

MICHIGAN TRADESMAN

Nineteenth Year

GRAND RAPIDS, WEDNESDAY, JULY 23, 1902.

Number 983

**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
Grand Rapids, Michigan

**Commercial
Credit Co., Ltd.**

Widdicomb Building, Grand Rapids
Detroit Opera House Block, Detroit

We furnish protection
against worthless ac-
counts and collect all
others.

**WILLIAM CONNOR
WHOLESALE
READYMADE CLOTHING**

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

William Alden Smith Building,
Grand Rapids, Mich.

Mail orders promptly seen to. Open
daily from 7:30 a. m. to 6 p. m., except
Saturdays to 1 p. m. Customers' ex-
penses allowed. Citizens phone, 1367.
Bell phone, Main 1282. Western Michi-
gan agent Vineberg's Patent Pants.

Collection Department

R. G. DUN & CO.

Mich. Trust Building, Grand Rapids

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

C. E. McCORNE, Manager.

ELLIOT O. GROSVENOR

Late State Food Commissioner

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

1232 Majestic Building, Detroit, Mich.

Tradesman Coupons

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GENERAL TRADE REVIEW.

Midsummer dullness seems to be little in evidence except so far as people seem to have more money and can command more time to take advantage of the resort season. It is curious that so late in the vacation season railway stocks should make a new high record of 113, and especially while two great strikes tending to injure that industry were still in progress. The general course of the market has been upward with unusual activity until this week, when without apparent cause there is a decided reactionary tendency. This is attributed to the natural proneness of speculators to take opportunity for realizing profits. Little doubt is expressed that the upward turn will not be long deferred. There are so few discouraging or disturbing features that any protracted decline at this time would seem practically impossible.

In spite of an over abundance of wet weather in many parts of the country, the crop prospects are so far favorable that grain corners can not be maintained. Oats have made a new July record, but corn prices are easy, although much acreage is reported under water and the cool weather is unfavorable.

Merchandise distribution of all kinds is reported unusually active for the season notwithstanding the interruptions caused by the Chicago strikes. As a direct result of these there was a serious destruction of perishable goods, but the effects were of no general significance. The local congestion in the Chicago warehouses, which it will take weeks to overcome, indicates the degree to which facilities were occupied. The movement of merchandise exchange is a tremendous flood and any disturbance in the flow must make serious consequences.

One result of the coal strikes has been the reduction of summer stoppages in all iron and steel plants to the shortest possible time. Pressure for early deliveries is heavy in all lines, but especially in structural forms for bridge building and power plants, and many enterprises are forced to postponement on account of the impossibility of getting material. Reports from textile mills are generally favorable, many woolen concerns being obliged to work

over time, while cotton spinners are busy. Advances in hides and the strong leather market keep shoe prices firm and shops which have been idle are generally resuming.

So appreciative are the people to whom the privilege is extended, that rural free delivery has had a phenomenal growth and there is an increasing demand for its extension. It has made a new and very busy department in postal matters, requiring a new set of rules and regulations for its government. One recently issued provides that after the first of next October every person desiring to have mail delivered must erect a box in front of the premises, where it is easily accessible for the carrier. The box so placed must conform to the requirements of the department and be stamped "Approved by the Postmaster General." Then and not until then will it come within the protection of the statutes which make it a criminal offense to tamper with mail receptacles. There must be a box for each family served. The cost thus made obligatory is not large and, as a matter of fact, most people have the boxes already in use. Rural free mail delivery is a great advantage over the old system to those living in the country and decidedly popular with those enjoying the privileges it provides.

There is a severe blight on the potato crop in Ireland. Potatoes in Ireland are essentials which can not be dispensed with and for which no substitute can be provided. Many of the leading farmers have expressed the opinion that if the disease is not prevented from spreading further it will mean a recurrence of the famine of 1846, when the entire potato crop of Ireland was completely destroyed. Such a result would produce an exodus to America.

No two people, it is said, will tell the same story of an event in which they participated or which they witnessed. This is certainly the case with the officers of the army and navy who fought in the Spanish war. They can not agree as to what happened or how it happened. Here are Admiral Dewey and Gen. Anderson in direct conflict as to the character of the engagement which preceded the surrender of Manila. We may be compelled to look to the Spaniards for definite information.

Out West they call this the poor man's year. It is figured that the rich man generally owns rich land while the poor man owns poor land. In the West poor land is land that is poorly watered. This year the excessive rains have made the arid regions fertile, while regions along the rivers and streams have suffered great damage.

A young woman of Omaha is reported to have been blown from a train in Nebraska the other day. As she was going from one car to another she was caught by a strong wind and deposited in a corn field. Her skirts acted as a parachute and she reached the ground without injury.

WE ARE NOW A WORLD POWER.

Prior to 1898 this country, although known to be immensely rich in material wealth and considered a model of internal government, was not seriously considered by foreign powers, or even taken into calculations in international matters. Our people busied themselves with purely home concerns, had no sympathy with outside disputes and looked upon both army and navy as useless waste of public money.

Now all this is changed, and although people will differ as to whether this change is for the betterment or injury of the country, its existence must be recognized. Our territory has been greatly extended and our possessions are so scattered over the earth that no foreign disturbance can occur which has no interest for us. Foreign powers no longer ignore us, but, on the contrary, seek our good will and consult us on all matters of international moment.

In a word, we have become a world power with all the prestige and at the same time all the risks and responsibilities which that title implies. We are soon to have an ocular evidence that we are no longer a self-contained people, having no outside interests and fearing no foreign attack. We have gradually built up a large navy, and we have more than doubled our standing army. Now we are to adopt the European custom of holding maneuvers on a gigantic scale to train the army and navy, in both attack and defense, as a preparation for the work they may at any time be called upon to perform. Joint maneuvers are to be held along our own coast line during the summer, and during the coming winter a great fleet will be assembled in the West Indies to study the problem of the defense of our possessions there, as well as the approaches to the proposed isthmian canal. Truly, we are going ahead at a rapid pace in our new role as a "world power."

It is not surprising to learn that the Cubans are suspicious that the defeat of the reciprocity measure in Congress was due to a conspiracy among certain interests to produce conditions that will make annexation an immediate issue. Without reciprocity the Cubans are without adequate markets and the business of the island stagnates, the working people are idle and disorder threatens. The Cubans are aware of the danger of their situation and are determined that nothing shall happen in the island to give any stimulus to the cry for annexation. If Congress at its next session does not adopt a measure of relief the Cubans will be convinced that American protestations of friendship were a snare and a delusion. The Cubans are entitled to a fair opportunity to conduct an independent government. It will be time enough to propose annexation if they fail after such an opportunity.

The first thing you do, if you have not done it, is to fall in love with your work.

Some people can get along without sense if they only have dollars.

MEN OF MARK.

Thomas Hefferan, President of the Peoples Savings Bank.

With a well-rounded forehead rising above calm eyes, with a quiet manner which would be almost shy were it not for the evident self-reliance back of it, with a face that shows patient strength, with the very evident combination of a sound mind in a sound body, such is Thomas Hefferan, a man who has carved out—we might say hewed out—of the forests of Michigan his fortune.

With no prestige of wealth or family influence, with no gifts from favoring fortune, with nothing but the stout heart and indomitable will, ready brain and strong hands, he has made himself a place among the notable men of the city and State, although aided by his innate love of right, which impelled him to deal fairly with all men; and so, not rising on the shoulders of or at the expense of others, he has made his position sure.

It has not been a selfish career, that of the man of whom we treat in this issue of the Michigan Tradesman, except as all effort which has as one of its results the accumulation of wealth is to some extent self centered. He has been and is a man among men. He has had his intimate friends, his business associates, those who have aided him and those whom he has aided; so that the story of Thomas Hefferan is also the story of other business men with whom he has worked hand in hand, apparently in fullest accord. Indeed, we may believe from the character of the man, his patience and fairness, that what seems to be is the fact. The outline history of his life, in which it will be seen that friends or acquaintances of his youth linked their fortunes to his and that the circle of his associates steadily widened, losing hardly a member except by death, goes to show such has been the case.

Mr. Hefferan was born July 28, 1831, in Washington county, New York. In 1840 he moved with his parents from New York State to Barry county, Michigan. Traveling in those days was primitive as compared with modern methods. The party with their goods and chattels went by canal boat to Buffalo, thence by steamboat to Detroit, from there took the newly constructed Michigan Central Railroad to the terminal at Ypsilanti, and from there they traveled by teams and wagons to their destination.

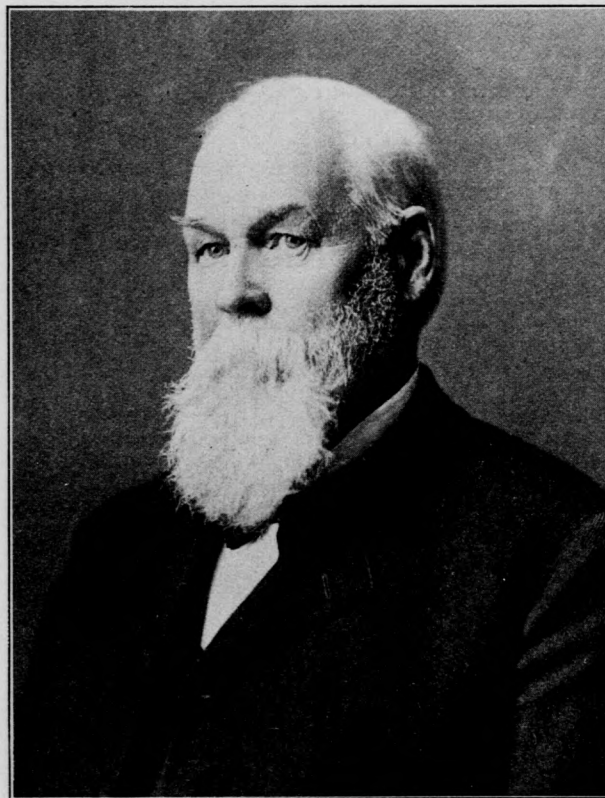
In 1846 the family removed to the Grand River Valley, where they settled on a farm. The boy received a brief education in the common district schools. He left home in 1848 and entered the employ of Dr. Timothy Eastman, who resided at a point in Ottawa county, on Grand River, since known as Eastmanville. The doctor was a farmer and lumberman, as well as a physician, and Mr. Hefferan remained in his employ for three years, assisting in these occupations. In 1851 he attracted the attention of Galen Eastman, a son of the doctor and a lumber merchant in Chicago, who offered him, and he accepted, a position in his lumber yard in that city. He remained there in the capacity of yard foreman, salesman and general manager until 1858. The panic of 1857 so depressed business that he then decided to return to Michigan, where he still had charge of the general business of Mr. Galen Eastman.

In January, 1865, Mr. Hefferan engaged in the lumber business for himself, purchasing the sawmill at Eastmanville from his former employer in

1869 and continuing an active and successful manufacturer and dealer in lumber for many years. In 1889, when it became manifest that the forests of Southern Michigan would no longer respond to the demand for logs, Mr. Hefferan closed out his lumber business and removed with his family to Grand Rapids, where he has since resided. In 1890 Mr. Hefferan was one of the organizers of the Peoples Savings Bank of Grand Rapids. He was elected director and chosen to fill the responsible position of President, an honor which he still holds. He has been for a great many years and is at present a stockholder of the Old National Bank of Grand Rapids and stockholder and director of the Michigan Trust Company of the same city.

In politics Mr. Hefferan is a Democrat, but he has never personally aspired to political honors. In the campaign of 1896, when the National convention

years in which the farmer's boy has, by straightforward energy and upright principles, become the successful lumber manufacturer and honored banker he has seen the log cabin of the earliest settler give way to the neat and comfortable cottage, the village supplanted by the town, the wilderness transformed into populous cities, peopled by wealthy and intelligent citizens. He has seen benches of the old log school houses built by the pioneers for the welfare of their children supplanted by the polished desks in the great brick structures of our present elaborate school system; while churches, academies, business houses, railroads and all the appliances of modern civilization crowd the territory where in his boyhood were only the forest, the deer and the Indian. With what interest will such a life be regarded in the future by generations who will fail fully to comprehend the hardships and toils of those whose his-



at Chicago gave to the country the platform of recommending the free coinage of silver at the rate of 16 to 1, Mr. Hefferan decided not to support that measure and was one of the first to propose and assist in the organization of the Sound Money Democratic party, which acted so effectively in that campaign. He still believes the principles of sound money to be best for the financial prosperity of the country.

Throughout his long and active business life, Mr. Hefferan has never lost sight of the lumber interests of Michigan, and, practically speaking, may be said to have seen the rise and decay of that industry in the State. The forests through which he trudged as a boy and worked in young manhood and which were supposedly almost illimitable in extent and resource have long ago fallen and given place to the prosperous farms and fruit lands for which Western Michigan is now noted. During the

history of the past half century, the history of the State of Michigan.

Commission Merchant Accused of Fraud.

John E. Patton, a general commission merchant on Front street, Philadelphia, has been held by Magistrate Cunningham for a further hearing to await a decision on the charge of the larceny by bailee and embezzlement of \$741.59, the property of H. E. Kerstein, of York, Pa. Kerstein testified that he had made consignments of eggs to Patton since June 2, to be sold on commission, the proceeds, less the commission, to be returned to him, but that Patton had failed to account for the amount claimed. It was further alleged that Patton had admitted to Kerstein and a witness that he had lost the money in speculation, but promised that if he were given time he would make restitution. Patton denied this to the magistrate and averred that he had a running account with Kerstein, and had not sold the merchandise on commission, as the latter claimed.

Business Manners Among the British.

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

But he is taking absolutely a mistaken line. His opposite in manners tempers his inexperience with a softened air of diffidence, meets his contemporaries with a smile of greeting instead of with a defiant scowl, and goes out of his way to be thoughtful and courteous. He knows the value of making friends, and realizes to the full how bad it is for a young man's future should he earn a reputation for bumptiousness and bad manners. The business-king may please himself as to the manner he adopts. To some the reputation of a choleric disposition is useful, for it keeps off triflers. He who desires not to be jostled must himself jostle others. Such is the modern shibboleth, taught by the storm and stress of existence to the aspirant for wealth and wide prosperity.

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

Honesty has always been the Englishman's proudest stock-in-trade. He has hated, therefore, the honey-tongued hypocrite, bowing and scraping, promising and palavering, with his words of sweetness and his deeds a mass of crookedness. His tendency on this account has been not toward a cultivation of the grace of demeanor, which he has openly despised, but toward the bluff, out-spoken type of eloquence known the globe over as "truly British." It has not been a discourteous eloquence, though, nor has it been accompanied by bad temper and scant patience. Those qualities not the roughest diamond of all the rough diamonds in the business world would extol, for their poisonous influence is most baneful, keeping a man back from success rather than helping him toward it.—N. Y. Commercial.

What They Were Coming For.

Bingo—I'm going to bring my wife around to call on you to-night.

Winterby—That's right; but do me a favor, old man. Don't let her wear her new sealskin cloak. I don't want my wife to see it just now.

Bingo (grimly)—Why, that's what we are coming for.

Give It Up.

From the New England Grocer.

Why will grocers sell \$50 worth of goods to people to whom they would not loan 50 cents in cash?

Impressive Printing

Ordinary, commonplace printing has no value for an up-to-date business man—he might almost better issue no printed matter of any description. The style and general appearance of anything in type emanating from any man's office are indicative of the general business methods of the establishment. Good printing is a good representative, and one should seek to create the right impression by having correct typography—even in a letter heading.



Observation proves that the advertiser who uses the best printed matter has the best reputation—and reputation means success. By making reputations for advertisers the TRADESMAN COMPANY has made a reputation for itself, and in keeping up its own reputation it keeps on making reputations for others. If you're seeking a profitable reputation, or desire to make still better and more profitable the one you have, artistic printed matter—the kind we do—will do the business. Our presses are turning out reputations every day. They're at your service.

Around the State

Movements of Merchants.

Pellston—G. W. Priest succeeds Priest & Jones in the drug business.

Niles—Louis S. Chase has purchased the jewelry business of Edwin A. Smith.

Union City—George Canrike has sold his meat market to Chas. Tyson, of Athens.

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

Rochester—The Rochester Lumber & Fuel Co. has been organized with a capital stock of \$15,000.

Three Rivers—The capital stock of the Three Rivers Telephone Co. has been increased from \$10,000 to \$25,000.

Buchanan—Representatives of the Studebakers, of South Bend, have been here looking over the axle plant of Lee & Porter.

Cadillac—John H. Maurer has purchased the bazaar stock of Lawrence R. Miller and will continue the business at the same location.

Detroit—Knight & Bedell have formed a copartnership to continue the men's furnishing goods business of Ernest O. Knight.

Copemish—H. S. Rogers, manager of the H. S. Rogers Co., general dealer, was instantly killed while crossing the railway track here.

Allegan—John P. Clark has sold his interest in the blacksmithing business of Spletstoser & Clark to his partner and has gone to Minnesota.

Detroit—John J. Bagley & Co. have leased the warehouse at Fort and Tenth streets, formerly owned by the Scotten Tobacco Co. and sold to the tobacco trust.

St. Johns—L. J. Calkins has formed the Calkins Grocery Co., Limited, and the stock has been divided between himself and his sons, J. C., Floyd and Harry.

Bellevue—Orlo Morse, of Belding, will shortly open a shoe store in the Vaughn building. He expects to be open for business by the middle of August.

Adrian—Richard Hathaway has purchased the grocery stock and meat market of A. Peavey, 151 West Maumee street, and will continue the business in his own name.

South Lake Linden—Exavier Gillett, who has been engaged in business for the past twenty-five years here and at Lake Linden, has sold his jewelry stock to Nickolas Michaels.

Big Rapids—Appoline (Mrs. Joseph) Falardeau has sold her grocery stock to Farrough & Phillips, who have removed the goods to their store and consolidated them with their stock.

Traverse City—Parker Bros. have sold their shoe stock to J. Rosenzweig, who was formerly engaged in the shoe business at Detroit. He will continue the business at the same location.

Constantine—Jacob Thomas has opened a clothing store here as a branch of his Elkhart establishment. The business will be managed by George Scoles, who hails from Elkhart.

Northport—Kehl Bros. are erecting a cement store building, 38x128 feet in dimensions, two stories and basement, which they expect to be able to complete so as to occupy before snow flies. They have platted into lots the water frontage of their 60 acre farm, two miles south of Northport, and expect to start a resort thereon in the near future.

Muskegon—The limited partnership of Mann, Watson & Co. has been changed by F. H. Smith, the partner of limited liability, increasing his interest in the firm from \$25,000 to \$55,000.

Hillsdale—The store building recently vacated by C. S. Wolcott is being remodeled for A. Corey, who will conduct therein a branch music store for the Whitney & Currier Co., of Toledo, Ohio.

Negaunee—Louis Kellan has erected a brick store building, 22x70 feet in dimensions, at the corner of Park street and Mitchell avenue and will engage in the grocery business therein July 28.

Muskegon—A. Gagnon has purchased the grocery stock of A. Coutchie & Son at the corner of Pine street and Webster avenue. He will remove his Bluffton and Grand avenue stocks to that location.

Corunna—Elmer B. Shultz, who has had charge of the Owosso Paint & Wall Paper Co. at this place for several months, has purchased the stock and will continue the business in his own name.

South Haven—W. F. Merrill has sold his stock of musical merchandise to A. M. Fowler and Earle E. Combs, Jr., who will continue the business at the same location under the style of Fowler & Combs.

South Lake Linden—J. B. Hodges, formerly of Hodges & Opal, grocers and meat dealers, will shortly begin the erection of a store building which he will use as a meat market and general grocery store.

Ithaca—J. B. Crawford, druggist at this place, has admitted to partnership D. T. Altenberg, for the past four years employed by Mr. Crawford as pharmacist, under the firm name of Crawford & Altenberg.

Clayton—The N. B. Hayes & Co. dry goods and shoe stock has been purchased by L. C. Pixley, of Hudson, who will continue the business. Mr. Pixley has been employed as traveling salesman for Crowley Bros., of Detroit, for the past six months.

Houghton—Counterfeit half dollars are being circulated in the copper country. They are perfect imitations of the Government issue. Their worthlessness, however, is easily detected by dropping them on a solid surface. Officers are now in search of the counterfeiters. Whether the latter have a plant in Houghton county is doubtful, but they or their agents are strenuously "showing the queer" on the merchants of the county.

Lansing—The Lansing Retail Grocers' Association will give its first annual picnic at Pine Lake Wednesday, Aug. 13. Not only the retail grocers, but the wholesale houses, the meat men and the clerks and the families of all are to be included in the party. A special train on the Grand Trunk will carry excursionists to the picnic grounds and a programme of games and sports will be carried out. The details of the affair are not completed, and a meeting will be held Thursday night to make such other arrangements as are necessary.

Lansing—A committee from the Lansing Retail Grocers' Association has asked the Common Council that the hucksters' ordinance be revised and amended. The grocers desire that a higher license be required for vegetable hucksters and that all peddling of vegetables be forbidden. In its place they will ask the Council to establish a market for the sale of green stuff. The grocers complain that the hucksters flock

into the city every morning and canvass nearly every street in the residence sections. The grocers want a place fixed for the gardeners to congregate and offer their wares for sale, instead of allowing them the freedom of the city.

Albion—The remainder of the dry goods stock in the Headington store has been shipped to Alexandria, Ind. This is the finish of what has been for many years one of the leading dry goods establishments of the city. The first proprietor was Robert McGregor, who about twenty years ago opened up with an entirely new stock. He was not successful and the stock passed into the hands of E. F. Mills & Co., now of Ann Arbor. Mr. Mills was prominent in the affairs of the city, having been elected mayor and serving on the school board for several years. He is now President of the Ann Arbor school board. He sold out to M. D. Galloway, who continued it successfully up to the time of his death, which followed soon after that of his wife, daughter and father, the latter two at so near the same time that the funeral of the child prevented his attendance at that of his father. The stock was purchased by F. H. Goadby, who came here from Charlotte and continued the business with indifferent success for four or five years and then disposed of it to F. C. Headington & Co., who claim to have had a fairly satisfactory trade, assigning as a reason for removing that their business in Indiana, where the firm has two or three stores, made it necessary for Mr. Headington to be there.

Manufacturing Matters.

Bronson—The Bronson Co-operative Creamery Co. has filed articles of incorporation with a capital stock of \$4,350.

Boyer Falls—The Boyer Falls Co-operative Co. is the style of a new enterprise at this place. The capital stock is \$20,000.

Port Huron—E. B. Muller & Co. is now turning out 5,000 pounds of Climax cereal daily. The cereal is similar to cocoa and is used in place of coffee.

Union City—The Peerless Yeast Co. expects to complete its new factory building in sixty days. It will be 40x100 feet in dimensions, two stories high.

Wausaukee—The work on the creamery is well under way. The building will rest on stone piers instead of a solid foundation. The creamery is expected to be in operation by Aug. 1.

Jackson—The American Condensed Milk Co. has broken ground for its new factory. Orders have been placed for a 200 horse power water tube boiler, a 75 horse power steam engine and an electric lighting plant.

Detroit—F. L. Smith, Secretary of the Olds Motor Works, has bought the old Peninsular Iron Co.'s furnace between Concord and Beaufait avenues, and there is talk that the plant will resume the making of pig iron.

Detroit—Paul Weidner and others have organized the Detroit Steel Co-operative Co., with \$100,000 capital, and they will have a plant in the eastern part of the city for making steel casks, tanks, etc., for breweries and other concerns using large receptacles for fluids.

Detroit—F. H. Aldrich, G. D. Wandless, W. A. Waite and Clifford Cameron have organized the Waite Stone, Lime, Land & Improvement Co., Ltd., with \$150,000 paid up capital, to build a lime and cement factory in Monroe county.

Stockbridge—Elias S. Clark, who operated a flour mill here for eighteen years and built two other mills here and one at White Oak and a dozen other buildings, including a brick block, died July 17 from the effects of a paralytic stroke. He was about 65 years old.

Berrien Springs—The H. Kephart Health Co. has filed articles of association, with a capital stock of \$150,000, fully paid in, and will engage in the manufacture of patent medicines. Roscoe D. Dix is Chairman, Philip Kephart Secretary and Henry Kephart Treasurer.

Detroit—The Messmore Co. has been incorporated to manufacture plaster of Paris and other art goods; capital, \$10,000; paid in, \$5,200; stockholders, Herbert L. Messmore, 260 shares; Hugh T. Du Bois, 240 shares; John J. Tuomey and Ira A. Leighley, 10 shares each; Herbert L. Messmore, trustee, 480 shares.

Detroit—William M. Finck was formerly interested in the firm of Hamilton Carhartt & Co., but left them January 1. Since then a corporation known as William M. Finck & Co. has been formed to manufacture the same class of goods. Mr. Carhartt has filed a bill in chancery in which he alleges an infringement of a trademark and other interference with rights claimed by him and he asks an injunction. An order to show cause, July 24, why the injunction should not issue was granted.

Hillsdale—The stockholders of the Alamo Manufacturing Co. held their annual meeting July 14 and increased the capital stock of the company from \$25,000 to \$75,000. The company began business a little more than a year ago, employing five men. It now employs eighty men, and has paid out \$16,000 for labor the past year. It has recently purchased six acres of land in the city and is erecting a foundry 75x120 feet and a machine shop 40x200 feet, which will be ready for occupancy in a few weeks. When in the new location the company will build automobiles as well as gasoline engines, which have been the principal output heretofore.

Elk Rapids—The Elk Rapids Iron Co. has decided to close out its mercantile business, and with that end in view all orders placed for future delivery have been cancelled and the heads of the various departments have been given options on the purchase of the stocks in their respective lines until September 1. If not taken advantage of at that time the stock will be closed out and the business wound up. The closing out of the mercantile interests is occasioned by the increased growth of the various manufacturing enterprises in which the company is interested and the buildings now used as stock and salesroom will be converted into storage rooms for the use of the various manufacturing plants. The Elk Rapids Iron Co. succeeded Dexter & Noble, who established the business in 1857.

REMEMBER

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

GRAND RAPIDS SUPPLY COMPANY

20 Pearl Street

Grand Rapids, Mich.

Grand Rapids Gossip

The Produce Market.

Apples—Harvest varieties, \$1.25@1.50 per bu.
 Bananas—Prices range from \$1.25@1.75 per bunch, according to size.
 Jumbos, \$2.25 per bunch.
 Beeswax—Dealers pay 25c for prime yellow stock.
 Beets—18c per doz. for new.
 Beet Greens—50c per bu.
 Blackberries—\$1.75 per 16 qts.
 Butter—Fancy creamery is steady at 21c for fancy and 20c for choice. Dairy grades are lower, commanding 16@17c for fancy, 15@16c for choice and 12@13c for packing stock.
 Cabbage—Home grown command 50c per doz.
 Carrots—10c per doz.
 Cauliflower—\$1.50 per doz.
 Celery—Home grown is in ample 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.
 Egg Plant—\$1.50 per doz.
 Eggs—Local dealers pay 16½@18c 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, \$3.75@4; Mes-sinas, \$4.25@4.75. Maioras and Verdel-las, \$5.25@5.50.
 Lettuce—Head commands 70c per bu. Leaf fetches 50c per bu.
 Maple Sugar—10½c per lb.
 Maple Syrup—\$1 per gal. for fancy.
 Musk Melons—Gems, 70c per basket.
 Rockyfords, \$3.25 per crate.
 Onions—California, \$2.25 per sack of 100 lbs.; Kentucky and Louisiana, \$1.50 per sack of 70 lbs.; home grown, \$1.50 per bu.
 Oranges—Mediterranean sweets com-mand \$4.75@5; California Valencias fetch \$5.50.
 Parsley—25@30c per doz.
 Peaches—Albertas from Texas com-mand \$4.25 per 4 basket crate.
 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 ample supply at 60@65c. Receipts of home grown are ample to meet both consumptive and dis-tributive demand.
 Poultry—Receipts are small, probably due to the fact that the farmers are too busy harvesting to market stock. 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; gobblers, 9@10c; white spring ducks, 9@10c.
 Radishes—10c per doz.
 Raspberries—Red, \$1.75 per 16 qts. Black, \$1.50 per 16 qts.
 Spinach—45c per bu.
 Squash—Summer fetches 40c per bas-ket.
 Tomatoes—75c per 4 basket crate.
 Watermelons—Georgia are in ample supply at 20@25c.
 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 ship-ping very precarious.

The Grain Market.

Wheat, on account of the damp weather, has not done very much. Prices for old wheat remain the same, while new wheat is off about 3½c. However, there is no new wheat that is fit to grind except what has come from Southern Missouri. Southern Michigan

and Indiana samples of new wheat are sprouted and can not be used, so we will wait until our own new wheat will be fit to grind. The visible made an increase of about 600,000 bushels—not enough to speak of. Receipts have been somewhat larger, while exports have not been up to what they were a year ago. Exports this month thus far have only been about 5,000,000 bushels, against 13,000,000 bushels during the same time last year. This is commenc-ing the crop year July 1. Winter wheat in the Southwest that was not put in barns before these heavy rains will cer-tainly be damaged considerably and will have to be fed to animals. The best information we can get from Kan-sas is that they will have about one-third of a crop. The present outlook for the United States is that we will have about 150,000,000 bushels less than a year ago and, with the small amount in farmers' hands, it looks to us as if pres-ent prices were around bottom.

July corn has taken quite a drop—15c since a week ago, when July wheat was 81c, whereas to-day it is about 65½c. Some think the July corner is not over yet and that there is plenty of chance for a nice squeeze, as there is not much contract corn in Chicago. September remains steady at about 61c. Should we have some very nice warm weather, it may have some effect in lowering prices of corn.

Oats, for some reason, have taken quite an advance and are up about 6c for July. Of course, the wet weather has put oats in such a condition that there will be no new oats of any amount shipped to grain centers, but oats will remain firm and probably high, owing to weather conditions. The weather has more to do with all cereals than any-thing else just now. If we should have more wet weather, all cereals will ad-vance. Do not think they will go much lower.

In rye there is no change, the same as last week. However, the tone seems to be very weak and new rye will be on the market in a very few days.

There is no change in beans. The demand is about equal to the supply, and for that reason prices remain very steady.

Flour is very steady and the demand for old wheat flour is very good and it is firmly held by millers, especially until new wheat will be fit for grinding. From the present outlook it will be some time yet before home-grown wheat will be fit to go into consumption.

Mill feed remains very steady, with no change in price. The demand seems to keep up, notwithstanding pasturage is excellent.

Receipts during the week have been as follows: wheat, 36 cars; corn, 2 cars; oats, 6 cars; rye, 2 cars; flour, 2 cars; beans, 1 car; malt, 1 car; pota-toes, 5 cars.

Mills are paying 72c for wheat.

C. G. A. Voigt.

Edward Whalen has engaged in the grocery business at 367 South Ionia street, occupying one of the stores in the new block he has recently erected at that location.

Brown & Sehler have subscribed for 210 shares of stock in the Hastings Check Hook Manufacturing Co., Ltd., and will act as general sales agents for the factory.

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

The Grocery Market.

Sugars—The raw sugar market is quiet, with practically no change and very little business transacted. It is believed, however, that refiners' stocks are getting somewhat reduced and that they will soon be forced to come into the market to increase their supplies. The world's visible supply of raw sugar is 2,670,000 tons, against 1,720,000 tons at this time last year—an increase of 950,000 tons. Refined sugar shows no change in price and the demand is of fair volume. There are no indications of any change in the market in the im-mediate future. The warm weather, however, has somewhat stimulated con-sumption and a generally improved de-mand is looked for, as buyers will soon be forced into making purchases in or-der to replenish their stocks, which are light.

Canned Goods—In the canned goods line tomatoes, as usual, are the chief center of interest. Spot stocks are a trifle easier, with but few goods selling, the tendency of buyers being to hold off and await further developments. Baltimore goods of the new packing, however, have been selling quite freely at full prices until the last day or so, when the market eased off a little and prices showed some decline. Of course, the demand for future tomatoes has fallen off. That was to be expected and it is extremely doubtful if there will be any further large buying of futures. Reports are that the crop in the East will be a good one and that the tomatoes will be of good color and quality. The packing season has opened about three weeks later than usual, causing a some-what unsettled market. Corn continues firm and in fair demand. Futures are quiet, very few packers wishing to take more orders until the situation is further advanced in the producing sections. The general belief is that a slightly better crop will be had than at first expected. There is some interest noted in peas of the medium grades at unchanged prices. There is some demand for spot peaches at previous prices. There is not much to say about the new crop except that it is expected that it will be fully up to last year and that the quality will be superior. Pineapples are meeting with fair sale. There is considerable interest noted in the small fruits, with many enquiries for prices on the new pack, particularly strawberries, raspberries and gooseberries. Salmon continues steady and prices remain unchanged. Stocks are being steadily reduced under a good consumptive demand. The Col-umbia River pack is announced as be-ing 85,000 cases up to the present time and a light run still experienced, but an improvement is looked for during the next two weeks. The reports from Alaska are promising for a good catch and the large catch of last season is ex-pected to be equaled if not beaten. Sardines continue in good demand and prices remain firm.

Dried Fruits—A moderate interest is shown for spot stocks of the leading de-scriptions in the dried fruit line and but little change is noted. The demand for prunes continues very good for spot stock and prices hold steady, being very firm for large sizes, which are scarce. The Oregon crop prospects are for about 15 per cent. less than last year. The situation in raisins is very strong and higher prices are looked for very soon. Stocks in the hands of deal-ers are not large and the entire holdings on the coast are said not to exceed 100 cars. The new crop will be large, but

present supplies are small for the length of time before new crop comes forward. Owing to the fact that the weather has been most unseasonable of late, the Cal-ifornia grape crop is way behind and it is believed that the new crop of rais-ins will not be available before October 15 at the earliest. Apricots are in fair request at unchanged prices. The crop this year, it is feared, will not run quite as good as formerly. Peaches are quiet with no change in price. The demand for dates is good and the market very firm. Figs are steady but demand is light.

Rice—Trade in rice is quiet, as usual at this time of the year. Prices, how-ever, remain very firm. According to advices received from Louisiana, an un-favorable outlook continues for the growing crop, due to the continued drouth.

Molasses—Prices for molasses remain stationary and trade in general is slow. Dealers were not anxious to market their holdings, which are light, pre-fering to carry supplies in store until the fall, in the expectation of obtaining higher prices then.

Fish—Trade in fish is about as usual at this time of the year. Codfish is in fair demand and prices are firmly main-tained. Mackerel is quiet, with but lit-tle demand. Salt mackerel continues in very light receipt, the catch to date falling very far behind last year for the same period.

Nuts—Peanuts and Brazils are very strong, with good demand and pros-pects of higher prices soon. Almonds also show considerable firmness. Fil-berts, however, are a trifle easier with light demand.

Up to His Old Tricks.

From the Mancelona Herald

A man giving his name as O. W. Haggstrom, and claiming to be a rep-resentative of the Charlevoix Fruit Co., was in Central Lake last week and drove out among the farmers near Eastport, buying whatever they had to sell in the line of produce and live stock. The goods were to be delivered at Central Lake on a certain date and on the day named farmers flocked to town, each with a load of produce from their farm. Some had dressed calves, others chick-ens, both alive and dressed, while still others had cherries and other fruits. When they came to deliver the goods the prospective buyer was shy the cash, but overcame the difficulty by writing checks on the Antrim County Bank at that place. When the bank opened they were not long in discovering the worth-lessness of the checks and the stranger was soon looked up and made to return the commodities in his possession. The farmers disposed of as much of the property as they could to local buyers and "toted" the rest home. Having returned the goods, the so-styled rep-resentative of the Charlevoix Fruit Co.—which, upon investigation, was found not to exist—was allowed to go, although he richly deserved punishment.

John Dietrich succeeds C. J. Fuller as book-keeper and Secretary of the G. J. Johnson Cigar Co. Mr. Dietrich is a young man of unusual ability and is to be congratulated on his alliance with so progressive a house.

Eli Lyons, who conducts general stores at Lakeview and Altona, has opened a grocery store at Rockford. The Worden Grocer Co. furnished the stock.

Sumner M. Wells, Secretary of the Clark-Jewell-Wells Co., is spending a couple of weeks at Oden. He is accom-panied by his family.

Talk little and well and you will be looked upon as somebody.

Getting the People

Taking Advantage of Incidents of Public Interest.

I have commented to some extent on the need for the business man to take his proper place in the life of the community as one of the most valuable means of securing publicity. Along similar lines comes the faculty of taking advantage of the thousand and one happenings having interest with his constituency.

I am not an advocate of band wagon advertising. Patriotism, or the need of identifying one's business in public celebrations of any kind, may sometimes warrant the building of a float and joining the procession, but as to the direct advertising value of the display there is too much of distraction and divided interest for any material direct benefit. Sometimes there may be an opportunity of distributing circulars to those brought into the town by the "doings" and so gaining attention of some who may have come to buy, but the benefit is not to be attributed to any technical excellence or magnificence of display in the street parade. The participation in such enterprises may be warranted by the indirect benefit from the advantages that may be taken of reaching the people on account of their presence, and such participation may be necessary to help secure their presence, but as far as arranging an exhibit to show goods for the sake of selling goods is concerned there is little value. It is better in such cases to make the display with especial reference to adding as much as possible to the interest of the parade, of course making the business prominent enough to secure identification. Let the people know that it is your enterprise that is represented, but put no stress upon the direct advertising as you would do in a window display. Band wagon advertising of any kind is too desultory and indefinite for material results. The only value lies in joining in and contributing to a public demonstration.

Many of the ordinary—or, more properly, extraordinary—occurrences of public interest may be made to afford opportunity for attracting attention. A dealer in Philadelphia, for instance, exhibits a model of the English coronation chair and a photograph of the crown. All are familiar with the Maine photographs and relics and the Spanish war relics that had interest in their season. Later the Cuban and Costa Rican displays and the displays of Philippine curios served their turn. Photographs and objects of interest from Mount Pelee are being made to serve similar purposes. Then there are matters of more local happening, photographs of which may be obtained, such as fires, floods, tornadoes and other catastrophes, which may be of more comment on account of their proximity.

Such exhibits are unquestionably valuable if the advertising feature is kept well in the background. For instance, I would not usually use such displays to attract direct attention to displays of goods. Where the magnitude of the exhibit, or the interest, will warrant the use of an entire window it is better to keep wares out of the way. The exhibit will serve its full advertising purpose better if the fact that it is intended for that use is not kept in evidence.

There is tact in the suggestion of the Marquette County Savings Bank which will gain consideration from many read-

WHILE JOHNNY SLEEPS

WHEN he was a tender lad his father opened for him a Savings Account. His first deposit was one dollar, but other deposits regularly followed. Johnny is now older. He is the proud owner of a handsome bank account. The account is growing as he grows and earning interest while he sleeps. There are other boys and other parents who might profit from the above. . . .

The Marquette County Savings Bank, Marquette, Michigan.

N. M. KAUFMAN, Pres't.
E. N. BREITUNG, Vice-Pres't.
S. R. KAUFMAN, Vice-Pres't.

GEO. BARNES, Cashier.
W. B. MCCOMBS, Asst. Cashier.



PARIS GREEN THAT KILLS.

Many imagine that all Paris Green is of equal potency. This is not the case. Analysis of samples from various makers show that some have more than twice the strength of others. You have perhaps observed evidence of this in the failure of an application of Paris Green to your potato vines to rid them of bugs as it should.

We guarantee the strength and effectiveness of the Paris Green we sell. The manufacturers have a reputation for the high and uniform excellence of their product.

There's economy in using this Paris Green; it goes farther and always does the work.

1 lb packages	18c lb
5 lb packages	17c lb
10 lb packages	16c lb

The above prices are for Ansbacher's Paris Green, the best on the market. But if anyone quotes you a lower price on any inferior green, no matter how low the price, come here and I will meet it or go them one better. I will not be undersold.

We give Coupons with every purchase entitling you to Dishes Free.

Eggs 14c in cash or trade.

J. A. Skinner,
Reliable Druggist.

BATHING SUITS.

If you're contemplating an "outing" to Gun Lake, Gull Lake, Lake Cora, Lake Michigan or some other Lake, you will want a Bathing Suit. We are showing the largest as well as the most complete line of

Men's, Women's, Misses' & Children's Bathing Suits west of the Atlantic Coast.

Our Men's Suits range from 50 cents to \$3.50. Ladies' Suits, \$1.25 to \$7.50. Misses Suits, \$1.00 to \$3.00. Children's, 50 cents to \$1.50. Ladies' Brilliantine and Mohair Suits, \$2.50, \$2.75, \$3.00, \$3.50, \$4.00 up. We guarantee our Ladies' \$4.00 Suits to be equal to most \$5.00 Suits shown elsewhere.

M. HALE & CO.,
South Haven, Mich.

ers. The writer has shown excellent judgment in saying just enough, in few enough words to be generally read. The printer has given a good display, has done well to make the name of the bank, which indicates the business, stand out with more prominence than the first display. I am pleased to present a second announcement from this bank within a month because it appears to realize the efficiency of advertising in local newspapers. It changes the subject matter of its announcements frequently and—what is quite as essential—occupies enough space to enable the printer to do himself justice and impress the reader with the importance of the establishment. Too many banks treat their advertising as they do their taxes—as something which must be endured and kept as small as possible. The result is that the subject matter is seldom changed and the reader comes to look upon the card with about as much respect as a railway time table or a quack medicine advertisement. Instead of ranking with merchants and manufacturers, the bank permits itself to be classed with milliners and dress-makers, judging by the size and insignificant appearance of its announcements. I have referred to this subject before in this department and am gratified to learn that several of my banking friends have come to look upon the subject of bank advertising in a new light, in consequence of which they have increased the size of their spaces in the local newspapers and are making a determined effort to change the subject matter frequently, so as to render their announcements something more than a mere card or business directory.

There are many good features about the Paris green advertisement of J. A. Skinner which will cause it to be read by those interested in the subject, notwithstanding its length. Still I think I should have given it a generous pruning. The cut is a striking one and obviates the need of much display. The argument is convincingly expressed and the price feature is good, but I do not like the suggestion that the prices might be cut under certain conditions. This suggestion tends to weaken the force of the main argument. The most effective advertising is that which assumes that the prices given are as unchangeable as the laws of the Medes and Persians. Any suggestion that the prices might be lowered destroys the definiteness which is the main advantage of priced advertising.

An artistic and attractive shoe advertisement is that of Frank Friedrich. The arrangement of border and space is strong and well balanced. I would have made the word "Oxfords" a little longer and left off the ornaments at the ends.

B. Neidhart & Co. make some attractive summer suggestions which are well handled by the printer.

M. Hale & Co. devote a generous space to an important item of resort trade. The introduction by a list of lakes is a happy one and the writing is well proportioned to the space. The printers have done well to adhere to unity of style in the type, but should have used smaller type for some of the paragraphs, as the tendency is to look crowded.

Giving Her a Bad Name.

Mae—I got even with Bessie for snubbing me.

Ethel—What did you do?

Mae—I told that young man who calls on her that she used to be the best debater in her class at school.

OXFORDS

Our new line. We have placed on sale several new styles from \$1.00 up to \$2.50. We show some very new hats in the two dollar grade. Let us show you the line.

THE OLD RELIABLE
FRANK FRIEDRICH
The New Stand. 242 Front St.

The Key to Summer Comfort

TO POSSESS

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

B. NEIDHART & CO.,
HARDWARE,
Marquette, Mich.

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.

FOR SALE

SINGLE CIRCULAR SAW MILL

Stearns' circular saw mill complete; 3 16-foot boilers 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.

You ought to sell

LILY WHITE

"The flour the best cooks use"

VALLEY CITY MILLING CO.,
GRAND RAPIDS, MICH.

Smith, McFarland Co.

Produce Commission Merchants

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

69 and 71 Clinton St., Boston, Mass.

References—Fourth National Bank and Commercial Agencies.

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.

THE FRANK B. TAYLOR COMPANY

IMPORTERS AND MANUFACTURERS' AGENTS

135 JEFFERSON AVENUE

DETROIT, Mich.,

July 23, 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.

Cheaper Than a Candle

and many 100 times more light from

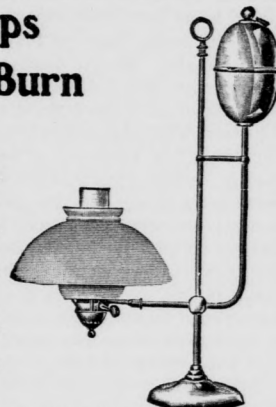


Brilliant and Halo
Gasoline Gas Lamps

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

Lamps to Burn

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.

Guardians

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

The Michigan Trust Co.
Grand Rapids, Mich.

SEEDS

Clover and Timothy—all kinds of Grass Seeds.

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

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.

WORLD'S BEST

S.C.W.

FIVE CENT CIGAR

ALL JOBBERS AND

G. J. JOHNSON CIGAR CO.

GRAND RAPIDS, MICHIGAN



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 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 23, 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 19, 1902, and saw the edition mailed in the usual manner. And further deponent saith not.

John DeBoer.

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

Henry B. Fairchild,

Notary Public in and for Kent County,
Mich.

AMERICAN HUSTLE.

The dictionary defines the word "hustle" as colloquial United States for "to hurry," "to make great haste," and some ancient wisacre, who lived near the beginning of things, observed that "haste makes waste. Does it follow, then, that hustling is wasteful? Wasteful of what? Not money, surely, but perhaps of something else that may be even better than money.

We are a very energetic people. Our worst enemies, if we have any enemies, would give us whatever credit is due for intense and strenuous life. They would admit that, owing to this native energy, we are pushing our trade into the remotest corners of the world. We are inventing things and selling things and getting rich at it. All this is good and we are proud of it. But in all this "hustle" a good many of us are forgetting some of the best reasons for living; getting less out of life than there is in it for us and cutting down the number of years we might enjoy it.

Do our business men get more out of life than their forefathers got out of it a hundred years ago? In certain directions it is quite evident that they do. There are more ways of having fun, there are more things to do, it is far easier to go about. And yet it seems to be true, also, that people have less time, nowadays, and take less real, solid comfort than did their grandfathers. It has been lately discovered that the individual of to-day is fifty times as able to supply his material wants as was the individual of one hundred years ago. That is to say, the productive power of the race has increased fifty fold. It would seem reasonable to suppose that under these conditions a man to-day would have far more leisure than ever man had before. But the truth is the man of to-day is dreadfully pressed for time; he is

"driven to death," as he sometimes puts it, by his terrible social and business responsibilities. He rushes off from a hasty breakfast to board an electric street car or express train, to be whirled to his telephone and typewriter and other devices for saving time. Everybody, nowadays, is, out of politeness, supposed to be over head and ears busy—busy in trade, busy in his profession, busy socially. We are continually hearing people say, "I have no time for anything." It is the fashion to be overwhelmed with engagements and pressed for time. If there is a death in the family, the clergyman is hurriedly summoned by telephone to perform the funeral services. Personal letters are dashed off on a typewriter, because this suggests rushing employment; and the result is that the growing generation of young men do not know how to write a letter with the proper forms of salutation and superscription.

The moral of this tale is that, while a moderate degree of "hustle" may be a good thing, it is possible to take an overdose and then it becomes a bad thing. If we are indeed "terribly rushed," "driven to death," and it is not with us a huge joke, or an assumed affectation, and instead of being the masters of time we are really the slaves of time, and things have got us under the saddle and are riding us, we would do well to go out some quiet night and sit down under the stars and ask ourselves what we are here for, and whether we are really getting the best out of life, and perhaps they will say to us, as they said to Emerson, "Why so hot, my little man?"

Americans are apt to believe that only in America are things done on a large scale. As our business men are foremost in developing enterprises it may be supposed that even our swindlers are more successful than those of other countries. We have, in fact, produced some men of genius as crooks but the Humberts who were recently exposed in Paris may be compared with the best that have flourished in America. Then there is Adolf Schmidt, who has just wrecked a bank in Leipsic, Germany, the officials of which he persuaded to advance him loans aggregating \$20,000,000 without security.

Some nice people, women among them, went slumming in New York the other night and were caught in a raid by the police on a disorderly resort which they happened to be inspecting. They were taken to the police station along with the inmates and it took some time for them to convince the officials that they were not as vile as the company in which they were found. Slumming is a very doubtful amusement. Those who want to know how "the other half" live seldom do anything to improve the conditions which excite their curiosity.

The corner in corn is broken and the Gates clique retire from the market with profits estimated at \$1,500,000. This is nothing near the amount they expected to realize and considering the capital they employed in constructing the corner their gains were not remarkable. Toward the last the tide began running against them in a way that threatened ruin. Those who attempt to defy the law of supply and demand are always in danger.

Although meat continues to go up no doubt it will continue to go down daily.

ELECTRICITY'S LAST GREAT GIFT.

The storage battery has been known for a long time, but the results attained have been imperfect and unsatisfactory.

The storage battery, as it is known up to the present, can be stocked up, or loaded with electricity, and the current can be used at pleasure, but there is such a constant loss or leakage of power that it can not be depended on, and the result is that at the time power is most needed it is not on hand to be used, while this state of affairs is most apt to occur under conditions that make it impossible to replenish the stock.

For instance, the airship and the submarine boat can never be perfected until the problem is solved of a storage battery that will keep without loss or depreciation its entire charge of electricity as long as may be desired and will pay it out just when and where, and in the degree of force required. Moreover, it must not be too heavy or bulky. The warfare of the future on land is going to depend largely on the airship if only it can be made manageable, and warfare at sea will be greatly affected by submarine vessels.

Jules Verne's prophetic story of "Twenty Thousand Leagues Under the Sea" can only be made a complete realization by the use of a perfect storage battery. The problem of carrying abundant supplies of air for the uses of respiration in a submarine ship has long ago been thoroughly solved, and the only difficulty is in the propelling power. Electricity is the proper force, and the world is waiting on the attainment of a proper storage battery. When that shall be secured, navigation under the water will be entirely practicable, and then every warship will be at the mercy of the submarine torpedo boat.

In this connection the question was asked within a day or two, "What has become of Edison?" He has answered for himself in the July North American Review. He has been working on the development of the storage battery, and he declares he has secured perfect success. He says in the Review mentioned:

A storage battery, to deserve the name, should be a perfectly reversible instrument, receiving and giving out power like a dynamo motor, without any deterioration of the mechanism of conversion. The present lead storage battery in an automobile does not meet this condition. It gradually becomes less and less efficient, and in a few months wholly inoperative. The acid environment prevents a proper mechanical construction, its chemical reactions are of the most capricious character; it must be watched and treated with great care—so great care, indeed, as to make it impracticable for general use. It can be made, so far as mere weight is concerned, of sufficient lightness to meet all the wants of commerce and pleasure; but, if made light, it rapidly becomes useless.

On the other hand, the nickel-iron storage cell has an ideal environment. Being in an alkaline solution, none of the ingredients are attacked by the solution in any degree. The chemical reactions are also of the most simple and stable character. The conditions permit of a perfect mechanical construction, and, finally, it remains uninjured under any condition which one could imagine, when in the hands of an expert. The weight can be made to meet every exigency of commercial vehicle traction, and up to the present time there are no signs of chemical deterioration, even in a battery which has been charged and discharged over 700 times.

All that is required the electric magician declares he has attained, and he gives every assurance that a storage

battery carriage for purposes of pleasure riding can be put in reach of every person with a moderate income, without hiring a coachman to keep it clean and run it, with no horses to eat their heads off and no oats and hay to buy. With an initial outlay of from \$700 upwards, the storage battery automobile can be used once a week at the cost of a fifty-cent charge, or twice for a dollar, and so on, the cost of use being met as it is incurred and so ceasing to be the bugbear that fixed charges must always be to the householder of moderate income.

Thus it is that the mighty and mysterious forces of nature are being constantly subdued and trained to the uses of man. An enormous debt of gratitude is due to those men in the far-away past who first mastered and controlled to economic uses the horse, the ox, the camel, the elephant, the llama, the reindeer, the dog and the carrier pigeon. For thousands of years those beasts were domesticated and trained to the various purposes of man's work in obtaining dominion over the difficulties of life on the planet wherever he was placed. But, finally, by the aid of those domestic animals in multiplying his physical power, and in relieving him from the most menial and laborious portions of his enormous task, man has been able to subjugate and control the illimitably potential forces of nature, not even excepting Jove's own thunderbolts, and to train them to perform—but on a vastly multiplied scale—the services which were formerly required of the useful beasts that have up to the present been indispensable. Apparently, the time is coming when all the heretofore indispensable beasts of burden will be used exclusively for food and will no more be required for purposes of labor.

As the country roads shall be improved, they will be made possible for mechanical carriages propelled by electricity, and, finally, such carriages will be in use for all farm and country transportation. In the meantime the human population of the earth will be enormously increased, so that the horse will be added to the daily fare of the people and will enable them to meet the exactions of the Meat Trust. Some time must elapse before that period can be reached, but it is surely in the future that the uses of machinery will be enormously multiplied, and that it will in every case be propelled by the great and mysterious forces of nature. What an uncountable debt of obligation will be due from the generations that shall come after us to the men who have subdued and controlled for the economies of human life the mighty forces of steam, electricity and chemical operation.

Jules Verne, the author of some eighty books of fascinating interest, many of them anticipating the developments of scientific discovery, expresses the opinion that there will be no novels or romances in book form fifty or a hundred years hence. "They will be superseded entirely by the daily newspaper," he says. "Newspaper writers have learned to color every day events so well that to read them will give posterity a truer picture than the historic or descriptive novel could do, and as for the novel psychological, that will very soon cease to be, and inside the present generation will die of inanition. The de Maupassants who will delight the world in years to come will do so in the newspapers of the day and not in volumes. They will crystallize the psychology of the world in which they live by writing up the to-day events."

GRADUAL GROWTH.

Summarized Report of the Citizens Telephone Co.

Another year has passed into history with its toils, its troubles and its triumphs for your company, and your officers are ready to present a review of the same for your consideration and action. The City Exchange, as now owned by your company, has had six full years of active service; your company was organized formally a little more than seven years ago. During the fiscal year completed June 30, last, there was greater activity, greater growth and we believe greater success than in any previous year in the history of your company. At least you shall be told the story of the changes with a review of the statistics in comparison with the preceding year, and then we will leave you to the conclusions to be derived therefrom, hoping that both will be pleasing to each and all of you.

Foremost, as it is the basis of all other statements and reports, is the consolidated statement of the condition of the exchanges in the system owned by your company on the first of July this year and last year.

	1901	1902
Grand Rapids.....	3,588	4,523
Alto.....	42	6
Athens.....	21	26
Baldwin.....	6	11
Bellevue.....	63	65
Belding.....		145
Big Rapids.....	8	6
Caledonia.....	19	115
Cannonsburg.....	8	19
Cascade Springs.....		12
Casnovia.....	12	25
Cedar Springs.....	79	122
Clarksville.....		97
Coral.....	9	15
Dimondale.....		19
Fellows.....	47	49
Freeport.....		77
Fremont.....	84	92
Grandville.....		6
Grattan.....	2	19
Grawn.....		3
Greenville.....		339
Hastings.....	325	383
Hersey.....	8	11
Holland.....	396	502
Ionla.....		278
Jonison.....		5
Kalamo.....	10	11
Kent City.....		2
Lowell.....	102	222
Lansing.....	971	1,390
Manton.....	37	61
Middleville.....	109	172
Moline.....		33
Morley.....		2
Nashville.....	81	168
Newaygo.....	27	30
Olivet.....		2
Portland.....		5
Rockford.....	122	138
Traverse City.....	459	773
Leelanau County.....	67	85
Trufant.....	6	6
Vermontville.....	136	227
Zeeland.....	63	67
Copemish.....	8	
Toll Stations.....	88	96
	6,963	10,496

You will observe that your plant has made a net gain of 3,533 telephones during the year, or a net growth in telephones of almost 51 per cent. When it was reported a year ago that your net gain for the year then just closed was 1,541, that was considered quite remarkable, and justly. The more than doubling of such a record of growth is really most extraordinary. In the net gain of 3,533 telephones in the system, the city shares with an increase of 935 telephones as compared with 274 a year ago. It should be stated further that there are more than 200 orders for telephones yet to fill, so that the growth of the city system would have been more than 1,100 telephones in the year could all the orders received have been filled at once. A very large portion of this great growth in the city exchange has been secured since the first of December. It may fairly be said now that the year has ended, no one a year ago could have anticipated any such growth.

When you met one year ago you were informed that the Citizens Co. was

building exchanges at Freeport, at Clarksville and at Alto, and making considerable extensions to your exchanges and toll line circuits then in use. The statistics above given show that those exchanges have been put into commission; that new exchanges have been built at Moline, Belding, Ionia, Dimondale, Grattan, Cascade Springs, Jenison and Grandville; and since the first of July and hence not included in these statistics, a new exchange has been completed at Empire, Leelanau county; another of over 20 telephones is building in Kingsley, Grand Traverse county, and the third, at Tustin, of some 20 telephones, is in preparation; while a franchise for an exchange at Portland, Ionia county, has been accepted and it will be built.

The increase in the toll line system during the past year has been 88 miles of pole lines; 311 miles of copper metallic circuits and 14 miles of iron metallic circuits. Your system now includes 858 miles of poles for toll lines, carrying 1,020 miles of copper metallic circuits; 863 miles of iron metallic circuits; and 34 miles of single wire, or grounded iron circuits, making a total of 1,917 miles of toll circuits, or 3,800 miles of wire of which about 60 per cent. is copper. A year ago you had 1,600 miles of toll circuits, of which only 709 miles were copper, so you will notice that the improvement in that portion of our system is quite noticeable. There have been added during the past year many miles of pole lines for farmers' lines connected with local exchanges, as at Middleville, Nashville, Vermontville, Cedar Springs, Lowell, Ionia, Belding and other points. These are not included in the reports of toll line circuits.

On the financial side of your company's business during the past year the statistics are gratifying to the Directors and it is hoped will be pleasing to you. The gross income of the company for the year ending with June 30, last (a part of the toll line revenue for the month of June being carefully estimated because complete reports from all the toll offices and exchanges of the system have not yet been received this month), is \$198,110.98. The gross expenses for operation, management, general expenses and taxes for the year were \$62,315.42. To reconstruction, repairs, maintenance and depreciation \$69,221.50 are devoted, so that after paying dividend requirements of 2 per cent. quarterly (you have received three dividends already for the past year and the checks for the fourth will be mailed next Saturday, because the 20th comes on Sunday), aggregating \$56,231.41, the final net profits for the year are \$10,000, which, in accordance with the action of your Directors last Saturday night, have been carried forward to surplus. It is evident to you that your management has earnestly striven to maintain your plant in good condition and to properly consider the problems of reconstruction and depreciation. That has been the policy of the management from the outset, and in its book-keeping, if there were any question, the company's income rather than investment account or maintenance was allowed to suffer.

But these figures of gross income and gross expenses taken by themselves, while very satisfactory, do not present all the phases of interest and importance in analysis of the year's business. A few details are given to make this clear: A year ago your Secretary stated, "Could your system stand still in its present condition, your gross annual revenue would be slightly in excess of \$160,000, a figure which probably will surprise most of you." That suggestion was made from an analysis of the earnings or revenue of the year then under discussion, which had been respectively: \$25,804.40; \$29,032.02; \$29,816.99 and \$31,100.13 per quarter, for exchange rentals alone. How true was that analysis is shown from this fact: The gross earnings of your company for the first quarter of the last fiscal year were \$42,465.42, or at a rate slightly less than \$170,000 per annum. The reasonableness and moderation of the analysis a year ago were abundantly

justified. But the plant was expanding, growing rapidly, and the income of the second quarter was \$45,688.54, a creditable increase. The third quarter had still larger increase, its gross earnings being \$51,052.63. The fourth, or last quarter, was still more remarkable; the gross earnings of your system for the months of April, May and June just past were \$58,804.66, or in round figures, at the rate of more than \$235,000 per annum. So you see that to express the opinion that "Could your plant now stand still in its present condition," its gross revenue for the coming year would exceed \$240,000, or more than 50 per cent. larger than the sum suggested at the meeting held in this room one year ago to-morrow night, would not be extravagant. A change from earnings at the rate of a little less than \$170,000 per annum to earnings of \$235,000 per annum in the same system in a single year is quite as astonishing as the great increase in the number of telephones in service. It shows that the toll line revenue is fully more than keeping pace with the exchange rentals; and this change, which still is in progress, furnishes ample reason for the increase in the capital stock which has been made, and for continued sales of treasury stock to meet such demands.

The financial statement of your company for the year just closed shows \$847,065 worth of stock issued July 1, or a sum of \$275,685 larger than the total stock outstanding a year ago on the first of July. Since that time, up to the present, the sales of stock have aggregated \$15,050, which gives the round figures of capital outstanding as mentioned in the previous paragraph. During the same time, there has been a considerable, one might almost say a remarkable, increase in the number of stockholders interested in the company. During the first half of the year just closed 87 new stockholders were added to the roster of members of your corporation. During the second half of the year 128 new stockholders bought stock, making a total increase for the year of 215. And thus far this month 9 more new stockholders have bought of us. If the old expression, "In numbers there is strength," is true, the year was very beneficial to your interests in this respect.

During the year much of decided interest to us has occurred elsewhere in the State and throughout the country in the telephone field. It is not possible in such a report as this to even glance at many things of actual moment, but a few important facts may be briefly presented, as generally indicating the condition throughout the State and the country. A year ago work was in active prospect or progress at Detroit and Jackson and many points in Ohio with most flattering indications for the speedy completion of very important, successful exchanges in the cities named and others—neighbors of our system. As many of you know, about the first of January last, what was known as the Everett-Moore syndicate, a group of Cleveland, Ohio, capitalists very extensively engaged in building and operating telephone exchanges, and toll lines, also electric railways, urban and interurban, became seriously involved, and work on many of their plants for the time ceased, particularly in this State. When news of their financial embarrassment first was given to the public it was suggested in some quarters that their telephone investment probably, or quite certainly, was the cause of their financial difficulties. A group of seven of the strongest business men of Cleveland, representing creditors of the syndicate, took charge of the situation and made a thorough investigation thereof. As a result of their labors it was developed and demonstrated that their telephone propositions, with the possible exceptions of one or two very small plants in Ohio, had all been good ones. In other words, the independent telephone business commended itself to the hard-headed bankers and business men who had not theretofore gained any definite knowledge of that branch of investment. These men, to whom and their associates whom they represented,

millions were owing, after they had gone to the bottom of the situation, although they could have sold the property and have "secured their own," offered to furnish large sums more of money to carry on the projects and, generally speaking, complete the plants as originally intended.

It was an unfortunate reverse as affecting Michigan interests, for there was less already invested in proportion to the amount finally needed, and the cities affected were farther away from the Ohio sphere of influence than the Ohio interests of the syndicate. So work has not yet been resumed on the People's plant at Detroit. There are very fair prospects, however, that there will not be much longer delay in that direction. In Jackson, as you have heard from the newspapers and otherwise, the work of completing the plant is well advanced, and we shall be able during the coming month to talk to 1,500 telephones of one of the most complete, modern and up-to-date telephone systems in the State, in that city. It was feared in the early days of the Everett-Moore difficulties that such delays and possible cessation of work in Jackson, Detroit and elsewhere would have a disheartening influence upon other independent propositions in the State. Such does not seem to have been the effect. A new plant is rapidly nearing completion in Marshall, and your company has already made arrangements for building toll line connections to it. A recent letter from Albion states that the required number of contracts for service has been secured in that town and that there now seems very little, if any, doubt that the company will be organized and work begun there very soon. Franchises have been granted to energetic, wealthy gentlemen in Ann Arbor for the building of a new exchange in that city and Ypsilanti, and in a recent letter to your office announcement is made that a site for the exchange in Ann Arbor has been purchased and that work is surely to go on there. At Toledo, which, although just outside our own State, is well within our sphere of influence, a new plant of more than 6,000 telephones is to be in operation and connected by No. 10 copper toll lines through to this exchange next month. The second independent plant (the first was bought out by the Central Union, Bell, interests) is rapidly approaching completion at South Bend. Your company has an urgent invitation to provide toll line connections to that city through St. Joseph and Benton Harbor, which it is expected will be done. Reaching South Bend the entire Indiana system will thus be accessible over still another toll line route. The toll lines via the Union Company's system from a connection with your lines through to Oakland county and beyond Pontiac will be in operation by the end of this week or the first of next. The Union Company, your largest and most important neighbor just east of here, headquarters at Alma, has been growing wonderfully during the past twelve months. Like yourselves, the stockholders there have found it necessary to increase their authorized capital several times and now have an authorized capital of \$450,000. They have built a number of new exchanges during the year and greatly extended toll lines, putting up excellent construction. There is a very considerable and profitable interchange of business between your company and theirs. North of us the Swaverly system, which owns lines from Manton north on the G. R. & I. R. R. to Petoskey, Cheboygan and other points in the upper part of this peninsula, has been developing very fast; has put in a number of new exchanges and will in a very short time complete copper circuits from Manton to Petoskey. The Valley Company, at Saginaw, Bay City and vicinity has grown rapidly during the past twelve months; has built a large amount of toll lines in the Thumb district to the east and south of Saginaw, and several new exchanges. Good toll service may be secured to that portion of the State through their lines. The southeasterly part of the State, Jackson, Lenawee and Hillsdale and

other counties, show great activity, especially among the farmers. Indeed, throughout the State there has been no retrogression during the past year and much of actual and satisfactory progress.

As you have observed from the newspapers, the company has recently bought a site for a permanent home for its city exchange and headquarters for its system, located on the east bank of Grand River and just west of the County Jail site, between Louis and Pike streets. The location was deemed to be particularly central in a telephonic sense, at the same time removed from noise, dust and probable dangers from fires in other buildings; open to light and air on at least three sides, and particularly available as being substantially at the focus of the conduit system already established. Your officers are busy discussing plans for a suitable building to occupy this site and, admonished by the tremendous growth of the past twelve months, that a permanent home should be secured without delay, are hoping to be able to build yet this year and to move your plant to its fire-proof home as soon as possible.

A year ago a very considerable satisfaction was felt and expressed in the then recent decision of Judge Brown in the famous Berliner case, that decision having been entirely favorable to the independent telephone companies. At that time another very important patent case was pending, scarcely inferior in its possibilities to the Berliner case. It was known as the Carty patent case. It was tried once by methods which the courts afterward evidently disapproved—a decision adverse to the independents was obtained; an appeal taken, and that appeal confirmed the court below. Under these most unfavorable circumstances a new fight was made in the case under the auspices of the National Association of Independent Telephone Companies, and as a result a new decision made by at least one of the judges in the previous case, diametrically opposite that given in the first case, has been secured. It is not believed that an appeal under the circumstances is likely to modify or overturn this second decision, and the triumph for independent interests is believed to be quite as signal as it is important.

"By their deeds ye shall know them." This has been a maxim worthy of acceptance for many generations. This community, yourselves and others have been loyal, intensely loyal to the Citizens Telephone Company. For that reason among others your system has been popular; there has been demand for its service, and it has grown in an extraordinary fashion, steadily. But their and your loyalty alone could not have accomplished all that has been done. Your officers and Directors are constrained to pay high tribute to your employees—your Manager, his lieutenants in various departments, the operators, the employees in all grades of your system—all have striven earnestly, zealously to maintain and improve the standard of service and increase the popularity of your company. The future is full of promise, bright promise. Great growth is still in progress; there will be very considerable growth both in the exchanges already developed and in others which the company must build in the territory which it has planned to serve. You may count certainly upon the continued zeal, enthusiasm, energy and loyalty of all in your employ—they each and all have nearly as great pride in your property and its success as though individual owners thereof. Under such conditions it is but fair to repeat that the promise for the future is very bright.

E. B. Fisher, Sec.
Grand Rapids, Mich., July 15, 1902.

The Reason Evident.

"Why do you spit on your bait?" asked the city angler of the boy with the bent pole and knotted line.
"Huh!" replied the urchin. "That's a fool question. I've ketch'd four fish since you got here, an' you hain't had a bite."

The bill collector says he has no desire to dwell in the land of promise.

Lively Old Game of Cut-Throat With the Joker.

Written for the Tradesman.

Wood River was indulging in unwonted excitement. Joe Burdick, the storekeeper, a widower of several years standing, had for the same number of years centered his hopes and fatherly affections on his daughter Nell, as lovely a piece of first-class young womanhood as the sunshine sees. From both sides the girl had inherited the fairest possessions. With face and form acknowledging no superior, she combined a grace of manner and a sweetness of spirit that made her a blessing wherever she went and with these there was an incarnation of wit and wisdom not often seen, and never before at Wood River.

During the time of her growing up father and daughter were inseparable. He lived again his boyhood with her. They played together and studied together, and when college time came and she had to go, they bridged the distance between them with unnumbered letters. Then there was a year of travel and finally the joyful homecoming; so that when the "Old Burdick Place" was brightened up and made ready for its sweet girl mistress there was a wondering among the wise ones how long such a girl as that would be allowed to remain her father's housekeeper.

As if Joe Burdick would be caught napping there! Why, so far back as when Nell and he were puzzling over fractions, the long-headed father had the whole thing settled and had governed himself accordingly. The widow Swadley whose estate joined his, with a long and honorable ancestry behind her had a boy Byron, that he had watched until he was satisfied that every manly virtue the boy possessed was the essential quality called for by Nell's womanliness. Three years her senior, they had passed a happy childhood together with a seemingly growing affection, so that one day Burdick found it convenient to stop on his way home and have a talk with the mother upon the leading purpose of his heart. To his great comfort he found Mrs. Swadley of the same mind and the two went to sleep that night to dream delightful dreams of the glad to-be. It was a quiet little family gam of euchre between age and growing innocence, all the more interesting to the lookers-on, who could see how the elders were playing into each other's hands and who couldn't help wondering if the one-sided affair would go on forever.

So it happened when that time came in young Swadley's life when books were a burden and he must go into business a place was found in Burdick's establishment for the ambitious young man. He wanted, he said, to begin at the bottom and work his way up. He felt at sixteen that a man was ready to begin his life work and that, while college was well enough for those who wanted it, it seemed to him too much like taking the four best years of a man's life and throwing it away; and the storekeeper, heartily agreeing with him, gave him a place at the very bottom and put him to work. It took him just three months to find out that a prosperous business man needs a trained brain to work with just as much as men of other callings and to the delight of the elders he begged one day to drop "business" and go back to his books.

So the Harvard man and the Vassar woman were coming home to Wood River, the one willing to begin in the store where he left off and the other to

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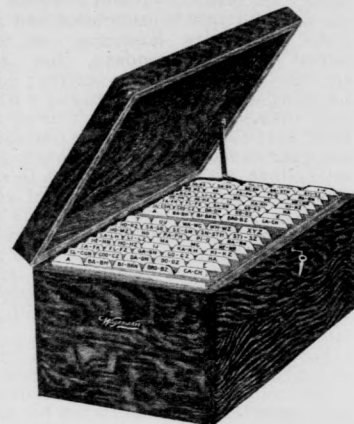
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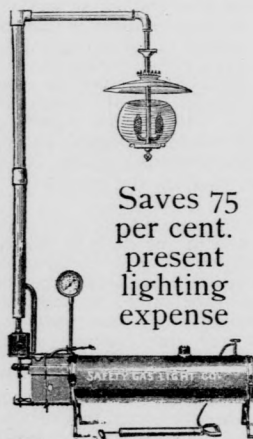
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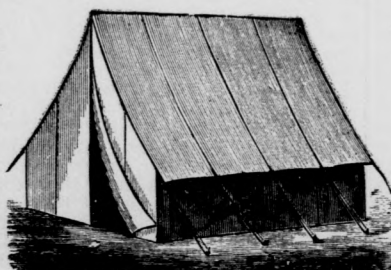
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gladden the gloomy old house and her dear old daddy's heart.

Of course after all this preparation, the first thing was the house-warming, and of course the young graduates were thrown constantly together with the old folks in the background to exchange occasional nods of approval. To the astonishment of everybody these nods were not sufficiently frequent to occasion remark. The young people were together enough; but there was no slipping away into quiet corners, no sauntering along the elm-shaded lane "Where twilight hours like birds flew by," no tender eye glances "When eyes look up and eyes look down," meaning much or little as the beholder might decide. Only once when the merriment was at its height, did the maternal Swadley and the paternal Burdick exchange silent congratulations. That was at the beginning of a contradance.

As the head couple began the joyous maze, Harvard and Vassar stepped through the low open window upon the broad veranda and finding the moonlight more to their liking appropriated, the one an easy chair, the other a hammock, and for a while enjoyed in quiet the beauty of the summer night.

It was Nell's voice that broke the silence: "For the life of me, Byron, I don't see how we can do it. I haven't so much as breathed George's name and I dread his coming as I do the day of doom. Why can't fathers and mothers just let things take their course, I wonder, when it comes to marrying and giving in marriage? They had their way and why can't we have ours? What does Madge say?"

"Nothing. She only laughs. She can't and won't understand what difference it can make to her. She won't come here to live and in our own home she doesn't fear but what she and mother will get along together. What bothers me is how to break it to her. I can't help thinking my way is the better. We can just be married and make all the needful explanations afterwards. I'm a little nervous about the way your father will take it. He's been 'lotting' on the other thing so long that I'm afraid he'll curse me and turn you out of doors."

"Never you fear about that. I guess you'd better lean forward and kiss me for your mother has just found out where we are. There she goes to tell father and we sha'n't have any more trouble the rest of the evening. My idea is for us to go to Shelton and have George and Madge meet us there, be married in church and at once telegraph home what we've done and just say that we are to reach home a week from that day. They'll think that you and I are married and it is well enough to have them think so for a little while. Then you write to your mother and I will to papa and by the time we get here they'll be all right. It's only a three-handed game of euchre and as long as we have both bowers, papa will see the point and laugh with the rest of us when he gets over his surprise."

So on the following Thursday young Swadley and Nell Burdick went over to Shelton to visit Madge Kenton and when they left the train, there the young lady was with Glover to meet them and changing partners they went over to the little vine-covered church a few squares away where the four became two with only the minister's wife to witness the ceremony. They had just time enough to wire the facts to the old folks and

away they went on the jolliest honeymoon that the world has known.

The intended week lengthened to four before the homecoming and when at last the bridal party reached Wood River the bride and groom who did not belong to each tried in vain to hide the uneasiness which got possession of them.

It was wholly uncalled for. There was Jim with the span and a new open landau to receive them and, with a cheering crowd to greet them, the double bridal party was soon dashing along the elm-shaded street to the mansion at the head of it. On the steps stood Joe Burdick and at his side—What! Who?—was a lady in royal array whom Joe bent down and kissed when he saw that they were looking at him.

"Well!" exclaimed Nell and young Swadley in a breath, followed instantly by "It's mother!" from her astonished son.

Joe didn't wait to get into the house. "Euchre is a good game, my children, a good game, especially when you have both bowers; but in a lively old game of cut-throat you never ought to order up with only a couple of queens to back 'em, if you're playing with the joker!"

Richard Malcolm Strong.

How to Win Her.

He sat with his head bowed and a sad, far away look in his eyes. "What's the matter, old man?" his friend asked.

He sighed, pulled a slip of paper from his pocket and answered:

"I saw this advertisement in one of those weekly papers they print down in Maine. Read it."

It was as follows:

"How to win the girl you love—Full directions furnished in plain, sealed envelope. Ten thousand dollars reward for a single failure. Send 50 cents, silver, or stamps. Address ———"

"Well, did you send for the formula?"

"Yes. Here's the answer: 'Get a million dollars and let her look at it.'"

Then he emitted another sad sigh and his head drooped forward again.

Common people's characters are made up of little virtues and little vices.



A Safe Place for your money

No matter where you live you can keep your money safe in our bank, and you can get it

immediately and easily when you want to use it.

Any person living within the reach of a Post Office or Express Office can deposit money with us without risk or trouble.

Our financial responsibility is

\$1,960,000

There is no safer bank than ours. Money intrusted to us is absolutely secure and draws

3% interest

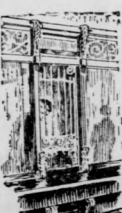
Your dealings with us are perfectly confidential.

"Banking by Mail"

is the name of an interesting book we publish which tells how anyone can do their banking with us by mail; how to send money or make deposits by mail; and important things persons should know who want to keep their money safe and well invested. It will be sent free upon request.

Old National Bank,

Grand Rapids, Mich.



Making Detroit Famous

That's what VINEBERG'S PATENT POCKET PANTS are doing. Nothing can drop out of them and they are proof against pick-pockets.

If you are not handling our pants fitted with the celebrated SAFETY POCKETS you should do so at once, as they are money makers.

SEND FOR SAMPLES.

Sold everywhere by all up-to-date clothiers.

Manufactured only by

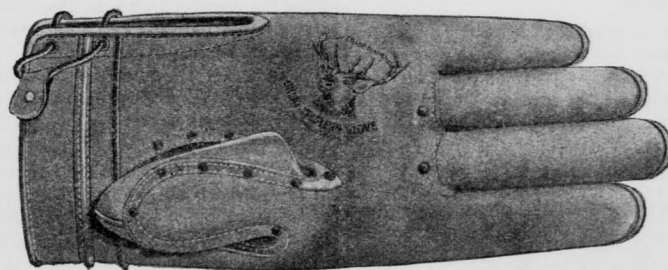
Vineberg's Patent Pocket Pants Co.

Detroit, Mich.

Ellsworth & Thayer Mfg. Co.

MILWAUKEE, WIS., U. S. A.

Sole Manufacturers of the



Great Western Patent Double Thumbed Gloves and Mittens

UNION MADE

We have everything in gloves. Catalogue on application. We want an agency in each town.

B. B. DOWNARD, General Salesman.

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.

Cadillac } Fine Cut and Plug
THE BEST.
Ask for it.

MADE BY THE NEW SCOTTEN TOBACCO CO. (Independent Factory)
AGAINST THE TRUST. See Quotations in Price Current.

Shoes and Rubbers

Return of the Tan Shoe to Popular Favor.

The colored shoe is on its return to popular favor. This is conceded quite generally in the trade, but opinions differ as to how long it will be before tans are again to be reckoned with as a serious trade factor. Many of the Chicago wholesale houses only look for a very moderate demand next year, although believing that 1904 will see tans generally worn. Some of the Chicago houses say they will sample tans for next spring, while others say they will not.

The probability is that the readvent will be sooner than many people profess to believe. Colored shoes are being sold right now in the larger cities and towns in the East to a considerable extent, with the chances good for a very marked demand before the summer is over. There are already slight indications of a renewed interest in Chicago and other Western cities, but it generally takes a style movement of this kind a year to work West.

The colored shoe is coming back via the usual style channels. A traveler returned from abroad, states everybody in Paris is wearing tan shoes and tan hosiery. The present sale of tans in the East is mostly confined to the higher grades. The best dressers are setting the pace. It is beginning at the top and will in the regular course of things work down to the masses.

The return of the tan shoe for summer wear was inevitable. It is the rational hot weather shoe. What it may lack in "dressiness" it makes up in coolness and comfort. The whole tendency in men's summer attire is away from former conventionalities to the ideal of comfort. Only a few years ago no one would think of appearing on the street without a vest. Collars as low as an inch are worn by good dressers now in hot weather, where they are worn as high as two and a half inches in winter.

That the present popularity of the patent leather is bound to be soon on the wane is the opinion of most dealers, although the sales so far this season have been very heavy. Some of the Chicago dealers seen say they are already selling a greater proportion of the dull-finished shoes, especially vici kid and velour calf oxfords, than at the beginning of the season.

High grade custom shoemakers in Chicago say they are making tan shoes right along. One maker said: "A few of the most prominent men and best dressers in the city are wearing and will wear tan shoes this summer. Most of my customers with whom I have talked say the tan shoe is the most comfortable they ever wore. Improvement has been made in the manufacture of patent and enamel leathers, and if a shoe of this kind is made to fit perfectly it is no more uncomfortable than any other shoe, except that it is the hottest when exposed to the sun. I do not like to dogmatize on the subject, especially as some of my customers who wore tans last summer are not doing so now, while, as I have stated, they are favored by some of the best dressers I know. I believe that the manufacturers had much to do with killing off colored shoes, probably because of the many shades which were put on the market under the fire of competition. If it could be confined to two or three colors it would be profitable to manufacturers and dealers alike."

Very few tans are shown on State street, Chicago, and little enquiry is reported. DeMuth & Co. are showing some, but say they are not selling, except in athletic shoes. Mr. Shane, the new shoe buyer at the Hub, has just returned from a buying trip East. He says that they are being worn by very many good dressers in Boston and New York, and that most of those he saw on the street were in the very light shade. He bought a few of these goods to prepare for any demand that may arise. He does not look for a large trade on colored shoes this season, but is convinced of their general popularity next, and says that all manufacturers he has talked with will show them in their spring samples. At both of the Regal shoe stores on Dearborn street russets are shown, seven different styles, including both bals and oxfords. Attention is called to them by means of show cards. At the store at 103 Dearborn street Manager Sweetland said that they are selling quite a number—many more than last year, while the proportion is small as compared with blacks. At the other store the manager said the demand was slowly increasing. He sold twelve or fifteen pairs Saturday.

Nearly all the retailers in the downtown district have faith in a tan revival next year.

Contrary to the expectations of manufacturers and retail dealers, as well as of the general jobbing trade, there has come about a demand for tan oxfords in New York which can not be filled at the usual sources of supply. It was generally conceded by all interested, so far as the trade was concerned, that tans had ceased to be popular and patent leathers and calfs in low-cut forms had taken the place of the once fashionable summer shoe. The actual experience of the consumer, however, has upset this theory, and now that the hot weather is coming it is found that the heavier leathers are not comfortable for torrid weather wear, and there is, in consequence, a loud call for russets. This is very largely the case in the big cities and more important towns. The short supply of these goods can not be made up and retailers who have fair stocks on hand are in a fortunate condition. They should make the fact known by advertising, taking pains to impress upon their customers that the tan oxford has received a fashionable revival and is not the dead one that many persons would like us to believe. Of course, some men will wear the latest agony, no matter how agonizing it may be, but the burden of demand for everything wearable nowadays is in the direction of comfort as well as style.—Apparel Gazette.

To prove the truth of a remark that colored people have longer memories than white folk, Mark Twain at a recent dinner told this story: "Some years ago, when South, I met an old colored man who claimed to have known George Washington. I asked him if he was in the boat when Gen. Washington crossed the Delaware, and he instantly replied: 'Lor', massa, I steered dat boat.' 'Well,' said I, 'do you remember when George took the hack at the cherry tree?' He looked worried for a minute, and then, with a beaming smile, said: 'Why, suah, massa, I dun drove that back mahself.'"

Adam and Eve were the first people to change their abode. Just imagine how they must have looked tramping from the garden of Eden with their clothes done up in a bundle and their only dog following after them. Of course, they left no sorrowing neighbors.

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. ½ 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.

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

Prices and Styles Not Up to the Cadillac Standard.
Written for the Tradesman.

The lady was equipped with a parrot beak, kinky curls and a complexion like a half raked hayfield. She talked with a funny drawl at the end of her sentences and was anxious to have people think that she knew what was what. She had brought her daughter with her, partly for company, perhaps, but principally for ornamental purposes. Together they made an interesting and somewhat picturesque, although rather unprofitable, combination.

"Yes, I thought I would run over and see what you had in s-h-o-e-s," the last word with a drawl and a falling inflection that reminded one of a pillow tumbling out of a second story window. "Something soft and wide and easy that would be nice for warm weather. I have so much trouble with my f-e-e-t."

"Yes, mamma, you should explain to the gentleman that they must be stylish. Very stylish. You mustn't get anything that isn't in style, you know, darling mamma."

"My daughter has been away to Cadillac, and she thinks so much about the s-t-y-l-e-s. Now I care more for e-a-s-e. I do so like my evening siesty on the v-y-r-a-n-d-y. I think I shall have to insist on having my way this t-i-m-e."

"But, sweetest mamma, you undoubtedly haven't tried any of the newer styles of footwear such as obtain in the larger cities. They are not only handsome, but they give the greatest possible amount of comfort to the wearer. They are so adorably hygienic, precious mamma."

"You see, my daughter has spent so much time at Cadillac that she knows a lot about all the new ideas, and so I s'pose I'd better see some of the hydraulic k-i-n-d."

"Oh, my precious mamma! Not hydraulic. That is a very vulgar expression. Please don't make that error again." And the young woman scowled as though she would have much enjoyed boxing the ears of her beloved parent.

The shoes were being exhibited and the salesman did his prettiest to show up the stock in an attractive manner.

"There, now, that looks something like what I want. It seems as though it would be so nice and easy on my f-e-e-t," remarked the mother, as she picked up a lightweight common sense kid and the comforting assurance of its velvet-like upper and pliable sole sank deep into her innermost consciousness.

"But, my dearest mamma, that is a perfect nightmare of a shoe. I know I should expire if you were seen wearing such a thing as that. This is more like what you want, although it is not nearly as stylish as them they have in Cadillac," said the young woman, as she called attention to a dainty affair with a patent tip and military heel.

"Them shoes is too narrow across for me—too awful n-a-r-r-o-w."

"Mother!" exclaimed the daughter, so sharply that the old lady jumped and stared in startled amazement. "I don't ever want to hear you use such an expression as 'them shoes is' again. 'Them shoes are' is better. Nobody in Cadillac would think of saying it. It is considered very uncultured."

"Well, but I couldn't wear 'em anyway," replied the lady, somewhat testily. "That is," she added, repenting as fast as possible of her inconsideration, "unless it would be a number six, and that would be too awful b-i-g."

"Oh, the idea. A number four, you mean. Try on a number four. That size will be perfectly enormous for you, dearest mamma."

After a good deal of puffing and pinching and a great many exclamations of disgust a five and a half of the coveted shoe was fitted to the foot of the mother and, through the insistence of the daughter, it was at last decided that it might do.

"How much do these c-o-s-t?" queried the mother. "What? Three dollars? T-h-r-e-e dollars? You don't mean to say that you charge three dollars for these. Three dollars? Why, down to Cadillac they sell awful nice shoes and much stylister'n these for ten shillin', don't they, d-a-u-g-h-t-e-r?"

"Oh, they sell a perfect love of a shoe for a trifle down there, sweetest mother. In fact, they do in all the large cities."

"We could do better than this right in our own town, and never set foot on the cars to come down h-e-r-e. How much do you ask for them slippers? Oh, that's twice too much. Them sell everywhere for eighty-five cents. Well, we didn't want to buy any shoes to-day, anyway, but I thought I'd find out if you sold as cheap here as some folks s-a-y-s. Come, daughter, I guess we better g-o."

And so they did, shaking the dust of our poor little store from their sandals as they went. Every experience has its lesson, if one will but profit by it, and the next time the writer is in Cadillac, he intends to lay in a supply of footwear that will last him for a long, long time.

George Crandall Lee.

Recent Changes Among Indiana Merchants.

Auburn—W. H. McQuiston has retired from the Auburn Hardware Co.

Burns City—Wm. Bowman has purchased the general merchandise stock of James F. Osborne.

Cambridge City—R. W. Hall, hardware dealer, has discontinued business.

Churubusco—Brubaker Bros. succeed E. Brubaker & Son in the grocery business.

Corunna—E. Knauer & Son, general merchandise dealers, have dissolved partnership, H. H. Knauer succeeding.

Decatur—Holthouse, Callow & Co., retail druggists, have incorporated under the style of the Holthouse Drug Co.

Dunkirk—Pellens & Kennedy succeed A. W. Kennedy in the drug business.

Elwood—Stoneman & Co., druggists, have dissolved partnership. The business is continued by W. A. Stoneman.

Evansville—Jos. Hass has purchased the interest of his partner in the grocery business of Hass & McCutchan.

Evansville—Schlundt & Krueger continue the grocery business formerly conducted under the style of Maikranz & Schlundt.

Fort Wayne—Gruber & Stellhorn succeed E. J. (Mrs. J. L.) Gruber in the hardware business.

Hartford City—S. J. Ferrell continues the grocery business of Hughes & Ferrell.

Indianapolis—Wm. Friquin, engaged in the drug business at this place, is dead.

Kendallville—J. E. Leininger, of the wholesale produce house of Beyer Bros. & Co., is dead.

Lyons—W. R. Anderson has sold his grocery stock to W. A. Baughn.

Mt. Vernon—The American Hominy Co. succeeds the Hudnut Co.

Scarlet—O. C. Scarlet & Bro., general dealers, have dissolved partnership, Alvis Scarlet succeeding.

South Bend—J. J. Hoffman & Sons, wholesale grocers, have changed their style to the Hoffman Grocery Co.

Summitville—Wm. F. Custer has taken a partner in his carriage business under the style of Custer & Chenoweth.



Why Is the Quality of Our Factory Made Shoes Beyond Question?

Best materials only are used
Extra care exercised in their selection
Counters and inner soles of the highest grade only
Accurately made patterns and lasts
Use of improved machinery
Standard of merit—our watchword
Endless watchfulness during manufacture

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



Mayer's

Shoes



Mayer's Shoes for the

FARMER, MINER, LABORER, etc., are made of strong and tough leather. They are reliable in every respect and are guaranteed to give satisfactory wear.

Dealers who want to sell shoes that give the best satisfaction and bring new trade want our line. Write for particulars.

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

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

Clothing

Practical Hints on Price Marks on Clothing.

In most clothing windows you will notice that the price tickets on suits, etc., usually run in even dollars, as \$5, \$8, \$10, \$15, \$18, \$20, etc. and in a large window one often looks in vain for a price mark having a fraction of a dollar.

Custom, I presume, is responsible for this, it being the most convenient and least troublesome method in many respects, but it has serious disadvantages. The same thing prevails also in underwear, hats, furnishings, and in about everything the clothier sells.

In other lines, where there is competition, we do not find this custom, nor in any of the great progressive houses—those mercantile palaces employing a small army of assistants, where the delivery of goods requires anywhere from fifty to one hundred teams in constant service; where \$500 is cheerfully expended for the setting of an important window display, and whose business methods are manifestly correct. In such houses you will probably look in vain for a window card of even dollars, every little point tending to increase business receiving careful and practical attention.

Would it not be policy for our friends of the clothing trade to consider the point a while and to adopt the ideas of the larger houses in this case, as they have already done in many others to their pecuniary benefit?

The prevailing idea in the public mind is that business men buy goods and sell them for a certain percentage of profit, usually fixed by the running expenses and the amount of "sugar" required by the merchant. When they think a little on the subject they are struck by the uniform dollar tickets seen in the windows and, of course, wonder how it happens. Nor will the theory of "give and take" help them any. They will at once conclude that the merchant is far more ready to take than to give, in order to bring the price to the even dollar mark, which is pretty nearly correct in general practice, is it not?

Why should there be any "give and take" or even dollar prices as the rule? Why not determine the percentage required, and make the price on the nearest quarter, in the case of suits, etc., and to the penny on the subsidiary lines? Of course every merchant differs in his ideas as to how it should be done. A stated percentage, spread over all lines sold, very often will not answer, but a stated percentage applied to each line sold, determined by the result of the last stocktaking for each individual line, will give perfect results, particularly if the rise in selling price of suits, etc., is by 25 cents, generally taking the advantage as it comes, and the prices of the subsidiary lines by one cent.

This idea, properly carried out, would diversify the prices and would meet and probably do away with the dry goods competition in furnishings, hats, etc., and without doubt would bring the public mind to the conclusion that the goods were sold on a close and regular margin. This would greatly increase confidence and become a practical advertisement of great value. The little extra office work entailed should not be considered.

This also refers to manufacturers and wholesalers, who generally raise the price per suit, etc., to the merchant by 50 cents. When the cost is calculated

absolutely to the cent there is no reason why they should not give the merchant the benefit of the odd cents and dimes. Those who do so will always beget confidence—and trade.

So also the usual marking of juvenile clothing of different ages at a uniform price is objectionable, in this instance; therefore use only one size of such lines for window display. To a great extent this state of things may also be referred to the buyer who has the "price habit." He requires a certain line to sell at his usual price, and has always been in the habit of paying a certain price for the same, from which he will not deviate under any circumstances, even cheerfully paying \$9 for a line which could and ought to be sold for less, and would be did not the buyer apparently consider his own requirements as to figures and not the quality of the goods in question.

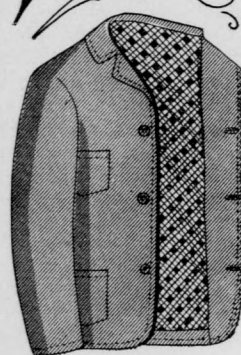
It is the province of the window trimmer of to-day to demonstrate that the windows are of the first consequence as trade bringers. Every little idea that will tend to this end becomes of importance to him, and it will be found usually the case that the merchant will fall in with his views, if concisely and respectfully placed before him. Therefore it becomes his duty to try by all legitimate means to bring the merchant and buyer around to this view of the case, if only on the lines placed in the window, in order to enhance the general effect and drawing power thereof. Likely as not he will be told that this style of marking is resorted to in order to make the odd price more effective in sale times; in other words, the goods are marked well up so as to permit "manipulation" or reduction in price without loss. This is, of course, very poor business. Bogus sales ultimately kill any business. The only proper sale must be in good faith and honest or the advertisement will act the wrong way.

The price cards for window display should be as conservative as the price. Usually the very best window card is of fine white color (not a shade-off white), neatly written in fine black ink, with or without border, its edges being clearly and sharply cut and not being ragged from blunt shears. If a border is used it should harmonize perfectly with the white and the black and yet be thoroughly subservient to both. For instance, a white card, written in black, with a brilliant scarlet or vermillion border, will "kill" the best window. The vermillion dominates the black and white and will be seen first and last, leaving a deeper impression on the mind than the black of the price mark, something that is not wanted by any means. A neat gold or silver stripe or border would be far better.

In this connection very many trimmers find great trouble in getting a good black for card work at any price, cheap or dear. Let me recommend the following: Take four ounces gum arabic and dissolve in one quart of rain or soft water, adding about two ounces of grain alcohol. Keep in a warm place and stir occasionally until thoroughly dissolved. Next put a little Germantown lampblack into a cup and beat it into a stiff paste with grain alcohol. When thoroughly mixed, thin out with the gum water, as above until it works easily off the brush or pen. It dries rapidly and covers perfectly without gloss, while the black is almost perfect. If it is too stiff or drags too much for your liking, use less gum and more water, and vice versa. A few trials will en-

LOOK TO VALUES

WHEN YOU BUY COVERT COATS



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

LOOK at the material; the best No. 1 Palmer coverts. We use them for their wearing qualities.

LOOK at the linings and workmanship

LOOK at the fit every time.

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

LOOK to the interest of your customer, and see that he gets good values so that he will come to you again.

We make these goods in our factories and will be pleased to receive a sample order and test the truth of our statements.

THE DEAL CLOTHING CO.
61-63 MARKET ST. 38 & 40 LOUIS ST.
GRAND RAPIDS, MICH.

Heavenrich Bros.

Correct Clothes for Men

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.

Heavenrich Bros.

208, 210, 212, 214 Van Buren St., Chicago

Take Elevator

Corner of Franklin St.

Detroit office and salesroom 131 Jefferson Avenue

able you to find the working qualities you desire.

For border tinting the most delicate colors will invariably be found the best, to make which beat up "green seal" French zinc in the dry form into a stiff paste with the gum water, as above, and thin out with plain water until of the consistency required, tinting to any shade you wish with the dry colors or combinations thereof. The French zinc does not require near so much gum to bind it as does the black. It is not possible to give exact quantities, as the gum arabic differs very much in tenacity and is often adulterated with other gums cheaper in price, which do not dissolve readily. Should you find such, it must be removed by straining. Always call for "straight gum arabic." The cheapest kind, called "sorts," is the best, if it is "straight."

The next best black is the "drop black" dry. It should not be mixed with the grain alcohol. Simply mix into a stiff paste with the gum water and thin out with water, using more or less gum as desired. The "drop black" is a somewhat finer color, but not sufficiently so to induce its use in preference to "Germantown," particularly as it is more expensive and the best quality (which alone can be used advantageously) is very difficult to procure in country towns. The cheaper grades usually sold in the country are gritty and useless for any purpose. The small percentage of black coloring in them renders them transparent on a white card and entirely precludes their use.—Wm. M. Conran in Apparel Gazette.

A Trade Bringer.

A good laundry account will bring trade. Unless it is a good one it is apt to work an injury to the store. Somehow, no matter how hard the dealer may explain, the customer will always feel, when his goods are abominably treated, that the furnisher has conspired to bring about the result, either to increase the sales of his goods by creating a necessity for replenishing, or by carelessness. Some laundry folks, who are doing some clever advertising, send out this little paragraph, anent the subject of serrated collars: "We don't expect you to saw wood with your collars. We smooth the edges of all collars and cuffs with a heated grooved iron so they will not scratch or irritate the neck. Our work suits lots of particular people and we are sure it will please you. Gloss or domestic finish." Note, please, the idea of smoothing the edges, etc., so that there will be no buck-saw torture. How would the agency for such a laundry, with a card about the smoothing business, go in your window?

Do the Dying Never Weep?

From the Kansas City Journal.

"I have stood by the bedside of hundreds of dying people," said an old physician at Topeka, "and I have yet to see a dying person shed a tear. No matter what the grief of the bystanders may be, the stricken person will show no signs of overpowering emotion. I have seen a circle of agonized children around a dying mother—a mother who in health would have been touched to the quick by signs of grief in a child—yet she reposed as calm and unemotional as though she had been made of stone. There is some strange and inexplicable psychological change which accompanies the act of dissolution. It is well known to all physicians that pain disappears as the end approaches. And nature seems to have arranged it so that mental peace shall also attend our last lingering moments."

Fall Neckwear Business.

Most of the houses in the neckwear manufacturing trade have their men out with fall samples. Making allowances for the optimistic character of early reports the outlook is exceedingly promising. It would seem from advices that retailers' stocks are light on figures and vertical stripes, and as these two styles characterize the two patterns of the coming season replenishing is in order. In other words, and generally speaking, the retailers' stocks of desirable patterns are not large and apparently their stocks of neckwear in general for fall are not heavy.

Again wider widths are inevitable; not extreme widths, but broader forms than have prevailed for some time. This is especially true of higher priced neckwear. Reports through the Far West from the best buyers indicate much favor for 2-inch four-in-hands and English squares. An extremely fine New York house notes an interest in $2\frac{1}{2}$ and $2\frac{3}{4}$ inch four-in-hands, but this is rather an extreme case, although one house selling fine trade almost exclusively reports activity on widths up to $2\frac{3}{4}$ -inch. As indicated, the run on patterns favors figures small and large, and larger figures are selling better than they have for a long time. Vertical stripes are in the lead as against cross stripes.

Business doing in black-and-whites indicates that that combination has passed from a staple into a fashionable preference. The sale of this combination is probably three times ahead of what it was last season.

The orders are for immediate delivery and for early fall. The season's offerings in best silks are rich in color, with combinations of big patterns.

Considerable confidence is expressed in the outlook for the standing and tab collars, and that is why larger forms are taking, and yet it would seem that men are learning to tie wider scarfs on the double-fold collars. Wing collars are becoming more and more a factor in formal day dressing.

Contradictory.

Father—What? Fighting? Haven't I told you if an enemy smite thee upon one cheek you should turn the other to him.

Tommy—Yes, sir, but you told me, too, that it was "more blessed to give than to receive."

Fall Line of Ready Made Clothing

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

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

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

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

ESTABLISHED A QUARTER OF A CENTURY

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

SUMMER GOODS—I still have a good line to select from.

The Peerless Manufacturing Company.

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

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

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

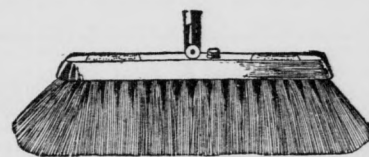
DEMANDS RECOGNITION

Simple comparison justifies the claim of superiority of the "World's Only"

Sanitary Dustless Floor Brush

over other sweeping methods. The sanitary feature demands the recognition of discriminating men. Send for a trial brush—keep it at list price if wanted or return at our expense.

MILWAUKEE DUSTLESS BRUSH CO.
121 Sycamore St., Milwaukee, Wis.



PAN-AMERICAN GUARANTEED CLOTHING

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

Our \$5.50, \$7.00 and \$8.50 lines have been "class leaders" for years. Progressive methods and success have enabled us to add QUALITY to our whole line. \$3.75 to \$15.00—Men's Suits and Overcoats—a range which includes everything in popular priced clothing.

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

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

"A new suit for every unsatisfactory one."



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

WILE BROS. & WEILL BUFFALO, N.Y.

Fruits and Produce.

Modern Methods Employed in Shipping Pineapples.

In old times all the pineapples that came to this port were brought in the holds of sailing vessels in bulk, and such cargoes are still received here from the Bahamas and some from Cuba, but by far the larger proportion of the pineapples received here now come by steamer, and in some form of package. Those received by steamer from outside the United States come principally in barrels. When steam shipments of pineapples were first begun it took five days to bring them from Cuba. Now they are brought in fast ships in two days and a half.

When Florida, a few years ago, began shipping pineapples in large quantities—and it ships now very large quantities with its production steadily increasing—it adopted as a shipping package a crate which, from its capacity, was called a barrel crate. Florida shippers brought into use later a smaller crate called a half crate, which to a great extent has superseded the barrel crate, and has now, in fact, become the standard.

This crate, which is something like an elongated orange box, is about 3½ feet in length, with a cross section of about 12x15 inches, and, like an orange box, it is divided into two parts by a partition placed midway of its length.

The spaces between the slats of the crate are sufficient to give ample ventilation. These crates will hold from ten to forty-eight pines. In this package every pine is separately wrapped in paper. The number of pines in the package is marked on it, as the number of oranges in a box is marked on it.

The crate makes good stowage, of especial importance in rail shipments and a good many Florida pineapples are now shipped by rail. It is a package that is easy to handle, slightly in appearance, and, with its close sortings, highly merchantable. Crates are now used to some extent in shipping Cuban pines, with the use of them in that trade increasing.—N. Y. Sun.

Wants a Hen of Regular Habits.

Washington, July 18—An official of the Geological Survey has written to the Civil Service Commission, requesting authority to hire, under the thirty-day emergency clause of the civil service regulation, "one hen; must be a good layer." The writer in suggesting this course says:

For use in making albumen coating in our photo-lithographic work we are in need of an occasional egg. I have frequently advanced the money for this purpose, but seeing no real good reason for assuming such expenditure, I have of late compelled the man who uses the egg to go and buy his egg. Quite a little objection has been made by the photo-lithographic expert against depleting his purse for this purpose.

In making a requisition on the Interior Department for an egg we always experience much delay in getting authority to purchase from the lowest bidder, and the goods, owing to the methods of purchasing, are not always in prime condition. It would seem wise, therefore, to take some definite steps in the matter. I would respectfully ask, therefore, that the question of employing a hen for the purpose set forth be now taken up for consideration.

I am not sure that there is in existence at the office of the Civil Service Commission a register of eligibles of skilled labor class specialty—eggs. But I presume that, as has been our experience with the Commission, there is no such list of eligibles ready for consid-

eration. We are in immediate need of a hen.

Again the Tortoise beats the Hare. Once more erratic genius, irregular but great, is held cheap by the side of persistent truthworthiness. Of hens and men the copybook saw still holds true: "By industry we thrive." There should be no reason to doubt that, as science marches on, there will be great improvements in field and farm. Enthusiastic agriculturists await the day of self-milking cows giving sterilized milk, of self-clipping sheep, of hens that lay on schedule time, of noiseless guineafowl, of pigs that whistle with their own tails, of hops that produce their own beer to be drunk on the premises, of milkweed and beet sugar, the latter averse no longer to reciprocity, meeting on the self-raising flapjacks of the Wheat Belt. But whatever progress is reported, the egg a day will beat the egg that can't be depended on; and the plodding pullet will take the egg in the end.

Hen's Egg Which Weighed a Pound.

From the banks of the Genesee Valley Canal comes a noble story of a gifted hen; the hen of Mrs. Henry Marsh, of Nunda. Friday, of all days of the year and world, this remarkable fowl laid a still more remarkable egg, exactly one pound in weight. Without pretending to know the abysses of mathematics we are safe in asserting that the chances that a hen will lay an egg weighing exactly one pound are not more than 1 in 4,114,411,444. Indeed, only hens of the most delicate calculating powers and of extreme nicety of deposition can succeed in avoiding fractions. The Nunda egg was notable for size also. It lay nine by six and a half inches, the former the long, the latter the short circumference. Inside an exterior soft shell was a yolk as big as a goose's egg; and inside of that yolk was another egg, perfect of form, hard-shelled, a wonder in a wonder. Yet does anybody do anything for that hen of genius? Are museums, menageries and other learned bodies in eager correspondence with her? Do offers of great salaries rain upon her? Do collectors invite her to come off her perch and be the ornament of their henneries and the joy of their eyes?

Not a bit of it. She is pegging away at the fresh egg business just as if she had done nothing memorable. The quality of her feed has not been raised. Her eye is still single to agriculture and she has not feathered her own nest. She cannot be expected to give a pound party every day. Her Nunda sisters speak of her as an old freak, insist that her productive period is over and assert that the press accounts of that unfortunate affair, as they call the pound egg, are monstrous exaggerations. "Our aim is to lay quick-selling eggs," they say, "and there is no money in double-yolkers unless they are plainly marked beforehand." "Cock cockerel, I've lived in Nunda seven years," says Old Shanghai to Plymouth Rock, "and I never knew a hen that didn't drop an egg as solemnly as if the world was going to be hatched out of it." So fares genius in Nunda.—N. Y. Sun.

The Hardest Bill to Collect.

"Talk about hard bills to collect!" exclaimed the fashionable florist. "I know the limit: The banner for impossibility is borne off by the bill for blossoms run up by the young man whose engagement has been broken off."

Lasting friendships are manufactured out of amiable weaknesses.

SEND YOUR

BUTTER AND EGGS

TO

GRAND RAPIDS

And receive highest prices and quick returns.

C. D. CRITTENDEN, 98 South Division Street

Successor to C. H. Libby
Both Phones 1300

SEND YOUR

POULTRY, BUTTER AND EGGS

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

GEO. N. HUFF & CO.

55 CADILLAC SQUARE

DETROIT, MICHIGAN

EGGS WANTED

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

Butter

We can handle all you send us.

WHELOCK PRODUCE CO.

106 SOUTH DIVISION STREET, GRAND RAPIDS, MICH.
Citizens Phone 3232.

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.

JOHN H. HOLSTEN, Commission Merchant

75 Warren Street,

New York City

Specialties: EGGS AND BUTTER.

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

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

The New York Market

Special Features of the Grocery and Produce Trades.

Special Correspondence.

New York, July 19.—Rio No. 7 closes at 5 $\frac{3}{8}$ @5 $\frac{3}{4}$ c, showing a slight advance over last week. It has been a week of many ups and downs in the coffee market. In fact, fluctuations were of almost hourly occurrence. The unsteadiness in this way had its effect on the actual market and sales were comparatively light. Both bulls and bears present strong arguments showing why they are on the right side of the market and, so long as they are so active, the buyers of real coffee are inclined to hold off a bit and see what the future has in store. The quantity in store and afloat is large, aggregating 2,591,763 bags, against 1,183,907 bags at the same time last year. Mild coffees rule steady, but the market is dull and actual sales are few and far between, owing, perhaps, to the unsettled condition of the Brazil market. Good Cucuta is unchanged at 8 $\frac{1}{2}$ c.

Teas are steady, but with a small volume of trade being done. The stocks of country dealers are reported as very low and dealers anticipate a comparatively active fall and winter trade. Most of the demand at present is, naturally, for new teas, and orders have come from many points—mostly for small lots, however.

A fairly active trade in sugars has prevailed during the week and, as stocks are thought to be light, it seems reasonable to think that more life will be infused in the market from now on. Refineries are able to supply orders with little if any delay as yet.

Offerings of rice are light and likely to be so for some time. The demand is quite active and the situation generally is in favor of holders. Quotations are without change, either for foreign or domestic.

General trade in spices is better and pepper, especially, is much "talked about." Sellers abroad are not at all disposed to accept offers sent from here and a steady advance in quotations will not be surprising.

Grocery grades of molasses have met with fair sale and the advantage of the market, if there be any, is in favor of the seller. Quotations are without change. Syrups are rather short in supply and the market is firm at unchanged rates.

In canned goods there is a fairly active market all around. To show how rapidly changes are made it may be mentioned that Canadian tomatoes have sold this week at \$1 per dozen, while a fortnight or a week ago they brought \$1.47 $\frac{1}{2}$. This is, of course, exceptional and the seller must have been duly frightened. New tomatoes are coming on the market, but as yet the quality lacks merit. In their haste to take advantage of the high prices, packers have put in anything like tomatoes and they will hurt themselves by so doing. Generally speaking, the market is firm and the outlook is for a good steady trade all the fall.

In dried fruits there is a steady, although slow, improvement as the season advances and, while quotations are not advanced, there is a better feeling. Prunes, raisins and currants all are in good condition and an active trade is looked for with a good deal of confidence.

Lemons and oranges are meeting with a fair midsummer demand at about previous rates. Lemons, \$2.50@4.50 per box, the latter for fancy Verdeli. Other foreign fruits are rather quiet, owing to the big supply of California goods.

Butter quotations have not varied from last week to any great extent. The demand is just about sufficient to keep the market clear, and best Western dairy will not bring over 21 $\frac{1}{4}$ c. A considerable amount of butter is being placed in cold storage for better prices. Seconds to firsts, 19@21c; imitation creamery, 17@19c; factory, 16@17c; renovated, 17@19 $\frac{1}{2}$ c.

Cheese is quiet. Neither exporters

nor home dealers seem to care about doing much and the whole market is languishing. But receipts are moderate and it seems likely that within a week there will be a change in the situation. Full cream cheese will not bring over 10c at the top and some good stock has sold at 9 $\frac{3}{4}$ c.

Eggs are firm. Receipts of desirable grades are light and prices have advanced. Fresh-gathered Western of the sort that will stand the test bring 20 $\frac{1}{2}$ c; fair to good, 19@19 $\frac{1}{2}$ c; fancy candled, 19 $\frac{1}{2}$ c; uncandled, 17 $\frac{1}{2}$ @18c.

The bean market is fairly firm. Choice marrows, \$2.25; medium, \$1.95 @2; pea, \$1.95; red kidney, \$2.35 @2.37 $\frac{1}{2}$.

Different Methods of Plugging Watermelons.

A time-honored way of revealing to a customer the quality and the degree of ripeness of a watermelon is by plugging it. Plugging consists in cutting around, with deep knife thrusts, a section of the melon perhaps an inch square which is then lifted out.

Whether the melon is sold or not this plug is then put back, keeping the surface of the melon unbroken. If this particular melon is not sold the plug can be removed from it to show the quality of it to successive customers.

The vendor with a wagonload of watermelons uses another method. He divides one melon, or perhaps two, into halves, which he distributes about on his load, very striking and attractive samples. The wholesale dealer, also, with mountains, maybe mountain ranges of watermelons about his place of business in the season, shows what the fruit is by placing on the mountain peaks a melon split in halves.

But sometimes in the wholesale fruit district watermelons are sampled by plugging on a gigantic scale. Example, they will cut out of a watermelon a great triangular-shaped plug as big as the watermelon will permit and lift this out and keep it out, this giving not only an extensive general interior view of the watermelon, but showing it also in various aspects of cross section. Indeed while it may be less spectacular than some, there is perhaps no method of watermelon sampling more comprehensive in its revelation than is that of the great triangular plug.

Does Not Practice What He Preaches.

From the St. Ignace Enterprise.

A farmer living not far from town brought some butter to town recently and, after trying every grocery store in town, was compelled to take it back unsold. It seems that this farmer sends to Montgomery Ward for everything he buys and the grocers have decided to permit him to sell Montgomery Ward his butter. And that reminds us of a local charity society which wrote to Montgomery Ward and Sears, Roebuck & Co. for a contribution. The letters remained unanswered, but a second letter elicited a reply from Montgomery Ward. He said he gave a great deal in charity, but confined his giving to his home town. Why not allow him to get his money from his own people?

California Orange Crop Short.

Covina, Cal., July 19.—While it is too early in the season to make an accurate estimate of the coming orange crop, it is apparent that it will fall short, and in this locality, unless the dropping of the fruit ceases within a few days, it will be less than last year.

A careful inspection of the groves shows that the loss from dropping has been heaviest on the lighter soil, and on the heavy lands there will be few groves with a full crop. The Valencias and sweets are dropping also, but not to the same extent as the navel trees.

Smitten friends are angels sent on errands full of love.

The John G. Doan Company

Manufacturers' Agent
for all kinds of

Fruit Packages

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

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

WE GUARANTEE

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

ONE HUNDRED DOLLARS

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

Robinson Cider & Vinegar Co.

J. ROBINSON, Manager.

Benton Harbor, Michigan.

Boston is the best market for

Butter, Eggs and Beans
and Fowle, Hibbard & Co.

is the house that can get
the highest market price.

SHIP YOUR

BUTTER AND EGGS

—TO—

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

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.

Dry Goods

Weekly Market Review of the Principal Staples.

Staples—The general market for staple cotton has been quiet this week, and the only feature of any practical interest is the booking of orders for export to India. While the quotations on the brown sheetings that were under consideration have not been made public, it is pretty well understood that small concessions were made in order to secure the business. We are assured, however, that these concessions were very small and nowhere near the figures previously demanded by the export companies; in other words both sides allowed concessions. This business, however, is looked upon as a forerunner of a general improvement in this direction. Bleached cottons have shown no material change in business or in tone. The orders received are for limited quantities and at previously quoted prices. Wide sheetings are slow at present, but there is a fair demand for made-up sheets and pillow cases. Coarse colored cottons continue firm, owing to the well-sold-up condition of the market, but the demand is very quiet.

Prints and Ginghams—Both staple and fancy lines have shown a fair week; the orders have been fairly numerous, but small individually. Fancy prints, in full standard makes and in lower grades, are steady on the basis of 5c for the former. Printers are making none for stock, merely working on orders. At the prices quoted they do not wish to make any accumulations. Staple prints, including mournings, blacks and whites and indigo blues show no special feature, at the same time we can not find that there are any stocks on hand of consequence. Printed flannel-ettes are well sold up and firm in everything of a desirable character. Percalés are quiet, but steady. Fine printed fabrics for next season are in a steady demand and the tone of the market is firm. Gingham shows no change; both staples and dress styles are scarce and fine gingham and other fine woven patterned fabrics are well sold up for next year and firm in price.

Linings—The lining market has shown a quiet business throughout the week. There have been some few orders for quick delivery, but there has been no life to the business for forward delivery. Kid finished cambrics show no change in prices, but the tone seems to be easier, and there would very likely be concessions made if a good-sized quantity were under consideration. Silesias show some irregularity in medium and low grades; high grades lines are steady. The clothing trade has bought in moderate quantities of cotton twills, Alberts and Italians, also of cotton warp Italians, mohair serges, alpacas, etc. Printed sleeve linings are quiet and unchanged.

Dress Goods—There has been no radical change or development in the women's wear end of the business during the past week. The jobber is duplicating on waistings and on tibets, broadcloths, cheviots and other staples, but he is buying in a careful way, which would appear to indicate that he has placed orders about as liberally as he can see his way clear to at this time. He is credited with having covered his sales to the retail trade pretty fully, but everything is not clear as regards fabrics and he prefers to go slowly as far as further ordering is concerned, until fall goods begin to move in the retail

market and the retailer sees the trend of things more clearly than at present. The cloak and suitmaker is still working on his fall line and is in something of an uncertain mood, which militates against the placing by him of very many orders of substance at this time. He is buying such fabrics as tibets, cheviots and unfinished goods, in a fair way, particularly cheviots, but on most fabrics he appears to have bought about as large a yardage as he cares to until fashions are more clearly defined. The standing of the kersey in the cloak field is apparently undoubted, orders still being accepted by sellers. Some fair orders for jacketings of the cheviot class, and even rougher goods of the French Montagnac class, are also being taken.

Underwear—The advances on duplicate underwear have made buyers look a second time in placing their orders, for, of course, after making sales themselves they want to pay as near the original prices as possible. Winter underwear is very firm now in all directions, and the possibilities all point to a shortage in the future. Just at present there seems to be plenty of goods to be bought, yet it is hard to get early deliveries on many of them. Ordinary woolen goods are not as well situated as some of the other styles, yet they promise to do fairly well before the end comes. In order to keep things moving the manufacturers of these goods have, in several cases, made concessions to secure business, which gives the appearance of rather an irregular market in these departments. It is rather too early to make any estimate in regard to spring business. Some traveling salesmen have returned home, and the general opinion seems to be that they made too early a start. As far as the price of the goods is concerned they were so low, many of them being at last year's quotations, that the jobber could not refuse to place a certain number of orders; but he did as little of this as possible. He knew, however, that the chances of securing these goods at the same prices later were slim, but even that did not induce him to buy heavily. Since the opening of the new lightweights there have been a few advances, but not by any means as much as are expected. A little later, however, present prices must be considered as something of a speculation and the question of profit for the mills depends on the price of cotton at the time the goods are made.

Hosiery—There is a small duplicate business in progress in hosiery, but not enough to be considered as important. The new season will be well under way by next week and already quite a number of lines are open. The majority of these that have secured business are in open-work and lace effects. The report is current in the market that some makes are already sold up for the season, but this could not be confirmed; in fact, we believe that this is hardly possible. While there are some brilliant effects shown, the majority of them are small, neat patterns that show excellent taste, and it is believed that the demand will run largely to such lines. The prices for the new goods are practically on the same plane as for a year ago, which, to say the least, is quite unsatisfactory. It seems reasonable to expect that advances will be the order of the day on hosiery, as well as they are on the spring underwear.

Carpets—The selling agents on the road have in many instances returned from their trips, and report business on the $\frac{3}{4}$ goods in a healthy condition.

It Is Good All Over

Our two-piece ribbed, fleeced lined Women's and Misses' Underwear will stand careful scrutiny as well as comparison with other makes. Count the ribs if you want to, weigh it, "size it up;" the more you



do the better the proof that we offer an extra good article to sell at a quarter. WE ARE headquarters for ribbed underwear. Why not give us a chance to prove it?

Grand Rapids Dry Goods Co.

Exclusively Wholesale

Grand Rapids, Mich.

Formerly Voigt, Herpolsheimer & Co.

Facts in a Nutshell

BOUR'S

COFFEES

MAKE BUSINESS

WHY?

They Are Scientifically
PERFECT

129 Jefferson Avenue
Detroit, Mich.

113-115-117 Ontario Street
Toledo, Ohio

Enough good orders have been booked in many instances to keep the mills running full for the balance of the season. Some have taken so many orders on their general lines of samples, which include nearly all grades of carpets, that they have been obliged to withdraw about two-thirds of their samples, as the full capacity of the mill is engaged. Some large mills have already notified their trade that on and after Tuesday, July 15, the prices of velvets will be advanced 5 and 7½¢ per yard; tapestries 2½¢ per yard, and best extra supers 1½¢. A great many orders for the latter have been booked at 47½¢; the new price will be 49¢50¢ for new business.

Rugs—While there has been a large number of orders taken for Smyrna rugs, the strike among weavers in Philadelphia and Camden has placed the manufacturers in a position where they will lose a large amount of business, owing to their inability to fill the orders within the required time. The manufacturers state that when the strike commenced the weavers only asked for a uniform schedule. The manufacturers held conferences, and conceded the uniform schedule. Then they claim the weavers wanted a further advance, which would amount to 35 to 40 per cent. above the uniform schedule. The result is the rug mills are shut down in Camden and Philadelphia. Manufacturers outside of the cities named have agreed with their weavers that if they will continue to work and the manufacturers in Philadelphia and Camden advance prices they will also. At this time both sides are very firm in their position. The active demand for weavers in the carpet mills where looms are idle for want of weavers has furnished work for some of the rug weavers. As a result of this protracted strike, manufacturers and jobbers who had a stock of rugs on hand have sold out completely. The trade is hungry for more goods and can get them only from the manufacturers outside of the section affected, and then only in very limited quantities. There is a marked increase in the demand for carpet rugs woven whole, also the made-up rugs. The 9x12 feet size out of 5-frame body Brussels sells to the retail trade to-day for \$19 each, and not enough to supply the demand.

Strike Rule One of Violence and Terror.

The Retail Merchants' Association of Wilkesbarre, Pa., recently addressed a long letter to President Mitchell, of the United Mine Workers, calling his attention to the reign of terror which prevails in that city as the result of union rule, concluding as follows:

But, supposing that you approve this phase of the strike, we can not conceive that you fail to see that, among men who sympathize with workmen in their united struggles for better conditions, there are many who will unhesitatingly express dissent from a policy that seems merely destructive and who will be ready to give every aid necessary to prevent its success. Such a man is not a criminal, neither has he forfeited the right to live. The highways should be as free to him to go to and from his labor as to any man.

Those are criminals who gather together in mobs to turn back the laborer through what has been mis-called persuasion, but what we all know to be for the purpose of terrorizing him, by assault, calling "scab," hanging in effigy, torturing wife and children, destroying homes and property and by other forms of intimidation.

It is these acts which have been widespread through this community that have made this strike one of violence and terror instead of peace and order toward all those who actively dissent

from those employed for furthering its success.

These demonstrations have paralyzed government and have established mob rule as the ally of your organization which, through its leaders, asserts a respect for law. When, in addition, Kuklux letters, signed by "committees of union men" and by "representatives of locals" are sent through the mail and otherwise, threatening innocent persons with arson, murder and other bodily harm merely for associating with or living by the side of other workmen, a condition of society has resulted in which the avowed criminal rules, anarchy has supplanted law and the peace which prevails is the peace of fear.

When butchers and bakers may not supply meat and bread, when the doctor may not attend the sick, the druggist may not dole out medicine and the priest may not minister, either to those in health or to those at death's door; when public officers may not perform public duties, when teachers in the school may not teach or be appointed except by the consent of strikers or their sympathizers, then, indeed, the last vestige of personal liberty has gone and society must be rebuilt upon a basis of submission to the tyranny, not necessarily of majorities, but rather of a band of men who will not hesitate to employ every means of intimidation as a lawful instrument of control.

In the end the United Mine Workers and every man in it can better afford to lose this strike if the battle is fought out under the law than to hope for gain by other means. In our view, the former gives it the only chance of winning.

An organization such as yours should have power to control and direct the force which it has called into existence and, therefore, the community at large may fairly look for active control publicly exercised in those directions by its officers.

We therefore appeal to you to declare:

1. The highways are free to all who desire work, notwithstanding a strike is in progress.
2. Boycotts against any business or professional man on the ground of services rendered to a non-union worker are condemned by the union.
3. That hanging in effigy, the digging of mock graves and every other form of violence, threat and libel are condemned by the union.
4. Strikers who participate in any of the offenses thus itemized will be held responsible to the union for all disturbances, unlawful boycotts, etc., in which they themselves or their wives and children participate.

President Mitchell never made any reply to the letter, even to the extent of acknowledging its receipt.

38 HIGHEST AWARDS in Europe and America

Walter Baker & Co.'s

PURE, HIGH GRADE

COCOAS

—AND—

CHOCOLATES



TRADE-MARK

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

Walter Baker & Co. Ltd.

DORCHESTER, MASS.

Established 1780

Goods for Fall

We carry a large and complete line of Outing Flannels in stripes and checks; as to quality they can't be beat and our prices are right, ranging from 4¼ to 8c per yard. These goods we have in stock for immediate delivery. Just received 15 cases of Lancaster and Amoskeag staple Gingham.

P. Steketee & Sons

Wholesale Dry Goods

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.

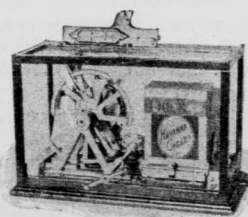
People have become educated to buying biscuit and crackers in the In-er-seal Package—and one success has followed the other from the famous Uneeda Biscuit to the latest widely advertised specialty.

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.

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

Woman's World

Lost Love a Confession of Incompetence and Neglect.

A peculiar case, and one that justifies the jeer of cynics at woman's fickleness, is occupying the attention of the police of three different cities just now. It is that of a beautiful young woman, well born, well educated, well placed in the world, who in the brief space of three months' time fell in love with a distinguished man of letters—married him—wearied of him—fell in love with another man, and was finally arrested just as she was eloping with her No. 2 Romeo and the family jewelry, which she had stolen in order to raise funds for her new honeymoon.

What adds a strange and psychological interest to the affair is that the woman's marriage, only a few weeks ago, was the culmination of just such a pretty love story as that of "The Professor's Romance," over which Sol Smith Russell used to make us laugh and cry. Her husband, who is a brilliant and renowned professor of English literature, used to come to lecture at the school she attended. He was a gentle recluse and unworldly scholar who lived only in his books, but he captured her fancy, and there seems to be no doubt but what she was genuinely in love with him when she married him and that he was in every way a man worthy of the adoration of any woman and whom any woman might have been proud and glad to call husband.

Fickle women there are, of course, a plenty, and women who are unfaithful to their marriage vows are, unfortunately, not so rare as to call for more than a passing notice, but what makes this case of interest to the outside world is not that the woman ceased to love her husband but that she ceased to love him so quickly. In many households love is dead—the romance, the tenderness, the sweetness, all that made the glamor of love's young dream is gone—but it perished of starvation and neglect, through long years of married life, while in this case it was assassinated in one brief hour.

It is easy enough to preach a sermon on the folly and the wickedness of such a woman. The actual outbreking criminal always points a moral and adorns a tale and no one is so dull as not to see that the wages of sin are death, especially for a woman, but for the most of the world the lesson of this tragedy is not offered by the bad wife but by the good and gentle husband, for his is the sin of the misused talent that was entrusted to his care and that he lost. Few of us, with an average degree of conscience and the fear of Mrs. Grundy before our eyes, are in danger of imitating the wife, but how many of us are following in the footsteps of the husband? We may not be seeking love in forbidden places, but after having bidden it enter our house as our guest we are throttling it to death on our own hearthstone.

There is no other fact so cynical as that America, where practically every marriage is a love marriage, leads the world in divorces. Nor is this all. So evident is the dissatisfaction, the indifference, the apathy that average married couple exhibit towards each other that it requires a distinct effort of the imagination to realize that there was a time when they loved each other, when they thrilled to a hand pressure and found their perfect happiness in simply being in each other's society.

They had love and they lost it. They had the most precious jewel in all the world in the hollow of their hands and they threw it away. The talisman that could turn the sorrows and cares of life into joy, rob labor of its drudgery, make every day brim over with song, laughter and happiness, was entrusted to their keeping, and they were too lazy, too indifferent to protect it. It is the tragedy of tragedies of life.

Who is to blame for this? Both husband and wife. Married happiness is so precious a treasure that two bolts are none too much to turn upon it, two policemen are none too many to set to guard it, and it is safe to say that, when both husband and wife watch and protect it, it is never lost.

In the case cited, the professor, having married a wife twenty years younger than himself, returned to his books and buried himself in his library walls and was blind as a bat and deaf as a mole, while thieves came and robbed him of his wife's love. He forgot that she was young and needed enjoyment and life, and gayety and that if he did not give them to her she would find them outside. Nor is he alone in his carelessness. It is one of man's inconsistencies that he will risk his life to win a woman's love, yet having won it, will not turn on his heel to keep it.

I have seen young men marry girls and bring them to strange cities and, having dumped them down in a hotel or boarding-house, leave them to amuse themselves and entertain themselves as best they could, while they spent their days at their business and their evenings at their clubs. Is it any wonder that a woman, so deserted, listens to the lovemaking of some other man when her own husband ceases to make love to her?

No man, when he is courting a girl, would dream of telling her of her faults, yet after marriage only too many men never speak to their wives except to remind them of their shortcomings. The generous sweetheart also changes into the penurious husband and, but for the outward man, many a woman could not recognize the crabbed, cross tyrant she had to live with as the noble, chivalrous, entertaining young man who won her heart and to whom she gave her hand. Many a wife whose love has been lost could prove a case of mistaken identity in court if she could contrast what she got in the way of a husband with what she thought she was getting.

So far as I am concerned, I never have the slightest sympathy with a man who loses his wife's love, and if I was on a jury when he sued somebody for alienating her affections I would bring in a verdict of "served you right." Any man who once has a woman's love can keep it by the same tactics that won it and if he is not willing to take the trouble to look after his own business he should accept the consequences without whining.

But if men occasionally lose their wives' love, a wail of woe comes up from all over the land from women who have lost their husbands' affection, and again I say, nine hundred and ninety-nine times out of a thousand it is the woman's fault. If a wife was married for her money or for position she could not be blamed for having her husband cease to care for her. She would never have had his love, but having once captured his fancy and his affection, so that he admired her more than any other woman in the world and desired her among all other women for his wife it

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.

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.

Stock it Promptly!

—You will have enquiries for—

HAND SAPOLIO

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

Enoch Morgan's Sons Co.

is her own fault, her own stupidity and laziness and selfishness, if he tires of her and cease to care for her.

I once heard a very clever woman say to a crowd of women who were uttering lamentations over the general unfaithfulness of men:

"Not many men would be attracted by me, for I have the double misfortune of being homely and clever, but if a man did once love me I would defy the most beautiful woman on earth to take him away from me."

"You have vanity," sneered another woman.

"Not at all," replied the plain-looking woman, "but if I cared enough for a man to marry him, I should care enough for him to want to keep him. He would not marry me if he cared for beauty and, as for the rest, whatever quality he admired in a woman I would be that thing so superlatively it would make all other women seem flat and faded beside me, so that they would not interest him; and I would not give that," and she snapped her fingers, "for a woman who has not wit enough to hold the man she has won."

"If he cared for good eating I would make other women's housekeeping seem the bungling of amateurs, so that every time he sat down to dinner he would bless his own sagacity in having picked out a wife who knew how to cook. If he liked to be entertained, I would know the best stories, have read the last book and be as interesting as the lady in the fairy tale, who saved her head with her tongue. If he liked flattery I would burn incense at his feet until it made the compliments of everybody else seem lukewarm and he would turn to me as the only person who could really appreciate him. Above all, I should know that every human being of us craves peace, and quiet, and love, and I should never be guilty of nagging, and I should always make him feel that there was one heart in the world where he could turn for sympathy, understanding and tenderness, and I do not believe that any man who has that kind of a haven, ever sails very far away from it."

I have spoken of the lost love between husband and wife because that is the most important love in the world, but it is equally as true that we lose other love. How many parents we see who have lost their children's love; how many brothers and sisters who have drifted apart; how many friends have become estranged! The truth is that we treat love as if it were a weed that would thrive and grow in any sort of a rocky soil in any sort of frost or drought, when in reality it is the most delicate plant in the world. A cold look will wither it; a cruel word will blight it, and if it is to grow and thrive we must give it the sunshine of smiles and the ceaseless care and cultivation of thoughtful and considerate deeds.

Never to have been loved is a misfortune, but to have had love and to have lost it is a disgrace, for it is an open confession of our own incompetence and negligence. The love that is worth winning is worth keeping and, when people learn to exercise as much care in preserving the affection they have gained as they did in getting it, there will be less doings in the divorce courts.

Dorothy Dix.

Wedding Out.

Dorcas—What are you going to contribute to the "rummage sale?"

Mrs. Dorcas—Why, all those things the junkman wouldn't buy.

Genteel Occupations For Gentlewomen.

There are many quiet breadwinners who, in the seclusion of their homes, do work that commands its price by its excellence in the market. Preserves, jellies and jams of domestic confection have long been recognized by the trade, and the names of certain gentlewomen are considered by them as a guarantee of excellence. Many a boy has been helped through college and many a girl provided with a trousseau by the untiring fingers of the house mother who finds time amid her other duties for the dainty needlework that there is such a demand for nowadays and that so few have had the early training to do satisfactorily, while a number of society women help to pay their dressmaker's bills by the profits from their embroidery. It seems a healthy sign of the times that women who need money for one thing or another no longer feel that working for remuneration is a thing to be sensitive about. One person trims hats cleverly and is delighted to make over her friends' millinery for a consideration; another excels in the manufacture of dainty stocks and adds considerably thereby to her resources, and so on. 'But,' says a rich woman, too well supplied with this world's goods ever to feel the want of anything, 'I do not like to hear of ladies earning money that the poor people ought to have.' In the first place, the answer to such a criticism would be that few poor women are capable of doing the character of work that is under discussion; then, again, there is no more reason why the needle should not be used to supply oil to the domestic machinery than the pen, which is always considered so creditable, and, finally, the money honestly worked for is nearly always greatly needed and is generally well spent by helping to lighten the burden of an overworked man, to educate children or, as is often the case, to give direct help to the poor who can not help themselves. One of the remunerative house employments that seem peculiarly fitted to women of refined taste and clever fingers is the mending and care of lace. And many Southern gentlewomen who have learned from their mothers how to care for invaluable family heirlooms have found it practically like understanding a trade. How properly to wash lace in a bottle and iron it with a spoon and to restore its color, together with the knowledge of the delicate stitches required to fill in and mend wherever they are required, are really aristocratic trade secrets that can only be learned through inheritance.

Cora Stowell.

Moderate things last.

Dorothy Dix

Can run the gamut of human action and endeavor the most accurately of any writer of the age; but her knowledge is no more comprehensive than that of the COMMERCIAL CREDIT Co. when it comes to posting the merchant when it is safe and when it is unsafe to sell goods on credit.



ACETYLENE

Does your store suffer by comparison

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

ACETYLENE

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

Acetylene Apparatus Manufacturing Co.

157 Michigan Ave., Chicago.

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

L.L. CLINE, DETROIT



Alpha

New England

Salad Cream

Contains No Oil

The Cream of All Salad Dressings

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

20 and 25 cents per bottle

Valuable pillow tops given free for 5 trade marks.

H. J. Blodgett Co., Inc.

12 India St. Boston, Mass.



Also manufacturers of

Wonderland Pudding Tablets

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

Hardware

Proper Basis of Credit in the Retail Dealer.

Credit has been defined as the power to make use of another man's wealth, resting upon the fact that when one has more wealth than he proposes to use himself, he is ready, for a consideration, to lend it to another. While it may be for either production or consumption, the great function of credit in modern industry is to furnish the means for production to those who may be possessed of energy and ability, but who lack capital. It is based upon the eternal fact that men are dependent one upon another, and that "no man liveth to himself." It is the same principle as that which is demonstrated when a large land owner leases a portion of his estate to tenants who are to pay him a certain percentage of their crops. The large money holder lends to other producers a certain part of his wealth, that part which he is not able to employ himself actively, for purposes of production, and these borrowers agree to return it to him at a stipulated time, with a consideration for its use. The large holder of goods lends to others portions of his stock, for which they are to pay him in current money at the end of a stipulated time, with a consideration for the use thereof, that consideration being the profit allowed in the selling price. The true function of credit is to furnish to producers a means for making or enlarging their production.

Credit, of course, is often used as a means of convenience, illustrated in the running of a monthly account at a retail store. It has been claimed that sixty days' credit was originally granted when transportation was slow, to allow the merchant time to receive and examine his goods. Likewise a credit transaction now frequently means merely time enough to allow the purchaser to receive and examine his goods, when he remits less the cash discount. The fact, however, that he has the option of longer time and that the goods are sent him on trust, places these transactions properly in the range of credit.

The history of credit would be extremely interesting were the material at hand which would enable the recorder to compile it. We may believe that the first credit transaction took place at very near the time of man's creation. One is led to wonder, therefore, that it was seemingly unknown in cultured Egypt when Joseph, the "first jobber," distributed the accumulations of the store houses of Egypt to the famine-stricken people. We would have supposed when the cash gave out that he would have sold on credit and taken a mortgage on the lands. We find, however, that he required the actual transfer of the lands to Pharaoh, and they were afterwards leased to their former owners for a yearly rental. Perhaps, however, Joseph was making panic terms, and under normal conditions reasonable credit would have been extended on good security.

I think it safe to say that not 5 per cent. of the wholesale hardware business of the country is done for cash, counting cash transactions as those in which money is passed at or before the time of delivering the goods. It is important, then, that we find the true basis of credit. I can think of no better way of expressing it than the one employed by Mr. Bockock, of the National Association of Credit Men, who in his address before this Association a few years ago,

quoted James G. Cannon, of the Fourth National Bank of New York as saying that the true foundation of all credit is Character, Capacity and Capital, and the greatest of these is Character. It is indeed pleasant to exalt character, for if we appreciate mankind we must appreciate character, which may be defined as being what a man actually is. If we believe only, with Herbert Spencer, that we are at all times in the presence of an eternal energy, then we can regard character as a manifestation of that eternal energy; but if we have learned to see in that eternal energy a loving Father and to regard ourselves as His children, and all men as brothers, then we can truly exalt character, for it partakes of the divine. But, confronted as we are with every-day conditions, having to deal with men who, too frequently, suggest anything but the divine, we must consider character in its proper relation to those other features which play an important part in every commercial transaction. If credit is that by which one makes use of another's wealth for purposes of production, is not the true basis of credit his productive ability? His integrity of purpose must of course be assured, and a certain degree of capital is essential in almost every instance to one's having ability to produce. I take it, therefore, that when we have satisfied ourselves that the applicant for credit is possessed of integrity, and has fair prospects of success, by reason of the amount of capital contributed by himself, his business ability and a suitable environment, we may conclude that he offers the proper basis upon which any member of this Association may extend credit.

The basis of credit recognized by the merchant and the one adopted by the banker are supposed to be quite different. The merchant will credit a customer for goods to the value of \$5c, representing perhaps \$40 cash, which he has actually paid out. Yet, if that same customer were to apply to him for a loan of \$40 cash he would be met with a positive refusal. Is this right? Should we entrust to a customer that which has cost us actual cash, while at the same time we would not lend him money? While upon the first thought we might answer "no," yet, upon further consideration, I believe we must conclude that it is entirely reasonable that we do so, and that, too, although a regular banker, engaged in the money-lending business, would himself refuse to loan the cash. The profit of the merchant is, of course, in excess of that allowed the banker, who must base his loans upon 6 per cent. per annum. The request for credit for goods to the amount of \$50 is entirely reasonable and legitimate, while the request for a loan of that amount might not be a reasonable requirement. The fact that the merchant solicits his orders while borrowers solicit loans in many instances will account for the difference of standard, although it not infrequently happens that the banker likewise becomes a solicitor when his surplus is large or a desirable account is being sought.

This paper, I presume, could not be considered complete without some mention of the work of that important individual whom we know as the credit man. Did you ever see a real, live credit man? He belongs to an interesting, although not rare, species. I should like to make a tour of the country and seek out these individuals in their offices and see exactly the work

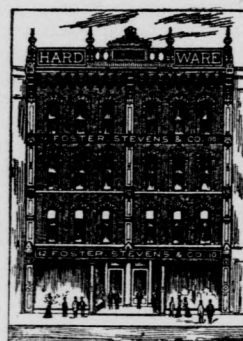
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PAINT, COLOR AND VARNISH MAKERS

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.



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

Foster, Stevens & Co.,

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

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Grand Rapids, Mich.

Standard and Sisal Binder Twine

For Prompt Shipment.

Pat. Silver Binder Twine

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

THE M. I. WILCOX COMPANY

210 to 216 Water St., Toledo, Ohio



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.

undertaken by each, and the methods employed to accomplish it. His work is primarily to ascertain whether applicants for credit are worthy, and, having decided in the affirmative, to watch closely for any indications of his having been mistaken, and to see that the contracts upon which he has based the credit are carried out. The ideal credit man is possessed of a cheerful disposition, and has a healthy degree of confidence in his fellow men. He is willing to believe, as a principle, all men good until he has evidence to the contrary, but never shows his faith by extending credit until he is sure that there is proper ground for it. By this I mean that he should not be unduly suspicious, but hopeful, looking for the good in men, but quick to recognize indications of the bad. Having extended credit, he should take the customer into his circle of friends, and seek to know him as an individual. While he may not hope to become personally acquainted with even a small proportion of his customers, by observing the correspondence, by talking with the traveling men, and taking knowledge of each transaction with the customer, as far as possible, he is soon able to form a fairly correct idea of him. He must remember that a man, to be successful, whether in religion, politics or business, must deal with the individual. His interests, therefore, should go back of the order and extend to the sales department.

He should be in hearty sympathy with every department of the business, while not undertaking to acquaint himself with too many of the details. In the sales department he sees the medium through which the customers are sought out, and their patronage continued. In the department of complaints or claims, he should have more than a casual interest, because here frequently may be found the key to the customer's peculiarities. He should be in charge of the collection department, and keep a close watch over every account. He should maintain a consistent attitude throughout. He may be thought too independent and unappreciative, especially by the traveling men, who see the orders which they have eagerly sought held up for investigation. A reasonable degree of independence is essential, however, even in selling goods, but he should not be exceedingly liberal when the order is secured, offensively independent when the bill is due, and tyrannically autocratic when it has become past due. Under all situations he should be as prompt as circumstances will permit.

As to methods, there is not a great deal to be said. In obtaining information it is best to use almost every source at command. The mercantile agencies and personal references are of value. I have found the reports furnished by attorneys who are under contract to answer enquiries, for which they in return are to receive collections direct, fairly satisfactory on the whole. The information furnished by an experience bureau is, perhaps, the most satisfactory of all, although this is most valuable when used in connection with other reports. Much depends upon the impression which the customer has of the house. Is it not true that there are some houses for whose terms the debtor has no regard, while others he is especially anxious to pay on time? How can one be included in the latter class, and yet not have the customer, while preferring to pay him, likewise prefer to place his orders elsewhere? The first essential to-

wards securing the regard of a customer for terms is for the house to show a proper regard for them itself. A good way, I believe, is to send a statement the day the bill is due. This can be readily arranged, by making out at the first of the month, not only the statements of bills that are due, but of others that will mature during the month, filing them according to dates and sending them out accordingly. It is likewise desirable in most instances to give a detailed statement of all bills which are due, although a statement may have been previously rendered, and not simply begin with "Balance rendered."

In some instances it is not necessary to repeat items of which statement has been rendered previously, but, as a rule, it is best, especially in the case of past due bills. The customer whose bill has become past due and who pays no attention to letters or drafts should have his name transferred to a card, filed in a proper index. All letters from the debtor and carbon copies of those addressed to him may be kept in a folder for ready reference, while another card index in which the cards are arranged according to dates will enable the credit man to keep track of promises. It is important that the customer should be reminded of every unfulfilled promise. As to what methods must be employed in case the ordinary fail, and when these should be employed, I shall not undertake to say. Again the knowledge of the individual case must be brought into play, and the method used which suits the case. The collection of a bill that is past due should be urged systematically, and each step taken should be in advance of the previous one. It is useless, as a rule, to write a persuasive letter, make a draft which is allowed to be returned, write a threatening letter, and then begin over again and write another persuasive letter.

Finally, to the credit man, do not be over-cautious. There is more money made in jobbing hardware, where bills are as a rule small, by taking risks, than by shunning them too carefully. The credit man who is careful in his investigations and diligent in following up each transaction, may safely hope to show a minimum amount of business lost on account of orders turned down, and at the same time a minimum loss account when he makes up his annual statement.

J. Norman Wills.

Harness

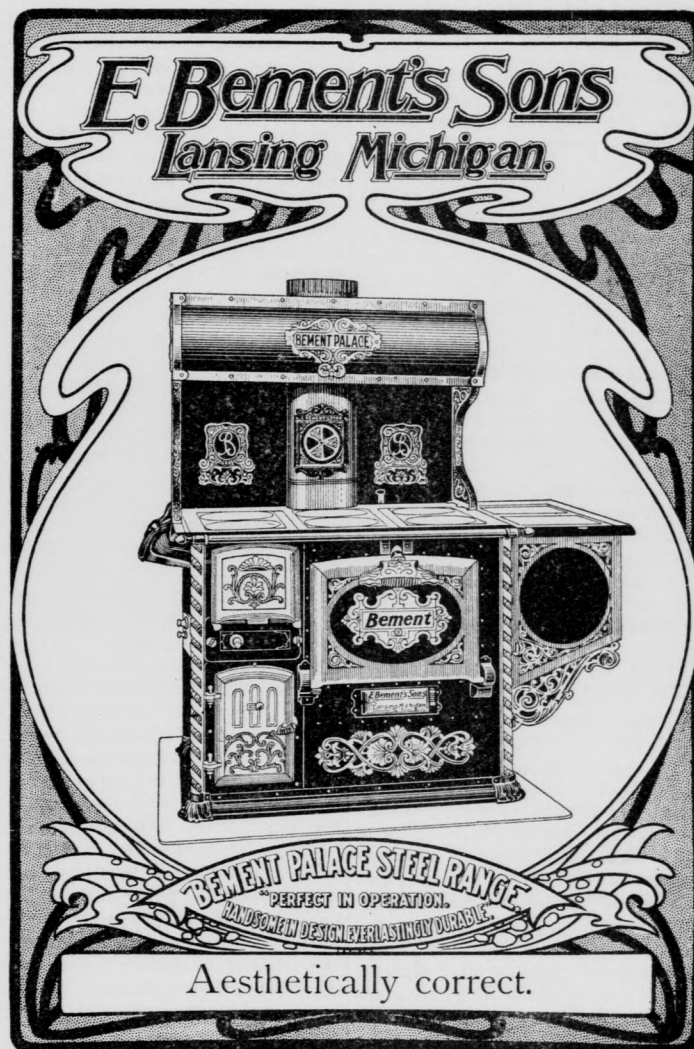
We call special attention to our line of single and light double harness. This is the time of year they sell. We are showing some new styles. Extra good values. Send us a trial order.

We still have some good values in dusters and nets.

Brown & Sehler

Grand Rapids, Mich.

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.

INDIRECT ADVERTISING.

Various Methods of Attracting and Holding Trade.

Written for the Tradesman.

A Northerner visiting San Antonio or other cities in Texas where a considerable part of the people are Mexicans soon bears the world pylon.

It is pronounced in two syllables, with the accent sharply on the last, and sounds exactly as if spelled pi-lone. Search in Spanish lexicon and English dictionary reveals the Spanish word pylon having two meanings: one, "a little sugar loaf;" the other, "the drop or ball of a steelyard; the great stone or counterpoise of an olive press." It is probably from the latter meaning that the common Mexican use of the word is derived, as is also their expression de pylon, equivalent to our "to boot." The little that is put in after full weight to give a sharp downweight likely accounts for the present colloquial use of the word.

In all the shops you hear it, even where only English is supposed to be spoken. The tiny cake or other sweetmeat that is given to the child accompanying you is referred to as a pylon, as is also the little "treat" of candy, nuts or a cigar which the grocer presents to the person settling an account or anything thrown in with a purchase for which no charge is made. The practice of giving pylons seems to prevail largely and the distinctive word makes it remembered along with other customs of the many little stores which delight the visitor because picturesque, even if not especially businesslike.

The subject of giving away something with purchases as an inducement to further patronage, whether by little treats thrown in incidentally or by the use of some of the many premium trading systems, is one worth the merchant's careful study. To scheme or not to scheme, that is the question. It is a big one and has many pros and cons.

The strong argument in favor of all treats and draws is their popularity. They fill a long-felt want. They cater to the almost universal desire in human nature to get something for nothing and minister to the delight of striking a little better bargain than could reasonably be expected. Then some of the plans are very shrewdly arranged with a view to holding trade and bringing the customer back. While it might seem that people would know that in one way or another they must pay for all they get, it may very justly be argued that but few persons are profound and accurate reasoners. Most folks judge from appearances. Besides, people have some queer prejudices in regard to spending money. They buy some things freely, while the eagle fairly screams when they are constrained to buy some other things equally useful and necessary. One and all hate to pay for what they have been accustomed to get for nothing. A bright lady confessed that it broke her all up to pay express or other transportation charges. Everything she bought outside her own town she wanted to get "laid down," even if the cost of delivery was added in with the purchase price. A man may be better pleased to pay \$16 for a suit of clothes and get a pair of suspenders thrown in, than to pay separately \$15.50 for the suit and 50 cents for the braces.

On the other side of the case, the whole trend of advanced business methods may be cited as against the practice of giving premiums and presents. The jobbing house of forty years ago sought

to hold its trade by giving long time and easy terms and by being lavish in the way of gifts and entertainment. Of course, prices had to be charged that would allow these practices. The rule now with the best wholesale houses is short time terms, prompt collections, close prices on goods and no chromos thrown in. Those who have followed this up-to-date policy are now in the van and have achieved their success in constant competition with those who adhered to the old-time methods.

Now, if a wholesale house offers to pay the traveling and other expenses of the buyer or throws in a silk dress pattern with an ordinary bill of goods, it is quite likely that suspicion will be aroused. The purchaser fears he has not gotten inside prices. He is apt to think that these baits, like the famous drummer's overcoat, while not mentioned in the bill, are there just the same.

In retail business, also, there have been great changes in methods. The tendency is unmistakably toward the cash system, low margins of profit and reduction of expenses to the lowest point. If it suits the merchant to feel that he is paying for goods only and not for presents, it seems sound reasoning that in the long run it will please his customers best also. Besides, some shoppers are very shrewd in getting onto the plan of profits that prevails in a store.

Unless a dealer can put in his premium tickets and still sell as low as his competitors who do not offer this kind of inducement, he can not expect to derive profit from the system.

The smooth-tongued fellow who is selling the scheme assures you that by the use of it you can double your business and so can easily sell at lower prices than without it and still make more money.

A little reflection will convince that this can not always be true, no matter how excellent the scheme. "There are others" and they are equally good. Suppose each merchant in a town should put in a scheme at the same time. It is obvious that all would not double their business and probable that patronage would be divided very much as before. Where there is a system of giving out tickets with purchases or of punching a card which the customer brings, considerable work is required to keep the thing going and nothing but ill can result if this is not done carefully, and absolute justice meted out to every buyer according to the "rules of the game." This additional labor should be counted as so much actual cost.

Thus have been presented, as fairly as possible, the two sides of the question. The weight of argument seems to be "ferinst" the giving of presents and premiums. However, this does not claim to be a final word on the subject. Each merchant must decide the matter for himself. One will make a winner out of what will prove a millstone about the neck of another.

After all is said and done, perfect courtesy of treatment is the best pylon. Let this be something more than ordinary politeness. There is no more subtle flattery than to have one's little whims and preferences remembered, one's remarks listened to with attention, one's opinions deferred to, one's comfort carefully looked after, one's moods understood. It is received gratefully by those who would resent with scorn a more fulsome form of adulation. It can not be said that this kind of treat-

ment costs nothing. The salesman who has the sure and quick perception of each customer's tastes and likings and differentiates his courtesy so as to be most pleasing to each individual, is a weary man when his day's work is done, but he is the best drawing card that can be put into a store.

It should be the constant aim to give this perfection of polite attention to all patrons, young and old, rich and poor, of high and low degree. When Mrs. Unlimited Capital sweeps into a store or Miss Noble Lineage favors it with a call it is usual to show them all possible consideration. Let it be remembered that obsequious treatment is nothing new to them. They get it at every turn; but the shabbily dressed woman or the workingman's wife likes to be placed for a little time on a pedestal, even if a purely imaginary one, and have appropriate homage paid to her personality. To such it is a novelty and a most agreeable one. Children like to receive as careful attention as is shown their elders. The cranks, the bores, the disagreeable folks, all like to have the fur rubbed the right way, with a stroke adapted to the individual fur. All this costs something, but it shows in the profit balance at the end of the year. Quillo.

This Age of Progression

demands that you shall substitute new methods for old ones. System has revolutionized business and typewriters are the first step in this direction.



Fox Typewriters

are the embodiment of every high grade feature in typewriter construction. The latest production. They combine the good of the old with the best of the new.

Discard old methods; use a typewriter. Easy to operate, easy to buy. Catalogue and full information for the asking.

Fox Typewriter Co., Ltd.

350 North Front St. Grand Rapids, Mich.



You cannot get good coffee at ten cents and there would be no money in it if you could; but B. B. B. is an elegant coffee, good enough for any one, and retails at 20 cents.

OLNEY & JUDSON GROCER CO., Grand Rapids

The delicious new food

Cera Nut Flakes

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

National Pure Food Co., Ltd.

Grand Rapids, Mich.

A Perfectly Roasted Coffee

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

TELFER COFFEE CO., Detroit, Mich.

Commercial Travelers

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

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

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

Gripsack Brigade.

Shelby Herald: Dr. F. S. Watterworth left Wednesday for Detroit having accepted a position with Nelson, Baker & Co., wholesale druggists, as traveling salesman. The Doctor has made many friends during his residence here who will wish him success in his undertaking.

F. S. Doud, the organizer of the Battle Creek Grape Juice Co., Ltd., is an old traveling man, having been with A. C. McGraw & Co. and Baldwin, McGraw & Co., of Detroit, for the past thirteen years. Prior to this he was engaged in the grocery and shoe trade at Vassar. He is well known in Southern Michigan, where he has represented the above houses.

Traverse City Eagle: Messrs. Pearce and Johns, of Grand Rapids, representing the Gideon movement, conducted the service in the First Baptist church Sunday evening. The attendance was fair, considering the disagreeable weather. The service opened with songs and, after the reading of the Scripture and prayer, the pastor, Rev. Wm. T. Woodhouse, turned the meeting over to the "drummers," saying he had no apology to make for their appearance. The speakers gave stirring addresses and told incidents in their experience of the conversion of sinners through the work of the Gideons.

Up Against a Family Trust.

"Owing to a railroad smash-up I got left in a little Nebraska town one night a year ago," said the drummer, "and the way I came in contact with a trust made my hair stand up. It was a wretched town and a still worse hotel. My room was small and the bed was as hard as a board. I got up feeling mad and, after a miserable breakfast, I was ready to boil over. The boiling came when the landlord presented me with a bill of \$4.

"Is this correct?" I asked as I looked at the figures.

"Entirely so," he replied.

"Then you are a blamed old highway robber."

"The landlord had three sons, and when they began to mix in I turned on them and gave 'em some red-hot talk. When I stopped for breath the old man, who turned out to be a justice of the peace, sat down on a chair and calmly announced:

"Hear ye! Hear ye! I now declare this court duly opened. James, have you any business?"

"I have," replied his eldest son, who announced to me that he was a constable and that I was under arrest. He then made a charge against me, one of the other brothers testified as to my language, and his Honor fined me \$10. As the third brother had not taken any part, I turned to him and sarcastically asked:

"Where do you come in?"

"Me?" he replied. "Oh, I'm the town marshal, and as you are evidently a desperate character I shall lock you up

for a couple of days and then run you out of town."

"It was a nice little family trust, you see," smiled the drummer, "and I could not beat it. I was locked up for forty-eight hours, and I had to pay the hotel bill and the fine, and when I was set at liberty and got my mouth open to say something else the jailer laid a hand on my arm and whispered:

"Don't do it. I am the old man's son-in-law and if you kick against my jail he'll make your next stop twenty days."

The Boys Behind the Counter.

Constantine—E. J. Stilwell is clerk in the new clothing store of Jacob Thomas.

Hart—Mart Luther has taken a position in David McDonald's drug store at Kalamazoo.

Bellaire—Miss Zora Cross has resigned her position as clerk in Medalie & Frank's dry goods and clothing store to take a similar position in the general store of G. W. Reed at Stanwood.

Fremont—Philip Fry has taken a clerkship in the grocery store of D. Gerber's Sons.

Petoskey—B. C. Levinson has secured the services of Cornelius Petoskey as a salesman in the clothing department of his new store. He is a graduate of the Mt. Pleasant Indian school and also of the Government school at Carlisle. At the time he graduated from the Carlisle school, Feb. 7, 1902, there were 1,050 pupils enrolled. This enrollment included representatives of the Indian tribes from all parts of the United States, some from Alaska and a few from Puerto Rico. Mr. Petoskey played the slide trombone in the Carlisle Indian band for several years.

Lansing—Claude Crane has resigned his clerkship with Kositchek Bros. and gone to his home in Eaton Rapids. He expects to enter Ypsilanti Normal in September.

The Boston Egg and Butter Market.

Boston, July 21—Receipts of eggs have been considerably heavier than last week, but the weather has been cool and the market remains steady at unchanged prices. Best Northern Indiana and Michigan stock is selling at 18½¢@19¢, case count.

Receipts of butter are extremely heavy, but there continues to be a fairly good demand for both consumption and storage and prices remain unchanged. The amount of stock in storage here a few weeks ago was much smaller than at the same time last year, but we have been gradually gaining on the quantity and we think by the end of this week stock will be fully as heavy as last year, as the receipts are very much larger than can be consumed. We quote best Northern creamery at 22¢; packing stock, 16¢@16½¢; ladles, 17½¢@18¢. Smith, McFarland Co.

Ten Rules For the Vacation Season.

If anybody will carry out the ten following ideas, no matter where his vacation is spent, in cottage or camp, country or city, he will go back to work feeling years younger and happier:

1. Resolve that you are going to have a good time.
2. Do not worry about anything.
3. Cultivate simplicity in every way.
4. Give your mind a rest as well as your body.
5. Spend as much time as possible in the open air.
6. Make friends with every one you meet.
7. Determine to be happy.
8. Help others to have a good time.
9. Count your blessings every night.
10. Forget yourself.

What is the largest room in the world? The room for improvement.

LIGHTS AND SHADOWS.

Pen Picture of the Average Traveling Man.

The traveling man's life is made up of some of the disagreeable things in the world, with just enough of the good things thrown in to season it. It is true that when two or more of them meet they exchange a few funny stories for mutual merriment; this is generally during meal hours or, perhaps, while waiting for a local freight that may be from one to five hours late; and when I say meal hours I do not mean the traveling man's meal hour, for he has no particular hour in which to eat, but the hour or two that his customers spend at home, regardless of how many traveling men are waiting to see them, in fact, they have even been known to lie down for an hour's snooze while some poor fellow is nervously waiting for them to return, only to be told that the stock is complete and will last until his next trip.

Now, I do not mean to say that this is



always the case, for I have known buyers to miss their own dinners in order to help out some poor fellow who was anxious to catch the 1:30 train, and I might say the latter class are not always the exception. Some of the buyers are God's noblemen and they soon become known to the fraternity from one end of the State to the other; in fact, to men who never call on them, but know them from the good words they have heard their fellow travelers speak of them.

A few unkind things may have been said of the traveling man by people who have never had a speaking acquaintance with him. If it is a crime to appear jolly and good natured under all circumstances, then we must plead guilty, for a man that undertakes to sell goods and does not possess these traits will be short-lived.

Let us follow some commercial salesman as he leaves his comfortable home at 4:30 Monday morning amid the protests of his good wife, who begs him to wait and take the 9:30 train. Watch him as he plows through the unbroken snow, some of the time on the sidewalk and sometimes not. And right here I want to say to the uninitiated that plowing through the snow at 4:30 a. m. with two heavy grips is not a most pleasant experience. He reaches the depot after a hard struggle to find that the train is an hour late and losing all the time. He gets his breakfast fifty miles from home and by that time his appetite has come and gone; yet he is expected to be all

smiles and no wrinkles, even when the coffee is weak and the butter strong. He approaches his customer about like this, "Hello, Billy, you are looking mighty well! What do you take to keep yourself looking young? How am I? Never felt better in my life. This bracing air does a fellow good," etc., and thus it goes from Monday morning until Friday night.

When he greets his wife and family with a kiss as they gather around him, can you blame him if he thinks himself a king as he is being provided with warm slippers by the wife and music by the children and, when the hour arrives for retiring, sees those little curly-headed tots take their places at their mother's knee and offer thanks to Him who "holds the seas in the hollow of His hand" for bringing their papa safe home to mamma and the little boys. No! Do not begrudge him that, for it is the happiest hour in a traveling man's life. Frank R. Streat.

Lightning Took His Bread and Butter.

Fort Dodge, Ia., July 17—Edward Admanson, of this city, had a narrow escape from death from a lightning flash which descended upon his house in a thunderstorm on Sunday evening. As it was he was badly shocked, and the lightning spent its force upon the piece of bread and butter which he was eating at the time, throwing it violently against the wall, butter side down, where it hung, while its prospective consumer lay unconscious on the floor.

Sale of Wholesale Grocery

FOR SALE—Stock, Book Accounts, Fixtures, Trade Marks and Good Will of the old established and representative firm of W. J. Gould & Company, Wholesale Grocers, Detroit.

Sealed bids to be handed to the Receiver on or before August 5, 1902, and to be based as to value of stock on the inventory taken July 11, last. New goods added to stock since July 11 will be valued at cost in correcting inventory.

The business is a going one and will be sold as such. All bids are subject to the approval of court and will be opened August 6. Full opportunity for examination of inventory or stock extended to prospective buyers.

John Ballantyne, Receiver,

610 Hammond Bldg. Detroit, Mich.

The Warwick

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

A. B. GARDNER, Manager.

Livingston Hotel

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

Grand Rapids

THE 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.

Drugs--Chemicals

Michigan State Board of Pharmacy

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

Examination Sessions.

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

Mich. State Pharmaceutical Association.

President—**JOHN D. MUIR, Grand Rapids**.
 Secretary—**J. W. SEELY, Detroit**.
 Treasurer—**D. A. HAGENS, Monroe**.
 Annual Meeting—Saginaw, Aug. 12 and 13.

Foot Powder as a Money Maker.

Of late years many preparations have been put on the market to relieve the discomfort of sore feet. They are put up under various names and in different kinds of packages. Such names as "foot ease," "foot rest," "foot elm," "ease 'em," and so forth have been used. The powder I put up is called "Foot Comfort." It is usual to wrap up small powders and put them in a slide powder box, while others are put up in tins similar to talcum powder.

The following formula I devised myself, although I think it similar to others. It has given good satisfaction for several years and that is the best proof of its merits:

Salicylic acid..... 7 drs.
 Boric acid..... 2 ozs. 440 grs.
 Talcum..... 38 ozs.
 Slippery elm bark..... 1 oz.
 Orris root..... 1 oz.

These are all in very fine powders, and are mixed thoroughly by putting them through a fine sieve several times. Then weigh out one ounce exactly and divide into eighteen powders. We put eighteen powders in a slide powder box and wrap the label with paste right onto the box.

This quantity will make about thirty-five boxes. We sell the foot powder for 25 cents a box, which gives a most handsome profit. There are not many preparations a druggist can so easily make that will give him so large a profit; in fact, I know of no other one. The materials are all inexpensive and are kept in every drug store. The boxes cost about \$1 per gross and the labels \$1 per thousand. The labor to mix and sift the powders is not onerous, and the folding of the little powders is light work. The most of the work can be done by the apprentice after a little instruction. J. T. Pepper.

Your Own Remedies.

Nothing will increase the business and profits of the druggist more than a line of his own remedies. Not that class of quasi-patent medicines manufactured by the so-called non-secret houses, but remedies prepared by the druggist personally, or under his immediate supervision. Let the beginning be small, confined to such simple remedies as cough syrups, blood purifiers, cathartics and toilet preparations.

The demand will soon prove the advisability of increasing the number. The packages must be of a neat and distinctive design. Fix the retail price not higher than fifty cents, for it has been conclusively demonstrated that the purchasing public will prefer to buy four fifty-cent packages to one one-dollar package.

Never force your remedies, nor recommend them as a substitute for any proprietary remedy. Advertise them by small circulars wrapped with each

and every parcel leaving your store, excepting, of course, physicians' prescriptions. It will be but a short time until a steady demand for the remedies will be created.

Exercise the utmost care in selecting formulae for your preparations, and do not try to see how cheaply they can be prepared. Let quality be the first consideration and success will be yours.

The advantages accruing from the preparation of your own remedies are numerous. It will insure steady employment to the clerks, keep them busy, hustling and out of mischief. Your supplies, purchased through regular channels, give the jobber the benefit of your increased purchases, thereby increasing your prestige and desirability. (And who would not appreciate being considered a preferred customer?)

The public will not be slow in recognizing the value of your medicines, and besides the increase in trade it will likewise increase the number of your friends and well-wishers, which are often more desirable than the almighty dollar.

Should your remedies prove a success in your locality, do not permit this success to turn your head, and lead you to the belief that they are superior to anything on the face of this sphere, and that a fortune awaits you, if placed upon the market. Do not do it! Stick to your remedies and to your locality. Compel all who want them to call at your store. Whenever you permit your remedies to get into the hands of the jobber they at once lose caste and drift into the category of patent nostrums.

Care of Sponges About the Fountain.

If sponges used about the fountain are washed in warm alkali water once a week, you will have little or no trouble with their becoming greasy and useless. If, however, you find that this method is not sufficient, the following will be found to be perfectly satisfactory: Wash your sponge thoroughly in an alkali (weak) water, then soak for a few minutes in a weak solution of permanganate of potassium, and rinse again; then soak in a strong solution of salt containing a few grains of iodine. The sponge should be left in this solution for twenty-four hours and then rinsed out in clear water, when it will be in as near its original condition as it will be possible to make it. Sponges cleaned by this method will be somewhat discolored from the permanganate solution, and in cleaning sponges where this is objectionable, it can be overcome by putting the sponges into a weak solution of hyposulphite of sodium for a few minutes upon removing them from the permanganate of potassium solution.

Caution—See to it that neither the permanganate nor hyposulphite solutions are strong, as they have in such a case a tendency to injure the fiber of the sponge.

Soda Water in Kansas City.

The soda water habit in Kansas City is increasing. Thousands of dollars are invested in costly fountains and some of them in the down town district are more profitable than the best saloons. The increase in the sales of soda water does not reduce the consumption of intoxicants, according to our statistics. Some Kansas City soda fountains "take in" as much as \$300 a day. Nearly all of the customers are women.—Kansas City Star.

Genius at first is little more than a great capacity for receiving discipline.

How to Treat Clerks.

Every young man of good principles and the necessary educational qualifications is eligible to become a clerk in pharmacy and as such to promote the successful conduct of your business. He may be a minor in position, but not necessarily so in quality of intellect or sense of feeling. Granted that he is possessed of a willing body and a sensible mind, we have a model that should not be used mechanically or be made by his preceptor to feel that the performance of imperative orders is his main duty so far as the former are concerned. The young man who is only fit to obey will never be fit for much else. Obedience by request is preferable to obedience by command, as the one is derived from thought and the other from impulse. The druggist who wants to be the head and to have his clerks the body will never be apt to have other than bodies to govern. He can not expect to have his clerks intelligent participants of his plans unless he trusts and confides in them. The more he directs them in such a way as to enlist their interest, sympathy and confidence, the more will he derive from them in the performance of the work and policy he makes out.

During the absence of their employer the clerks are and ought to be the intelligent developers of his business. The manner in which he treats them will never be lost upon his customers. If he shows respect for and confidence in them, he can rest assured that those who patronize him will do so also. The clerk is the coming druggist. He is what you were and ultimately will be what you are. If he does his whole duty by you without coercion he will be almost sure to do it by those who in after years entrust themselves to his care and teaching.—Canadian Druggist.

Dispensing Mixtures of Scale Salts of Iron.

There are two rules that govern mixtures containing scale salts of iron: First, alkaloids into iron. In making combinations of the alkaloids or their salts and the scale salts of iron, select an ingredient in which each is soluble and dissolve them separately, diluting as much as possible, and pour the alkaloidal solution into the iron. If necessary use a small amount of water to dissolve the iron. Second, tinctures into iron. To make a fair shake mixture of a prescription calling for the scale salts of iron and tinctures, dissolve the iron in a small amount of water, diluting with any ingredient that is compatible with it, and pour the tinctures into this in divided portions. A mixture is sometimes prescribed of the scale salts of iron and syrup of hypophosphites. To make a fair shake mixture of this, dissolve the iron in a small amount of water and pour it gradually into the syrup of hypophosphites.

J. H. Haydon.

Pepsin and Taka-Diastase in Combination.

It has been found by experience that pepsin and taka-diastase can not be combined in liquid form without loss of the proteolytic power of the pepsin. Pepsin is the digestant of proteids; taka-diastase is the digestant of starches; and physicians like to combine the two on the principle that either or both types of indigestion will then be reached. The two substances are therefore often prescribed together in practice. A series of solutions, made up under different conditions, have shown, however, that the digestive power of the pepsin deteriorates after a time. But while so-

lutions are therefore out of the question, tablets and capsules containing the combination in dry form, and made by a special process, are on the market; and in these neither agent suffers any loss of proteolytic power.

The Drug Market.

Opium—Is dull and crops are reported very large. Low prices will probably rule.

Morphine—Is as yet unchanged. Quinine—Is weak and lower prices are looked for.

Alcohol—Has advanced 2c per gallon, on account of higher price for corn.

Cocaine—Has again declined 25c per oz., owing to competition among manufacturers.

Cod Liver Oil—Continues very firm and the price will be higher.

Menthol—Has advanced about \$1 per lb. in the past two weeks. Stocks are very low and prices will probably be higher.

Prickly Ash Berries—New crop is coming in and prices are very much lower.

Juniper Berries—Are very scarce and firm and are advancing.

Oil Pennyroyal—Is in large demand and has advanced.

No success is worthy of the name unless it is won by honest industry and a brave breasting of the waves of fortune.

Drug Store For Sale

Live Drug business in Ann Arbor. Cash sales \$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.

FRED BRUNDAGE

wholesale

Drugs and Stationery

32 & 34 Western Ave.,

MUSKEGON, MICH.

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.

WHOLESALE DRUG PRICE CURRENT

Advanced—Oil Pennyroyal, Alcohol.
Declined—Frickly Ash Berries, Cocaine.

Acidum			Conium Mac.			Sellae Co.		
Aceticum	60¢	8	80¢	90		50		
Benzoleum, German	70¢	75	1 15¢	1 25	Tolutan	50		
Boracic	17		1 30¢	1 35	Prunus virg.	50		
Carbolicum	24¢	29	1 00¢	1 10	Tinctures			
Citricum	43¢	45	1 00¢	1 10	Aconitum Napellis R	50		
Hydrochlor.	3¢	5	2 00¢	2 10	Aconitum Napellis F	50		
Nitrosum	8¢	10	1 80¢	1 85	Aloes and Myrrh	50		
Oxalicum	12¢	14	1 50¢	1 55	Arnica	50		
Phosphoricum, dil.	1¢	5	1 50¢	1 55	Assafoetida	50		
Salicilic	14¢	15	1 15¢	1 25	Atrope Belladonna	50		
Sulphuric	1 10¢	1 20	2 30¢	2 50	Aurant Cortex	50		
Tartaric	38¢	40	1 80¢	2 00	Benzoin	50		
Ammonia			Morhuac, gal.	2 00¢	Benzoin Co.	50		
Aqua, 16 deg.	40¢	6	Myrica	4 00¢	Boronia	50		
Aqua, 20 deg.	60¢	8	Olive	75¢	Cantharides	50		
Carbonas	19¢	15	Picis Liquida	10¢	Cardamon	50		
Chloridum	12¢	14	Picis Liquida, gal.	10¢	Cardamon Co.	50		
Aniline			Ricina	1 00¢	Castor	50		
Black	2 00¢	2 25	Rosmaria Canad.	1 00¢	Catechu	50		
Brown	80¢	1 00	Rose, ounce	6 00¢	Cinchona	50		
Red	45¢	50	Succin	40¢	Cinchona Co.	50		
Yellow	2 50¢	3 00	Sabina	90¢	Columba	50		
Bacca			Santal	2 75¢	Cubeba	50		
Cubeba	22¢	24	Sassafras	55¢	Cassia Acutifol.	50		
Juniperus	7¢	8	Sinapis, ess., ounce	65	Cassia Acutifol Co.	50		
Xanthoxylum	1 50¢	1 60	Tigil	1 50¢	Digitalis	50		
Balsamum			Thyme	40¢	Ergot	50		
Copalba	50¢	55	Thyme, opt.	1 60	Ferri Chloridum	50		
Peru	1 70		Theobromas	15¢	Gentian	50		
Terabin, Canada	60¢	65	Potassium			50		
Tolutan	45¢	50	Bi-Carb.	15¢	Gentian Co.	50		
Cortex			Elchromate	13¢	Guaiac.	50		
Abies, Canadian	18		Bromide	52¢	Guaiac ammon.	50		
Cassia	12		Carb	12¢	Hyoscyamus	50		
Cinchona Flava	12		Chlorate, po. 17@19	16¢	Iodine	75		
Eunonymus atropurp.	30		Cyanide	34¢	Iodine, colorless	75		
Myrica Cerifera, po.	20		Iodide	2 30¢	Kino	50		
Prunus Virgin.	12		Potassa, Bitart, pure	28¢	Lobelia	50		
Quillaja, gr'd	12		Potass Nitras, opt.	7¢	Myrrh	50		
Sassafras	12		Potass Nitras	6¢	Nux Vomica	50		
Ulmus	20		Prussiate	25¢	Opil	50		
Extractum			Sulphate po.	15¢	Opil, comphorated	50		
Glycyrrhiza Glabra	24¢	25	Radix			50		
Glycyrrhiza, po.	28¢	30	Aconitum	20¢	Rhatany	50		
Hæmatox, 15 lb. box	11¢	12	Althæ	30¢	Rhel	50		
Hæmatox, 1s.	13¢	14	Anchusa	10¢	Sanguinaria	50		
Hæmatox, 1/4s.	14¢	15	Arum po.	25¢	Serpentaria	50		
Hæmatox, 1/4s.	16¢	17	Calamus	20¢	Stromonium	50		
Ferru			Gentiana	12¢	Tolutan	50		
Carbonate Precip.	15		Glycyrrhiza, pv. 15	16¢	Valerian	50		
Citrate and Quinia	2 25		Hydrastis Can.	80	Veratrum Veride	50		
Citrate Soluble	75		Hydrastis Can., po.	80	Zingiber	50		
Ferrocyanidum Sol.	40		Hellebore, Alba, po.	12¢	Miscellaneous			
Solut. Chloride	15		Inula, po.	18¢	Æther, Spts. Nit. 7 F	30¢	35	
Sulphate, com'l.	2		Ipecac, po.	3 60¢	Æther, Spts. Nit. 4 F	34¢	38	
Sulphate, com'l, by	80		Iris plox, po. 35@38	35¢	Alumen	24¢	3	
Sulphate, pure	7		Jalapa, pr.	25¢	Alumen, gro'd, po. 7	34¢	4	
Flora			Maranta, 1/4s.	25¢	Annatto	40¢	50	
Arnica	15¢	18	Podophyllum, po.	22¢	Antimonil, po.	40¢	50	
Anthemis	22¢	25	Rhel	75¢	Antimonil et Potass T	40¢	50	
Matricaria	30¢	35	Rhel, cut.	1 25	Antipyrin	40¢	50	
Folia			Rhel, pv.	75¢	Antifebrin	40¢	50	
Barosma	35¢	40	Spigelia	35¢	Argent Nitras, oz.	40¢	50	
Cassia Acutifol, Tin-	20¢	25	Sanguinaria, po. 15	50¢	Arsenicum	10¢	12	
Cassia Acutifol, Alx.	25¢	30	Serpentaria	50¢	Balm Gilead Buds	45¢	50	
Salvia officinalis, 1/4s	12¢	20	Senega	60¢	Bismuth S. N.	1 65¢	1 70	
Uva Ursi	8¢	10	Smilax, officinalis H.	40¢	Calcium Chlor., 1s.	10		
Gummi			Smilax, M.	25¢	Calcium Chlor., 1/4s.	10		
Acacia, 1st picked	65		Sellæ	10¢	Calcium Chlor., 1/4s.	10		
Acacia, 2d picked	65		Symplocarpus, Foeti-	10¢	Cantharides, Rus. po	80		
Acacia, 3d picked	65		cus, po. 35	10¢	Capsic Fructus, af.	15		
Acacia, sifted sorts.	65		Valeriana, Eng. po. 30	10¢	Capsic Fructus, po.	15		
Acacia, po.	45¢	65	Valeriana, German	15¢	Capsic Fructus B. po. 15	15		
Aloe, Barb. po. 18@20	12¢	14	Zingiber a	14¢	Caryophyllus, No. 40	14		
Aloe, Cape, po. 15	6¢	10	Zingiber j.	25¢	Carmine	3 14		
Aloe, Socotri, po. 40	6¢	10	Semen			55¢	60	
Assafoetida	25¢	40	Anisum	15¢	Cera Flava	40¢	42	
Benzoinum	50¢	55	Apium (graveleons).	13¢	Coccus	40¢	40	
Catechu, 1s.	6¢	13	Bird, 1s.	4¢	Cassia Fructus	40¢	40	
Catechu, 1/4s.	6¢	13	Carul.	10¢	Centraria	10		
Catechu, 1/4s.	6¢	13	Cardamon	1 25¢	Cetaceum	45		
Camphora	64¢	69	Coriandrum	1 25¢	Chloroform	55¢	60	
Euphorbium, po. 35	40		Canabis Sativa	5¢	Chloroform, squibbs	55¢	60	
Galbanum	1 00		Cydonium	75¢	Chloral Hyd Crst.	1 35¢	1 60	
Gamboge	80¢	85	Chenopodium	15¢	Chondrus	20¢	25	
Guaiaacum, po. 35	75		Dipterix Odorata	1 00¢	Cinchonidine, P. & W	38¢	48	
Kino	75		Foeniculum	10¢	Cinchonidine, Germ.	38¢	48	
Mastic	60		Foenugreek, po.	7¢	Cocaine	4 05¢	4 75	
Myrrh	40		Lini	4¢	Crocs, list, dis. pr. et.	75		
Opil, po. 4.10@4.30	3 00¢	3 10	Lini, gr'd.	4¢	Creosotum	45		
Shellac	35¢	45	Lobelia	1 50¢	Creta, prep.	2		
Shellac, bleached	40¢	45	Pharlaris Canarian.	1 50¢	Creta, precip.	9¢	11	
Tragacanth	70¢	1 00	Rapa	5¢	Creta, Rubra	9¢	11	
Herba			Sinapis Alba	9¢	Cudbear	24		
Absinthium, oz. pkg	25		Sinapis Nigra	11¢	Cupri Sulph.	64¢	8	
Eupatorium, oz. pkg	20		Spiritus			70¢	10	
Lobelia, oz. pkg	25		Frumentil, W. D. Co.	2 00¢	Dextrine	70¢	10	
Majorum, oz. pkg	28		Frumentil, D. F. R.	2 00¢	Ether Sulph.	78¢	92	
Mentha Pip. oz. pkg	23		Juniperis Co. O. T.	1 65¢	Emery, all numbers	8		
Mentha Vir. oz. pkg	23		Juniperis Co.	1 75¢	Emery, po.	8		
Rue, oz. pkg	39		Saccharum N. E.	1 90¢	Ergota	85¢	90	
Tanacetum V. oz. pkg	25		Spt. Vini Gall.	1 75¢	Flake White	12¢	15	
Thymus, V. oz. pkg	25		Vini Oporto	1 25¢	Galla	8¢	23	
Magnesia			Vini Alba	1 25¢	Gambler	8¢	23	
Calcined, Pat.	55¢	60	Sponges			8¢	23	
Carbonate, Pat.	18¢	20	Florida sheeps' wool	2 50¢	Gelatine, Cooper	8¢	23	
Carbonate, K. & M.	18¢	20	carriage	2 50¢	Gelatine, French	35¢	60	
Carbonate, Jennings	18¢	20	Nassau sheeps' wool	2 50¢	Glassware, flint, box	75	5	
Oleum			carriage	2 50¢	Less than box	70		
Absinthium	7 00¢	7 20	Velvet extra sheeps'	2 50¢	Glue, brown	11¢	13	
Amygdalæ, Dulc.	50¢	60	wool, carriage	2 50¢	Glue, white	15¢	25	
Amygdalæ, Amaræ.	8 00¢	8 25	wool, carriage	2 50¢	Glycerina	174¢	25	
Anisi	1 60¢	1 65	Hard, for slate use	2 50¢	Grana Paradisi	25¢	55	
Aurant Cortex	2 10¢	2 15	Yellow Reef, for	2 50¢	Humulus	25¢	55	
Bergamit	2 60¢	2 75	slate use	2 50¢	Hydrarg Chlor Mite	1 00		
Caliputi	80¢	85	Syrups			1 10		
Caryophyll.	75¢	80	Acacia	50	Hydrarg Chlor Cor.	1 10		
Cedar	80¢	85	Aurant Cortex	50	Hydrarg Ox Rub'm.	1 20		
Chenopadi	2 75		Zingiber	50	Hydrarg Ammonlat	50¢	60	
Cinnamoni	1 00¢	1 10	Ipecac	50	Hydrarg Unguentum	85		
Citronella	35¢	40	Ferri Iod.	50	Ichthyobolla, Am.	65¢	70	
			Rhel Arom.	50	Indigo	75¢	1 00	
			Smilax Officinalis	50	Iodine, Resubi.	3 40¢	3 60	
			Senega	50	Iodoform	3 60¢	3 85	
			Sellæ	50	Lupulin	65¢	75	
					Lycopodium	65¢	75	
					Maels	65¢	75	
					Liquor Arsen et Hy-	25		
					drarg Iod.	10¢	12	
					Liquor Potass Arsenit	2¢	3	
					Magnesia, Sulph.	14		
					Manna, S. F.	50		

Holiday Goods

Our line this year will be of a larger assortment than ever before, we having added several new lines. Our Mr. Dudley will soon exhibit at convenient points almost a carload of samples. It will pay you to look them over before buying elsewhere.

Hazeltine & Perkins
Drug Co.
Grand Rapids, Mich.

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

Scaled Herring
Trust Tobaccos
Lard
Hams
Bacon

DECLINED

Canned Tomatoes
Evaporated Apricots
California Prunes
Currants

Index to Markets

By Columns

A	Col.
Akron Stoneware.....	15
Ammonia.....	1
Axle Grease.....	1
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Baking Powder.....	1
Bath Brick.....	1
Bulging.....	1
Breakfast Food.....	1
Brooms.....	1
Brushes.....	1
Butter Color.....	1
C	
Candles.....	14
Canned Goods.....	2
Catsup.....	3
Carbon Oils.....	3
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Chewing Gum.....	3
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Wicking.....	13
Woodenware.....	13
Wrapping Paper.....	13
Y	
Yeast Cake.....	13

1

AXLE GREASE

Aurora.....	doz.	gross
Castor Oil.....	55	6 00
Diamond.....	60	7 00
Frazer's.....	50	4 25
IXL Golden, tin boxes 75	75	9 00



Mica, tin boxes.....	75	9 00
Paragon.....	55	6 00

BAKING POWDER

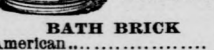
Egg	doz.	gross
1 lb. cans, 4 doz. case.....	3	75
1 lb. cans, 2 doz. case.....	3	75
1 lb. cans, 1 doz. case.....	3	75
5 lb. cans, 1/2 doz. case.....	8	00



1 lb. cans, 4 doz. case.....	45
1 lb. cans, 2 doz. case.....	85
1 lb. cans, 2 doz. case.....	1 60

Royal

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



American.....	70
English.....	80

BLUING

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



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

BREAKFAST FOOD

Cera Nut Flakes.....	4 50
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BROOMS

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

BRUSHES

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

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

Shoe

No. 8.....	1 00
No. 7.....	1 30
No. 4.....	1 70
No. 3.....	1 90

Stove

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

BUTTER COLOR

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

CANDLES

Electric Light, 35.....	12
Electric Light, 18.....	12 1/2
Paraffine, 6s.....	10 1/2
Paraffine, 12s.....	11
Wicking.....	17

2

CANNED GOODS

Apples	1 10
3 lb. Standards.....	
Gallons, standards.....	3 25

Blackberries

Standards.....	80
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Beans

Baked.....	1 00
Red Kidney.....	75
String.....	80
Wax.....	75

Blueberries

Standard.....	90
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Brook Trout

2 lb. cans, Splced.....	1 90
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Clams

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

Clam Bouillon

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

Cherries

Red Standards.....	80
White.....	85

Corn

Fair.....	80
Good.....	85
Fancy.....	1 00

French Peas

Sur Extra Fine.....	22
Extra Fine.....	19
Fine.....	15
Moyen.....	11

Gooseberries

Standard.....	90
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Hominy

Standard.....	85
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Lobster

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

Mackerel

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

Mushrooms

Hôtels.....	18@20
Buttons.....	22@25

Oysters

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

Peaches

Pie.....	85@ 90
Yellow.....	1 65@1 85

Pears

Standard.....	1 00
Fancy.....	1 25

Peas

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

Plums

Plums.....	85
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Pineapple

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

Pumpkin

Fair.....	1 75
Good.....	2 50
Fancy.....	3 00

Raspberries

Standard.....	1 15
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Russian Caviar

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

Salmon

Columbia River, tall.....	@1 85
Columbia River, flats.....	@1 80
Red Alaska.....	@1 30
Pink Alaska.....	@ 90

Shrimps

Standard.....	1 40
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Sardines

Domestic, 1/4s.....	3 1/2
Domestic, 1/2s.....	5
Domestic, Mustard.....	11@14
California, 1/4s.....	7@24
California, 1/2s.....	7@24
French, 1/4s.....	18@28
French, 1/2s.....	18@28

Strawberries

Standard.....	1 10
Fancy.....	1 40

Succotash

Fair.....	95
Good.....	1 00
Fancy.....	1 20

3

Tomatoes

Fair.....	1 10
Good.....	1 20
Fancy.....	1 30
Gallons.....	3 60

CARBON OILS

Barrels

Eocene.....	@11
Perfection.....	@10
Diamond White.....	@12 1/4
D. S. Gasoline.....	@10 1/4
Deodorized Naphtha.....	@34
Cylinder.....	29
Engine.....	19
Black, winter.....	9 @10 1/4

CATSUP

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

CHEESE

Acme.....	@11
Amboy.....	@11
Carson City.....	@11
Elise.....	@11 1/4
Emblem.....	@12
Gem.....	@11
Gold Medal.....	@11
Ideal.....	@11 1/4
Jersey.....	@11 1/4
Riverside.....	@11 1/4
Brick.....	14@15
Edam.....	@90
Lelden.....	@17
Limburger.....	13@14
Pineapple.....	50@75
Sap Sago.....	19@20

CHEWING GUM

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

CHICORY

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

CHOCOLATE

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

Runkel Bros.

Vienna Sweet.....	21
Vanilla.....	28
Premium.....	31

CLOTHES LINES

Sisal.....	1 00
60 ft, 3 thread, extra.....	1 40
72 ft, 3 thread, extra.....	1 70
90 ft, 3 thread, extra.....	1 70
60 ft, 6 thread, extra.....	1 29
72 ft, 6 thread, extra.....	1 50

Cotton Victor

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

Cotton Windsor

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

Cotton Braided

40 ft.....	55
50 ft.....	70
70 ft.....	80

Galvanized Wire

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

COCOA

Cleveland.....	41
Colonial, 1/4s.....	

6

Pearl Barley	
Common	3 00
Chester	2 75
Empire	3 55
Peas	
Green, Wisconsin, bu.	1 90
Green, Scotch, bu.	2 00
Split, lb.	4
Rolled Oats	
Steel Cut, 100 lb. sacks	6 30
Monarch, 100 lb. sacks	6 10
Monarch, 1/2 bbl.	3 20
Monarch, 90 lb. sacks	2 95
Quaker, cases	3 20

Walsh-DeRoo Co.'s Brand.



Cases, 24 2 lb. packages	
Sago	2 00
East India	3 35
German, sacks	3 35
German, broken package	4
Tapioca	
Flake, 110 lb. sacks	4 1/2
Pearl, 130 lb. sacks	3 3/4
Pearl, 24 1 lb. packages	6 1/2
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 3 inches	9
3 to 4 inches	11
4 to 5 inches	15
5 to 6 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	26
Large	34

Poles	
Bamboo, 14 ft. per doz.	50
Bamboo, 16 ft. per doz.	65
Bamboo, 18 ft. per doz.	80

FLAVORING EXTRACTS	
Vanilla	1 20
Lemon	1 20
2 oz. full m. 2 10	2 00
No. 3 fan v 3 15	No. 3 fan v 1 75

FOOTE & JENKS' JAXON	
Highest Grade Extracts	
Vanilla	1 20
Lemon	1 20
2 oz. full m. 2 10	2 00
No. 3 fan v 3 15	No. 3 fan v 1 75

COLEMAN'S	
Vanilla	1 20
Lemon	1 20
2 oz. panel. 1 20	2 00
3 oz. taper. 2 00	4 00

JENNINGS' FLAVORING EXTRACTS	
Vanilla	1 20
Lemon	1 20
2 oz. panel. 1 20	2 00
3 oz. taper. 2 00	4 00

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Lemon	1 20
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Lemon	1 20
2 oz. panel. 1 20	2 00
3 oz. taper. 2 00	4 00

7

GELATINE	
Knox's Sparkling	1 20
Knox's Sparkling, pr gross	14 00
Knox's Acidulated	1 20
Knox's Acidulated, pr gross	14 00
Oxford	75
Plymouth Rock	1 20
Nelson's	1 50
Cox's, 2 qt size	1 61
Cox's, 1 qt size	1 10

GRAIN BAGS	
Amoskeag, 100 in bale	15 1/2
Amoskeag, less than bale	15 1/2

GRAINS AND FLOUR	
Wheat	79
Wheat, white	77
Wheat, red	77

Winter Wheat Flour	
Local Brands	4 50
Second Patent	4 01
Straight	3 80
Second Straight	3 51
Clear	3 30
Graham	3 51
Buckwheat	4 36
Rye	3 00

Subject to usual cash	
count	
Flour in bbls., 25c per bbl. ad-	
dional.	

Ball-Barnhart-Putman's Brand	
Diamond 1/2s	4 00
Diamond 1/4s	4 00
Diamond 1/8s	4 00

Worden Grocer Co.'s Brand	
Quaker 1/2s	4 00
Quaker 1/4s	4 00
Quaker 1/8s	4 00

Spring Wheat Flour	
Clark-Jewell-Well's Co.'s Brand	4 00
Pillsbury's Best 1/2s	4 00
Pillsbury's Best 1/4s	4 00
Pillsbury's Best 1/8s	4 00

Ball-Barnhart-Putman's Brand	
Duluth Imperial 1/2s	4 00
Duluth Imperial 1/4s	4 00
Duluth Imperial 1/8s	4 00

Lemon & Wheeler Co.'s Brand	
Wingold 1/2s	4 00
Wingold 1/4s	4 00
Wingold 1/8s	4 00

Olney & Judson's Brand	
Ceresota 1/2s	4 50
Ceresota 1/4s	4 50
Ceresota 1/8s	4 50

Worden Grocer Co.'s Brand	
Laurel 1/2s	4 40
Laurel 1/4s	4 30
Laurel 1/8s	4 20

Meal	
Bolton	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	58 1/2
Car lots, clipped	60
Less than car lots	

Corn	
Corn, car lots	68 1/2
No. 1 Timothy car lots	69 00
No. 1 Timothy ton lots	12 00

Hay	
Sage	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 85
15 lb. pails	40
30 lb. pails	80

LICORICE	
Pure	30
Calabria	23
Sicily	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	40
Fancy Open Kettle	35
Choice	25
Fair	22
Good	22

MUSTARD	
Horse Radish, 1 doz.	1 75
Horse Radish, 2 doz.	3 50
Rayle's Celery, 1 doz.	1 75

OLIVES	
Bulk, 1 gal. kegs	1 35
Bulk, 3 gal. kegs	1 20
Bulk, 5 gal. kegs	1 15
Manzanilla, 7 oz.	80
Queen, pints	2 35
Queen, 19 oz.	4 50
Queen, 28 oz.	7 00
Stuffed, 5 oz.	90
Stuffed, 8 oz.	1 45
Stuffed, 10 oz.	2 30

PIPES	
Clay, No. 216	1 70
Clay, T. D., full count	65
Cob, No. 3	85

8

PICKLES	
Medium	
Barrels, 1,200 count	8 00
Half bbls, 600 count	4 50

Small	
Barrels, 2,400 count	9 50
Half bbls, 1,200 count	5 25

PLAYING CARDS	
No. 90, Steamboat	90
No. 15, Rival, assorted	1 20
No. 20, Rover, enameled	1 60
N5. 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	4 00
Babbitt's	3 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	
Belles	12
S P Belles	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 1/2
Bacon, clear	13 1/2
California hams	10 1/2
Bolled Hams	19 1/2
Pieced Bolled Hams	15
Berlin Ham pr'd	9 1/2
Mince Hams	9 1/2

Lard	
Compound	8 1/2
Pure	11 1/2
60 lb. Tubs, advance	1 1/2
80 lb. Tubs, advance	1 1/2
50 lb. Tins, advance	1 1/2
20 lb. Pails, advance	1 1/2
10 lb. Pails, advance	1 1/2
5 lb. Pails, advance	1 1/2
2 1/2 lb. Pails, advance	1 1/2

Vegetable	
Bologna	6
Liver	6 1/2
Frankfort	2 5
Pork	9
Blood	9
Tongue	9
Headcheese	6 1/2

Beef	
Extra Mess.	14 50
Boneless	14 50
Rump, New	14 00

Pigs' Feet	
1/2 bbls., 40 lbs.	1 70
1/4 bbls., 20 lbs.	3 25
1 bbls., 80 lbs.	7 50

Tripe	
Kits, 15 lbs.	70
1/2 bbls., 40 lbs.	1 70
1/4 bbls., 20 lbs.	3 00

Casings	
Pork	26
Beef rounds	15
Beef middles	12
Sheep	65

Uncolored Butterine	
Solid, dairy	21 1/2
Rolls, dairy	21 1/2
Rolls, creamery	16 1/2
Solid, creamery	16

Canned Meats	
Corned beef, 2 lb.	2 50
Corned beef, 1 lb.	18 25
Potted ham, 1/2s	90
Potted ham, 1/4s	90
Deviled ham, 1/2s	90
Deviled ham, 1/4s	90
Potted tongue, 1/2s	90
Potted tongue, 1/4s	90

RICE	
Domestic	7
Carolina head	6 1/2
Carolina No. 1	6 1/2
Carolina No. 2	6
Broken	3 1/2

SUTTON'S TABLE RICE	
Best	
Table Rice	

Herring	
Holland white hoops, bbl.	10 25
Holland white hoops, bbl.	5 25
Holland white hoop, keg	75 25
Holland white hoop mechs.	85

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 70
No. 1 10 lbs.	1 00
No. 1 8 lbs.	83
No. 2 100 lbs.	7 25
No. 2 40 lbs.	3 33
No. 2 10 lbs.	88
No. 2 8 lbs.	73

Trout	
No. 1 100 lbs.	5 50
No. 1 40 lbs.	2 50
No. 1 10 lbs.	70
No. 1 8 lbs.	59

Carolina head	7
Carolina No. 1	6½
Carolina No. 2	6
Broken	3½

12

Lubetsky Bros. brands	
L. B.	35 00
Daily Mail	35 00
Fine Cut	
Cadillac	54
Sweet Loma	35
Hawatha, 5 lb. pails	55
Hawatha, 10 lb. pails	53
Telegram	22
Pay Car	39
Prairie Rose	48
Protection	26
Sweet Burley	38
Tiger	38

Plug

Forge	30
Red Cross	20
Palo	31
Kylo	32
Hawatha	40
Battle Axe	32
American Eagle	50
Standard Navy	39
Spear Head, 16 oz.	39
Spear Head, 8 oz.	41
Nobby Twist	46
Jolly Tar	44
Old Honesty	40
Toddy	31
J. T.	34
Piper Heldsick	59
Boot Jack	81
Honey Dip Twist	57
Black Standard	38
Cadillac	30
Forge	30
Nickel Twist	50

Smoking

Sweet Core	34
Flat Car	37
Great Navy	34
Warpath	23
Bamboo, 16 oz.	23
I X L, 5 lb.	24
I X L, 16 oz. pails	24
Honey Dew	33
Gold Block	33
Flagman	39
Chips	39
Klin Dried	21
Duke's Mixture	33
Duke's Cameo	40
Myrtle Navy	39
Yum Yum, 1 1/2 oz.	37
Yum Yum, 1 lb. pails	35
Cream	35
Corn Cake, 2 1/2 oz.	22
Corn Cake, 1 lb.	20
Flow Boy, 1 1/2 oz.	37
Flow Boy, 3 1/2 oz.	36
Peerless, 3 1/2 oz.	32
Peerless, 1 1/2 oz.	34
Air Brake	36
Cant Hook	10
Country Club	32-34
Forex-XXX	28
Good Indian	23
Self Binder	20-22
Silver Foam	34

TWINE

Cotton, 3 ply.	16
Cotton, 4 ply.	16
Jute, 2 ply.	12
Hemp, 6 ply.	12
Flax, medium	20
Wool, 1 lb. balls	7 1/2

VINEGAR

Malt White Wine, 40 grain.	8
Malt White Wine, 80 grain.	11
Pure Cider, B. & B. brand.	11
Pure Cider, Red Star	11
Pure Cider, Robinson.	11
Pure Cider, Silver.	11

WASHING POWDER

Diamond Flake	2 75
Gold Brick	3 25
Gold Dust, regular	4 50
Gold Dust, 5c.	4 00
Kirkoline, 24 lb.	3 00
Pearline	2 75
Seapline	4 10
Babbitt's 1776.	3 75
Roseline	3 50
Armour's	3 70
Nine O'clock	3 25
Wisdom	3 80
Securine	3 50
Rub-No-More.	3 75

WICKING

No. 0, per gross.	25
No. 1, per gross.	30
No. 2, per gross.	40
No. 3, per gross.	55

WOODENWARE

Baskets	
Bushels	85
Bushels, wide band	1 15
Market	30
Splint, large	6 00
Splint, medium	5 00
Splint, small	4 00
Willow Clothes, large	5 50
Willow Clothes, medium	5 00
Willow Clothes, small	4 75
Bradley Butter Boxes	
2 lb. size, 24 in case	72
3 lb. size, 16 in case	68
5 lb. size, 12 in case	63
10 lb. size, 6 in case	60
Butter Plates	
No. 1 Oval, 250 in crate	40
No. 2 Oval, 250 in crate	45
No. 3 Oval, 250 in crate	50
No. 5 Oval, 250 in crate	60

Churns

Barrel, 5 gals. each	2 40
Barrel, 10 gals. each	2 55
Barrel, 15 gals. each	2 70

Clothes Pins

Round head, 5 gross box	50
Round head, cartons	75

Egg Crates

Humpty Dumpty	2 25
No. 1, complete	29
No. 2, complete	18

13

Faucets	
Cork lined, 8 in.	65
Cork lined, 9 in.	75
Cork lined, 10 in.	85
Cedar, 8 in.	65

Mop Sticks

Trojan spring	90
Eclipse patent spring	85
No. 1 common	75
No. 2 patent brush holder	85
12 lb. cotton mop heads	1 25
Ideal No. 7	90

Pails

2-hoop Standard	1 50
3-hoop Standard	1 65
2-wire, Cable	1 60
3-wire, Cable	1 80
Cedar, all red, brass bound.	1 25
Paper, Eureka	2 25
Fibre	2 40

Toothpicks

Hardwood	2 50
Softwood	2 75
Banquet	1 50
Ideal	1 50

Traps

Mouse, wood, 2 holes	22
Mouse, wood, 4 holes	45
Mouse, wood, 6 holes	70
Mouse, tin, 5 holes	65
Rat, wood	80
Rat, spring	75

Tubs

20-inch, Standard, No. 1	7 00
18-inch, Standard, No. 2	6 00
16-inch, Standard, No. 3	5 00
20-inch, Cable, No. 1	7 00
18-inch, Cable, No. 2	6 50
16-inch, Cable, No. 3	5 50
No. 1 Fibre	9 45
No. 2 Fibre	7 95
No. 3 Fibre	7 20

Wash Boards

Bronze Globe	2 50
Dewey	1 75
Double Acme	2 75
Single Acme	2 25
Double Peerless	3 25
Single Peerless	2 50
Northern Queen	2 50
Double Duplex	2 75
Good Luck	2 75
Universal	2 25

Window Cleaners

12 in.	1 65
14 in.	1 85
16 in.	2 30

Wood Bowls

11 in. Butter	75
13 in. Butter	1 10
15 in. Butter	1 75
17 in. Butter	2 10
19 in. Butter	4 00
Assorted 13-15-17	1 75
Assorted 15-17-19	2 50

WRAPPING PAPER

Common Straw	1 1/4
Fiber Manila, white	3 1/4
Fiber Manila, colored	4
No. 1 Manila	4
Cream Manila	3
Butcher's Manila	2 1/2
Wax Butter, short count	13
Wax Butter, full count	20
Wax Butter, rolls	15

YEAST CAKE

Magic, 3 doz.	1 00
Sunlight, 3 doz.	1 00
Sunlight, 1 1/2 doz.	50
Yeast Cream, 3 doz.	1 00
Yeast Foam, 3 doz.	1 00
Yeast Foam, 1 1/2 doz.	50

FRESH FISH

Per lb.	
White fish	30
Trout	9
Black Bass	10 1/2
Halibut	16
Ciscoes or Herring	5
Bluefish	12
Live Lobster	20
Bolled Lobster	22
Cod	11
Haddock	10
No. 1 Pickerel	7
Pike	7
Perch	5
Smoked White	10
Red Snapper	12 1/2
Cool River Salmon	13
Mackerel	18

HIDES AND PELTS

Hides	
Green No. 1	7
Green No. 2	6
Cured No. 1	8 1/2
Cured No. 2	7 1/2
Calfskins, green No. 1	9 1/2
Calfskins, green No. 2	8
Calfskins, cured No. 1	10 1/2
Calfskins, cured No. 2	9
Pelts	
Old Wool	50 1/2
Lamb	30 1/2
Shearlings	30 1/2
Tallow	
No. 1	6 1/2
No. 2	5 1/2
Wool	
Washed, fine	20
Washed, medium	22
Unwashed, fine	15
Unwashed, medium	16 1/2

CANDIES

Stick Candy	
Standard	7
Standard H. H.	7
Standard Twist	8
Cut Loaf	9
Jumbo, 32 lb.	
Extra H. H.	7 1/2
Extra Boston Cream	10 1/2
Beet Root	8

14

Mixed Candy

Grocers	6
Competition	7
Special	7 1/2
Conserve	7 1/2
Royal	8 1/2
Ribbon	9
Broken	8
Cut Loaf	8 1/2
English Rock	9
Kindergarten	9
Bon Ton Cream	8 1/2
French Cream	9
Dandy Pan	10
Hand Made Cream	14 1/2
mixed	14 1/2
Crystal Cream mix.	13

Fancy-In Pails

Champ. Crys. Gums.	8 1/2
Pony Hearts	15
Fairy Cream Squares	12
Fudge Squares	12
Peanut Squares	9
Sugared Peanuts	11
Salted Peanuts	10
Starlight Kisses	10
San Blas Goodies	12 1/2
Lozenges, plain	9
Lozenges, printed	10
Choc. Drops	11
Kelpse Chocolates	13 1/2
Quintette Choc.	12
Victoria Chocolate	15
Gum Drops	5 1/2
Moss Drops	9
Lemon Sours	9
Imperial	9
Ital. Cream Opera	12
Ital. Cream Bonbons	11
20 lb. pails	11
Molasses Chews, 15 lb. pails	13
Golden Waffles	12

Fancy-In 5 lb. Boxes

Lemon Sours	250
Peppermint Drops	250
Chocolate Drops	250
H. M. Choc. Drops	250
H. M. Choc. Lt. and	250
Dk. No. 12	21 00
Gum Drops	235
Licorice Drops	275
Lozenges, plain	255
Lozenges, printed	260
Imports	260
Mottos	260
Cream Bonbons	255
Molasses B.	255
Hand Made Creams	250
Cream Buttons, Pep.	255
and Wint.	255
String Rock	255
Wintergreen Berries	260

Caramels

Clipper, 20 lb. pails	8 1/2
Perfection, 20 lb. pils	12 1/2
Amazon, Choc Cov'd	15
Korker 2 for 1c pr bx	55
Big 3 for 1c pr bx	55
Dukes, 2 for 1c pr bx	60
Favorite, 4 for 1c, bx	60
AA Cream Carl's 3lb	50

FRUITS

Oranges	
Florida Russett.	2
Florida Bright	2
Fancy Navels	2
Extra Choice	2
Late Valencias	2 50
Seedlings	2
Medt. Sweets	2
Jamalacs	2
Rodi	2

Lemons

Verdell, ex fcy 300	2
Verdell, fcy 300	2
Verdell, ex fcy 300	2
Verdell, fcy 300	2
Call Lemons, 300	4 00
Messinas 300s.	4 50
Messinas 300s.	4 50

Bananas

Medium bunches	1 50
Large bunches	2 00

Foreign Dried Fruits

Figs	
California, Fancy	2
Cal. pkg. 10 lb. boxes	2
Extra Choice, Turk.	2
10 lb. boxes	2
Fancy, Thrk., 12 lb.	2
boxes	2
Fuller, 6 lb. boxes	2
Natural, in bags	2
Dates	
Fards in 10 lb. boxes	6 1/2
Fards in 60 lb. cases	6 1/2
Hallow.	5
lb. cases, new	5 1/2
Sairs, 60 lb. cases	4 1/2

NUTS

Almonds, Tarragona	16
Almonds, Ivica	16
Almonds, California,	15 1/2
soft shelled.	16
Brazils	10
Walnuts, Med.	13
Pecans, Ex. Large	13
Pecans, Jumbos	14
Hickory Nuts per bu.	12 1/2
Ohio, new	13 1/2
Cocconuts, full sacks	3 50
Chestnuts, per bu.	3 50
Peanuts	
Fancy, H. P., Suns.	5 1/2
Fancy, H. P., Suns.	6 1/2
Roasted	6 1/2
Choice, H. P., Extras	7 1/2
Choice, H. P., Extras	7 1/2
Roasted	7 1/2
Span. Shld No. 1 in w	6

15

STONEWARE

Butters	
1/2 gal., per doz.	48
1 to 6 gal., per gal.	5 1/2
8 gal. each	48
10 gal. each	60
12 gal. each	72
15 gal. meat-tubs, each	1 12
20 gal. meat-tubs, each	1 50
25 gal. meat-tubs, each	2 12
30 gal. meat-tubs, each	2 55

Churns

2 to 6 gal., per gal.	6
hurn Dashers, per doz.	84

Milkpans

1/2 gal. flat or rd. bot., per doz.	48
1 gal. nat or rd. bot., each	5 1/2

Fine Glazed Milkpans

1/2 gal. flat or rd. bot., per doz.	60
1 gal. flat or rd. bot., each	6

Stewpans

1/2 gal. fireproof, ball, per doz.	85
1 gal. fireproof, ball, per doz.	1 10

Jugs

LAMP BURNERS	
No. 0 Sun.....	35
No. 1 Sun.....	36
No. 2 Sun.....	42

BELL LOSSES.

The Tradesman's Figures Prove To Be Correct.

When the Tradesman stated last January that the Michigan Telephone Co. faced a deficit of \$292,368.57 on the business of 1901, the officers of the company went out of their way to denounce the statement as false and permitted their subordinates to controvert the effect of the publication by spreading the report that the company had actually made a profit. The Tradesman's information came from an official source, but the circumstances were such that the particulars could not be disclosed, in consequence of which it was content to rest under the nasty imputations of the Bell crowd, realizing that time would not only demonstrate the correctness of its position and the truth of its statement, but also disclose the fact that the officers of the Michigan Telephone Co. were deliberately undertaking to hoodwink the public by a campaign of deceit and falsehood.

The crisis was reached last week, when the Michigan Telephone Co. finally yielded to the importunities of the bondholders, stockholders and creditors by furnishing a detailed statement for 1901 in circular form. The revenue for last year is given as follows:

Exchange service.....	\$ 933,936 49
Toll service.....	287,526 95
Private line earnings.....	7,078 75
Messenger.....	32,154 99
Real estate revenue.....	27,821 99
Dividends and interest.....	14,081 06
Miscellaneous revenue.....	26,081 21

Total.....\$1,328,681 34

The expenses for 1901 are given as follows:

General.....	\$ 253,132 88
Operating.....	42,852 37
Maintenance.....	317,538 18
Rental and royalty.....	88,479 32
Private line expenses.....	1,215 92
Messenger expenses.....	16,317 72
Real estate expenses.....	17,378 03
Interest.....	440,135 52

Total.....\$1,821,049 91

Deficit for year.....292,367 57

Accompanying this statement is a copy of the ledger balances for May 31, 1902, as follows:

DEBTOR

Property and franchise, including \$907,273 of stocks and bonds.....	\$ 9,895,276 28
Supply department.....	194,553 07
Real estate.....	587,932 50
Stocks and bonds.....	1,635,625 76
Accounts receivable.....	272,183 79
Cash.....	72,046 22
Profit and loss.....	487,115 22

Total.....\$13,144,782 84

CREDIT.

Capital stock.....	\$ 5,000,000 00
Bonded debt.....	5,000,000 00
Detroit Telephone Co.'s bonds.....	594,400 00
Loans and accounts payable.....	2,182,112 46
Reserve fund.....	368,270 38

Total.....\$13,144,782 84

The earnings for the first five months of this year are given as \$621,455.37, and the expenses as \$688,150.93, showing a deficit of \$66,695.56.

Dividing the deficit by 5 and multiplying the result by 12 shows a total estimated deficit for the year of \$160,069.32, to which must be added 5 per cent. interest on \$5,000,000 bonds and 5 per cent. interest on \$594,400 bonds, making the estimated deficit for 1902 \$439,789.32. To this sum should be added a portion of the interest on the \$2,182,112.46 floating indebtedness, so it is safe to say that the Michigan Telephone Co. will run behind a half million dollars during the present year. Instead of the income increasing, it must necessarily show a decrease, due to the constantly encroaching competition of the independent companies, which are rapidly absorbing the business and dissipating the profits of their once proud competitor, which no longer sneers at the idea of greenhorns attempting to conduct a telephone business!

It is reported from Boston that the parent Bell company contemplates a reorganization of the Michigan Telephone Co. by foreclosure, cutting off the Detroit Telephone Co. bonds, the \$5,000,000 capital stock and the \$2,122,112.46 floating indebtedness, and issuing to the holders of the original \$5,000,000 bonds \$3,000,000 in bonds and \$2,000,000 in stock, the bonds to bear 4 per cent. interest. Such a shake-up would reduce the fixed expense of the company \$238,825.65, leaving only \$120,000 a year to be paid as interest on the bonds, but there is nothing in the company's condition, present or prospective, to justify any fixed expense being saddled on the property, which appears to have been hopelessly wrecked as the result of wretched management.

It is possible that the State has a claim against the Michigan Telephone Co., which it will probably enforce. In the sworn statement filed by the Michigan Telephone Co., the gross income for 1901 is given at \$1,195,898.80. The statement now furnished increases this sum to \$1,328,681.34, an increase of \$132,782.54 over the sworn statement. The State receives a tax of 3 per cent. upon the gross income of telephone companies. In this case the error involves the sum of \$3,963.47—which belongs to the State, and should be collected—or the shortage of the Michigan Telephone Co. is \$132,782.54 more than the officials of the company know anything about.

How Plain Girls Win Handsome Husbands.

There are a few regular occasions on which every pretty girl feels inclined to give vent to her feelings by a "good cry." One is when her plain sister enters into the bonds of matrimony with an exceedingly good-looking man.

It is very mortifying, if you happen to be pretty, to be left out in the cold, and the pretty girl never has understood, and never will understand, how it is. And perhaps it is really a good thing for the beauty of the family that she is so ignorant on this matter. If she fully comprehended the brain workings of that strange creature, man, matrimony would lose its dearest charm.

The handsome man marries the plain girl. Cry as we will, this is a fact, and one that we may test the actuality of every day if we will.

To take up the question of forlorn beauty. Why is it? A man who is good looking must admire beauty. He does admire it; he can not help himself. Then why, the pretty girl enquires, does he marry her plain sister?

The answer may best be found in the letters of twelve intelligent men on the subject of choosing a wife. Each one stated seriously what qualities he would look for in a possible partner, and set them down in order, the most important first, the less important following.

Taking an average, their ideal was to be as follows: First, kind-hearted, true and sympathetic; second, lively and fond of children; third, proud of herself for the sake of her friends; fourth, a good housekeeper and a busy bee; fifth, a graceful figure and beautiful; sixth, wealthy and clever.

The plain girl scores at once with her sympathy; it is her chief and most powerful weapon against a man. The girl with good looks has no need to find friends by being sympathetic, and it is doubtful if people would believe her sympathy to be genuine. At all social gatherings the plain girl is so much alone that her manner appears at once

modest and retiring. Let a handsome man give her half an hour of his company and her whole mind is bent on being agreeable. But the pretty girl has a score of men to talk to, and falls into a habit of inattention. The pretty girl really has a harder time than the plain girl.

The trouble about justice is that very often we don't like it when we get it.



**Imported
KOBE**

JAPAN RICE

BLUE PAPER LINED POCKETS

**F. M. C.
COFFEES**

are always

Fresh Roasted

The Imperial Gas Lamp

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

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

Standard D Crackers

These goods are suited to the tastes of the most select trade. Their merits are known to every up-to-date dealer and they yield a good profit. Once tried the purchaser becomes a regular customer. Send us a sample order.

E. J. Kruce & Co., Detroit, Michigan

Not in the Trust

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.

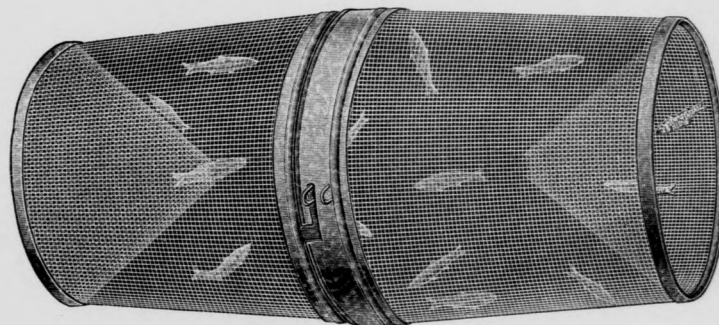
Price and full information on request.

NOBLE, MOSS & CO.

808 Union Trust Bldg.

Detroit, Mich.

"Sure Catch" Minnow Trap



Length, 19½ inches. Diameter, 9½ inches.

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

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

Our line of Fishing Tackle is complete in every particular.

Mail orders solicited and satisfaction guaranteed.

MILES HARDWARE CO.

113-115 MONROE ST.

GRAND RAPIDS, MICH.

Pineapples by Shipload From Cuba.

"I wonder what perfume that is which comes so strong from the shore?" said a Western dry goods man who, after making his purchases, was taking a stroll about the city before his departure. The Westerner and his friend, who was in the fruit business in this city, happened to be walking toward the Wall street ferry, and the dry goods man added:

"I thought a moment ago that I was in Java, by the smell of the coffee in Water street, but this smells like Cuba."

"It is one of the Ward Line steamers unloading pineapples from Cuba," said his friend. "We'll just take a step down South street, and you will see something that you are not likely to see in Nebraska."

A turn around the corner brought the two men face to face with a huge pyramid of barrels, each perforated with a hundred or more holes. The great heap sent up a tropical odor of sweetness which was so pungent that the local fruit dealer said:

"These pineapples are only a small part of the number which are shipped in here in the course of the year. This pile here represents the cargo of a whole ship, and I guess there are about twenty-four thousand barrels, containing something like one million pines. About two hundred thousand barrels represents the annual product of Cuba, which is our chief source of supply, and, by the way, the greater portion of the crop comes to this city."

"What becomes of all this fruit?" asked the Nebraskan. "The odor is so sweet that I should judge these pineapples are too near ripe to stand long."

"They won't remain here long," was the answer. "All of these barrels are consigned to different fruit firms in this city or through commission merchants to out of town concerns. I know of one firm which had consigned to it seven thousand barrels on the steamer which arrived before this one, and it got rid of its pineapples at public auction inside of twenty minutes. These auctions are held in the rooms of the Fruit Exchange, right here on the wharves."

"How much does one of these barrels bring, wholesale?" asked the dry goods man.

"From \$1.75 to \$2.90 each," was the reply. "The pines retail at from 15 cents to 40 cents. We get them cheaper than any other country, for Londoners have to pay from \$1 to \$2 a pine."—N. Y. Tribune.

Practical Hints on Store Management.

Business must either go forward or backward. It simply can not stand still. The wise retailer will always be able to tell every day how the sales of that day compare with the corresponding day of every year since he embarked. He will always be in a position to tell whether he is going the least bit backward and make an effort to push himself a whole lot forward.

Delivering goods cheerfully, even when the package is a very small one, is a point made by some clever dealers. Every transaction in a store should be regarded, however trifling it may be, as a forerunner of greater things.

Continuous effort, untiring energy, does not necessarily mean that the dealer must take no rest, for all work and no play may lead to the sanitarium, and then what?

The storekeeper must live and work in the light of his experience. He must be governed by what he has found ad-

vantageous or otherwise. If he finds that his trade want certain classes of goods and expect to be treated in a certain way he must conform to conditions. If he thinks he is sufficiently powerful to make conditions conform to him he is stretching out his hand for the sheriff's flag.

Endeavoring to get the better of the customer by misrepresentation is usually crowned with failure. For instance, a customer purchases two suits of underwear. One suit comes along all right. The other is a shirt of one quality, the drawers of another. Just because the dealer was out of the exact sizes and did a little substituting. Does this sort of thing make a pleased customer? Well, hardly.

No retailer can afford to be slovenly about his delivery system. This is true unto the verge of triteness. When a customer is promised that a package of goods which he has purchased will be delivered at his home at a certain hour, it is quite as important that the promise be kept, almost, as was the matter of selling the goods.

Apologies for mistakes may soften matters somewhat, but it does not remove the memory of the error. It was Beau Brummel who said that a gentleman never apologized, because a gentleman "never does a thing" that calls for an apology. This is perhaps a little far fetched, but like many another saying which has been handed down to us from that great gallant, there is in it a suggestion for conduct which is worth entertaining.

Preparations For the Pharmacy Meeting at Saginaw.

Saginaw July 22—The members of the Saginaw Pharmaceutical Society have made ample preparations for the entertainment of their guests on the occasion of the annual convention of the Michigan State Pharmaceutical Association and are entertaining happy anticipations of the coming meeting. The following committee has been appointed by the local society to arrange details for the accommodation and entertainment of the guests: D. E. Prall, Wm. Heine, W. H. Foot, F. A. Richter, Jr., and Lou G. Moore. The business meetings will be held in P. P. P. hall, New Avery block, corner of Genesee and Jefferson avenues. Hotel headquarters will be at the Bancroft. A "smoker" will be given Tuesday evening in Germania hall or, if more agreeable, in the beautiful shady Germania garden. Such portion of Wednesday as can be given to entertainment will be enjoyed at Riverside Park or the new Jeffers theater. Other entertainment will vary as circumstances will permit.

For the past few years trade conditions have been such throughout the State that the rank and file have been more occupied with the business end of the profession than with the scientific or ethical questions of pharmacy. The special policy of the State Association, as with most State associations, has always been along the latter lines. Nevertheless, it would seem that many of the druggists have been obliged to forego the pleasures and benefits to be derived from the State Association, so far, at least, as interest has been shown by attendance upon State meetings. Now that the N. A. R. D. has been born, with the special mission of looking after the business end of the profession, doubtless the few officers and faithful workers of State Associations will hope for renewed life and activity in their several associations.

Lou G. Moore, Local Sec'y.

Get a Union Man.

"I want to get a wedding present—something striking," said the female shopper.

"Yes, madam," replied the affable salesman. "How would a clock do?"

Clout Nails and Tacks Higher.

Manufacturers of clout nails, trunk nails, etc., and various descriptions of tacks, who have been somewhat firm in their view of the market for some time past owing to the heavy demand and who have been gradually reducing special discounts, have advanced their prices from 10 to 20 per cent. This is largely due to the increased cost of production, and at the new range of prices it is reported the market is on a much more regular basis than it has been for some time.

Business Wants

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

BUSINESS CHANCES.

FOR SALE OR EXCHANGE—GENERAL store at Vailonia, Ind.; invoices about \$4,500; will sell at a bargain or exchange for timber land or good farm; owner going to move West. Address S. B. Box 84, Vailonia, Ind. 612

GRAND CHANCE FOR WIDEAWAKE purchase. For Sale—A new clean stock of dry goods, groceries, boots, shoes and men's furnishing goods; best of reasons for selling. Address No. 611, care Michigan Tradesman. 611

FOR SALE—RICH UNDEVELOPED ZINC and lead lands. \$5 down and \$3 per month for 15 months buys a 5-acre tract. \$50,000 worth of ore has been taken from one acre of similar land in the same district. Non-resident investors receive regular incomes without additional expense. Maps and statistics sent free on request. Address W. B. Saylor, Carthage, Mo. 610

FOR SALE—MEAT MARKET IN TOWN OF Quincy; good location; established trade; only one other market in town; excellent stand for grocery in connection. Reason for selling, ill health. Address F. M. Turrill, Quincy, Mich. 618

WANTED—PARTNER TO INVEST CAPITAL on the ground floor in the manufacture of a health food that is inferior to none on the market; something new; nothing like it; only parties of ability need answer. Address D. W. Seranin, Battle Creek, Mich. 620

FOR SALE—CLEAN \$7,500 STOCK OF DRY goods in live Michigan town. Fine opening for a department store; long lease and good location. Address 619, care Michigan Tradesman. 619

FOR SALE—STOCK OF GENERAL MER-chandise and store building, situated at Walloon Lake; one of the best summer resorts of Northern Michigan; a good trade; established store runs year around; other business takes my time; terms, cash. Call on or address A. E. Hass, Walloon Lake, Mich. 617

FOR SALE—CHEAP—HEARSE, GOOD AS new; description on application. Address No. 609, care Michigan Tradesman. 609

FOR SALE—ONE OF THE BEST FEED, livery and sale barns in the State, situated in Hastings, Mich. Enquire of Geo. Waddle, V. S. 226 Portage St., Kalamazoo, Mich. 615

GOOD INCOME CITY PROPERTY AND farms to exchange for mercantile stocks; good home for good market; all kinds of business chances. Clark's Business Exchange, Grand Rapids. 616

FOR SALE—CLEAN STOCK OF DRUGS, inventorying about \$1,200; situated in center of good trading point; rent reasonable; established trade, all cash; reason for selling, ill health of owner. Address No. 614, care Michigan Tradesman. 614

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

WRITE TO GRAND RAPIDS MONU-ment 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. 605, care Michigan Tradesman. 605

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

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 northeastern 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. 594

FOR SALE—STOCK OF GENERAL MER-chandise, 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. Soyde, Granada, Minn. 599

FOR SALE OR TRADE FOR STOCK OF Shoes or General Merchandise—Three dwelling houses in Battle Creek. Address E. V. Abell Co., Charlotte, Mich. 596

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

FOR SALE—DRUG STOCK AND FIX-tures; invoice about \$1,700; no dead stock; cash business. Situated in Northwestern Indiana, on a beautiful lake. Address P. S. Will, Hamilton, Ind. 589

FOR SALE AT A SACRIFICE—DRUG STORE in best town in Copper country; invoices 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 MED-ical 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

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

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

FOR SALE—DRUG STOCK WORTH ABOUT \$1,000; 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

FOR SALE—I DESIRE TO SELL MY EN-tire general stock, including fine line of shoes and store fixtures. No cleaner stock or better trade in the State. Business been established 25 years. Reason for selling, other business. P. L. Perkins, Merrill, Mich. 473

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

FOR SALE—GOOD DRUG STOCK, INVOIC-ing \$2,800, in one of the best Southern Michigan towns. Terms on application. Address No. 521, care Michigan Tradesman. 521

FOR SALE—FINE YIELDING 40 ACRE farm in Kalamazoo county; buildings; all under cultivation; value, \$1,200. Address No. 522, care Michigan Tradesman. 522

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

THREE VACANT LOTS IN GRAND Rapids, free of incumbrance, 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—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 \$50 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

MISCELLANEOUS

WANTED—MAN TO WORK IN BUTCHER shop; must be first-class, temperate, honest; must understand butchering; references required. Address Butcher, care Michigan Tradesman. 608

WANTED—EXPERIENCED DRY GOODS saleslady; references required; state salary wanted. Address Kohlenstein Bros., Otsego, Mich. 613

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—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

WANTED—SALESMAN TO CARRY OUR harness enamel, show enamel and store 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