Citizens Phone 3732.

# POTATOES

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.

## EGGS AND BUTTER WANTED

In our half century business experience we have made many customers who must have under grades of butter. It will pay you to consign to our care your eggs and butter of all grades.

### Lloyd I. Seaman & Co.

148 Reade St., New York City

Established 1850

Reference: Irving National Bank, N. Y. City

# Butter

I always  
want it.

E. F. Dudley  
Owosso, Mich.



wedged, and when they were in mid-stream the boat answered a signal from the pilot in advance of his giving it and stopped. Joe's spirits began to leap in the dark like greyhounds. The passengers would soon begin to be hungry.

One hour went by and they were still in midstream. And Joe had heard a number of men make remarks about the nearness of hunger and the distance of dinner.

When two hours had passed Joe felt so hungry himself that he took an egg out of the basket and began to eat it without salt.

"You're in luck, Johnny," said a broker, who stood next to him.

"It's your luck fer ten cents," said Joe, with his heart in his mouth—alongside of the egg. "I have dem fer sale."

"Do you mean to say that you and the Central road have cooked up a scheme to rob us while we're out here?"

"Do youse want an egg fer a dime?" was Joe's answer.

"I could eat a house. Sell me an egg instead."

"Gi' us der dime."

A dime and an egg exchanged owners, and then Joe remembered his salt and offered a pinch of it to the broker.

"Now I think I'll live to see home and mother," said the broker, who seemed a jovial sort of chap. "Say, was this a flyer on your part?"

"Yes, sir; but I guess I didn't bring near enough."

And he certainly had not brought enough. The broker went around the boat with him to see fair play and to enjoy the fun, and he told him to put up the price to 20 cents an egg, as it was a golden opportunity.

Twenty cents put it beyond the pockets of some who were hungriest, but there were very few women on board, and the broker treated every child on the boat to a twenty-cent egg. And they tasted as good as if they had cost 40 cents.

It was, as Joe had said, a winter picnic, and he could have sold ten baskets of eggs, for when a man is hungry money lessens in value.

It was agreed by the passengers that the small boy had a long head, and no one begrudged him the pocketful of jingling coins that were his when the basket was empty.

"What are you going to do with that money?" asked the broker when at 9 o'clock the boat slowly approached the slip.

"Go'n' ter spen' it," answered Joe.

"Better put it in the Dime Savings Bank. It won't be yours if you spend it, but if you put it in the bank you'll feel like putting more there to keep it from getting lonesome. Here's my card. Come and see me some day when you're down near Wall street. Well, so long. Make hay while the ice lasts."

"So long. I will."

Joe went ashore and treated himself to a good warm dinner. Then he dared the river again and by 11 o'clock he was safe in Mrs. Clancy's rooms, where he counted up his returns. He had eaten one egg himself and his dinner had cost him 15 cents. That left him \$16.45, which, as the result of a two-dollar outlay, was not bad.

Next morning he told his story to Mrs. Clancy and insisted on making her share his good fortune to the extent of a dollar. Then he went to West street and found that to his sorrow the ice was on the move. So he went to Jim Bagsley's and paid him for the eggs and gave him a villainous cigar, which Jim

smoked with great relish after dinner that day.

"That boy has a good heart," said he to his wife.

As for Joe, he took the advice of the broker and opened an account in the Dime Savings Bank, and it is not beyond the bounds of possibility that he added to it from time to time. But that does not belong to the account of his corner in eggs.—C. B. Lewis in New York Sun.

**Recent Changes Among Indiana Merchants.**

Wabash—Blount & Carr, druggists, have dissolved partnership. Blount & Renner have formed a copartnership to continue the business.

Avilla—Harvey Bros. have removed their drug stock to Alexandria.

Bedford—Geo. W. House, dealer in cigars and tobaccos, has sold out to W. A. Johnston.

Berne—The Berne Overall Manufacturing Co. has merged its business into a corporation under the style of the Berne Manufacturing Co.

Crawfordsville—Moffitt & Morgan, druggists, have discontinued business.

Decatur—Nachtrieb & Fuelling, druggists, have dissolved partnership. W. H. Nachtrieb continues the business in his own name.

Fort Wayne—The Fort Wayne Special Furniture Co. has filed articles of incorporation under the style of the Fort Wayne Special Furniture Works.

Fort Wayne—The Horton Manufacturing Co., manufacturer of corn planters etc., has increased its capital stock from \$30,000 to \$50,000.

Frankton—J. White & Bro. is the new style under which the carriage business of White & Sons is continued.

Huntington—E. Rittgers has purchased the interest of his partner in the furniture and stove business of Canfield & Rittgers.

Indianapolis—Huntington & Page, seedsmen, have increased their capital stock to \$100,000.

Indianapolis—Madden, Thomas, Son & Co., manufacturers of lounges and parlor furniture, have incorporated under the same style.

Leesburg—Binggesberg & Berst succeed Byrer & Berst in the hardware business.

Martinsville—Jas. M. Cox & Co. succeed Jas. M. Cox in the clothing business.

Rockville—Pierce & Gilligan, dealers in buggies, have dissolved partnership, John M. Gilligan succeeding.

Sullivan—John A. Mattix, dealer in implements and hardware, has sold out to Turman & Riggs.

**DO YOU WANT**

The services of a prompt, reliable EGG HOUSE during the spring and summer to handle your large or small shipments for you?

Ship now to

**L. O. SNEDECOR & SON,**  
Egg Receivers, 36 Harrison St., N. Y.  
Est. 1865. Reference N. Y. Nat. Ex. Bank.

**Don't Kick**

IF YOUR RETURNS OF BUTTER, EGGS, POULTRY are not satisfactory, but try

**Lamson & Co.**

Blackstone St., BOSTON.

**"SAVE TIME AND STAMPS"**  
**PELOUZE POSTAL SCALES**  
THE HANDSOMEST AND BEST MADE  
THEY TELL AT A GLANCE THE COST OF POSTAGE IN CENTS AND ALSO GIVE THE EXACT WEIGHT IN OZS.  
NATIONAL 4 LB. \$3.00 UNION 2 1/2 LBS. \$2.50  
"THEY SOON PAY FOR THEMSELVES IN STAMPS SAVED."  
**PELOUZE SCALE & MFG. CO.,**  
CHICAGO.

Good weather now to sell  
**Watermelons and Lemons**  
To get the best stock and prices send your orders to  
**The Vinkemulder Company,**  
14 and 16 Ottawa Street, Grand Rapids, Mich.  
We can handle your huckleberries to your advantage.

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  
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**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.

**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.

**FREIGHT TRACERS**  
One copy for R. R. Co., one for your customer, one for yourself, all written at one time—50 CENTS PER BOOK of 100 full triplicate leaves.  
**BARLOW BROS., GRAND RAPIDS, MICH.**



**Failed to Evade the Oleomargarine Law.**

Philadelphia, July 11—In an opinion by Judge Orlady, the Superior Court yesterday affirmed the judgment of the Court of Quarter Sessions of Blair county, in the case of the Commonwealth against H. C. Leslie, who was convicted of selling oleomargarine or butterine unlawfully colored, in imitation of butter, and fined \$100 and costs.

The man was a retail dealer in butter, eggs, etc., in Altoona. At the preceding session of the court he pleaded guilty to three indictments for selling oleomargarine, containing colored matter. Subsequently he advertised that he could "supply people with the colored article," and provided printed slips to facilitate the business by transmitting orders for the goods to a Chicago dealer, the orders having been signed by customers at his request. When asked for oleomargarine he replied: "We don't handle oleomargarine, but there is a plan by which we can get it in a few days."

His printed slips read as follows: To William J. Moxley, Incorporated, Chicago, Ill.: Please ship to my address, in care of H. C. Leslie, 10 pounds of butterine as follows: 10-pound package Daisy Brand, two-pound rolls; ship by Adams Express, C. O. D.

In his opinion Judge Orlady says: This order was given to him in his store in Altoona and by him mailed to the Chicago dealer. The article ordered by this particular customer was sent in the same box with a number of others and shipped to H. C. Leslie, agent. At the time the order was given the customer paid to Leslie \$2, which was set by him to the Chicago dealer. The defendant admits that he supposed the manufacturer was sending colored oleomargarine; that he advertised it as colored oleomargarine and butterine, and further, that the arrangement had been adopted by him to avoid liability under the act of Assembly.

He solicited orders for an article, the sale of which was prohibited by law. He received the pay and delivered the product. He was principal in the transaction. While the bill of lading was directed to Leslie as agent the principal being undisclosed, yet, under the circumstances as detailed by him, the use of the word "agent" must be held to be a mere expedient to avoid the law.

The sale was consummated at Altoona by the defendant's delivery and on Leslie's own showing, the scheme or plan was an unmistakable fraud designed and consummated by him.

**Color Used in Butter Pronounced Dangerous.**

Minneapolis, July 10—Dairy Commissioner McConnell has been carrying on a series of scientific tests of the effect of butter color on animals to determine whether it is injurious. The tests were conducted by Dr. J. Frank Corbett, bacteriologist of the Minneapolis Board of Health. He fed certain well-known and much-used colors to rabbits, guinea pigs and cats, and in almost every case death was the result. Dr. Corbett says:

"After feeding the color in large quantities to rabbits, I almost concluded the butter color was harmless and was about to take a large dose myself to finally determine this. Fortunately I did not, but fed a considerable quantity to a pet cat, with the result that the cat died."

He subsequently fed varying doses to numerous cats and all died. He further reports:

"These experiments demonstrate that butter color is capable of producing severe disturbance of the nervous system, ending even in death, that it is capable of damaging the working part of the kidneys and that this damage is of such a nature as to indicate that it would remain permanent. Aside from this is some damage to digestive organs and even to the lungs."

Dr. Corbett says that while it is true that a single dose is not dangerous, as the manufacturers assert, the danger lies in the cumulative effect of the continued use of the poison. It pro-

duces diseases of kidney, bladder and lungs.

The department intends to pursue the investigation at greater length and then begin a crusade to prevent the use of it in butter made in this State.

Mr. McConnell says that the results of the experiments thus far prove conclusively that the use of butter color should be stopped, and if manufacturers can not be induced to forego its use the law should compel them to do so.

**The Oleo Outlook in Pittsburg.**

Pittsburg, July 14—The new oleomargarine law compelling the sale of all oleomargarine made after the first day of July to be uncolored has been in effect two weeks. So far the only oleomargarine sold in the Pittsburg market has had that bright carrot-like yellow tinge that is supposed to make "bull butter" resemble the real article made from the milk of the cow.

There can be but one reason for this: That is a large stock of oleomargarine on hand, kept in cold storage, that was manufactured before the day upon which the law went into effect.

One dealer said: "The oleomargarine makers put all their factories to work sometime ago, at their full capacity to turn out tons upon tons of the imitation butter, that they might have a chance to educate the butter-eating public up to the point of using white or uncolored when their stock of the yellow is exhausted."

"The tax of 10 cents a pound imposed on dealers by the new law passed by Congress would be almost prohibitive, as it would cause the consumer to buy creamery or country butter at a less price than the oleomargarine makers could turn out colored and pay the tax upon it. By the time the stock made prior to July 1 is exhausted, they argue, the people will have learned to eat white oleomargarine, or they will have been taught to color the stuff themselves, and thus avoid the payment of the Government tax."

"There will be some way found to circumvent the law, you may be assured. Coloring matter in liquid or powder form will be supplied with each roll of oleomargarine sold and the purchaser can color the matter to suit his taste."

**Dodging the New Tax on Oleomargarine.**

Washington, July 11—The ingenuity of the oleomargarine manufacturer is something that passes all expectation. Since the new law against the making and sale of imitation butter went into effect the sleuths of the Internal Revenue Bureau have been more alert than ever to detect attempts to evade the mandate of the Government. No arrests have yet been made, but the officials of the Bureau are well enough satisfied that they are going to have their hands full to keep up with the oleomargarine makers. One manufacturer has been found who proposes to send out with packages of oleomargarine of from 10 to 100 pounds a sufficient quantity of coloring matter so that the restaurant keeper or boarding-house landlady can color his or her butter to suit any taste.

The Armour Co. has notified the Commissioner of Internal Revenue that it is its purpose to follow this plan, and it claims that the new law does not forbid the practice. Another manufacturer has written the Commissioner to say that he should like to use palm oil, which is cheaper than cottonseed oil, and gives a beautiful yellow color to oleo butter, and he asks the Commissioner if it would be lawful for him to do so. The Commissioner decided that oleomargarine, of which the chief constituent is palm oil instead of the customary cottonseed oil, is subject to the revenue tax of 10 cents per pound as colored oleomargarine, instead of the lower rate of one-fourth of a cent for uncolored.

**Slight Protection.**

Dolly—There is only one fault I have to find with this season's bathing dress.

Madge—What's that, dear?

Dolly—It doesn't matter where a girl got vaccinated, the mark is sure to show.

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 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 1661.

## WE GUARANTEE

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

## ONE YEAR

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

*Robinson Cider & Vinegar Co.*

J. ROBINSON, Manager.

Benton Harbor, Michigan.



Leslie, Mich., June 30, 1902.

To whom it may concern: We have been using the Little Giant Gas Machine, manufactured by the Allen Gas Light Co. nearly two years and find it satisfactory in every way. We are using twelve lights at an expense of twenty-four dollars a year. Have had no trouble whatever. There are seven of the Allen plants in town at the present time. Whoever wants a nice, bright, cheap light put in the Allen gas light. Beats them all. J. J. MURPHY.

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



## The New York Market

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

New York, July 11—The spot market for invoices of Rio No. 7 coffee stands at 5½c. While there is a little more actual business being done this week than last, and while there may be said to be a little firmer undertone to the market, it is certain that prices have not appreciably advanced and it does not seem reasonable to suppose they will do so. In store and afloat there are 2,629,527 bags, against 1,140,957 bags at the same time last year. It seems that at the end of the fiscal year, July 1, there were over 4,000,000 bags of coffee more than the world needed. This amounts to about one-third the total requirements. If we have another run of such coffee crops within the coming twelve months, it will be a serious matter to know what shall be done with it. Mild coffees are fairly steady and during the week some fair orders have come to hand.

In sugars simply an even midsummer trade is going forward. Not a specially active movement, although, of course, every day at this time of year calls for a good deal of sugar. Buyers are not disposed to buy largely ahead and the list is practically without change. The Federal Sugar Refining Co. is quoting granulated at \$4.40.

Teas are steady. The firmness previously noted continues and sellers feel confident of a good business for the remainder of the year. Quotations are certainly well maintained.

While rice orders have individually been for rather small lots, there have been a good many from all parts of the country and together they have made a respectable total. Dealers seem well satisfied with the outlook and hold prices firm. Foreign grades are also well sustained at quotations last noted.

Spices are quiet. Not an item of interest can be picked up in the whole market. Pepper is possibly firmer, but there is room for improvement all around.

Molasses is dull, as might be expected at this time of the year. Grocers and bakers are both "laying low" and are careful not to have stocks on hand greater than the necessities of trade require. Prices are well sustained and dealers generally seem to be quite confident that we shall have a good fall trade. Quotations are without change. Syrups are fairly steady.

In canned goods spot tomatoes are worth \$1.60 or more and are about as hard to find as a needle in a haystack. Futures are hovering around 90@92½c for standard 3s here. The market for other lines is firm and a good many orders are coming to hand. The floods up State have done enormous damage, but with good weather from now on there may yet be a lot of stuff put into "tins."

Some little activity has been displayed in dried prunes and enquities are numerous as to futures. Prices are made by dryers on the Coast are regarded as rather high, but will likely prevail. Other sorts of dried fruits are meeting with the usual midsummer demand, which is not saying much.

Lemons have shown some advance at auction, the range being from \$2.75 up to about \$4.50 for fancy stock. Oranges are firm and worth from \$2.25 for poor California budded fruit up to \$6 for fancy navels. Mediterranean sweets, \$3 @4. Bananas are steady.

The egg market remains from day to day about the same. Best Western fresh gathered, loss off, 20½c; fair to good, 19@19½c; Northern Ohio and Southern Michigan, candled, fancy stock, 19½c; ungraded, 16@17½c.

While not over 10¼c can be named for New York State full cream cheese, the market is firm at this and may possibly show some little advance. The demand has been fairly active, but

there is room for improvement. Hardly anything is being done by exporters.

### Ohio Cheesemaking in 1866.

It does one good, now and then, to "get together" with some old friend and live over the days of the "quiet" long ago; and this has to do with the management of a cheese factory in 1866. The other day a friend called to chat, the first "boss" in the factory erected here early in 1866; and of course the talk was of our early days there. It was the fourth or fifth factory erected in Ohio, and the first buy-milk concern, and has been run all these thirty-six seasons by one man, and by the one plan. How changed it all is now. This boss went to the Bartlet cheese factory and learned the trade in four days, and was ready to manage, which he did for years, and a most skillful maker he was for those days. Milk was contracted for a month at a time. It was weighed (?) by putting a ruled stick down into the milk in the receiving can, and each space stood for a 10 lb. gallon of milk. Testing milk, acid starters, ripening, or the why or wherefore was to all a sealed book.

They were full creams that were made then. The curd was cooked down to a sharp acid, and the dream of the future starter was commenced then by adding a big pail of sharp, sour whey to the vat of milk in advance of the rennet.

This promoted fast working of the curd; but what great blankets of whey cream there were on the big whey vats. Whey butter was a great feature, for no maker then believed that all the fat could be held in milk, much less in once a day delivery. Great, large 90 to 110 lb. cheese were made, and were cured on stringer ranges, with cheese box covers for shelves. Heat and rennet were the then supposed two agencies that cured cheese, and were used accordingly. Curd tests were unthought of, and floating curds, stinkers and pinholes, were unlocated enemies, and so far as the maker was concerned, were without generation. After the flush of feed, all the best and finest cheese were stored back in the depths of the great cavernous curing houses, and kept for the late fall and winter trade.

Cheese was then consigned to commission houses direct. The order trade from factory to the grocer and supply houses was unknown, and cold storage of any sort, would have been ruled out of court as nonsense, and sterilization and bacteria had no existence. Winter dairying was supposed to be against nature, and the belief was general, at least so practiced, that cows in the winter only did their best on timothy hay and ice water.—John Gould in Hoard's Dairyman.

### The Outlook For Peaches.

The prospect for a good crop of peaches in Michigan this year, while not quite up to the average, is good, except in Berrien county, where the buds were badly damaged last December by a severe cold wave which swept the lower end of Lake Michigan. Estimates from that county are for only 10 per cent. of the usual crop. It is almost anomalous that Benzie county, the northernmost peach raising county in the State, promises a yield of 112 per cent. of an average crop. The estimates from Muskegon are 100 per cent.; Kent, 80 per cent.; Ottawa, 38 per cent.; Newaygo, 93 per cent., and Oceana 91 per cent.

"Labor overcometh all things," even the laborer.

# Facts in a Nutshell

## BOUR'S

## COFFEES

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### WHY?

They Are Scientifically  
**PERFECT**

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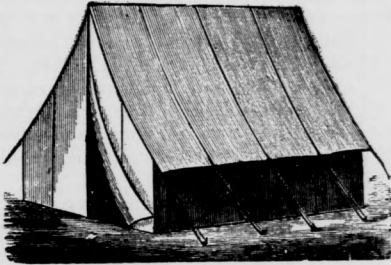
## Star Cream Separator

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.

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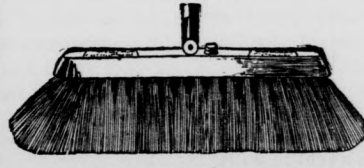


## Tents Awnings

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

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

## Who Will Send For It?



To demonstrate the merits of the "WORLD'S ONLY" Sanitary Dustless Floor Brush and our faith in what it will prove, we will send one of our brushes on trial. If it suits, pay for it at list price less express charges; if not, send it back at our expense.

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



## Woman's World

### Disadvantages Under Which Boys are Reared.

In my opinion the real, downtrodden, oppressed class in this country—the people with a genuine grievance—are boys. In nine families out of ten boys are regarded as an anomaly, something that is neither fish, flesh, nor fowl, nor yet good red herring—that can neither be treated with the reason of grown-ups nor dressed up and shown off like a girl and for which there is no place. They are little Ishmaelites whose hands are turned against the bric-a-brac and who are enemies to peace and order, and there is a general, if unexpressed, concurrence in the opinion of the old bachelor, who said that the only proper way to raise a boy was to put him in a barrel and feed him through the bung-hole.

Every now and then a fond mother makes a heroic effort to realize her ideal of a perfect boy by dressing her little Johnny up in Fauntleroy clothes and having him learn the piano instead of how to play marbles and letting his long yellow curls hang down his back until he gets almost to the voting age. When a woman does this one of two things happens: Either little Johnny arises and tears off his lace ruffles and gets tough to prove to other boys that he is not as silly as his clothes or else he develops into a sissy man, who all his life is afflicted with nerves and secretly yearns to sit in the house and embroider tidies, instead of getting out into the world and hustling with other men for a living. Any child who will wear long hair after he is big enough to reach the scissors on his mother's work table ought to be taken off somewhere and gently chloroformed for the benefit of the human race.

There is just one thing on earth that is worse than the little Lord Fauntleroy boy, who can not go out and play with other boys for fear he will soil his ruffles and muss his pretty curls, and that is the prig boy, who is made to sign a pledge never to touch liquor before he has ever drunk anything but his mother's milk and never to play cards before he has ever heard of anything beyond his kindergarten blocks and who goes about exhaling moral precepts and correcting his elders.

I have the misfortune to number two such freaks among my acquaintance. One of them is a poor little lad who is the unfortunate victim of the misguided affection of an adoring houseful of women, among whom he sits day after day, doing fancy work and otherwise conducting himself like a perfect lady. He is always beautifully dressed and his precocity is something fearful to contemplate, but he is a pale and anaemic little creature who has learned to gossip, and if he was my boy I would rather hear him swear like a trooper than talk scandal like a woman.

The other boy is the son of a saint, and has already, although he is only 9 years old, joined all the anti-societies his mother knows about. He is one of the abnormal little creatures who think of their souls instead of their stomachs, and all the other boys hate him and avoid him like a plague, because when you give him a quarter he sends it to the beathen instead of blowing it in for sweets. That boy's fate is also fixed. He will grow up into a canting hypocrite, who will do more harm than a dozen honest sinners, or else some day

the revulsion will come—the wild desire for all the pleasures he has been told were so fascinating and so wicked, and he will break over the ropes and go to the very limit of excess.

Fortunately, we have little to do with these two types. They are rare, but the ordinary, commonplace human boy, who has an equal antipathy to fine clothes and high moral sentiments, is always with us, and I contend that he is the least understood and the least sympathized with person on earth and that in every family he is the one thing of utmost importance, the one subject that will best repay the profoundest study and the use of the finest diplomacy.

That he is not understood is because his mother can not comprehend him and his father will not. The barrier of sex is between a boy and his mother and the barrier of business is between a boy and his father. No woman really ever even understands a man whose thoughts and ideals and ambitions and purposes have settled down into order. Still less can she understand her son, all of whose thoughts are chaotic and whose tastes and desires are still formless and nebulous. A mother instinctively understands her daughter. She sympathizes with Sally's love of her dolly, with her desire for fine clothes and with her silly, sentimental school girl fancies, because she has been every step of the same way herself; but she does not sympathize with her son because she has never felt as he does and she never wanted to do things he wants to do. She never desired to carry worms around in her pocket or to make hideous noises, and she can not understand why her son does.

Johnny's father knows, however. He has been down the line. He knows how a boy feels, he knows his desires, his temptations, his weaknesses, his finenesses and his faults, and the unpardonable sin for which Johnny's father will never be forgiven in this world or the next is that he does not think it worth while to save his son from the mistakes that the boy is sure to make. Johnny's father is too busy a man to ever have time to really get acquainted with his boy. He toils hard all day and when he comes home at night he buries himself in his book or paper. He can tell you exactly the state of the stock markets of the world and what the French wits are saying and the German savants reading, but he has not the faintest idea of the state of Johnny's mind or what Johnny is thinking or reading. It is a sad and lamentable fact that the average American father's sole idea of duty to his boy is chastising him when his mother complains of him and paying his bills.

Thus is the boy left isolated, misunderstood, unsympathized with at home. If there is a mean, dark, comfortless room in the house it is the boy's room. If there are errands to be done, he is expected to do them. His mother frets about his tracking up the house. His sisters deride him for being awkward and ungainly. His hobbies are exploited before strangers as choice family jests, and when hurt, humiliated and full of dumb fury, he retires into himself and thinks of running off to be a pirate or an Indian fighter, he is called sulky, and the one person in the world who might understand him—his own father—to whom he has a right to look for comprehension, and sympathy, and help, is too careless and indifferent to do it.

Now, no woman is fitted by nature to

## 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.

## A Business Hint

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

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

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

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

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

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

## Another Popular Assortment

No. 46 "Duchess Assortment"  
Fine China Decorated Flowers and Gold

1 dozen 17 C. M. Plates.....	1 dozen Spoon Trays.....
1 dozen 19 C. M. Plates.....	1 dozen Cups and Saucers.....
1 dozen Cake Plates.....	1 dozen Mustards and Saucers.....
1 dozen Salads.....	1 dozen Sugars.....
1 dozen Oat Meals.....	1 dozen Creams.....
1 dozen Olives.....	1 dozen Pitchers.....

12 dozen articles at \$2.00 per dozen.....\$24.00

The best 25 and 35 cent articles ever put on the market.  
Order a package now.

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



raise a boy. Sometimes a woman makes a lucky hit and strikes the bull's-eye and turns out a man who is an honor to her and a credit to his country, but, as a general thing, she makes a woeful mess of it, and the reason there are so many worthless, dissipated, miserable men is because the job of raising them was left exclusively in their mothers' hands.

Every woman wants her sons, of course, to be models of all the virtues and gentle and refined, and her idea of the way to do this is to keep a boy in quarantine. That would be a good idea if you could build a wall that went all the way around life, but you can not. There comes the time when the boy must break away from his mother's apron strings and go out into the world and face the temptations of life, and ignorance is not his best shield then.

A wise father teaches his sons from the time they can understand anything that the so-called pleasures of life are dangers against which no paper pledge is going to protect them; that a man stands or falls by the strength that is in him, and whether he lets enjoyment be his master or his slave. Few women are broad enough to do this. If a foolish boy comes home intoxicated, after having taken too much wine for the first time, they nag him with temperance lectures until they drive him to drink through mere contrariness, but a sensible father, instead of having a fit over it, will show the lad what drink leads to and turns a searchlight on the derelicts of life it makes, which presents a temperance lecture that will forever turn the boy from the danger of a drunkard's fate. I know one wise and cynical old club man who has saved more boys by two words spoken at the right moment than a hundred hysterical reformers have to their credit.

Another thing—a most important thing, and one that parents are strangely indifferent to—is finding out their boys' talents. Success in life is merely a human being getting into the right boat and at the oar that nature intended him to pull. Half the failures are caused by people trying to do the thing they can never do. Every child in the world by the time it is 10 years old must have evinced some bent that should decide its future education and destiny. In these days of close and fierce competition, when the rewards go to the highly proficient, it is folly not to train a boy to do something superlatively well. If a boy is not fond of his books and has to be driven to school, it is idiocy to try to make a professional man of him. If he is clever with his fingers and deft with tools, it is criminal not to give him the advantage of a technical education. If he loves to play store and is forever trading with other boys, he should be given the first impetus towards making a merchant prince by being put young into business instead of wasting years on schooling.

Surely, this is not much to ask that parents should at least try to give their sons a fair start in the race of life by entering them into the class in which they were intended by nature to run, yet how seldom do they do it! A boy is permitted to grow up, hit or miss, to drift into any kind of occupation that he chances upon, with no especial training, no development of the talents that heaven gave him, and half the time he makes a mistake, and spends years drifting about trying to get his bearings and into the thing that he ought to have done at first.

A boy is the most interesting thing in the world, for he has in him the possibilities of the world, and for my part, I never see a little fellow, no matter whether he is rich or poor, handsome or ugly, without wondering if I am not looking at the hands that will sway the destiny of nations, command armies, drag the secrets of nature from her breast or write the words that will fire the heart of the world. The boy who will do any one of these things may be yours. Be careful how you use him.

Dorothy Dix.

**Encroachment of Athletics in the Field of Culture.**

Members of the sedately intellectual colony which for forty-six years past has supported and maintained the pioneer women's institution of learning, the Elmira College, New York, look askance at the glorification of athletics among the students. The recent athletic field day was embraced by the girls as an opportunity to lavish quantities of feminine adulation upon the prize winners of the day.

Especially did the girls rave over Miss Helen Downes, who won no less than six events. These were events in which girls find it hard to excel. She won the fifty and seventy-five yard foot races, the running broad jump, the forty and sixty yard hurdle races, and to show her all around development she put the shot 50 feet—2 feet and 1 inch beyond the point reached by the contestant taking second prize.

Her powers of endurance are admired by all the girls in the college, and were commented upon in spirited and good-natured envy which confirmed some of the old supporters of the college in their fear that there was more athletic than intellectual ambition among the students.

After winning the seventy-five yard dash in 10 4-5 seconds, and the forty-yard hurdle race in 9 4-5 seconds, Miss Downes tackled the fifty-yard dash with but a short rest intervening. Then she won at putting the shot, and in the rather strenuous sixty-yard hurdle race without taking time for rest, the three events following each other on the day's programme.

The sixty-yard hurdle race is for a girl really a test of endurance in itself, but Miss Downes did not stop at that, but tackled the running broad jump, with but one event, the discus throwing, intervening on the programme between the hurdle race and the jump. She covered 12 feet 5 inches in the jump, winning the prize. She ran the fifty-yard dash in 6 1-5 seconds and the sixty-yard hurdle in 10 4-5 seconds.

Miss Downes has certainly been set upon a pedestal by her classmates. Almost beside her has been placed Miss Bertha Burgett, '02, who distinguished herself on the field day by breaking the American record for girls' colleges for throwing the base ball, having pitched the base ball 181 feet. Besides, she won the basket ball throwing event. The best previous record for throwing the base ball was 163 feet.

Miss Burgett's excellence has aroused a tremendous amount of feminine pride, because it has shown that a girl can excel in throwing a ball. In the past ever so much fun has been poked at girls because they threw balls awkwardly and without force.

The set which fears that athletics will win the girls away from their studies has been pointing to the high ideals set by the founders. Elmira College was established before Vassar was thought of

and upon aristocratic lines that are preserved to this day. It was the first college to rely chiefly upon invested funds for its support, so that it might be independent of all doctrinal, social or other dictation. It was determined early that all the girls who studied there should have the degree of B. A. when they had achieved the same standard which Hamilton, the most polished of early American statesmen, attained. These are the ideals which it is alleged old Elmira is growing away from.

In common with the other college girls who go in for athletics, both Miss

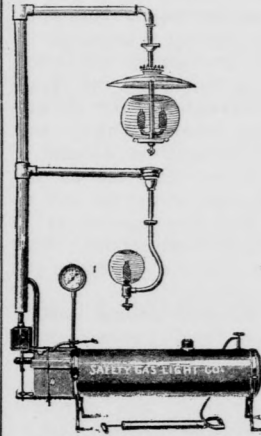
Burgett and Miss Downes have excellent figures which they are careful not to injure by wearing any binding or confining garments that may be dictated by passing fashion. In the athletic field and on the track they wear knee-high skirts and bloomers, which allow the desired freedom of movement without giving the carping any opportunity to criticise.

Cora Stowell.

**Reason Enough.**

Don—Our cook is always hard up.  
Hal—I guess it's because she kneads the dough.

**WHY NOT BE WISE**



And save 75 per cent. on light bills? Could you not find ample usage for this extra 75 per cent? Shrewd merchants know the value of cutting down the let-loose-of money. They know their lighting expense is frequently exorbitant, especially where gas or electricity furnish illuminating power. Those who have tested the merits of the Safety Gaslight System also know that 25 per cent. of the original lighting expense is all they now pay for a light four times as powerful. This private lighting system affords a soft snow-white light, non-explosive, odorless, gives pleasing brilliancy that transforms darkness into brightness of day. Just the light for stores, lodges, churches, cafes, etc. Send for catalogue, descriptive matter and testimonials.

We willingly install plant on five days' trial—absolutely free of charge—if you show that you mean business. If you are not then convinced of its untold merits be free to say so and we as cheerfully remove machine, asking not one cent. Could anything reveal more confidence?

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**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.

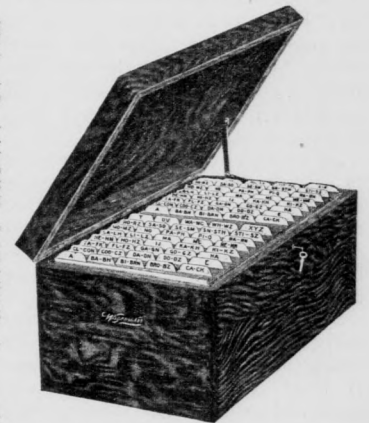
This tray has a capacity of 5,000 letters, or equivalent to about ten of the ordinary flat letter file drawers, and may be used to excellent advantage by small firms or offices having a small business to care for. Larger firms desiring to know something about this new and coming system of vertically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



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



## Hardware

### Some of the Advantages of Local Organization.

Taking the local hardware association movement throughout the country it has probably accomplished more good up to date along the line of early closing than on any other.

Hardware dealers throughout the country are commencing to argue that the game is not worth the candle when a man works all day up to 6 o'clock, goes home to a hurried supper, and back at 7 to work until 9 or 10.

The youngster who complained to his mother that "the man who stays around here Sundays licked me" was probably the son of a hardware dealer under the old routine, for the man who works morning, afternoon and evening hardly has time to see his family at all.

This early closing movement varies widely in different sections of the country. In some cities hardware stores close at 6 o'clock and in some at 7; some close early on stated days in the week. This early closing movement has just made its appearance among the hardware dealers or "Ironmongers," as they are called in conservative England, and judging from the tone of the hardware press in that country the movement is likely to become general.

The advantages of a local association as regards a credit system are obvious. It is all too common for some men with a perverted sense of honesty to run up a bill with one dealer and, after the same has assumed considerable proportions, to transfer their trade to another victim. The local association by keeping a list of undesirable customers can save many times what it costs its members in the course of a year.

The way one local association takes hold of the credit system is by having the Secretary at the end of each week send each member of the association a list of such customers as are poor pay or pay slowly. It is an understanding between members of the association that customers who are dead-beats shall not receive credit from any member of the association until they pay up their bill at the last place where they traded. If they refuse to do this, they should not be granted credit. This is certainly common sense, for the dealer who grants credit to the man who has failed to pay his previous bill is giving away goods in the great majority of cases.

In working this credit system, and in issuing lists of customers who are dead-beats, have it understood that any merchant who is skeptical about the rating given a customer can ascertain how much he owes the other man by calling upon the Secretary.

Suppose that Smith is a member of the association, and receives a list on which he sees the name of Jones. If Jones is a man who bought a few goods and paid him cash recently, Smith naturally thinks he is all right, but the appearance of his name on this list should place him on the alert, and he should ascertain from the Secretary of the association just how much Jones owes Brown. Possibly when Smith starts looking up the matter he will find from the Secretary that Jones owes several hundred dollars in separate accounts, and has never paid any of them.

This should be sufficient evidence to Smith not to grant any credit to Jones even if he has paid cash to him, and in ninety-nine cases out of 100, if he is a level headed business man, he will not do it.

Of course, there are many other advantages of association work, such as the interchange of views on matters of business detail which one dealer can give another. It must be remembered also that this retail organization movement is yet in its infancy.

It is a new giant, but it has not yet recognized its power, and I will outline several lines taken from other trades, which possibly in time may be taken up by local hardware associations.

One of these is the question of freight service. The manufacturers of Buffalo, N. Y., have a very powerful association and an efficient working official corps. The various manufacturers of the association keep tab on the service they receive from different railroads to different competing points both as to time of service, amount of breakage of material, price, promptness and courtesy in adjusting complaints, etc. Take Erie, Pa., for example. There are five railroad systems between Buffalo and Erie. The manufacturers adopted a system by which they kept tab on the service of each road, and at the end of three months' time they reported as to the road giving the best service. This road thereafter received the entire patronage of the association.

Why is not this same scheme feasible for the Rockford Retail Hardware Merchants' Association? There are two roads, the Illinois Central and the Northwestern, between this city and Chicago. If your association were to notify the local freight agents of both roads that you had adopted a regular system, by which you kept tab of the rates charged for freight, promptness of delivering shipments, settling for losses in transit, the courtesy in answering complaints, etc., and that after a period of three months the entire business that was controlled by the membership of this association would be given exclusively to that road which gave the best service, is there any doubt but that you would get a No. 1 service?

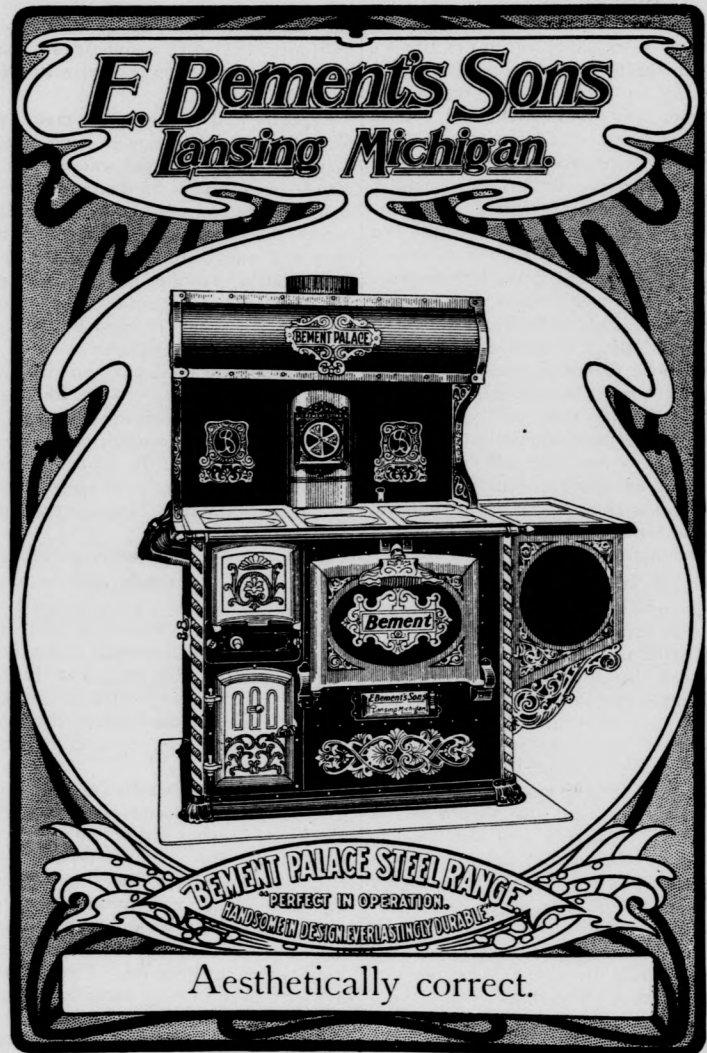
The retail grocers of Duluth, Minn., have successfully adopted a co-operative delivery system. There is no question but that the hardware dealers of Rockford could effect an important saving if they made arrangements to hire all their deliveries made by a co-operative concern rather than have each dealer maintain a separate delivery wagon, driver, etc. The advertisement any individual dealer gets from his name on a delivery wagon is hardly worth the difference in cost between having an individual driver and wagon, and using a co-operative system.

You will see that this scheme is more or less visionary, but I am going to proceed to those that are more so.

The paving contractors of Chicago have an association which they charge an outsider \$1,000 to join. Every job of paving in the city is carefully figured out at a certain price, to which is added a decent margin of profit, and then the different contractors who want the job put in bids for it and the job goes to the highest bidder, and his bid is divided among the bidders who placed a bid on the contract.

Why should not this scheme apply to builders' hardware? Suppose, for example, that there was a job for supplying the builders' hardware in this city, which would be reasonably certain to go to some member of your association. Suppose the job was for \$200. The members of the association would figure a fair profit which would not be exorbitant on this job, say 25 per cent.—that

# 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.



would make \$50 profit. Then the different members of the association would have a chance to say how much they would give the association for the privilege of getting this job. If ten of the members bid on the job and one man was determined to have it willy-nilly, and actually offered to do the work at cost, he would bid \$50, and his money would be divided among the ten members of the association who bid, so each would make as much on the job as he did.

A few experiences of this kind would naturally deter cut throat competition and would not be for the detriment of the consumer, as the association in figuring out this original price at which the job should be let could not make an exorbitant figure, or it would cut its own throat.

There is still another method that is visionary that the association might use in securing a fair profit on jobs, and that is the one used by the Master Plumbers' Association of Boston.

Whenever there is any plumbing work in Boston this Association has all the members desiring the work make a bid on the same. These bids are all opened in the Secretary's office—all the plumbers being present—and are averaged up; the bid nearest the average is the one that gets the contract, and the other bidders are bound by the rules of the Association to protect the winning bidder in their subsequent bids.

Manufacturers are organized, jobbers are organized, transportation companies are organized and our mercantile class can not prevent being pushed to the wall except by organizing for self-preservation.

When the hardware trade reaches the stage where every thriving city has a strong, loyal, local association; where each state is well organized with these aforesaid local organizations as a base, and where the National Retail Hardware Dealers' Association is a powerful body including in its ranks state associations in every state in the country; then hardware dealers will generally acknowledge that the foundation of their twentieth century success is due to the co-operation of their triple organizations—local, state and national.

Sidney P. Johnston.

The Way of It.

"Where are you going this summer?"  
 "I'm going to a stretch of barren sand, where I can be surrounded by the luxuries of the seashore."  
 "By yourself?"  
 "No. Whole family. Wife and children, servants, nurses, etc."  
 "Cottage?"  
 "Yes. Has eight rooms for sixteen people. Each room will hold comfortably about one-half of a human being."  
 "Cottage alone?"  
 "Oh, no. We shall be next to a lot of others. Each with an assortment of children."  
 "Nice people?"  
 "Well, they're people I wouldn't think of associating with on ordinary occasions, but of course—"  
 "Oh, certainly. Where do you get your vegetables?"  
 "From the city."  
 "And your water?"  
 "From the nearest well."  
 "Typhoid?"  
 "Probably."  
 "Flies?"  
 "Heaps."  
 "What are you going for?"  
 "Two reasons: Because I can't afford to and my wife wants to."

Public office nowadays rarely hunts a man. The office can not break away from the politicians, but never had the offices more need to find men.

Passing of the Company Store in the Upper Peninsula.

Vulcan, July 14—On and after July 1 the two general stores—one at Vulcan and one at Norway—will be operated and managed by a new company, known as the Penn Store Co. They will be conducted absolutely independent of the Penn Iron Mining Co., which has owned them for so many years. We do not know the entire roster of the incorporators, but have been assured that the business of the two stores will be conducted hereafter on an entirely new system. This move marks the disappearance of the last of the so-called "company" stores in the Upper Peninsula, the existence of which has been a source of much adverse comment by other merchants. It is, perhaps, a good thing for these merchants that the stores have not been closed, as such a condition would be the signal for the opening of at least a half dozen other business houses in an attempt to secure and hold the trade which the local merchant is sure would be his were the stores closed; and these new stores would not in all cases be as honorable and fair competitors as has been the Penn Iron Mining Co. Many an employe has during the past twenty-five years been carried through sickness and trouble when other merchants could not and would not have helped him. The writer was here to see the installation of the first "company" store in 1880 by the Menominee Mining Co. and had charge of the accounts 'twixt the men and the company and is free to say that, at that time when many began to build homes for themselves and families, without a dollar in hand, the company store was indeed a boon; furnishing them with food, raiment and building materials (the latter at cost price) and carrying many of them for years with better results to the employe than any building and loan association has ever shown. We are aware that many who read this will join issue with us on the arguments advanced, but we have data and facts to bear us out in the assertion that the company store system has been a boon to many.

Ishpeming, July 14—It is many years since a mercantile business has been conducted by a mining corporation on this range. The Iron Cliffs Co.'s store at Negaunee, the last of the kind, was closed out some eight or nine years ago. The Cliffs people did not compel their men to do all their trading at their store. The workmen were paid in cash, less the amount held out for merchandise, and they could trade wherever they pleased. The company stores of this range met all legitimate competition and not a few regretted that the Iron Cliffs Co. closed out the Negaunee store, as patrons had always been treated fairly here.

A Job For the "Meenister."

In a certain parish in Scotland collectors were lately going around soliciting contributions for the kirk. On coming to a wretched little hovel they hesitated whether or not to enter, but finally decided to "try their luck."  
 A hale old man greeted them, and to him they explained their errand. But he really had nothing to give them, he said.  
 "Can't ye gi'e up your whusky?" one of the visitors asked.  
 "No, he said, he didn't drink 'whusky."  
 Perhaps, then, he could forego the pleasures of snuff? No, he didn't use snuff.  
 The collectors prepared to move on.  
 "Stop a bit," cried the old fellow.  
 "I pay Sandy, the barber, twopence every Saturday night for shaving me. Tell the meenister he can have the twopence if he'll come and shave me himself."

Request For Explicit Information.

"Are you thinking only of the present?" asked the serious man, "or, are you doing your duty and trying to leave something for those who come after you?"  
 "Those who come after me?" repeated the man of genius pensively. "Do you refer to posterity or my creditors?"



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.

Standard and Sisal Binder Twine

For Prompt Shipment.

Pat. Silver Binder Twine

Insect and mildew proof. Can ship immediately. 3/4, 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

A Summer Light




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

Brilliant or Halo Gasoline Gas Lamps

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

15 to 30 cents a month  
 No heat, smoke, smell or greasy wick.  
 100 Candle Power

Brilliant Gas Lamp Company  
 George Bohner 42 State St., Chicago

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.



#### Class of Country Stores Injured by the Trolley Lines.

The trolley is unquestionably one of the most developing institutions of the age—there is no doubt about that.

But the trolley gong is sounding the death knell of many a country storekeeper—there is no doubt about that, either.

The trolley links the city and the country town together—makes it an easy, a pleasant and a cheap matter to go to town for things wanted; so the people are getting to go to town and their trade goes with them.

Take the case of one town I know of. It is a typical country town of about 5,000. The grocery business is dead there already and has been for several years.

This place is about eighteen miles from Philadelphia and up to now it has had no trolley connections with Philadelphia. The only connecting link has been the Pennsylvania Railroad, which is the most aggravating and independent concern on earth when it has no competition, as it has not there.

The Pennsylvania Railroad trains have taken an hour to go these eighteen miles, and have charged 70 cents excursion fare—a gold-plated rate for a tin-plated service.

Now—

A trolley between Philadelphia and this town is almost ready for service. The scheme is to carry passengers for 35 cents there and back—just half the Pennsylvania's fare—and to make the trip in a little over an hour.

The result of this will inevitably be the opening of that whole territory to the Philadelphia merchants and the loss of more trade to the country dealers. Already the city grocers send goods up there on five-package delivery, and some of them even solicit there.

In the past it has been quite an event for many people to come to Philadelphia from the town I refer to. It was an hour's journey and it cost nearly a dollar.

Dollars, incidentally, do not grow on trees in most country towns.

Many people have bought of the local dealers because they had to—they could not get to Philadelphia. The cutting of the fare in half will make it a small and unimportant matter to get to Philadelphia—35 cents is only a dime more than a quarter.

The trolley will introduce the country people to the city and foster trade between them. People will come often to Philadelphia, and that they will spend more of their money there follows as naturally as that the thirsty horse will drink when you lead him to water.

In all of which the country merchant has my sincere and honest sympathy.

In some cases the country merchant is not entitled to much sympathy, though—he has dug his own grave. He has kept such an outrageously poor store that the people fly from it to the city stores with a sigh of relief.

Mind, I say in some cases this is so.

An instance: Touring the rural districts with a friend some weeks ago I came upon a small country village—just the sort whose commercial life is being sucked away by the trolleys.

It was lunch time and we were hunting a grocery store where we could get a few loaves and fishes. Personally, I never get hungry, but my friend has a rubber stomach and if he does not get his bottle of milk on the minute of 12 he cries like a baby.

The first store we went into was one

of the sort that consumers are glad to escape from. The proprietor was a type of the back-number country storekeeper. He kept a general store, but the only groceries he had out of which you could make a lunch were cheese, dried beef in cans and salmon.

This old man had about as much salesmanship about him as a lamp-post. He did not want to sell goods—he would rather inveigle the two strangers into listening to his conversation.

The result was that we had to leave the store—without buying the goods that we went there to buy—to get rid of his gab. Another store farther on in the village got our order, which was not one to sneeze at.

Now, I feel as if I know this old man as well as if I had grown up with him. It is perfectly safe to say that nobody would buy at his store if they could go anywhere else, and that is his fault absolutely. He has a little old, dusty, behind-the-times stock—Why? Because he is too busy giving advice to the President and wagging his old jaw to even think about improving his business.

So the people of the community, whose trade he ought to own almost in fee simple, drop his store like a hot potato when the trolley to the city opens up a way of escape.—Stroller in Grocery World.

#### The New Sugar Company a Disturbing Factor.

The new Federal Sugar Refining Co., which has begun the actual business of selling refined sugar, has proved a disturbing factor in grocery circles, notwithstanding that its output thus far does not exceed 250 barrels per day. It is expected that within a week or so the new company will have a production of 750 barrels daily, and that within a month its present refinery will have reached its full limit of 1,000 barrels. This is the company that recently increased its capital to \$50,000,000 and proposes to build refineries in various sections of the country.

The disturbance the new concern has created in the sugar trade is the result of its method of selling its output and not its volume. It has cast completely aside all the old methods by which the older refineries do business—discarding the factor plan with the rest—and starts in with a straight proposition to sell its refined sugars at a net price to all classes of buyers, retail as well as wholesale. No discounts of any character are allowed, and any buyer with sufficient credit can purchase regardless of the uses to which he may put the sugar. The net quotation for granulated is 4.40c cash, seven days, while the American Sugar Refining Co., the National Co. and the Arbuckles are selling at 4.65c, less the usual discounts, which figures down to about 4.40c net.—New York Journal of Commerce.

#### Minnesota Will Allow the Use of Borax.

There is nothing in the Minnesota law to prevent packers from using preservatives on the meat offered for sale in the State. This point was decided last week by the Supreme Court in test cases against J. N. Rumberg and C. S. Wagenhals, begun at Minneapolis and appealed after the two butchers had been convicted in the lower court. The Court holds that the amendment to the Pure Food law passed in 1901 applies only to milk and cream, and that the use of borax in meats is not illegal.

There are people so weak that all the good or evil they do is done by accident.

## A Perfectly Roasted Coffee

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

TELFER COFFEE CO., Detroit, Mich.

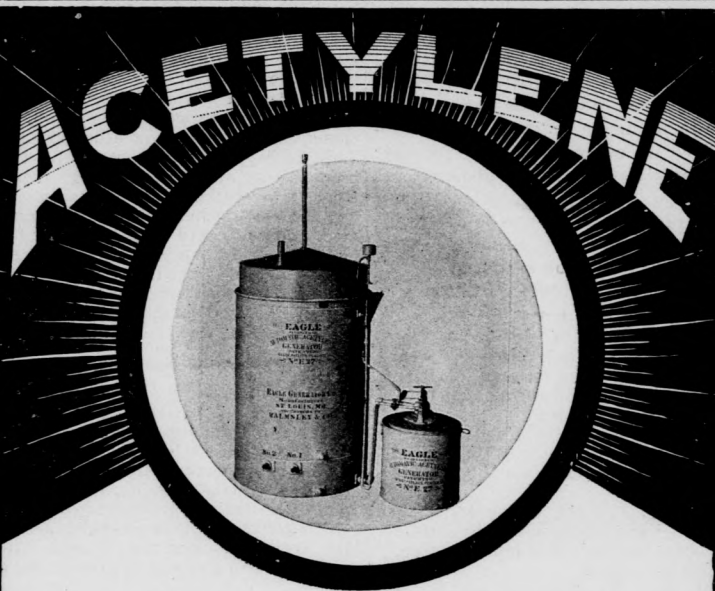
The delicious new food

## Cera Nut Flakes

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

National Pure Food Co., Ltd.

Grand Rapids, Mich.



### 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 country because it is the best, the cheapest and most convenient lighting system on the market. Costs you nothing to investigate—write for catalogue and estimates for equipping your store.

#### Acetylene Apparatus Manufacturing Co.

157 Michigan Ave., Chicago.

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



**Commercial Travelers**

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

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

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

**THE CRAWFORD PACE.**

**Lee Hutchins Making the Race of His Life.**

Zeeland, July 14—A man who looked more like a Sunday school teacher than a traveling man went through this town early this morning, only stopping long enough to call on the drug trade here. He looked neither to the right nor to the left, and the only words he uttered on the street were that he was determined to keep up the Crawford pace.

Holland, July 14—A strange man was seen speeding through the streets here this forenoon. His meteoric appearance excited so much comment that the police force was about to intercept him when he was identified as the President of the Grand Rapids Y. M. C. A. by one of our local clergymen. After identification, it was noticed that he was laboring under great excitement and that he constantly murmured to himself, as he glided along the street, that he was determined to keep up the Crawford pace. He registered and took dinner at the City Hotel, but in his haste forgot to pay the bill.

Saugatuck, July 14—A gentleman unknown to most of our people visited this town this afternoon, reaching the place on the interurban. He acted as though he had been shot out of a cannon, and lost no time in making a couple of calls and getting over to the neighboring village across the river, murmuring something about keeping up the Crawford pace as he sped along the street.

Douglas, July 14—Those who were on the street this afternoon witnessed a strange sight in the person of a gentleman who appeared to be a drug salesman, who stopped at the drug store only long enough to grab an order and receipt such unpaid bills as our druggist might wish to liquidate. Through the intercession of a friend, he was able to get the captain of the South Haven boat to hold the vessel ten minutes so that he might "keep up the Crawford pace," which is unintelligible to all except the druggist here, who knowingly smiles and insinuates that anyone who tries to emulate the Crawford capacity to cover territory will land in the insane asylum before the end of the week.

South Haven, July 14—A stranger arrived on the boat here this evening in a somewhat dazed condition. Luckily, he ran across Sam Van Ostrand, who took him to the hotel and put him in bed. The gentleman looked as though he had seen hard usage for a day at least and was so completely worn out that he fell asleep the minute his head struck the pillow, murmuring something about keeping up the Crawford pace.

Grand Junction, July 15—The forenoon train from South Haven brought a solitary passenger in the person of a new drug salesman, who did business here with the greatest dispatch ever witnessed in this village. He was at the Pere Marquette depot nearly three seconds before the train pulled out for Bangor and, as he mounted the steps, he bade his customer farewell, hurriedly remarking something about the Crawford pace.

Bangor, July 15—This town has been the headquarters of a number of very swift men, but the fastest gentleman who ever came down the pike jumped from the southbound Pere Marquette train this forenoon and spent about half an hour in calling on the drug trade here, incidentally informing each customer that he was endeavoring to keep up the Crawford pace.

Hartford, July 15—The retail druggists here were electrified to-day by re-

ceiving a call from a gentleman whom they have personally known heretofore as the credit man for the Hazeltine & Perkins Drug Co. He stopped only a moment at each store, grabbing an order and the money which had been prepared for the regular salesman of that house, vanishing out the front door without hardly so much as saying goodbye. As he took the train for Benton Harbor, he murmured that up to this time he had kept up the Crawford pace.

Benton Harbor, July 15—A local photographer who happened to be at the depot on the arrival of the southbound Pere Marquette train to-day saw a strange-looking individual who was apparently in very much of a hurry. As it happened, the gentleman was detained long enough to enable the photographer to secure a snapshot of the figure, which it was decided to send to the Tradesman, in the belief that that publication would be able to identify the individual.

St. Joseph, July 15—A gentleman arrived here this afternoon from Benton Harbor, and the gait he struck toward the hotel reminded the people here of a Chicago bridegroom on his way to the

**Gripsack Brigade.**

**Albion Recorder:** Harold Beal will go to Buffalo Friday. He has engaged to travel in Western New York for the Bourdeau Food Co., of Battle Creek.

**E. S. Wiseman** (Hazeltine & Perkins Drug Co.) was taken suddenly ill at Mecosta last week, but under the heroic treatment administered by Dr. Snyder was able to resume his route at Big Rapids.

**Owosso Press:** J. B. McIntosh, who has been State agent of the Clough & Warren Co. for the past four years, has sold out his retail business to Joseph Rose and will be on the road all the time for the firm named above.

**Owosso Argus:** George Haskell, who for the past two years has been traveling for George H. Grabame, of Detroit, severed his connection with that house Saturday to take a position as traveling salesman for Hall Brothers, Nichols & Dutcher, wholesale grocers.

**Albion Leader:** The traveling sales-

ship by himself and wife, expects to go upon the road as a traveling salesman in the near future. He will remain with Fred J. Young, the new proprietor of the stock, for a few days. Eventually it is thought Mr. and Mrs. Cleveland will adopt Gobles or Otsego as their home.

A Nashville correspondent writes: On his last trip to this town, L. M. Mills, the rotund traveling representative of the Hazeltine & Perkins Drug Co., purchased a dog of J. C. Furniss. As about twenty other merchants here also had dogs for sale, they all wrote Mr. Mills urgent letters requesting him to investigate the merits of their respective canines. It is understood that the letters were so bulky that the local postmaster was compelled to utilize an extra pouch for his Grand Rapids mail on that occasion.

**The Boys Behind the Counter.**

**Cadillac—**Lawrence Kramer, who has been succeeded as cashier in the S. W. Kramer dry goods store by Miss Oda Heilbron, of Milwaukee, will be transferred to the dress goods department, which is in charge of E. A. Rogers.

**Grand Rapids—**Stoel M. Frost has engaged as head clerk in H. A. Cone's new grocery store in the Loraine block.

**Champion—**Louis Carneau, late of Montreal, is employed as a clerk at the Champion co-operative store.

**Manistee—**R. J. Ehrenfeld, of Milwaukee, who has been employed in the dry goods store of J. L. Steinberg, of Traverse City, for some time, has been engaged as head salesman and manager of the Globe department store by S. Winkelman.

"The potato patch" plan of relieving the poor, originated by the late Mayor Pingree, of Detroit, continues in vogue at Philadelphia with excellent results. There are now 700 vacant lots under cultivation there and it is estimated that the crops from them will be worth \$40,000.

**THE ROYAL FRONTENAC**

Frankfort, Mich.  
 Entirely New and Modern  
 Will open its First Season July 1st. Coolest Spot in Michigan. Music, Dancing, Boating, Bathing, Fishing, Horseback Riding, Golf, Tennis, etc. J. R. Hayes and C. A. Brant, Lessees Also Lessees Park Hotel, Hot Springs, Ark.

**The Warwick**

Strictly first class.  
 Rates \$2 per day. Central location.  
 Trade of visiting merchants and traveling men solicited.  
**A. B. GARDNER, Manager.**

**Livingston Hotel**

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

**Grand Rapids**



county clerk to get a marriage license. Later in the day it was learned that he was neither a Chicago bridegroom nor an escaped lunatic, but that when he is at home he is a sedate gentleman who makes brilliant speeches before the Grand Rapids Credit Men's Association and introduces the lecturers who appear before Grand Rapids audiences on the Y. M. C. A. course. It appears that he is covering the territory of Cornelius Crawford and that, in his anxiety to make a record, he has undertaken to "keep up the Crawford pace," as he expresses it. Up to this hour he has been able to do this, but from all appearances he will either be a raving maniac or a victim of nervous prostration if he continues this way for the next four days.

Elkhart, July 15—A gentleman who evidently hails from Grand Rapids reached this city on a late train this evening, muttering something about the Crawford pace. Whether he is endeavoring to avoid capture or is hot on the trail of an escaped convict has not yet been determined.

Stock of clothing and men's furnishing goods to be sold at auction. See advertisement on page 7.

A man makes his maiden speech when he asks a spinster to marry him,

men of the Gale Manufacturing Co. are gathering in the city this week from all points of the compass to get orders for another season's work. It is the custom to have the men come in each year at which time the work is planned and thoroughly talked over.

John P. Forbes, of Plainwell, traveling salesman for D. M. Ferry & Co., of Detroit, committed suicide in Houston, Texas, last Thursday. His remains were brought home. What means he took or why he committed the act is not known. He had written to his wife a few days before that he was not well.

Cornelius Horsejockey Crawford is attending the Blue Ribbon meeting at Detroit this week and his route is being covered in the meantime by Lee M. Hutchins, Secretary and Treasurer of the corporation. Mr. Hutchins is a genial gentleman, a good judge of human nature and a credit man of rare discernment, but selling goods is about as congenial to him as indoor work would be for Mr. Crawford.

Dowagiac Republican: A. J. Cleveland, who has just disposed of the mortgaged stock of goods of the City shoe store which was owned in partner-



## Drugs==Chemicals

### Michigan State Board of Pharmacy

Term expires  
**HENRY HEIM, Saginaw** - Dec. 31, 1902  
**WIRT P. DOTY, Detroit** - Dec. 31, 1902  
**CLARENCE B. STODDARD, Monroe** - Dec. 31, 1904  
**JOHN D. MUIR, Grand Rapids** - Dec. 31, 1904  
**ARTHUR H. WEBBER, Cadillac** - Dec. 31, 1906  
 President, **HENRY HEIM, Saginaw**  
 Secretary, **JOHN D. MUIR, Grand Rapids**  
 Treasurer, **W. T. 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. SERLEY, Detroit.**  
 Treasurer—**D. A. HAGENS, Monroe.**  
 Annual Meeting—Saginaw, Aug. 12 and 13.

### Disposing of Old and Unsalable Stock.

One of the sources of loss that a drug store can suffer from is the accumulation of old stock which through age has become unsalable, or has at least depreciated in value. One of the worst features of this loss by accumulation of old stock is the silent and unnoticed way in which the stock collects. There are some goods even in a drug store which are staple all the year around, and will be staple year after year, but the most of the goods that we carry in stock will lose something of their value by being in stock one year. The greatest losses from accumulation in a drug store will occur in the stock composed of sundries and patent medicines, especially the latter.

New goods generally command a better price, and are certainly easier to sell than goods which have been in stock for any length of time. It is easier and more pleasant to sell a nice clean bottle of a patent medicine than one that is stained and soiled. It is easier and much more pleasant to sell a new syringe or atomizer than one that has been in stock for a length of time.

The difficulty with respect to sundries may be overcome in a large degree by always putting the old goods to the front when new goods are put into stock, and by the salesman, whether it is yourself or a clerk, making it his object to get rid of the old goods first. It should be the object of every druggist not to allow goods to remain in his store any great length of time. This rule of keeping goods as short a time as possible will work to advantage in keeping the stock clean. If you should get in some sundries that do not seem to sell at the prices asked, I would advise you to make an effort to get the jobber or manufacturer, as the case may be, from whom you obtained the goods, to exchange them for something else that you can sell. Failing this, reduce your price and try to sell at cost or a little over, if possible. I am opposed to the cutting of prices in drug store goods, and do not advise it; but when you get stuck with goods and can not get them exchanged, it is better, and it is good business policy as well, to get them converted into money as quickly as possible, even if it is at a loss. The goods, if you keep them and do not sell them, you can do nothing with. If you have some money obtained by selling them at a small price you can use it to buy other goods that will sell, and so make more money, thus turning an apparent loss into a profit; and when you make up your mind to do this with any article or articles in stock, the quicker you do it the better it will be for you in a business way, and the better you will feel as well. The drug store that watches these points carefully can very often avoid a great many small losses and the accumu-

lation of old dead stock which becomes an eye-sore to every druggist.

In most drug stores the old or dead stock in patent medicines is scattered along the shelves among the good salable stock, and most druggists, if asked if they had much dead stock among their patents would answer in the negative. A few out-of-date patents distributed among a fair-sized stock of patent medicines do not show up to any great extent to the visitor to a drug store, nor even to the druggist himself. Because he thinks he has little or no dead stock among his patents he never, or very seldom, makes any effort to sell a package that might be considered dead stock. A good thing to do is to go through all your patent medicine stock and select all patents for which no advertising is done, or for which there is no demand, and put all this stock in one place in one of your patent medicine cases, and go to it and take a mental inventory of it every few weeks, so that you always know what is there, and then when customers come in asking for something good for a cold or cough you have an opportunity to recommend one of your old patent medicines. It may be that you can recommend it just as conscientiously, and that it may do as much good, as one of the more lately advertised patents; and you will have one less bottle of old stock and so much more money to the good.

J. T. Pepper.

### Points on Incompatibility.

Aside from specific knowledge of incompatibilities there are two or three rules which can be safely followed, says Professor Scoville. If syrup of glycerin is an ingredient of the prescription, add it at an early stage in the mixing; not necessarily first, but before all the other ingredients are added. The reason for this is that syrup and glycerin frequently prevent incompatibilities, or suspend precipitates where a reaction is inevitable. When an acid and a carbonate are to be mixed, the addition of a syrup before the reaction is finished delays the prescription; but this exception is quickly learned, and other exceptions are rare.

When two or more soluble salts are directed together, dissolve each separately, mix one with the syrup or glycerin (if present), and then add the others; or dilute one as much as possible, then add the others. This method is not always necessary, but it is always safe.

If precipitation commences in a mixture, agitate it vigorously and immediately to obtain the insoluble matter in as fine and diffusible a condition as possible. Never filter a mixture unless you are sure that the insoluble matter has no medicinal value in the mixture at hand.

If an acid and a carbonate are directed together, mix one with all the water allowable, then add the other, and bottle as soon as effervescence ceases. Allow the effervescence to take place in a mortar or graduate.

### Sulphur For Nothing.

The pharmacist had been worried that morning and his temper was none of the sweetest. A customer called for and got a pound of sulphur.

"How much?"

"Ten cents."

"Ten cents! Why, I can get a pound of sulphur at Cutthroat's store for five cents any day."

"Is that so?" snapped the pill-roller; "if you go to hell you'll get it for nothing!"

### Extending the Olive Branch of Peace.

Grand Rapids, July 14—There was a time when I cherished the thought that the editor of the Tradesman was my friend, but that halucination has long since faded away. In the early days of the Tradesman's history I could get my name in the paper on the slightest provocation, but you are now so chary of your praise and so jealous of your space that it appears as though I would have to commit some dreadful crime or rescue a beautiful girl from a watery grave in order to win your attention or secure an approving paragraph at your hands. It is true that you have been charitable in dealing with my shortcomings and that you let me off with a poem when I was so unfortunate as to keep the guests of the American House awake one night by my snoring, but I am willing to submit to the readers of the Tradesman to decide that it was carrying the joke too far for you to suggest that Fred Hotop have his underpinning examined, with a view to determining whether I had not caused the superstructure to rock off the foundation. That suggestion has caused me no end of trouble and it is by no means unusual for me to be refused lodgings in the houses of my friends for fear I may do damage to the building in my dreams.

Now, I want you to understand that I have bought a dog of John C. Furniss, the Nashville druggist. He is one of the finest bred dogs in this country and I expect to make much money in winning prizes at the dog shows. I have had him photographed and I wish you would have a cut made of him for use on my cards. If you wish to re-establish our old time friendship you can do so by publishing the cut in the Tradesman, so that for once in my life my friends may know that I am the sole owner of a fine bred animal. You may think this is asking a good deal, but, as you have permitted several affairs in which I took a heroic part to pass by unnoticed, I now insist that you make amends for your neglect and indifference by presenting the picture of my dog to your readers, among whom I number several hundred customers and friends.

L. M. Mills.

An appeal of this kind, coming so unexpectedly from so old and faithful a friend as Mr. Mills, naturally meets a hearty response. Here is the picture of the dog:



### Should Soda Tumblers Be Wiped?

This is a question that is often asked, and to which the answer must vary according to circumstances. Some dispensers prefer to wash their tumblers under the counter and then place them on an ornamental rinser in full view of the customer, from which they are taken cool and clean, but dripping wet, and filled with the sparkling beverage in this condition. The tumbler-holder, of course, prevents the customer from soiling the hand or glove.

This method is, however, open to objections, and it is undoubtedly preferable to have some means of drying the tumbler. Nevertheless, the method above given is far superior to wiping the tumbler with an old towel that leaves traces of lint on the inside of the glass.

If, however, the tumblers are used dry, it is most essential that they should have that polished, shining appearance which renders them so attractive, and not the dull or streaky look so often seen. Now, the soda-fountain boy does not usually recognize that it is an impossibility to give a polished appearance to a tumbler without wiping

it. A tumbler, no matter how cleanly washed, will have a dull appearance if merely allowed to dry. It must be rubbed and scrubbed to make it shine.

Again, a great requisite to secure the desired result is hot water and soap. No amount of cold water and no amount of soap will produce the lustrous effect desired, even although the fountain boy is not sparing of the elbow grease. Hot water is an essential.

Many druggists who consider themselves particular in regard to the cleanliness of their tumblers insist that the latter shall be washed once every morning with soap and hot water, but during the remainder of the day they are satisfied with a mere rinsing in cold water without soap. It is undeniable that the tumblers under this system are perfectly clean, but, whenever possible—and it is always possible with proper management—hot water and soap should be insisted upon at each washing and a fine polish be put upon each tumbler. Nor should "any old rag" be used for the washing and wiping. Special wash rags and a good quality of toweling that will not leave shreds or lint on the tumbler must be strenuously insisted upon and must be replaced whenever necessary—and even before necessary.

Nor is it enough to properly clean the tumblers and then place them on the counter where they will become heated and dusty and dirty again. Once clean they should be kept inverted and in a cool place.

Thomas Warwick.

### The Drug Market.

Opium—Is very dull and has declined 5c per lb.

Morphine—Is as yet unchanged.

Quinine—Is very dull and tending lower.

Menthol—On account of scarcity, has advanced.

Canada Balsam Fir—Is very firm and is advancing.

Codeine—On account of lower price for opium, has declined 20c per oz.

Atropine—Is in better supply and has declined 85c per oz.

Juniper Berries—Are in very small supply and are advancing.

Oil peppermint—Has advanced 15c per lb.

To babble of your own affairs is folly, but to rehearse those of an intimate is dishonor.

### FRED BRUNDAGE

wholesale

### Drugs and Stationery

32 & 34 Western Ave.,

MUSKEGON, MICH.

## The Druggist Is Dead

to his best interest who does not hold a membership in the *Commercial Credit Co.*, which has on file over 200,000 detailed reports on Michigan consumers and purchasers of merchandise at retail.







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

- Corn Syrup in Cans
Kingsford's Starch
Capers
Pearl Top Chimneys
Jelly Tumblers

DECLINED

- Columbia River Salmon
Soap Chips

Index to Markets

By Columns

Table with columns A, B, C, D, E, F, G, H, I, J, K, L, M, N, O, P, Q, R, S, T, U, V, W, X, Y. Lists various grocery items and their prices.

1

Table 1: AXLE GREASE, BAKING POWDER, BATH BRICK, BLUING, BROOMS, BRUSHES, BUTTER COLOR, CANDLES. Lists items and prices.

2

Table 2: CANNED GOODS, Apples, Blackberries, Beans, Brook Trout, Clams, Clam Bouillon, Cherries, Corn, French Peas, Gooseberries, Hominy, Lobster, Mackerel, Mushrooms, Oysters, Peaches, Pears, Peas, Plums, Pineapple, Pumpkin, Raspberries, Russian Caviar, Salmon, Shrimps, Sardines, Strawberries, Succotash. Lists items and prices.

3

Table 3: Tomatoes, CARBON OILS, CATSUP, CHEESE, CHEWING GUM, CHICORY, CHOCOLATE, CLOTHES LINES, COCOA, COCOA SHELLS, COFFEE, COCONUT. Lists items and prices.

4

Table 4: Dwinell-Wright Co.'s Brands. Includes an image of a White House Mocha and Java tin. Lists items and prices.

5

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



6

Pearl Barley Common 3 00 Chester 2 75 Empire 3 65 Peas Green, Wisconsin, bu 1 90 Green, Scotch, bu 2 00 Split, lb 4 Rolled Oats 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 Grits Walsh-DeRoo Co.'s Brand.



East India, 24 2 lb. packages 2 00 Sago German, sacks 3 30 German, broken package 4 Tapioca Flake, 110 lb. sacks 4 1/2 Pearl, 130 lb. sacks 3 1/2 Pearl, 24 1 lb. packages 6 Wheat Cracked, bulk 3 1/2 24 2 lb. packages 2 50 Fishing Tackle 1/2 to 1 inch 6 1 1/2 to 2 inches 7 2 to 2 inches 9 2 inches 11 3 inches 30 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 24 Large 36 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

COLEMAN'S HIGH EXTRACTS

JENNINGS' FLAVORING EXTRACTS

D. C. Lemon 2 oz. 75 2 oz. 1 24 3 oz. 1 00 3 oz. 1 60 6 oz. 2 00 4 oz. 2 00 No. 4 T 1 52 No. 3 T 2 08 2 oz. Assorted Flavors 75c. Our Tropical. 2 oz. full measure, Lemon 75 4 oz. full measure, Lemon 1 50 2 oz. full measure, Vanilla 1 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 1/2 Hindquarters 8 @ 10 1/2 Loin 9 @ 14 Ribs 8 @ 12 1/2 Rounds 8 @ 9 Chucks 5 @ 6 Plates 5 @ Pork Dressed 13 @ 8 1/2 Loin 13 @ 13 1/2 Boston Butts 10 @ 10 1/2 Shoulders 10 @ 12 Leaf Lard 10 @ Mutton Carcass 6 @ 8 Lambs 8 1/2 @ 10 1/2 Veal Carcass 7 @ 8 1/2

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 Acidulat'd, pr gross 14 00 Oxford 75 Plymouth Rock 1 20 Nelson's 1 50 Cox's, 2 qt size 1 61 Cox's, 1 qt size 1 10 GRAIN BAGS Amoskeag, 100 in bale 15 1/2 Amoskeag, less than bale 15 1/2 GRAINS AND FLOUR Wheat Wheat, white 79 Wheat, red 77 Winter Wheat Flour Local Brands Patents 4 60 Second Patent 4 03 Straight 3 80 Second 3 53 Clear 3 30 Graham 3 57 Buckwheat 4 30 Rye 3 00 Subject to usual cash discount. Flour in bbls., 25c per bbl. additional. Ball-Barnhart-Putman's Brand Diamond 1/2 4 00 Diamond 3/4 4 00 Diamond 5/8 4 00 Worden Grocer Co.'s Brand Quaker 1/2 4 00 Quaker 3/4 4 00 Quaker 5/8 4 00 Spring Wheat Flour Clark-Jewell-Wells Co.'s Brand Pillsbury's Best 1/2 4 75 Pillsbury's Best 3/4 4 65 Pillsbury's Best 5/8 4 55 Pillsbury's Best 3/8 paper 4 55 Pillsbury's Best 1/2 paper 4 55 Pillsbury's Best 3/4 paper 4 55 Ball-Barnhart-Putman's Brand Duluth Imperial 1/2 4 40 Duluth Imperial 3/4 4 30 Duluth Imperial 5/8 4 30 Lemmon & Wheeler Co.'s Brand Wingold 1/2 4 40 Wingold 3/4 4 30 Wingold 5/8 4 20 Olney & Judson's Brand Ceresota 1/2 4 60 Ceresota 3/4 4 40 Ceresota 5/8 4 30 Worden Grocer Co.'s Brand Laurel 1/2 4 40 Laurel 3/4 4 30 Laurel 5/8 4 20 Laurel 1/2 and 3/4 paper 4 20 Meal Bolted 3 00 Granulated 3 10 Feed and Millstuffs 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 53 1/4 Car lots, clipped 56 1/4 Less than car lots. Corn Corn, car lots 68 Hay No. 1 Timothy car lots 69 00 No. 1 Timothy ton lots 12 00 HERBS Sage 15 Hops 15 Laurel Leaves 15 Senna Leaves 25 INDIGO Madras, 5 lb. boxes 55 S. F., 2, 3 and 5 lb. boxes 50 JELLY 5 lb. pails per doz 1 75 15 lb. pails 45 30 lb. pails 85 LICORICE Pure 30 Calabria 23 Stoddy 14 Root 10 LYE Condensed, 2 doz 1 20 Condensed, 4 doz 2 25 MEAT EXTRACTS Armour & Co.'s, 2 oz 4 45 Liebig's, 2 oz 2 75 MOLASSES New Orleans Fancy Open Kettle 40 Choice 35 Fair 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 90 Stuffed, 10 oz 2 30 PIPES Clay, No. 216 1 70 Clay, T. D., full count 85 Cob, No. 9 85

8

PICKLES Medium Barrels, 1,200 count 8 00 Half bbls, 600 count 4 50 Small Barrels, 2,400 count 9 50 Half bbls, 1,200 count 5 25 PLAYING CARDS No. 90, Steamboat 90 No. 15, Rival, assorted 1 20 No. 20, Rover, enameled 1 60 No. 572, Special 1 75 No. 98, Golf, satin finish 2 00 No. 808, Bicycle 2 00 No. 632, Tournam't Whist 2 25 POTASH 48 cans in case. Babbitt's 4 00 Penna Salt Co.'s 3 00 PROVISIONS Barreled Pork Mess 18 75 Back 19 00 Clear back 20 50 Short cut 19 25 Pig 22 00 Bean 18 00 Family Mess Loin 21 00 Clear 19 00 Dry Salt Meats Bellies 12 S P Bellies 12 1/2 Extra shorts 11 1/2 Smoked Meats Hams, 12 lb. average 13 1/2 Hams, 14 lb. average 13 1/2 Hams, 16 lb. average 13 1/2 Hams, 20 lb. average 13 1/2 Ham dried beef 13 1/2 Shoulders (N. Y. cut) 10 1/4 Bacon, clear 13 1/2 California hams 15 1/2 Bolled Hams 15 1/2 Picnic Bolled Hams 15 1/2 Berlin Ham pr'd 9 1/2 Mince Hams 9 1/2 Lard Compound 11 1/2 Pure 11 1/2 60 lb. Tubs, advance 11 1/2 80 lb. Tubs, advance 11 1/2 50 lb. Tins, advance 11 1/2 20 lb. Pails, advance 11 1/2 10 lb. Pails, advance 11 1/2 5 lb. Pails, advance 11 1/2 Vegetables Bologna Sausages 6 Liver 6 1/2 Frankfurt 6 1/2 Pork 6 Blood 6 Tongue 6 Headcheese 6 1/2 Beef Extra Mess 14 50 Boneless 14 00 Rump, New York 14 00 Pigs' Feet 1/2 bbls., 40 lbs 1 70 1/2 bbls., 30 lbs 3 25 1 bbl., lbs 7 50 Tripe Kits, 15 lbs 70 1/2 bbls., 40 lbs 1 50 1/2 bbls., 30 lbs 3 00 Casings Pork Beef rounds 26 Beef middles 12 Sheep 65 Uncolored Butterline Sold, dairy 13 1/2 Rolls, dairy 14 1/2 Rolls, creamery 16 1/2 Sold, creamery 18 1/2 Canned Meats Corned beef, 2 lb 2 50 Corned beef, 1 lb 18 25 Roast beef, 2 lb 2 50 Potted ham, 1/2 50 Potted ham, 1/4 90 Deviled ham, 1/2 50 Deviled ham, 1/4 90 Stuffed tongue, 1/2 50 Potted tongue, 1/4 90 RICE Domestic Carolina head 6 1/4 Carolina No. 1 8 Carolina No. 2 5 1/2 Broken Mackerel Mess 100 lbs 9 50 Mess 40 lbs 4 10 Mess 10 lbs 1 10 Mess 8 lbs 91 Mess 100 lbs 8 50 No. 1 40 lbs 3 75 No. 1 10 lbs 1 00 No. 1 8 lbs 83 No. 2 100 lbs 7 25 No. 2 40 lbs 3 31 No. 2 10 lbs 98 No. 2 8 lbs 73 Herring Holland white hoops, bbl 10 25 Holland white hoops, 1/2 bbl 5 25 Holland white hoop, keg 75 25 Holland white hoop mchs 85 Norwegian Round 100 lbs 3 35 Round 40 lbs 1 65 Scaled 11 Bloaters Whitefish No. 1 No. 2 Fam 100 lbs 3 85 40 lbs 3 90 10 lbs 90 8 lbs 75

IMPORTED O.S. AND JAPAN RICE

Best grade Imported Japan, 3 pound pockets, 33 to the bale. Cost of packing in cotton pockets only 1/2c more than bulk. SALAD DRESSING Alpha Cream, large, 2 doz. 1 85 Alpha Cream, large, 1 doz. 1 90 Alpha Cream, small, 3 doz. 95 Durkee's, large, 1 doz. 4 15 Durkee's, small, 2 doz. 4 85 SAUERKUTS Packed 60 lbs. in box Church's Arm and Hammer 3 15 Deland's 3 00 Dwight's Cow 3 15 Emblem 3 15 L. P. 3 00 Wyandotte, 100 1/4 3 00 SAL SODA Granulated, bbls 96 Granulated, 100 lb. cases 1 00 Lump, bbls 90 Lump, 145 lb. kegs 95 SALT Diamond Crystal Table, cases, 24 3 lb. boxes 1 40 Table, barrels, 100 3 lb. bags 3 00 Table, barrels, 40 7 lb. bags 2 75 Butter, barrels, 200 lb. bulk 2 65 Butter, barrels, 20 14 lb. bags 2 85 Butter, sacks, 28 lbs 27 Butter, sacks, 56 lbs 67 Common Grades 100 3 lb. sacks 2 25 60 5 lb. sacks 2 15 28 10 lb. sacks 2 05 56 10 lb. sacks 40 28 lb. sacks 22 Warsaw 56 lb. dairy in drill bags 40 28 lb. dairy in drill bags 20 Ashton 56 lb. dairy in linen sacks 60 Higgins 56 lb. dairy in linen sacks 60 Solar Rock 56 lb. sacks 25 Common 85 Medium Fine 90 SALT FISH Cod Georges cured 5 1/2 Georges genuine 6 1/2 Georges selected 7 1/2 Grand Bank 8 1/2 Strips or bricks 8 1/2 Pollock 8 1/2 Halibut Strips 14 Chunks 15 1/2 Trout No. 1 100 lbs 5 50 No. 1 40 lbs 2 50 No. 1 10 lbs 70 No. 1 8 lbs 59 Mackerel Mess 100 lbs 9 50 Mess 40 lbs 4 10 Mess 10 lbs 1 10 Mess 8 lbs 91 No. 1 100 lbs 8 50 No. 1 40 lbs 3 75 No. 1 10 lbs 1 00 No. 1 8 lbs 83 No. 2 100 lbs 7 25 No. 2 40 lbs 3 31 No. 2 10 lbs 98 No. 2 8 lbs 73 Herring Holland white hoops, bbl 10 25 Holland white hoops, 1/2 bbl 5 25 Holland white hoop, keg 75 25 Holland white hoop mchs 85 Norwegian Round 100 lbs 3 35 Round 40 lbs 1 65 Scaled 11 Bloaters Whitefish No. 1 No. 2 Fam 100 lbs 3 85 40 lbs 3 90 10 lbs 90 8 lbs 75

BEST ON EARTH SUTTON'S TABLE RICE

Sutton's Table Rice, 40 to the bale, 2 1/2 pound pockets 7 1/4

9

Imported. Japan, No. 1 5 1/2 @ Japan, No. 2 5 @ Java, fancy head @ Java, No. 1 @ Table @

IMPORTED O.S. AND JAPAN RICE

Best grade Imported Japan, 3 pound pockets, 33 to the bale. Cost of packing in cotton pockets only 1/2c more than bulk. SALAD DRESSING Alpha Cream, large, 2 doz. 1 85 Alpha Cream, large, 1 doz. 1 90 Alpha Cream, small, 3 doz. 95 Durkee's, large, 1 doz. 4 15 Durkee's, small, 2 doz. 4 85 SAUERKUTS Packed 60 lbs. in box Church's Arm and Hammer 3 15 Deland's 3 00 Dwight's Cow 3 15 Emblem 3 15 L. P. 3 00 Wyandotte, 100 1/4 3 00 SAL SODA Granulated, bbls 96 Granulated, 100 lb. cases 1 00 Lump, bbls 90 Lump, 145 lb. kegs 95 SALT Diamond Crystal Table, cases, 24 3 lb. boxes 1 40 Table, barrels, 100 3 lb. bags 3 00 Table, barrels, 40 7 lb. bags 2 75 Butter, barrels, 200 lb. bulk 2 65 Butter, barrels, 20 14 lb. bags 2 85 Butter, sacks, 28 lbs 27 Butter, sacks, 56 lbs 67 Common Grades 100 3 lb. sacks 2 25 60 5 lb. sacks 2 15 28 10 lb. sacks 2 05 56 10 lb. sacks 40 28 lb. sacks 22 Warsaw 56 lb. dairy in drill bags 40 28 lb. dairy in drill bags 20 Ashton 56 lb. dairy in linen sacks 60 Higgins 56 lb. dairy in linen sacks 60 Solar Rock 56 lb. sacks 25 Common 85 Medium Fine 90 SALT FISH Cod Georges cured 5 1/2 Georges genuine 6 1/2 Georges selected 7 1/2 Grand Bank 8 1/2 Strips or bricks 8 1/2 Pollock 8 1/2 Halibut Strips 14 Chunks 15 1/2 Trout No. 1 100 lbs 5 50 No. 1 40 lbs 2 50 No. 1 10 lbs 70 No. 1 8 lbs 59 Mackerel Mess 100 lbs 9 50 Mess 40 lbs 4 10 Mess 10 lbs 1 10 Mess 8 lbs 91 No. 1 100 lbs 8 50 No. 1 40 lbs 3 75 No. 1 10 lbs 1 00 No. 1 8 lbs 83 No. 2 100 lbs 7 25 No. 2 40 lbs 3 31 No. 2 10 lbs 98 No. 2 8 lbs 73 Herring Holland white hoops, bbl 10 25 Holland white hoops, 1/2 bbl 5 25 Holland white hoop, keg 75 25 Holland white hoop mchs 85 Norwegian Round 100 lbs 3 35 Round 40 lbs 1 65 Scaled 11 Bloaters Whitefish No. 1 No. 2 Fam 100 lbs 3 85 40 lbs 3 90 10 lbs 90 8 lbs 75

Japan, No. 1 5 1/2 @ Japan, No. 2 5 @ Java, fancy head @ Java, No. 1 @ Table @

SEEDS Anise 9 Canary, Smyrna 3 1/4 Caraway 7 1/2 Cardamon, Malabar 1 00 Celery 10 Hemp, Russian 4 Mixed Bird 4 Mustard, white 7 Poppy 6 Rape 4 Cattle Bone 14 SHOE BLACKING Handy Box, large 2 50 Handy Box, small 1 25 Bixby's Royal Polish 85 Miller's Crown Polish 85 SOAP Beaver Soap Co. brands GRAND PAS WONDER SOAP 100 cakes, large size 6 50 50 cakes, large size 3 25 100 cakes, small size 3 85 50 cakes, small size 1 95 JAXON Single box 3 35 5 box lots, delivered 3 30 10 box lots, delivered 3 25 Johnson Soap Co. brands Silver King 3 65 Calumet Family 2 75 Scotch Family 2 85 Cuba 2 35 Jas. S. Kirk & Co. brands Dusky Diamond 3 55 Jap Rose 3 75 Savon Imperial 3 55 White Russian 3 60 Dome, oval bars 3 55 Satinet, oval 2 50 White Cloud 4 10 Lautz Bros. brands Big Acme 4 25 Acme 5c 3 65 Marselles 4 00 Master 3 70 Proctor & Gamble brands Lenox 3 35 Ivory, 6 oz 4 00 Ivory, 10 oz 6 75 Schultz & Co. brand Star 3 40 Search-Light Soap Co. brand Search-Light Soap, 100 big, pure, solid bars 3 85 A. B. Wrisley brands Good Cheer 4 00 Old Country 3 40 Se scouring Sapollo, kitchen, 3 doz 2 40 Sapollo, hand, 3 doz 2 40 SODA Boxes 5 1/4 Kegs, English 4 1/2 SNUFF Scotch, in bladders 37 Maccaboy, in jars 35 French Rappee, in jars 43 SPICES Whole Spices Allspice 12 Cassia, China in mats 12 Cassia, Batavia, in bund 28 Cassia, Saigon, broken 38 Cassia, Saigon, in rolls 55 Cloves, Amboyna 17 Cloves, Zanzibar 14 Mace 55 Nutmegs, 75-80 50 Nutmegs, 105-110 40 Nutmegs, 115-20 35 Pepper, Singapore, black 18 Pepper, Singapore, white 28 Pepper, shot 20 Pure Ground in Bulk Allspice 16 Cassia, Batavia 28 Cassia, Saigon 48 Cloves, Zanzibar 15 Ginger, African 15 Ginger, Cochlin 18 Ginger, Jamaica 25 Mace 65 Mustard 18 Pepper, Singapore, black 17 Pepper, Singapore, white 25 Pepper, Cayenne 20 Starch Kingsford's Corn 8 1/4

10

SEEDS Anise 9 Canary, Smyrna 3 1/4 Caraway 7 1/2 Cardamon, Malabar 1 00 Celery 10 Hemp, Russian 4 Mixed Bird 4 Mustard, white 7 Poppy 6 Rape 4 Cattle Bone 14 SHOE BLACKING Handy Box, large 2 50 Handy Box, small 1 25 Bixby's Royal Polish 85 Miller's Crown Polish 85 SOAP Beaver Soap Co. brands

WONDER SOAP

JAXON

SEEDS Anise 9 Canary, Smyrna 3 1/4 Caraway 7 1/2 Cardamon, Malabar 1 00 Celery 10 Hemp, Russian 4 Mixed Bird 4 Mustard, white 7 Poppy 6 Rape 4 Cattle Bone 14 SHOE BLACKING Handy Box, large 2 50 Handy Box, small 1 25 Bixby's Royal Polish 85 Miller's Crown Polish 85 SOAP Beaver Soap Co. brands

SEEDS Anise 9 Canary, Smyrna 3 1/4 Caraway 7 1/2 Cardamon, Malabar 1 00 Celery 10 Hemp, Russian 4 Mixed Bird 4 Mustard, white 7 Poppy 6 Rape 4 Cattle Bone 14 SHOE BLACKING Handy Box, large 2 50 Handy Box, small 1 25 Bixby's Royal Polish 85 Miller's Crown Polish 85 SOAP Beaver Soap Co. brands

11

Kingsford's Silver Gloss 40 1-lb. packages 8 1/2 6 lb. packages 9 1/2 Common Gloss 1-lb. packages 6 3-lb. packages 5 1/2 Mixed Bird 6-lb. packages 6 1/2 40 and 60-lb. boxes 4 Barrels 4 Common Corn 20 1-lb. packages 6 40 1-lb. packages 5 1/2 SYRUPS Corn Barrels 27 Half bbls 29 10 lb. cans, 1/2 doz in case 1 85 5 lb. cans, 1 doz in case 2 10 2 1/2 lb. cans, 2 doz in case 2 10 Pure Cane Fair 18 Good 20 Choice 25 STOVE POLISH J. L. Prescott & Co. Manufacturers New York, N. Y. ENAMELINE No. 4, 3 doz in case, gross 4 50 No. 6, 3 doz in case, gross 7 20 SUGAR Domino 6 80 Cut Leaf 5 20 Crushed 5 20 Cubes 4 95 Powdered 4 80 Coarse Powdered 4 80 XXXX Powdered 4 85 Fine Granulated 4 70 2 lb. bags Fine Gran 4 90 5 lb. bags Fine Gran 4 85 Mould 6 05 Diamond A 4 70 Confectioner's A 4 80 No. 1, Columbian A 4 40 No. 2, Windsor A 4 35 No. 3, Ridgewood A 4 35 No. 4, Phoenix A 4 30 No. 5, Empire A 4 25 No. 6, Empire A 4 20 No. 7, Empire A 4 10 No. 8, Empire A 4 00 No. 9, Empire A 3 95 No. 10, Empire A 3 90 No. 11, Empire A 3 85 No. 12, Empire A 3 80 No. 13, Empire A 3 80 No. 14, Empire A 3 80 No. 15, Empire A 3 75 No. 16, Empire A 3 70 TABLE SAUCES LEA & PERRIN'S SAUCE The Original and Genuine Worcestershire. Lea & Perrin's, pints 5 00 Lea & Perrin's, 1/2 pints 2 75 Halford, large 3 75 Halford, small 2 25 TEA Japan Sundried, medium 28 Sundried, choice 30 Sundried, fancy 40 Regular, medium 28 Regular, choice 30 Regular, fancy 40 Basket-fired, medium 28 Basket-fired, choice 35 Basket-fired, fancy 40 Nibs 27 Siftings 19 @ 21 Fannings 20 @ 22 Gunpowder Moyune, medium 26 Moyune, choice 35 Moyune, fancy 50 Pinguay, medium 25 Pinguay, choice 30 Pinguay, fancy 40 Young Hyson Choice 30 Fancy 38 Oolong Formosa, fancy 42 Amoy, medium 25 Amoy, choice 32 English Breakfast Medium 27 Choice 34 Fancy 42 India Ceylon, choice 32 Fancy 42 TOBACCO Cigars H. & P. Drug Co.'s brands. Fortune Teller 35 00 Our Manager 35 00 Quintette 35 00

ENAMELINE

SUGAR

LEA & PERRIN'S SAUCE

TEA



12

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



Table listing various cigar brands and prices, including S. C. W., L. B., Dally Mall, and others.

Table listing various plug cigars and prices, including Red Cross, Palo, Kyo, and others.

Table listing various smoking accessories and prices, including Sweet Core, Flat Car, and others.

Table listing various twine products and prices, including Cotton, Hemp, Flax, and others.

Table listing various wine products and prices, including Malt White Wine, Pure Cider, and others.

Table listing various washing powder products and prices, including Diamond Flake, Gold Brick, and others.

Table listing various wicking products and prices, including No. 0, No. 1, No. 2, and No. 3.

Table listing various woodenware products and prices, including Bushels, Market, Splint, and others.

Table listing various butter plates, churns, and egg crates, including No. 1 Oval, No. 2 Oval, and others.

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Table listing various faucet products and prices, including Cork lined, 8 in., 9 in., and 10 in.

Table listing various mop sticks and prices, including Trojan spring, Eclipse patent, and others.

Table listing various pails and prices, including 2-hoop Standard, 3-hoop Standard, and others.

Table listing various toothpicks and prices, including Hardwood, Softwood, and Banquet.

Table listing various traps and prices, including Mouse, wood, 2 holes, 4 holes, and others.

Table listing various tubs and prices, including 20-inch Standard, 18-inch Standard, and others.

Table listing various wash boards and prices, including Dewey, Double Acme, and others.

Table listing various window cleaners and prices, including 12 in., 14 in., and 16 in.

Table listing various wood bowls and prices, including 11 in. Butter, 13 in. Butter, and others.

Table listing various wrapping paper products and prices, including Common Straw, Fiber Manila, and others.

Table listing various yeast cake products and prices, including Magic, 3 doz., Sunlight, and others.

Table listing various fresh fish products and prices, including White fish, Trout, Black Bass, and others.

Table listing various hides and pelts products and prices, including Green No. 1, Cured No. 1, and others.

Table listing various tallow products and prices, including No. 1, No. 2, and others.

Table listing various candies and prices, including Standard, Standard H. H., and others.

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Table listing various mixed candy products and prices, including Grocers, Competition, Special, and others.

Table listing various fancy-in-pails products and prices, including Champ. Crys. Gums, Pony Hearts, and others.

Table listing various fancy-in-5 lb. boxes products and prices, including Lemon Sours, Peppermint Drops, and others.

Table listing various caramels products and prices, including Clipper, 20 lb. pails, and others.

Table listing various fruits products and prices, including Florida Russett, Florida Bright, and others.

Table listing various oranges products and prices, including Florida Russett, Florida Bright, and others.

Table listing various lemons products and prices, including Verdell, ex fcy 300, Verdell, ex chce 300, and others.

Table listing various foreign dried fruits products and prices, including Californias, Fancy, and others.

Table listing various bananas products and prices, including Medium bunches, Large bunches, and others.

Table listing various nuts products and prices, including Almonds, Tarragona, Almonds, and others.

Table listing various dates products and prices, including Fards in 10 lb. boxes, Fards in 60 lb. cases, and others.

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Hardware Price Current

Table listing various ammunition products and prices, including G. D., full count, per m., Hicks' Waterproof, and others.

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Levels

Table listing various levels products and prices, including Stanley Rule and Level Co.'s, Adze Eye, and others.

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**NATIONAL GIDEONS.**

**Newspaper Summary of the Third Annual Convention.**

The third annual convention of the National Gideons of America, which was held at Cedar Rapids July 4, 5 and 6, was largely attended. The proceedings of the convention were thus summarized by the Cedar Rapids Republican:

The meetings of the convention one and all were very helpful and seemed filled with the spirit. The church services were conducted by these business men and conducted well. At the afternoon meeting in the Methodist church the men derived much benefit and it was one of the most enthusiastic meetings a body of Christian men ever held in the city. The rain interfered somewhat with the attendance at the young people's meetings in the evening but on both sides of the river they were well attended and proved to be good meetings despite the weather.

It was the mass meeting at the auditorium, the last meeting, that left a picture on the minds of all present which will never be effaced. There was a spontaneousness about the volley of "Amen's" which greeted the remarks of the speakers, but underneath there was a note of sincerity and earnestness which forebade any thought of lightness. They were traveling men so numerous over the country here taking part and conducting religious meetings. The auditorium has held many kinds of meetings and assemblages in its short existence, yet never was there such a meeting as last night when the congregations of the various churches joined these knights of the grip in a religious service.

After a song service by the audience, W. H. Teetzel read the lesson, including the description of the preparation of the band of Gideons for their battle. At the words, "and they stood every man in his place," the Gideons present arose and sang the "Sword of the Lord and of Gideon." Jas. Payne then offered prayer for God's guidance and that the Gideons might be set on fire to gather the traveling men of the United States into their organization. Fred Woodcock tenderly sang, "Never Alone," and the report of the Committee on Resolutions was adopted. The resolutions thanked the Ladies' Auxiliary for their help during the year and the retiring officers for their unswerving loyalty to the cause. Also the mayor and citizens of this city for their cordial reception and above all, the Cedar Rapids camp for organizing the details of the convention and all that had helped to make the convention a success.

After a duet, five little girls from Sunshine Mission gave a very pretty motion song, "Throw Out the Line," which was greatly appreciated by the audience, the traveling men repeatedly giving their salute with the handkerchiefs.

Chaplain Smith, of Oshkosh, then delivered his annual address of the convention. He expressed the pleasure he felt in being able for the third time to address the annual convention and took his text from the first chapter of Second Timothy, "I am not ashamed for I know whom I believe." This was spoken by the greatest traveling man that ever lived who traveled over the whole of the then known world in his Master's cause and suffered many privations—the apostle Paul. The words were spoken in prison, for all the apostles were marked men and the ring-leaders of the new religion of christianity were caught and imprisoned in the effort to stamp out the new religion. He was a Roman citizen and a cultured, educated man who left writings that are honored among the literature of the world. He was a Roman citizen and in prison, the greatest outrage known, yet he had nothing to be ashamed of, for he knew whom he believed. Applying the subject to the Gideons, he said the Gideons had no business to be ashamed. The Gideons should attend the Christian Endeavor and Sunday

school and prayer meetings when at home and they have a right to be at home anywhere. No man sees the world as a commercial traveler. The traveling men are the ambassadors and the houses are becoming more and more particular in their employes. They want honest sober men and if they are not they can find others. Piety and intellect help make the perfect man. He then gave the traveling men some good practical advice. He said, "If you get into an uninteresting prayer meeting, make it interesting. The towns need nothing so much as a good stirring up in the prayer meetings once in a while. 'I am not ashamed.' If either of those two men who founded this organization had been ashamed we would not be here to-night." He also spoke of the influence of the button they all wore. If the button is worn the wearer will not receive the invitation to cards or drink and the oath will be checked on the lips. He closed with reading the hymn, "Jesusi shall it ever be that mortal man is ashamed of thee?"

Mrs. Smith, the wife of the Chaplain, then sang, "Just for To-day," by special request.

President Hill then read a message the Ladies' Auxiliary had sent to the Gideons, after which the ladies arose and sang, "I love to tell the Story." President Hill spoke feelingly of the kindness to him shown by the men during the convention and said he could never forget them and the picture they presented to him. Continuing he said, "In my message to you yesterday I said I hoped God would raise up some one to take my place in the President's chair. This has been done and a man elected who I believe will fill the office better than it has been in the past. I now present to you your new President, Frank A. Garlick, of Chicago." The new President introduced by the retiring chief officer then made a brief speech in acceptance. He said in part: "I accept the honored position in the name of the Master and at your request. The time is short, but I want to leave with you a message. The first word is that we must stand on the word of God and that alone. Let us cleanse ourselves of all filthiness of the flesh and spirit in the fear of the Lord. Let this be our text for next year. We must first clean ourselves of all evil and then Christ will come and help us." Speaking a word of caution to the Gideons he said, "We are not members of Gideonism. We are not outside the church of Christ, but are all members of some church. Let us never say Gideonism. Neither are we Gideonites. We belong to no sect by that name. We are Gideons, each one of us separately and individually. This is not a Gideon band but a band of Gideons. The Chicago camp wish to see nothing so much as the good of the national organization. The President has come to the office unpledged and expects to make mistakes, but they will be mistakes of the head and not of the heart. He shall have the interests of the Gideons at heart all over the land and be partial to no section. You have elected new officers and must expect new methods. They may for a time jar the mind and conscience and distract from the present cordial relations, but they will be changes made in a thoughtful spirit for the good of the organization." He paid a tender tribute to the Ladies' Auxiliary and presented his wife to the convention and said, "We have been elected to the presidency together." The first act of the President was to appoint D. W. Johns, of Grand Rapids, as State Superintendent of Michigan. He thanked the Executive Committee for their faithful work and the Gideon circle was formed around the room.

All the Gideons, with the Auxiliary members present, joined hands in a circle around the wall of the auditorium and sang, "Blest be the tie that binds and Gideon," thus closing the convention. D. W. Johns and J. C. F. Dillon attended the convention as the representatives from Michigan.

Read H. Ward Leonard's clothing advertisement on page 7. It is interesting.

**Easy Steps For Little Feet.**

Humor is the eudemological pessimism which includes within itself a teleological evolutionary optimism, which may cause a realistic, radical and universal reconciliation to appear as possible.—Kindergarten Magazine.

Where hatred flourishes love may. Indifference grows upon only frozen soil.

**FOR SALE  
SINGLE CIRCULAR SAW MILL**

Stearns' circular saw mill complete; 3 16-foot rollers and stack and 1 16-24 slide valve engine; perfect repair. Will sell cheap and take pay in lumber if desired.

Foster-Winchester Lumber Co.  
Grand Rapids, Mich.



Imported  
**HIOGO**  
JAPAN RICE

**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 \$3,000; 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.

**"What  
Everybody  
Says  
Must be  
True"**

An old adage and a very true one. The application of it just now lies this way—that the knowing ones among the retail merchants say that

**D CRACKERS**

are the best. No need to seek beyond the superlative. Send to us for information.

**E. J. Kruce & Co.**

Detroit, Mich.

Not in the Trust.

**Our Holiday  
Display**

Will be ready for inspection about July 20th.

The **Finest Selection** we have ever shown.

Examine our line before placing your order.

**Grand Rapids  
Stationery Co.**

29 No. Ionia St.,  
Grand Rapids, Mich.

**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.

**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.

You ought to sell

**LILY WHITE**

"The flour the best cooks use"

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



## News Items Too Late to Classify.

Union City—Geo. E. Conrike, meat dealer, has sold out to Chas. Tyson.

Essexville—Howell Bros. have purchased the grocery stock of Rothermel & Co.

Belding—Earl Wilson has purchased an interest in the City shoe store of Edwin R. Spencer.

Tigris—P. E. Thomas has sold his dry goods, hardware and grocery stock to Jas. A. Damrel.

Calkinsville—J. T. Harvie & Son succeed Harvie & White in the general merchandise business.

Albion—C. S. Tucker & Co. continue the dry goods, carpet and wall paper business of C. S. Tucker.

Tecumseh—Wm. Voorheis has purchased the interest of his partner in the meat business of Voorheis & Seckinger.

Wyandotte—Lewis Lyman is succeeded by the Lehr Lumber Co. in the manufacture of lumber, sash and doors.

Detroit—The style of the Booth Manufacturing Co., manufacturer of porch columns, has been changed to the Detroit Column & Mfg. Co.

Jackson—Smith & Malnight, proprietors of the Jackson Skirt & Novelty Co., are succeeded by the Jackson Skirt & Novelty Co., incorporated.

Standish—Leonard Nerretter, who has owned a controlling interest in the Gray Milling Co., which owns the large roller mills, shingle mill and elevators here, has sold his interest to Charles Edelman, of Saginaw, and will remove to Saginaw, where he will live in retirement.

Lansing—The Lansing Wheelbarrow Co. has increased its capital from \$250,000 to \$415,000. It is about to materially increase its plant in this city and engage in the manufacture of road machines, and also build a new plant at Memphis, Tenn., having purchased a vast tract of timber land in that State.

Detroit—The Lee Injector Manufacturing Co. has filed articles of association with the county clerk. The capital stock is placed at \$40,000, divided into 4,000 shares and \$30,000 worth of stock is paid in. The stockholders are: William O. Lee, Detroit, 1,350; Melvin D. Cole, Romeo, 800; Franklin S. North, Detroit, 50.

Vicksburg—The Vicksburg Clothing Co., established to replace the branch of the Kalamazoo Pant & Overall Co., removed to Kalamazoo, has received machinery and will begin making overalls in a few days at the same location vacated by the Kalamazoo concern. The new company is capitalized at \$7,000, one-half paid in.

Bay City—The National Chicory Co. has been organized to take over the business of the United States Chicory Co., of West Bay City, and the Michigan State Chicory Co., of this city. The new company is capitalized at \$75,000, and W. H. Sharpe is President. The combination of the two old companies will make it possible to run the factories more economically. The west side plant has facilities for preparing the chicory root for market, whereas the Michigan company has heretofore simply dried the root and shipped it to Eastern manufacturers to be roasted and ground.

Penalty of Doing Business with Strangers. From the Litchfield Gazette.

G. E. Walworth, F. C. Thatcher and L. C. Wright, accompanied by their attorney, O. J. Cornell, drove up from Hillsdale yesterday to answer to the summons issued from Justice Agard's court by the Homer Banking Co., in which the latter company sought to re-

cover \$25 from business men who had given notes to that amount to obtain membership in a co-operative collection agency. The agency sold the notes to the Homer Banking Co., which, as an innocent purchaser, sought to recover.

The cases did not come to trial, as the Hillsdale business men, being fairly caught, and knowing to a dead moral certainty that it was the same gold brick furnished to their rural friends, settled the cases out of court.

## The Boston Egg and Butter Market.

Boston, July 14—The market on eggs is practically unchanged from the previous week. Receipts are light and cleaned up closely every day. Best Northern Indiana and Michigan stock is selling 18½@19c, case count.

Receipts of butter this week still continue very heavy and a slightly easier feeling has developed in consequence. The total receipts this week were over 46,000 packages, of which between 25,000 and 26,000 have gone into storage. Sales for consumption are comparatively small, but the market is steady because of large stock put away. We quote best Northern creamery at 22c, packing stock at 16½@17c and laddles at 18@18½c. Smith, McFarland Co.

## Changed Conditions.

Mr. Westside—Is Briggs still paying attention to your sister?

Eastside—Naw—they've been married this two months!

## 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.

WANTED—EVERY MERCHANT DESIRING to close out write W. D. Hamilton, Auctioneer, Galesburg, Ill. 597

WRITE TO GRAND RAPIDS MONUMENT Co for prices and designs on monuments, markers and cemetery corner posts. We have a large stock; anxious to sell at small margins. 818 So. Division St., Grand Rapids, Mich. 596

WANTED—CLEAN AND GOOD-PAYING drug stock located in growing town or city in Michigan. Spot cash. Address No. 603, care Michigan Tradesman. 605

IMPROVED 80 ACRE FARM FOR MERCHANDISE. John W. Curtis, Whitmore, Mich. 595

FOR SALE—FINE CLOTHING BUSINESS in one of the best towns in Michigan. The best of terms and reason given for sale. Address 915 Lake Boulevard, St. Joseph, Mich. 602

WANTED—ENTERPRISING PARTY WITH small amount of capital will be assisted to start in business in own town. For further particulars address Lock Box 98, South Bend, Ind. 598

FOR SALE AT A BARGAIN IF TAKEN IN thirty days—a clean, up-to-date general merchandise stock in a wide-awake little town in north-eastern Indiana; a regular money maker; compelled to sell on account of very poor health; no jockeys or auctioneers need apply. Address No. 594, care Michigan Tradesman. 591

FOR SALE—STOCK OF GENERAL MERCHANDISE, all new and up-to-date goods, well established trade; best farming town in southern Minnesota; stock amounting to about \$5,000 or \$6,000; will take out any part of stock buyer don't wish; no trade wanted; must be cash or well secured paper; write me at once as I must sell soon. Address J. C. Sovde, Granada, Minn. 599

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 \$2,500; 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 E. V. Abel Co., Charlotte, Mich. 596

FOR SALE—OLD-ESTABLISHED HARNES business. John Sherman, 310 South Hamilton St., Saginaw, Mich. 606

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—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—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 AT A SACRIFICE—DRUG STORE in best town in Copper country; invoice about \$1,800; a snap for some one. Address No. 591, care Michigan Tradesman. 591

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; bad health reason for selling. Address Dr. C. H. Drane, corner Powell and Mill Sts., Henderson, Ky. 592

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. Sell on account of poor health. No encumbrance on stock; will sell or rent store building and fixtures. J. M. Wheeler, White Pigeon, Mich. 580

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

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

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 E. 33 Morris St., Muskegon, Mich. 581

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 pot-to and bean section of Michigan. Address G. F. Gross, Waterford, Mich. 549

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

WANTED TO PURCHASE LOCATION suitable for conducting hardware business in Northern Michigan. Address No. 455, care Michigan Tradesman. 455

FOR SALE—FIVE TWO-STORY STORE with barn, on street car line; or will exchange for merchandise. Address 482 Washington Ave., Muskegon, Mich. 564

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

FOR SALE—DRUG FIXTURES—ELEGANT wall cases, counters, show cases, prescription case; all light oak; will sell at half price (1) A. Packholder, Grand Rapids. 534

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 Millner, 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

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

FOR SALE—MOSLER, BAHMANN & CO. fire proof safe. Outside measurement—36 inches high, 27 inches wide and 24 inches deep. Inside measurement—16½ inches high, 14 inches wide and 10 inches deep. Will sell for \$40 cash. Tradesman Company, Grand Rapids. 368

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

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

## MAPLE FLOORING

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

## MISCELLANEOUS

TIRED OF WORKING FOR SOMEONE else? If so, write me. I can help you open a new store with a fraction of the money you'd probably think necessary. Best business on earth for moderate investment. Full information and, if you like, I'll find you a location all free. G. S. Buck, 185 Quincy St., Chicago, Ill. 601

CIGAR SALESMAN WANTED FOR THE following counties in Michigan: Allegan, Berrien, Cass, Kalamazoo, Ottawa and Van Buren. Must have experience and come with the best of reference. Steele-Wedeles Company, Chicago. 604

EXPERIENCED ELECTRICIAN DESIRES position in light or power plant. Best references. Address 603, care Michigan Tradesman. 603

WANTED—POSITION AS CLERK IN A general or hardware store; three years' experience; no bad habits; can furnish good references. Address Box 35, Colonville, Mich. 600

WANTED—POSITION IN GRAND RAPIDS as bookkeeper or assistant by young woman of 2½ years' actual experience. Best of references. Address No. 606, care Michigan Tradesman. 607

WANTED—A REGISTERED PHARMACEUTIST. Send recommendations and state salary. Address No. 587, care Michigan Tradesman. 587

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

Drug Store  
For Sale

Live Drug business in Ann Arbor. Cash sale \$25 daily. Fine, central location. Selling because of too much outside business.

W. N. SALISBURY.

For particulars address Brownell & Humphrey, 88-90 Griswold street, Detroit, Mich.

The first consolidated mortgage bonds of the Detroit & Pontiac Railway Company, guaranteed by the Detroit United Railway, afford a safe investment at an attractive rate of interest.

Price and full information on request.

NOBLE, MOSS & CO.

808 Union Trust Bldg.

Detroit, Mich.