

MICHIGAN TRADESMAN

Nineteenth Year

GRAND RAPIDS, WEDNESDAY, JULY 30, 1902.

Number 984

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: Alpaca,
Linen, Duck, Crash, Fancy Vests, etc.,
direct from factory.

William Alden Smith Building,
Grand Rapids, Mich.

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

Collection Department

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

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

C. E. McCRONE, Manager.

ELLIOT O. GROSVENOR

Late State Food Commissioner

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

1232 Majestic Building, Detroit, Mich.

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

3½% interest paid on Sav-
ings certificates of deposit.

The banking business of
Merchants, Salesmen and
Individuals solicited.

Cor. Canal and Lyon Sts.
Grand Rapids, Michigan

Tradesman Coupons

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IT IS ALL FOR AMUSEMENT.

One of the popular features of comedy plays and players is that of representing various nationalities. Sometimes it is an Irishman, sometimes a German, a Frenchman, an Italian or a Scotchman. The actor who can correctly delineate one of these characters is sure to make a hit and secure a handsome salary. Naturally there is a tendency to exaggeration and burlesque, for therein lies the comedy, the avowed purpose of which is to provoke mirth and raise a laugh. All these nationalities have been caricatured on the stage. This one is widely advertised as an especially skillful Irish comedian and that one as a versatile and very funny German comedian and so on through the list. The governing board of a prominent society recently declared that it is to the interest of their race that the Irish comedian shall be banished from the American stage because, as these gentlemen say, these caricatures are calculated to bring the emigrants from the Emerald Isle and all their descendants into disrepute and ridicule.

This is a pretty far fetched accusation and it will take something stronger than the edict of this governing board to keep Irish comedians off the stage or to keep amusement loving Irish people from patronizing them. To deprive the stage of the so-called Irish comedian would be to take from it one of its most interesting and entertaining features. It would put a lot of genuine Irishmen out of business and compel them to look for some other means of earning a livelihood. What would become of Andrew Mack and Chauncey Olcott and what would have happened to a score, yes, a hundred, clever comedians who by burlesquing and bringing out the laughable characteristics of the wise and witty Irishman have gained fame and money beside furnishing a world of innocent amusement? If this class of comedians is to be banished, then those who burlesque the Scotch, the German, the French, the English and the Italian must all go, too, and perhaps then Americans will become so much exercised about it that the Yankee character and the "Reuben" must be cut out from all

stage performances, and what a dreary waste there would be left. David Warfield all last winter was winning lasting fame and fortune by his portrayal of Hebrew character, exaggerated and made laughable of course. These stage representations are not intended nor are they in any way accepted as any slur or censure upon any nationality. None enjoy the oddities of the stage Yankee when well done better than the native American whose father and grandfather and great grandfather were born in this country. This edict if applied to the German comedians would put the Rogers Brothers and those like them out of business. Rather let us have all the fun there is in the world and look upon it not as an insinuation, but as what it is, mere amusement.

A Methodist minister in Northern Michigan is believed to have preached one of the shortest sermons on record. It was a hot Sunday and the minister had decided not to extend his discourse beyond half an hour. A member of his congregation, meeting him in the vestibule of the church, remarked: "It's hot to-night; make it short." The minister laughed and said he would. The same remark was repeated by another member a moment later and the minister then and there determined to make his sermon notable for its brevity. He announced as his text: Luke xvi, 24: "And he cried and said: 'Father Abraham, have mercy on me, and send Lazarus, that he may dip the tip of his finger in water and cool my tongue, for I am tormented in this flame.'" Then he said: "We have here three persons—Abraham, Dives and Lazarus. It was hot where Dives was. He did not like it. He wanted to get out. So do we. Let us pray!"

Officers in the army are distressed by the orders that have just been issued providing for the general modification of uniforms. It will cost most of the officers from \$100 to \$150 to make the changes ordered and for many of them that is an amount of money not easily to be spared from their salaries, which are not excessive at best. Among those who are worrying over the situation are the tailors who cater to the military men. They are doubtful if they will be any better off in consequence of the additional business that will come to them. One tailor is said to have \$20,000 due him from lieutenants who have in many instances pledged life insurance policies as collateral security for payment of their accounts.

To hold a position as President of a South American republic, a man needs to be as much of a warrior as a statesman. President Castro, of Venezuela, announces that he will take the field in person to put down the rebellion against his government. He is like the kings in the old days who had to fight to keep their thrones. In South America a president who is not prepared to take a personal part in war is not properly equipped to play his part.

GENERAL TRADE REVIEW.

For a long time past every succeeding week has made a new record of railway earnings and in harmony with this condition sixty of the leading stocks have recorded a new high average each week. There are few who will attempt to attribute this to manipulation of professional operators, although there are many advances, no doubt owing to speculative causes; but the long series of new records is to be attributed to the general strength of the country's business.

The course of the stock market was generally upward until within a day or so something of a realizing reaction has been developed by the bears. This is as yet by no means general, many properties which have suffered during the long advance now leading in activity and upward movement. There are few that think that the present decline is more than such a speculative opportunity for realization as always interrupts any continued advance. The only visible pretext for the reaction would seem to be the unexpected engagement of a large quantity of gold to meet needs in Continental capitals. Money is still plentiful and easy and in view of the generally favorable crop reports it would seem probable that the upward course can not be long interrupted.

There is as little interruption to manufacturing and trade by the usual mid-summer dullness as is possible on account of the tremendous pressure for delivery of goods. Iron and steel continue to draw heavily on the future in booking orders. The coke industry is being pushed to the utmost and measures are being taken generally to provide as far as possible against interruption of fuel supply. Salesmen are sending in large orders for all standard lines of wearing apparel and prices are well sustained. There is a better feeling in the cotton goods situation although the price of the staple is still an interesting topic. Eastern shipments of footwear are steadily increasing notwithstanding the interior supplies are well maintained.

How much horses know or how little is a question much discussed by people fond of these animals. Certain it is that they do many remarkable things and there seems to be no end to what they can be taught. An interesting case occurred a day or two since in Philadelphia. Some brewery stables where about a hundred horses were quartered caught fire and the animals were turned loose into the street. Thereupon the reports say each horse found its mate and then the two trotted off together over their respective route, stopping the usual time at every place, and when they had made the rounds some of the teams actually returned to the stables and seemed sorry to find them in ruins. There are plenty of stories about what fire horses put to other uses have done when they heard the alarm. Horses, like people, are creatures of habit and there is no end to the interesting stories that can be truthfully told about them.

Getting the People

The Mania For Punning, Alliterative or Euphonic Names.

What's in a name? The manner in which English, Greek, Latin, Choctaw and whatnot are ransacked for advertising possibilities would seem to indicate that the framers of publicity think there are considerable. For many years the fact has been recognized that the article which was so fortunate as to be designated by an alliterative or euphonic appellation could be much more easily brought to the minds of the public than when some accidental designation was employed that was wholly commonplace or that was so uncouth in sound that no one could remember it. It is only within recent years, however, that the full value of the name has come to universal recognition and since that time the tax on the discoverer or inventor of pleasing sounds has been sufficient to engage all effort.

In the early days a name was selected usually with some relation to significance or derivation to connect it to the subject advertised. Of course, there was a general idea of getting something to sound well, but more stress was laid upon meaning than euphony. Thus the coiners of Castoria were desirous of expressing the idea that the stuff advertised was a modification of castor oil; and fortunately, in doing this a decidedly plebeian expression was given an aristocratic quality which lent it dignity and at the same time there was a characteristic which made it easily remembered. Its coiners to-day would have paid more attention to sound, and that at the expense of effectiveness. Kodak was a much later production, and is an example of the surrender of everything to facility of vocalization. It is the kind of a word that a Choctaw Indian could remember and speak most easily. Its success is a demonstration of the value of this quality when there are no other merits. As an illustration of the total lack of advertising value in words selected or coined with reference to meaning, take a couple of expressions that have been tried with little success by cameramen, Sunart and Ray. Neither of these is euphonic or dignified or has any alliterative merit. Cameras may have been sold by the advertising but not through the names, and neither of them will have any lasting quality.

The great departure in modern name-making was by Ayer & Son in the coining of the very catchy word sentence, Uneeda. This inaugurated the mania for odd phrase and expression coining, which quickly nauseated the public and in most cases fell flat, although the original production still lives and flourishes. Indeed, it is one of the anomalies of advertising science that the near approach to the ridiculous which characterized the first of the Uneeda school has been carried much farther in the later work, and that with apparent success in spite of the failure of imitators. If it is possible to get nearer the line without reaching it than in Zu-zu which is just now having its turn it is beyond my powers of imagination. I doubt if any institution of less prestige than the National Biscuit Company could carry the use of such a term to success.

In recent months the country is being deluged with a flood of food products, the outgrowth of the Battle Creek health ideas. The task given to the word coiners in ringing the changes on cereal

in point of both quality and value we challenge all competition.

There are More **KROEGER PIANOS** Being Sold

than of any other one make. The Kroeger factory has had to be enlarged to double capacity this year. Its perfect action, pure tone and great durability, together with its moderate price, make it a piano unequalled for the money.

The expert who made Steinway pianos is in charge of the Kroeger factory. Give us a call. It will be a pleasure to show you these as well as other makes, for which we are state agents. If you cannot call, please write for catalogue.

DETROIT MUSIC CO. 184-186 WOODWARD AVENUE, UPSTAIRS.

Oldest, Best and Lowest Priced Music House in Michigan

Look Here

With every Refrigerator sold this year we will give one month's supply of ice to the purchaser—remember without extra charge—and they are the best we can buy. The Leonard Cleanable Refrigerator.

Here's Another.

During the entire season, we will keep sharp every lawn mower bought of us. And they are good ones.

Eastman & Co.

Successors to M. F. White & Son.

Little Wonder Flour

Is surely working its way into public favor. Being made from selected wheat, it possesses all the nutritive properties of the grain, making light, white, sweet bread, which is so much desired by all. Every housewife who has used this flour is delighted with it and will use no other. Try it and be convinced. Every sack guaranteed.

Beach Milling Co.

HEAT IS MONEY

If you give a man a quarter to pay for a 20c article and don't take up the change you waste money don't you? If you heat up the whole house to cook a small dinner you waste money don't you? That's just what the

Quick Meal Oil Stove

is made to prevent. You get all the heat you need for any kind of cooking and no more. They are not expensive, and wonderfully economical in operation.

Otto Rosenfeld.

WHAT AILED HIS WATCH?

A gentleman calls on a jeweler and wants his watch repaired. The jeweler adjusts his eyeglass, looking very wise, and informs him that the intramolecular vibrations of the isochronal arc are deflected from the supplementary curves of his hociologian, and it would cost him \$5.00 to repair it. The gentleman left in disgust, and came to me; upon examination I found he had, in attempting to move the regulator, let the hatchet slip—that was what he used—and bent the balance pivot, which I straightened and charged 25c.

G. Austin Smith,
THE UP-TO-DATE JEWELER

It Strikes Us

that the best time to buy sugar is now.

25 lbs.
Granulated Sugar
\$1.25.

The price of all other goods is right. We keep the best and sell the most.

Canned Goods, Fruits, Vegetables

If you deal with us you will save money and make both ends meet.

We have the largest line of

Crockery

in the city and our prices are the lowest. Semi-porcelain, porcelain and china dinner sets. All new and A1. Get our prices.

W. A. Hams.

THE KLING STORES

It isn't a matter of "keeping up with the procession" with us. It is a matter of going ahead and keeping ahead of it. If you have discovered any fault in either our methods or merchandise we hope you will tell us of it, it may help to keep ahead. We want you to feel that this store is your store trying to save you money.

Men's Dept.

Sun, sweat and strain of the harvest field uses up the men's clothes as well as the men. We have an extra supply of men's wear now.

Best grade Work Shirts, well made, strong material, sold everywhere at 50c, except here they are.....**46c**

Another kind, some ask three shillings for, our price.....**33c**

Light weight work shirts, all sizes, Boys' and Men's.....**25c**

Overalls, the good kind, stout denim, never rip, and good fit.....**47c**

PANTS.—We mentioned this kind last week. Some wholesalers ask \$9.00 per doz. Try a pair.....**75c**

Suspenders to suit all, 10c, 15c, 19c and.....**25c**

Negligee Shirts, made of percale or madras, some have collars and cuffs to match. Pretty colors.....**50c**

Straw Hats, different kinds, price start at.....**5c**

Men's Socks, coarse or fine, fancy or plain colors, we have them.

Also Work Shoes, buckle, lace or congress. Come and see them. Price start at.....**\$1.00**

An Offer

We can clothe you for the field with Shoes, Sox, Overalls, Shirt, Suspenders, Hat and Handkerchief all

Complete at \$1.99

A City Store with Country Expenses is a combination for your benefit

Positively the Lowest in Price

G. L. KLING

...PALO...

Dainty Summer Jewels

The warm season brings demands for unique and tasty novelties in Jewelry.....

We have many new things to offer and you should see them.

Latest effects in Watch Guards, to go with the neatest gold watches for Ladies and Best Timekeepers for gentlemen.

New things in Sterling Silverware.

Bring us your watches to repair. Best results by reliable workmen.

Barnum & Earl

Jewelers - Silversmiths

and the other descriptive designations possible to be used is greater than can be successfully performed. Among the early products was the coffee substitute which was designated by Latinizing the originator's name and adding the descriptive term—Postum Cereal. The multiplicity of changes on cereal, or the discovery that there was more advertising value in the word coffee, led to its substitution a year or so ago. It is in the host of breakfast foods that the confusion becomes worse confounded. The pioneer in what are termed the Bordeau products put out a food under the descriptive and alliterative term, Malta-Vita. The space at my disposal would be too limited to chronicle the catalogue of successors and imitators. Perhaps the silliest and the most palpable attempt to ape the original Uneeda is the product of one of the most recent Battle Creek corporations, Tryabita. If it should transpire that this designation sells goods I shall be convinced that the average of American intelligence is much below what I supposed and that the most there is in a name is its proportion of idiocy.

* * *

A well-balanced and well-displayed piano advertisement is that of the Detroit Music Co. It is to be noticed that the main display is of the article which is made the specialty. The argument is reasonable and businesslike and the quantity of matter is well adapted to the space.

The principle of "throwing in"—of offering something for nothing—is the feature of the advertisement of Eastman & Co. Experience with their trade doubtless seems to justify this policy. The matter is treated in a businesslike manner, bringing out the points clearly and well and the display is notably strong and artistic. It would have been improved, however, to have made the words "refrigerator" and "lawn mower" prominent, so as to gain the specific attention of those interested in these articles.

The Beach Milling Co. shows another model of good composition and this has the advantage that the main display is the subject of interest. The argument is brief and convincing and can not fail to aid in gaining recognition.

Otto Rosenfeld is also businesslike in his display. I would have made the upper line shorter and put it in the same type as the main line, only smaller.

G. Austin Smith presents an exhibition of a meaningless jargon of scientific terms to illustrate the possibility of a jeweler's playing on the credulity of his customer. There is a question in my mind as to the advisability of intimating that other artisans are rogues. Let us insist that our work is the best and try to make it such and let our competitors have credit for ordinary honesty.

W. A. Hams gives us an artistically arranged Bradley display calling attention to three lines of his business. There is plenty of matter for the space, but the printer has handled it judiciously.

C. L. Kling gets right to the point for his summer working goods by definite, plain prices for clearly described articles. I would have made the first paragraph shorter, so as to give more prominence to the remainder and increase the probability of its being read.

Barnum & Earl present an attractive plea for ladies' trade especially, but they have not been seconded in the selection of their border. A light line would have been in much better taste.

Butchers in Paraguay Are Women.

The butchers in all parts of Paraguay are women. In the public slaughter houses the cattle are dispatched by men, who sever the spinal column by cutting it with a sharp cutlass just behind the nape of the neck. When the animal falls to the ground its throat is cut, and it is allowed to bleed to death. This is the only part of the work done by men. The animal is skinned and otherwise prepared by women. The carcasses are then conveyed to the butchers' stalls, where the meat is cut up and sawed by women, who are dexterous in the use of the saw and knife. It is then served out to customers, also by women—not generally by weight, but by the piece—and the price is so low that a pound of the best meat may be bought for about a penny. Women of all ages act the art of butchers; some are young and pretty, others old and wrinkled. The women are great bargainers, and keen as mustard to pull a new arrival almost to pieces in the hope of securing his custom. These women butchers earn good wages, and many of those in business on their own account acquire a modest fortune.

In the larger towns the meat is allowed to be sold only in the public market place, where stalls (owned by the municipality) are let at auction to the highest bidders. The public have every security that the meat is fresh, for all that is left unsold at night is destroyed by the authorities—a needful precaution in a warm climate. The result is that just previous to closing time there is a great reduction in prices, and a crowd of bargain hunters appear on the scene—economical housewives, keepers of cheap restaurants, and the like—for, rather than see the meat thrown away or destroyed, the keepers of the stalls sell the remnants at almost any price.

Look For a Large Crop of Fine Apples.

Cincinnati, July 26—We have had very favorable weather this spring and summer and an immense amount of rain, therefore plenty of vegetables of all kinds, but there will be no peaches or apples in this section. The past season has been most successful to all apple men here, the fruit in cold storage holding up well and prices were well sustained. We are glad to hear that Illinois, Missouri and Kansas will have good crops and best of all that the old banner State of New York will again be in line with a good crop. This means that we will again have those luscious Tompkins, Kings, Northern Spies, Greenings, Russets, Baldwins, Spitzenburgs, Bellefleur and other varieties which are always good sellers in our market.

With the prospects of plenty of apples in sight it looks to us that operators can afford to keep cool and not lose their heads and thereby not pay exorbitant prices. It seems there will be plenty for everybody and the slow conservative buyers will get all they go after. We do not look for high prices and think apples will sell at medium prices and within reach of all.

Funk Bros.

Secretary Root and the Farmer.

Secretary of War Root is a man who seeks counsel and information everywhere, but who has little patience with windbags, who think they know it all. On the cars recently, near his summer home on Long Island, a farmer sat down with him and began showing him how the administration was going wrong and how the Government ought to be run. After the critic had run dry, Mr. Root asked:

"What is your occupation?"
 "Poultry farmer," was the reply.
 "Do you know how many eggs each of your hens lays?"
 "No," confessed the man.
 "Well, the man who looks after my chickens knows how much work each hen does. If he didn't I'd discharge him for not knowing his business. If a hen doesn't produce fifteen eggs a month it's a loss to keep it. Now, my friend, doesn't it strike you that after you have learned your own business so well that I can't give you points on it,

then would be the proper time for you to come and teach me how the Government ought to be run?"

Co-operation a Success in Denmark.

There are twenty-six co-operative pig slaughteries and bacon curing factories in Denmark, and sixteen large private ones, besides a few smaller not curing for export. Exact statistics can only be had from the co-operative establishments, and at these 651,261 pigs were killed in 1901. The price averaged 56.9 kroners per hog, or 44 ore per pound (10.56 cents per American pound). The average weight of the pigs was 129.50 Danish pounds. The aggregate number of the co-operative bacon factories' members was about 65,000. The total killings of pigs in Denmark can not be given with certainty, as the private establishments refuse to publish their killings, which are generally supposed to be two-fifths of the total, the co-operative receiving the three-fifths. Calculating upon this basis the total killing of pigs in Denmark in 1901 amounted to very nearly 1,100,000, representing a value of 63,000,000 kroners.

One Dollar Per Barrel For Apples.

Kansas City, July 26—Missouri valley apple growers are not taking kindly to the offers being made by Eastern buyers of \$1 per barrel delivered on board cars. So far very few reports are in where sales have been made at that figure. Growers claim the buyers take no risk on the dollar proposition and the chances are more than three to one against the growers, who must stand the loss from hail, rain, drouth and bugs.

Buyers from a distance are sometimes venturesome enough at this season of the year to purchase the crops of fruits of growers on the tree, not by the barrel, but allowing a lump sum for their entire product. In case they were now doing this it is not improbable that many farmers could be found who would dollar a part of their crops off at a fair figure, permitting the buyer to take some chances.

New Product in the Butter Line.

Newcastle, Pa., July 28—Produce dealers here have formed an organization not to sell colored oleomargarine. The dealers have been introducing a product which escapes the penalty under the Pennsylvania laws. It has a natural color, identical with full cream butter, but it is alleged to contain no coloring matter. The new product has not yet come under the ban of the law, and it is hurting the butter trade far more than colored butter or oleomargarine ever did. Deputy Revenue Collector Stewart Thompson of this city received but \$6 when collecting the annual license fees from the dealers.

Reason For Sickness.

A California preacher recently gave the following reason why sickness is sent:

It is said that the eyes of the hog are so set in his head that he can not see upward, and that if seized on a starry night and thrown back the vision of the stars will so surprise him that he will forget to squeal.

So man often can see only the earthly and God has to lay him on his back by sickness that his eyes may behold the heavenly things, and, beholding them, be so surprised that he learns to love God through his affliction.

Easily Increased.

"Let us make the capital stock \$1,000,000," said the first promoter.
 "All right," said the second, who was preparing the prospectus on the typewriter.
 "Will it be hard to increase the capital?" asked the first.
 "No, indeed. All I have to do is to hit this o key a few more times."

Its Appropriateness.

Biggs—"Multum in Parvo." That's a queer motto for a shoemaker.
 Diggs—"Quite appropriate, though. His speciality is ladies' shoes."

Cheese Shipped Too Green.

The question of factorymen offering cheese for sale in too green a stage was discussed at various dairy boards in Wisconsin last month and it was claimed that some factorymen had sold and delivered cheese that was not over three or four days old, while it should have remained in the factory until ten to fourteen days old. This is a matter factorymen should pay attention to, for at this time of the year when dealers have large quantities of cheese coming in, the cheese only a few days old are unfit to ship right out on orders, they are unfit to parafine, the buyer does not want to place them in cold storage and he has no place to cure them, therefore his only alternative to get even is to reject the green ones which means a loss to the factoryman any way you may figure it. For example, a factoryman in this very manner lost \$25 on one lot of cheese recently, which he would have saved had he not sent in any cheese that were under ten days or two weeks old.

One Man's Wisdom.

Diggs—What became of your friend Wiggs?

Biggs—He went out West about a year ago and married a widow worth half a million.

Diggs—Now, that's what I call taking time by the forelock.

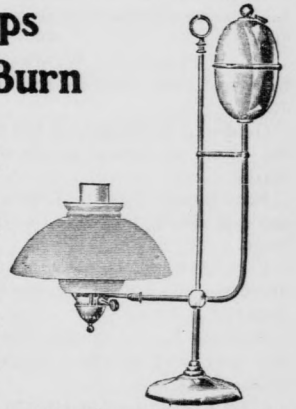
Biggs—How so?

Diggs—Why, he celebrated his golden wedding fifty years ahead of the schedule.

F. M. C.
COFFEES
 are always
Fresh Roasted

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.

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—Irving National Bank, New York County National Bank.

SEEDS

Clover and Timothy—all kinds of Grass Seeds.
MOSELEY BROS., GRAND RAPIDS, MICH.
 26-28-30-32 OTTAWA ST.

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.

Around the State

Movements of Merchants.

Detroit—Moses Alvin has retired from the Detroit Neckwear Co.

Fremont—C. E. Pearson succeeds Pearson & Kelley in general trade.

Ovid—Jillson & Potter, dry goods dealers, have added a line of groceries.

Elsie—H. T. Blank, from Seymour, Ind., has opened a jewelry store here.

St. Joseph—J. F. Wilson & Bro., bankers, have sold out to John F. Wilson.

Remus—J. H. Williamson has sold his general merchandise stock to Diehm Bros.

Mt. Pleasant—L. Wardwell & Co. have sold their meat market to John M. Neff.

Ovid—L. A. Westbrook has purchased the stock of bazaar goods of Willard Jolly.

Manchester—Jaeger, Deatle & Co. succeed Blum, Jaeger & Co. in general trade.

Fife Lake—E. D. Goff has sold his grocery and dry goods stock to J. F. Rathbun.

Weston—R. A. Smith has removed his drug and crockery stock to Metamora, Ohio.

Rapid City—Louise Lacure has purchased the grocery stock of R. J. Anderson & Son.

Cass City—Wm. J. Campbell has sold his dry goods and grocery stock to Harry B. Outwater.

Algonac—James M. Allen has purchased the grocery stock and meat market of Judson E. Lyon.

Coleman—Slater & Kyes succeed F. A. Slater & Son in the clothing and boot and shoe business.

Eaton Rapids—The City drug store, under the management of J. D. Birney, has been established here.

Lowell—Geo. W. McKee has purchased the interest of his partner in the grocery business of Price & McKee.

Blissfield—B. W. Barrows has purchased the interest of his partner in the grocery and meat business of Barrows & Bliven.

Suttons Bay—The E. R. Dailey Co., dealer in lumber and general merchandise, has sold out to the Wyman & Strong Co.

East Tawas—J. G. Dimmick has purchased the interest of his partner in the grocery and meat business of J. G. Dimmick & Co.

Alpena—Mathew Strauss, of Buffalo, has opened a five and ten cent store in the building formerly occupied by John Muellerweiss.

Bellaire—L. E. Bockes has moved to Pellston, where he has entered the employ of Geo. W. Priest as pharmacist in the latter's drug store.

Edgett—Louis Wenzel, formerly of Le Roy, is erecting a store building here, 26x40 feet in dimensions, which he will occupy with a general stock.

Fostoria—An independent telephone company has been organized here with a capital stock of \$5,000 under the style of the Chambers Telephone Co.

Calumet—The Workmen's Mercantile Co. has opened a meat market at Centennial Heights and will conduct the same as a branch establishment.

Saginaw—The Saginaw Produce & Cold Storage Co. is now shipping cheese at the rate of one carload a week, in addition to supplying the local trade.

Mancelona—G. W. Johnson has sold his grocery stock to C. L. Boelio and Clyde Boelio, who will continue the business under the style of Boelio & Co.

Port Huron—The Howard Furniture Co. has leased the building on Water street formerly occupied by the Thompson Woodenware Co. and will utilize it as a furniture warehouse.

Fremont—C. E. Pearson has purchased the interest of his partner, Martin Kelley, in the general merchandise business of Pearson & Kelley and will continue the business in his own name.

Vicksburg—The Vicksburg Clothing Co. has begun operations under the management of F. G. Dodshon, who was superintendent of the local branch of the Kalamazoo Pant and Overall Co.

Mancelona—Thompson & Son have sold their grocery stock to Arthur Eastman and R. H. Charles, who will continue the business at the same location under the style of Eastman & Charles.

Newaygo—The early closing scheme of Newaygo merchants has been abandoned. This is not the first time the scheme has been tried and abandoned, failure always being accompanied by more or less recrimination and bad temper.

Newaygo—E. M. Shaw has sold his hardware stock to L. E. Green, of Belding, who will continue the business at the same location. Mr. Shaw retains the tin and jobbing shop and will conduct it in connection with the store.

Charlotte—Derby DeFoe has concluded to retire from the drug firm of Kinsman & DeFoe on account of ill health. His interest has been purchased by F. E. Kinsman, of Fenton, brother of the remaining partner. The new style is Kinsman & Kinsman.

Port Huron—R. J. Close, grocer, has filed a petition in bankruptcy. He claims an indebtedness of about \$2,200 and assets of \$1,900. The principal creditors here are Wm. Canham, Silas Armstrong, Thompson Woodenware Co., Swift & Co. and D. Robeson.

Lansing—Christopher & Loftus have been awarded the contract for furnishing the groceries to Company E during the State encampment. Nelson Morris & Co., of Grand Rapids, have been awarded the contract for furnishing the meat, which is unfortunate for the soldiers.

Manistee—The Bidelman & Lane stock of clothing and furnishing goods has been sold at public auction to H. L. Nessen for \$2,817. He will move it out to make room for the Monarch Clothing Co., which will embark in business at that location under the management of B. Russky.

Saginaw—L. S. Chase, watchmaker and jeweler, who has been with C. F. Bauer, 418 Court street, for the past seven years, and who has been a practical jeweler for sixteen years, has purchased the jewelry stock of E. G. Burlingame, at Niles, and will continue the business at the same location.

Fennville—Apple buyers have already begun to put in an appearance, the crops in one or two orchards having already been contracted for. The entire apple crop throughout the country promises to be a fair one and prices will not run as high as last season, but well cared for orchards will be in demand at fair figures.

Saginaw—A. M. Bentley, for several years engaged in general trade at Rhodes, has arranged to remove to this city. He has purchased a home on Bristol street and rented the double store at 308 and 310 Hancock street, where he will establish in the flour, feed and commission business. He expects to handle fruit, dairy products, eggs, etc.

Lake Linden—At the recent annual meeting of the Lake Linden Co-operative Society a report of the business done during the past nine months was presented by the Treasurer, showing that a steady increase is being made. An average of over \$6,000 worth of merchandise in one month is sold at the store. The total membership is 316.

Manufacturing Matters.

Monroe—The Monroe Binders' Board Co. has been organized with a capital stock of \$5,000.

Flint—James P. Burroughs, of J. P. Burroughs & Son, proprietors of the Flint City Flouring Mills, is dead.

Adrian—The Hilliland Telephone & Supply Co. has filed articles of association with a capital stock of \$10,000.

Detroit—The Perfection Cheese Co. succeeds the Morin-Matheson Manufacturing Co. in the cheese business.

Howell—Baker Bros., of St. Johns, have engaged in the broom and brush manufacturing business at this place.

Hastings—The Wool Boot Co is erecting an addition to its factory, 60x82 feet in dimensions, two stories and basement.

Saginaw—The Carbon Coal Co. is the style of a new enterprise recently established here. It has a capital stock of \$16,000.

West Bay City—Crane & Co. are succeeded in the planing mill and lumber business by the Wolverine Lumber Co., Limited.

Detroit—The Lloyd Gas Construction Co. has started to manufacture gas machines and engines at its plant on Lincoln avenue.

Roscommon—This town needs a flour mill and if the right kind of a miller comes here he can get a bonus of \$1,000 to \$2,000 from the farmers.

Ewart—O. M. Ayers, for the past six years head miller at the Ewart roller mills, has leased the Farwell grist mill and will take possession Aug. 1.

Port Huron—The Port Huron Engine & Thresher Co. one day last week received orders for \$20,000 worth of goods. It was considered a good day in threshing machine circles.

Mt. Clemens—The Mt. Clemens Health Food Co. has begun operations and from this time will put a thousand pounds a day upon the market. The company is arranging to enlarge its factory and put in new machinery to increase its facilities.

St. Johns—F. M. Decker has purchased the interest of the members of the Clinton Broom Co. and will conduct the business hereafter under the style of the Clinton Broom Works. Mr. Decker comes here from Little Rock, Ark., and is an experienced broom manufacturer.

Vicksburg—The Puritan Manufacturing Co. has been incorporated with \$5,000 capital stock, one-half of which is paid in, to embark in the manufacture of mittens made from cloth. C. H. McKain is President of the corporation and G. A. Ramsdell is Secretary and Treasurer.

Sault Ste. Marie—A. T. Washburn, of the Petoskey Rug Manufacturing & Carpet Co., is in the city for the purpose of looking over the ground with a view to locating a branch of his industry

here. He visited the Soo in the spring but made no decision and now is here to definitely settle the matter.

Kalamazoo—The newly-organized Premo Flake Food Co. has purchased the Montgomery Ward & Co. building in the northern part of the city and will transform the same into an up-to-date food factory. The company will employ from 75 to 100 men and will have a daily capacity of 50,000 pounds.

Chelsea—The Common Council has agreed to furnish the Glazier Stove Co. with power, electric lights, steam and water needed to operate the stove works for the next ten years. In return the village is to have the use of railroad tracks, coal shed and scales belonging to the Stove Co. and \$50 a month.

Annual Picnic of the Houghton County Butchers.

Calumet, July 28—The Butchers' Association of Calumet is making arrangements for its annual picnic. Wednesday, August 20, has been selected as the date, and Section 16 Park has been secured for the occasion. There will be the usual musical and dancing features, while a killing contest will take place between some of the most experienced handlers of the knife in Houghton county. There will be other contests in which the members of the meat fraternity will participate, and an attempt will be made to make the affair one of the most successful ever pulled off under the auspices of the Association.

This will be the summer celebration of the butchers. The Association was organized some time ago for the purpose of affording amusement from time to time for its members and their families. During the winter a dance is usually given, while a picnic takes its place during the warmer season. The Association has been very successful so far and the parties and picnics arranged by it have been enjoyable affairs.

Annual Picnic of Muskegon Business Men.

Muskegon, July 26—Preparations for the annual picnic of the business men of Muskegon and vicinity were set in full swing last night at an enthusiastic and largely attended meeting held in the offices of Moulton & Reidel. The following officers were elected, each of whom will be chairman of his own committee, which he will select:

Chairman—J. J. Heath.
Secretary—J. L. Hisey.
Treasurer—J. George Dratz.
Chairmen for the various sub-committees were named as follows:
Advertising—Charles S. Koon.
Soliciting—John Snyder.
Small Games—W. J. Carl.
Invitations—Nels Nelson.

August 14 was the date finally set upon for the great event and the place of the celebration will be chosen soon. Among those grounds already suggested are Lake Michigan Park, Interlake Park and Mooka Lake. Plans are being made for booking a number of large and unusual attractions.

H. J. Crawford, the Ithaca druggist, accompanied by his wife and sister-in-law, are making a tour of the lakes, including the Georgian Bay region. They will return via Chicago and Grand Rapids.

H. B. Fairchild, Manager of the Hazeltine & Perkins Drug Co., leaves to-morrow for Rochester, N. Y., where he will spend a few days with friends.

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

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 Grocery Market.

Sugar—The raw sugar market is a trifle firmer, prices showing an advance of 1-16c, with a more active demand. The refined market is in good condition, with moderate demand. List prices were unchanged and steady, but there are indications of a change in the market soon, due to the higher market for raws. The continued warm weather has somewhat stimulated consumption and a generally improved demand is looked for, particularly as dealers' stocks are very light.

Canned Goods—Business in the canned goods line is of moderate proportions and the general outlook for business during the remainder of the summer and the coming fall was never better. All the conditions existing are of the most favorable character and bespeak a healthy and active trade. There has been quite a demand for spot goods, principally tomatoes, beans and small fruits. The orders, however, were all for small lots. The character of the buying, however, is such as to justify the conclusion that, as soon as the market settles upon a solid foundation, there will be a lively buying of spot tomatoes. In the meantime, the market is gradually easing off. It is unusual for a market to weaken when the conditions are of such a character as have existed in the tomato market for the past three months, but there is going to be a large pack this year and the pack in the East, which is already commenced, will increase right along and, as immediate wants are supplied, the market will become more settled. The situation in corn is very strong and packers claim there will be a still further shortage and that it will be nearly 40 per cent. less than the pack last year. Spot prices are strong and show an advancing tendency. The heavy rains have hurt the crops all through the producing sections. Peas are quiet, with little demand. The peach market is beginning to attract more attention and considerable interest is noted in this article. Spot goods of almost all grades are well cleaned up. The prospects are for a good crop of peaches this year. There is considerable demand for the small fruits, but crops are short and prices are considered rather high and sales are only of a moderate volume. Some packers are holding their goods at high prices, thinking they will get their price later if not now. Salmon continues in very good demand at steady unchanged prices. Reports from the coast state that in the Columbia River an especially large run of fish is now on, exceeding last year's by 100 per cent. and at some points 150 per cent. Many canneries are putting up more than double the quantity they did during the corresponding period last year. Sardines are in good demand and prices show a hardening tendency, with poor reports from the East on new pack.

Dried Fruit—The dried fruit trade in general is rather quiet and but little change is noted throughout the list. Prunes continue to be the most interesting feature and the demand is quite active, especially for the large sizes. Stocks this year are way below those of last year at this time. Raisins are firm, with a good demand, especially for seeded, of which there is only a moderate supply. Some interest is noted in peaches and the increased de-

mand has caused holders to strengthen prices. Stocks are very light. Apricots are quiet, with light demand. Dates and figs are very firm and in good demand. Considerable interest is noted in the outlook for the new crop of apples, which is reported to be very good. Enquiries for new pack evaporated apples are continually coming in and the new pack will come on a practically bare market and move out very quickly until immediate wants are satisfied. It is expected that prices will be rather high at first, but will gradually lower as stock becomes more plentiful.

Rice—The rice market is firm, with trade of moderate proportions. According to advices received from Louisiana, an unfavorable outlook continues for the growing crop.

Molasses—The usual midsummer dullness has pervaded the molasses market during the last week. Transactions were very light and business done is mostly in the way of small lots for immediate use, buyers not caring to make any heavy purchases during the warm weather.

Fish—There is a fair demand for fish. In mackerel the market remains steady, the catch being far behind that of last year and continues small. There is a good demand for codfish at unchanged prices.

Nuts—The market for nuts is in a strong position on all descriptions. There is a better enquiry for Brazils and an advance is noted of 1/8c on both medium and large, with the outlook very favorable. Walnuts also show a good demand, the better grades being sought for, and prices have an advancing tendency. Filberts are firmer and an improved interest is shown. Tarragona almonds are in better position and stronger. Peanuts also are very firmly held.

Rolled Oats—There is practically no change in the rolled oats situation. Millers still refuse to accept any orders for bulk goods and only a very few of the case goods are offered for sale. Local conditions, however, are somewhat relieved by the arrival of several shipments.

Go Slow on the Crystal Creamery Co.

The Tradesman is in receipt of numerous letters of enquiry from its country patrons regarding the responsibility of the Crystal Creamery Co., which has rented a store at 414 South Division street and sent out a large number of postal cards offering to pay 16 cents a pound for packing stock f. o. b. shipping point. The cards are dated July 26 and, on the same day, A. H. Barber & Co., of Chicago, sent out advices offering to pay 14 cents delivered in Chicago, which quotation was withdrawn three days later. E. F. Dudley, of Owosso, sent out cards on the same date offering to pay 14 cents on track.

With the disposition of the Crystal Creamery Co. to pay 2@3 cents above the market price for packing stock, the Tradesman has no controversy, providing the company has ample responsibility to assume an obligation of this character. As a matter of fact, no effort has been made to establish the responsibility of the concern and every enquiry made in that direction meets with repulse and failure. The postal cards give the name of John R. Palmer as manager and the young man in charge says that his name is F. C. Brown and that he hails from Toledo, where he has lived for a few months back. He refuses to give any further facts concern-

ing his life, antecedents or previous residence, which affords some ground for suspicion that things are not as they should be. He says that Mr. Palmer is engaged in the butter and egg business at Detroit, but refuses to state where he is located or under what name he does business or what his responsibility is. Nor is he able to state when Palmer will be in Grand Rapids. The Detroit city directory for 1900 and 1901 does not contain the name of John R. Palmer and, so far as can be learned, he has not opened a bank account here, the young man in charge of the store insisting that a bank account is not a necessary adjunct to the business.

While it may be that the concern is a reputable one and that it is in a position to do just as it agrees and carry out its obligations to the letter, yet the Tradesman is compelled to admit that the appearances are decidedly unfavorable and that, pending further investigation, it will be well for its country customers to refrain from making shipments to the Crystal Creamery Co. until such time as Mr. Palmer and his associates show their hands and make such disclosures regarding their ability to meet their obligations as will entitle them to the confidence and co-operation of the trade.

The Produce Market.

Apples—Harvest varieties, 85@90c 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—60c per bu.

Blackberries—\$1@1.25 per 16 qts.

Butter—Fancy creamery is steady at 21c for fancy and 20c for choice. Dairy grades are lower, commanding 15@16c for fancy, 14@15c for choice and 12@13c for packing stock. There is little outlet for packing stock at present and the quotation is not based on actual sales, because there are none to speak of. Since the last issue of the Tradesman cards have been sent out by a new house on South Division street, offering to pay 16c f. o. b. shipping point for packing stock. The Tradesman advises caution in shipping, pending the investigation now in progress.

Cabbage—Home grown command 40c per doz.

Carrots—60c per bu.

Cauliflower—\$1.25 per doz.

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

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 15 1/2@16 1/2c for candled and 14 1/2@15 1/2c for case count.

Green Corn—12c per doz.

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—Californians, \$3.75@4; Messinas, \$4.25@4.75. Maioras and Verdellas, \$5.25@5.50.

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

Maple Sugar—10 1/2c per lb.

Maple Syrup—\$1 per gal. for fancy.

Musk Melons—Gems, 50c 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 per bu.

Oranges—Mediterranean sweets command \$4.75@5; California Valencias fetch \$5.50.

Parsley—25@30c per doz.

Peaches—Albertas from Texas command \$1.50 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—New stock is in ample supply at 50@55c per bu.

Poultry—Prices are firm, owing to small receipts. 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, 10 1/2@11 1/2c; gobblers, 9@10c; white spring ducks, 9@10c.

Radishes—10c per doz.

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

Squash—Summer fetches 40c per basket.

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.

The Grain Market.

Wheat was demoralized, the bulls having met a Waterloo defeat. Fine weather during the past few days was too much for the holders of wheat. Long wheat was sold out indiscriminately and the bears put out new lines. Cash wheat dropped about 3/8c and futures about 2/8c, notwithstanding the visible increase was moderate, being only 1,176,000 bushels. Foreign demand is hardly up to what it was last year, which was also a cause for weakness. However, at the present there is not much encouragement for higher prices until we hear further from spring wheat sections. Threshing in Michigan shows up very fine—more so than anticipated. The writer predicted a yield of 18,000,000 bushels for Michigan, but I think it will be 18,500,000. Indiana also has a good yield, as well as Ohio. The worst damage to winter wheat is probably in Kansas. There seems to be a great deal of wheat damaged there and the yield is probably not over 40,000,000 bushels, and about 25,000,000 bushels is good wheat. As corn seems to be selling very high, and there is no probability of getting in new corn for several months yet, it looks to us as if the feeding process to animals, of the lower grades of wheat, will clean it up pretty well. Wheat may possibly drop a trifle more, but not much, as prices are now below the other cereals, taking pound for pound.

Corn receded 10c in price since a week ago and September corn 5c. While many anticipated that the corner in corn had not culminated, they certainly were mistaken, as prices went all to pieces. It may be stated, however, that corn, owing to the scarcity, seems to be quite low at present and there may be quite an upturn later on.

Oats also dropped about 10c per bushel since last writing. The difficulty with oats is, there will be new oats on the market very soon and the trade do not want to purchase old oats at present prices, as they are looking for still lower prices in the near future.

Old rye remains steady. It does not make very much difference in regard to that cereal as trade is very light. However, we notice new rye seems to be quite low, starting in at about 48c.

Flour remains steady and will be so until new wheat will be in better condition to grind. Mill feed is as scarce as ever. The demand is fully equal to the supply.

Receipts of grain during the week have been as follows: wheat, 54 cars; corn, 3 cars; oats, 3 cars; rye, 2 cars; flour, 7 cars; malt, 2 cars.

Millers are paying 68c for No. 1 white and 66c for No. 2 red wheat.

C. G. A. Voigt.

FRUITPORT REDEEMED.

Now One of the Prettiest Villages in the State.

Written for the Tradesman.

A short time ago the writer, through the columns of the Tradesman, had something to say about the value of example in matters of public improvement and sought to illustrate his point with some actual personal observations, which are often more convincing than excellent theories. Since that time there has come to his notice another illustration of his claim and this, like the one previously cited, is here in Michigan. The writer will attempt to tell something about it without undue laudation, but with a desire to give the simple facts.

When the Grand Rapids, Grand Haven & Muskegon Railway out of Grand Rapids became a certainty, its projectors cast about them for a site for the mammoth power plant that would be necessary to operate the road. Their choice, after much deliberation, fell upon the lucky village of Fruitport. This town lay at the head of beautiful Spring Lake. It had been a great summer resort at one time, but fire had destroyed its great summer hotel and checked its prosperity. Its railroad was torn up and the town left cut off from its neighbors. It is little to be wondered that the inhabitants fell into a slough of despond. They had ample cause for discouragement.

Yet Fruitport all this time had natural advantages and beauties that only needed a touch to bring them to life. There was needed the rod that would smite the rock and bring forth the crystal stream of prosperity. It came when the electric road decided to locate its headquarters within the village precincts. The coming of the road afforded Fruitport better communication with the outside world and a \$175,000 power house gave Fruitport another and important industry. But this was not all. Some villages are prosperous, but still lack those things which would make them desirable as places of residence and for the rearing of children. But Fruitport obtained something more than mere prosperity when the great electric workshop was reared within its confines.

All corporations are ordinarily supposed to be soulless. Each of the in-

corporators has a soul, but it never occurs to him to put any of it into the business. He has the idea that that ought to be furnished by the company. The G. R., G. H. & M. Railway may be an exception to this rule. Certain it is that its public spirit is what has given the quickening touch to the village of Fruitport and awakened the beautiful resort to new life and its people to new activity. It was not simply the new power house which increased the town's population, its valuation and its source of revenue to its people, nor the railroad which made the village easy of access.

But, when the great red brick power house was completed and the orange cars were plying forth and back, impelled by a mysterious power, the corporation did not cease its labors. It picked up the shattered brick and splintered wood that lay about the scene of its building operations; and those who saw this good example went home and raked the leaves from their lawns and piled up the boards lying about in their back yards.

There is a beautiful stretch of woodland near the power house that was acquired with the power house site. To this the "soulless corporation" next turned its attention. A gang of thirty men were put at work in the woodland. Leaves were raked up, limbs trimmed and hummocks leveled. All of nature's beauty was preserved, but the tangled brush that made the paths wellnigh impassable was removed. From a wilderness the place became a park. At the foot of the hill lay a swamp. This was drained and prepared for a rose garden. A morass, the place became a garden spot.

But what was most important to the village was the fact that the people caught the spirit of the thing. They went home and cleared up their own little wildernesses. There was a terrific slaughter of weeds and the air was filled with the incense of burning leaves. Sidewalks and fences shone with new boards. The paint brush, which had long been idle in Fruitport, made its reappearance. The people saw by contrast where they themselves had been lacking and each did his share great or little in improving the appearance of the town.

The result of the excellent example set by the company is that Fruitport may now claim title to being one of the prettiest villages in the State. Possessed of many natural beauties, it has improved its opportunity and taken its place among the galaxy of Michigan resorts. Surely the value of example has been clearly demonstrated in this Michigan town.

He who talks about the value of example in village improvement talks from a good text and points a good moral when he urges his audience to follow a good example when it is presented; but he talks to a better purpose who persuades someone to go out and set that good example for someone else to follow. The example is more often lacking than its emulation. So the person or corporation that possesses the opportunity to set the ball rolling in his or its community for a better village life, higher human aspirations, better streets, better sidewalks, safer and more artistic architecture, cleaner morals, better schools, higher thought and more Christ-like churches, and the thousand and one things which go to make life in a community as a community more worth living, is urged to make the most of his or its opportunity. Such things bring more than the reward of virtue. They pay a higher dividend than almost any other investment. Surely there is some satisfaction also in being in the van of the procession.

To him who has this opportunity it is urged that he study it and its possibilities. He must not interpret this as an appeal to go out and organize a village improvement society. Village improvement societies are good, but when the President's barn door hangs by one hinge there is something the matter with

its ethics—or the President. He should fix the barn door first and organize the society afterward. Or if the barn door comes loose after the society has been organized, he could well afford to take a chance at there not being a quorum present and stay home and hold a short session with the barn door.

Fully as strongly as the writer urges that the man with the opportunity go out and furnish an example would he urge the man without this opportunity in a large degree to go ahead and not wait for it. Some one said something once about "if you can not on the ocean sail amid the swiftest fleet, etc.," do all you can in the way of paddling your own canoe. In like manner, it may be urged that if you can not find a public park you can keep the spikes in your sidewalk nailed down and thereby prevent many stumbles on the way to market and many cuss words that are stumbles on the way to heaven.

Do not kick about your neighbor's chickens coming through if your fence is dilapidated. Get out and fix the fence first and the neighbor afterward. If you fix the fence you may not have to fix your neighbor. If he sees you fix your fence he may fix his coop and thus will the value of example again be demonstrated and peace in the community preserved.

Charles Frederick.

When a fellow is a bad egg don't try to beat him.

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.

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.

**BURNS 90%
AIR**

THE SAFETY GAS LIGHT



ALMOST EQUALS SUNLIGHT

MACHINE COSTS BUT LITTLE MORE

COMPLETE GAS PLANT IN ITSELF

"Back to the Woods"

is comic. Back to the factory is serious and shows business men that we're on a sound base—for we bring every gas light machine "back to the factory" if it does not give perfect satisfaction.

Our Confidence

in the Safety Gas Light System ought to give you confidence in our good intentions. Each machine leaves our store thoroughly guaranteed. For instance, we install the celebrated Safety Gas Plant on 10 days' trial and remove it if not perfectly satisfactory, absolutely free of charge. Could anything be more reasonable? Could anything be more fair?

Actually saves 75 per cent. the cost of any other light

On receipt of your address we will at once forward catalogue, descriptive matter and price list.

The Perfection Lighting Co.

17 South Division Street, Grand Rapids, Mich.

NEEDED IN
STORES,
HOTELS,
CHURCHES,
LODGES,
SALOONS,
RESTAURANTS,
ETC.



ACTUAL COST
2/3¢
PER HOUR.

1000 CANDLE POWER
NO UNDER SHADOW.

LONG DISTANCE - BOTH PHONES 2090.

BUYERS' EXCURSION

To Grand Rapids From All Parts of Michigan.

The Wholesale Merchants' Association of the Grand Rapids Board of Trade has made arrangements with the Michigan Passenger Association to conduct a buyers' excursion to Grand Rapids from August 25 to September 10, 1902, both days inclusive, at one and one-third fare for the round trip from all parts of Michigan, except from points where the regular tariff rate to Grand Rapids is less than 75 cents one way, on the certificate plan.

A cordial invitation is hereby extended to our patrons and to all retailers and their families to visit Grand Rapids.

Tickets will be sold for this occasion only on August 25, 26, 27, 28, 29 and 30 and the certificate issued by ticket agent will be good when validated for a return ticket any day between August 28 and September 10, 1902.

In order to secure this reduced rate of fare, please observe the following instructions:

1. Purchase your ticket on the same day you expect to take the train for Grand Rapids, any one of the six dates named above.

2. Purchase a ticket to Grand Rapids, one way, paying full fare, and at the same time be sure to ask for and get from your ticket agent a standard form certificate showing purchase of ticket.

3. Present the certificate, soon after your arrival in Grand Rapids, to any of the jobbers whose names appear herein, or at the office of the Board of Trade, 89 Pearl street, where it will be signed by the Secretary of the Board of Trade and validated by a special agent of the Michigan Passenger Association.

4. Present the validated certificate to the ticket agent at Grand Rapids, where you will receive, on payment of one-third the fare you paid in coming, another ticket for your return passage, but not after September 10, 1902.

These reduced rates apply to all members of your firm and their families, except children who ride at half fare.

Be sure and get a certificate and be sure to present it at our office for validation. H. D. C. Van Asmus, Sec'y.

When a Girl Is Popular.

Again and again girls try to discover the secret of popularity, for to be generally liked is one of the great desiderata of youthful social ambition. Why such-and-such a one should constantly be singled out for delightful house parties, and another, who is apparently equally attractive, left out; why at a dance one girl is a belle and another a wall-flower—why, in short, one should be taken and another left—is one of the problems that seem to defy solution. Perhaps one of the best ways to discover the why and the wherefore of such qualifications is to study the characteristics of some exponent of social popularity. Take Miss Z., for instance. Regarding her casually, it is hard to find adequate reasons for her being such a general favorite. She is not more than moderately pretty; she is not particularly clever; her people are not rich. There seems to be nothing to warrant her success, and yet whenever any party is organized she is one of the first thought of, and she could spend the entire year in a round of visits if she wished to. If one analyzed her personality one would find that she has the gift of a perfectly equable temperament. She is always in good spirits, and is never, so far as one can see, depressed or dull but, although full of fun, she is never boisterous or loud. One can not broach any subject with her without

finding her sympathetic. If she is visiting she seems genuinely interested in everything—in her hostess' house, children and various possessions. She discovers her host's particular hobby, whatever it is—his horses, farm or yacht—and displays intelligent interest. The boys of the family pronounce her "bully" because they feel her enthusiasm for their sports and animals is sincere—"no girl's shamming about it." Another quality that accounts for her popularity is that she is always ready to go in for everything. Whatever is proposed she always seems perfectly delighted to do. Her perceptions, too, are very keen, otherwise she could not be so adaptable, and she is always well versed in the latest and newest fad. These are some of her surface qualities that explain her popularity. She has probably other "little ways" that are not so easily detected, but almost every one has some popular acquaintance she can study as an object lesson and draw her own deductions from.

The Invention of Soap.

More than 2,000 years ago the Gauls were combining the ashes of the beech tree with goat's fat and making soap. When Marius Claudius Marcellus was hastening southward over the Flaminian Way, laden with spoils wrested from the hands of Viridomar, the Gallic King lying dead by the banks of the Po, his followers were bringing with them a knowledge of the method of making soap. The awful rain of burning ashes which fell upon Pompeii in '79 buried (with palaces and statues) the humble shop of a soapmaker, and in several other cities of Italy the business had even then a footing.

In the eighth century there were many soap manufacturers in Italy and Spain, and fifty years later the Phoenicians carried the business into France and established the first factory in Marseilles. Prior to the invention of soap, fuller's earth was largely used for cleansing purposes, and the juice of certain plants served a similar purpose. The earth was spread upon cloth, stamped in with the feet, and subsequently removed by scouring. It was also used in baths, and as late even as the eighteenth century was employed by the Romans in that way.

Don't Be Unduly Strenuous.

While there is no particular virtue in writing an advertisement on a milk-and-water-plan, neither is there anything gained by giving it so much enthusiasm that it will fairly consume itself. Folks rather like to supply some of the information themselves. It is human nature for the average reader to give a fact, plainly put, a coating of extra strength in his own mind. When a man reads an advertisement that strains and does its level best to convince him, that man generally takes it with a pinch of salt. He would not be human if he were otherwise. But, if the advertisement is laid along dispassionate lines, giving its arguments calmly and truthfully, without undue agitation, the reader does not feel called upon to argue against it, because the feeling does not lay hold of him that that advertisement is working to win him over in spite of himself.

Great Scheme For Rural Candidates.

A Kansas candidate for a county office has introduced a novel and what seems to be a very useful plan of electioneering. In his rounds he takes with him in his buggy a competent ploughman. When he hails a farmer in the field the ploughman takes the plough or cultivator and the work goes right on, while the farmer stands in the shade of the hedge row and listens to the tale the candidate tells. It works like a charm. Some farmers would rather be talked to for a whole day in the shade than plod in the new field behind the implement.

Heat From Incandescent Lights.

It is a general opinion that incandescent electric lamps give out comparatively small quantities of heat. Measurements show however, that of the energy of the current only 6 per cent. is turned into light; the other 94 per cent. manifests itself as heat. Inflammable substances near incandescent lamps are readily ignited. If a sixteen-candle power lamp lighted by a current of 100 volts be immersed in a vessel containing 300 grams (10¼ ounces) of water, it will bring the water to boiling point in an hour. Celluloid near such a lamp is inflamed in five minutes. These and other experiments of the sort direct attention to the necessity of care even with electric lights.

You ought to sell

LILY WHITE

"The flour the best cooks use"

VALLEY CITY MILLING CO.,
GRAND RAPIDS, MICH.

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

Educates for Success

At Michigan's Best



Each department is under the charge of a capable and competent corps of instructors. Modern Systems, Individual Instruction, Beautiful Rooms and Satisfied Students have made the McLachlan Business University Michigan's Greatest School of Business and Shorthand Training.

FREE TUITION

We will give the intending student **One Year's Tuition Free** if we can not show twice the number of students permanently placed as Book-keepers and Stenographers during the past year that any other Business School in Western Michigan can show during the same length of time. Send for our Typewritten List of students placed and where placed. Enter before our rates go higher.

BEAUTIFUL CATALOGUES FREE.

D. McLachlan & Co.

19-25 South Division Street

Grand Rapids, Michigan

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.



Letter Filing System
Free to You for a Trial

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

Capacity 5,000 Letters

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

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

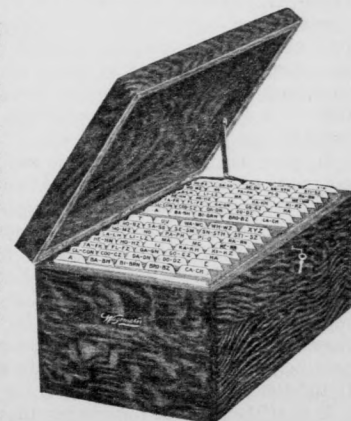
This tray has a capacity of 5,000 letters, or equivalent to about ten of the ordinary flat letter file drawers, and may be used to excellent advantage by small firms or offices having a small business to care for. Larger firms desiring to know something about this new and coming system of vertically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

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

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

The Wagemaker Furniture Co.,

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





Devoted to the Best Interests of Business Men

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

One Dollar a Year, Payable in Advance.

Advertising Rates on Application.

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

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

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

E. A. STOWE, EDITOR.

WEDNESDAY, - - JULY 30, 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 23, 1902, and saw the edition mailed in the usual manner. And further deponent saith not.

John DeBoer,
Sworn and subscribed before me, a
notary public in and for said county,
this twenty-sixth day of July, 1902.

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

EUROPE AND AMERICAN TRUSTS.

Some little time ago the Russian government issued invitations to the chief European nations to send representatives to a congress to consider trusts. No invitation was sent to the United States, whereat the officials of the State Department at Washington are greatly surprised.

In attempting to account for this strange omission to notify the United States of the proposed meeting, several conjectures have been offered, but the only reasonable one is that the European nations have become alarmed at the power and aggressiveness of the American trusts, which appear not only to dominate and control all business in the United States, but are reaching out to grasp commerce and industries in all other countries.

For several years some of the European nations have been discussing the propriety and practicability of making a commercial coalition against the United States, but no definite steps have been taken in that direction. The recent invasions of European countries by American trusts have been so bold and aggressive, having apparently at their command unlimited amounts of money, that they very naturally alarmed the financiers and statesmen of those countries, and it is not surprising that the talk of a European coalition should be brought into prominence.

It does not yet appear what such a congress of nations can do against the young commercial and industrial giant of the Western World, and it is much to be doubted if any decisive arrangement can be made that will unite the European countries in a commercial combination against the trade of the United States. But at least the nations may get together and talk the matter over in anticipation of future development.

It is of the greatest importance to the

European nations that they shall maintain their trade with foreign countries. They all produce more manufactures than can be consumed at home, and they must have foreign markets. If their foreign trade should be cut off, it would mean turning of millions of men out of employment, and that might result in revolution. The matter is so serious that it is but natural that it should be a subject for profound consideration, and conclusions may be reached which may in the course of time result in war between the allied nations of the continent of Europe and the United States.

One of the items of importance and expense connected with railroads is providing the ties. Lumber of all sorts is getting scarcer and higher priced because of the prodigious demands made upon the forests everywhere. The Boston & Albany road has inaugurated a novel enterprise whereby in time it hopes to solve this problem to its own satisfaction. The road has purchased attractive land near Westfield, Mass., and planted thereon 10,000 catalpa trees and it is proposed to grow its own timber for ties. The catalpa is straight grained and very durable. It grows rapidly and to large proportions. Some time must of necessity elapse before the wood will be available, but when it is, it will be correspondingly valuable.

The plan of raising melons by irrigation on the Colorado desert has received a severe setback. Nine hundred acres were planted this year and 300 carloads were ready to be shipped at \$1,200 per carload, when a sandstorm occurred. It lasted three days, and the lowest temperature in all that time in the shade was 126 degrees. The melons are cooked on the vines, and the growers will not have a single crate to ship. The melon growers had formed an association and had agreed to send shipments to many Eastern cities. A packing house and icing plant had been built and great preparations made for shipments, which are now made useless by one storm.

The gold mines of South Africa, operations in which were suspended during the Boer war, are expected to yield \$50,000,000 this year. Before the war they were producing \$80,000,000 a year, and it is expected that within three or four years the annual output will approximate \$125,000,000. The closing of the South African mines did not have the effect feared in financial circles, for the reason that there was an unexpected increase in the production of gold in other regions, notably Alaska. The present prospects are that for many years to come the gold supply will be abundant for every purpose.

Most anything is liable to come down in showers these days, and so there was less surprise than would ordinarily be expected when a bushel of pumice stone fell in a Baltimore man's yard the other day. It is suggested that the substance may be of volcanic origin and in some way connected with the seismic disturbances at Martinique. A shower of pumice stone in sufficient quantities and in proper places would be very agreeable and have a substantial money value, but a bushel is of no use. The question of how the stone got into the air and how it was carried such a distance is a theme for scientific discussion and speculation.

With women making love is an art; with men a trade.

PASSING THE PLATE.

In every church in the land there is an interval during the services when the ushers or the deacons or the wardens circulate among the congregation bearing plates, into which the people are expected to deposit contributions for the cause of religion. Such offerings are, of course, entirely voluntary. Church members can not be compelled to support the church as citizens are compelled to support the government. Those who do not give according to their measure of ability may not possess the true Christian spirit, but they pass as Christians just the same, even if they allow the plate to pass them unnoticed.

While the custom of passing the plate has some obvious merits, mingling the gifts of the rich and the poor and avoiding unpleasant comparisons, it is conceded to be an ineffectual means of raising church revenues. In many congregations funds are provided by means of pledges annually made by the members to contribute certain specified amounts, the total of which is sufficient to meet the current expenses. Reliance upon voluntary offerings received in plate collections has been found by experience to be an untrustworthy plan. It is now proposed to abolish the practice of passing the plate. A writer in the Christian Register has taken up the proposition and advocates it in strong terms, as follows:

You can not make your people feel the vital sense of their responsibility for their church as long as the collection plate comes in between and suggests to them the evasion of that responsibility, and makes them feel that there is an impulsive generosity just as good as the humdrum keeping of a contract, and ever so much more free and easy. I am speaking out of sorrowful acquaintance with a well-meaning adherent of the church who says to me, "Oh, well, I will do my share when the collection plate comes around," and so refuses a regular, reliable contribution to its support, and so lapses into the shiftless, almost worthless habit of spasmodic giving when he happens to have change about him.

The writer further says that passing the plate puts the church in the position of a mendicant and prompts people to give contemptuously and grudgingly, when each member should gladly agree to pay what may be considered his honest share of the cost of church administration. In these suggestions there is obviously much truth that deserves attention.

There are few people who have more fads than the theoretical educators. There are two classes in this profession, the one which actually does the teaching and the one which delivers the lectures and writes the papers on how to do it. The former, as would naturally be expected, as a rule knows its business and attends to it intelligently and diligently. The latter sometimes promulgates queer notions which are not wise nor safe to follow. A lecturer in a Chautauqua course in a Western town the other day gave it as his idea that every boy and girl on reaching the age of nine years should be set to work writing novels, poems and plays. There would be as much sense in sending them out into the field to make surveys or to install them as book-keepers in a business house. There is no question but that practice in literary composition is most desirable. A precocious child of nine years ought to be able to write a good letter or at least acquire that ability by practice. Nothing is more helpful or

more useful than study along these lines and facility of expression is largely a matter of experience. Putting the children at writing poems and plays is away ahead of their capacity at that time of life. Especially dangerous is the suggestion about poetry. There are too many poor poets abroad in the land already and it is little short of an incendiary suggestion which advises their indefinite multiplication.

It appears that the late John W. Mackay did what a great many other wealthy men have done to avoid the uncertainties of the probate court and the tax upon inheritances. He left deeds and transfers to much of his property, with instructions that they be put on record at his death. His real estate holdings in San Francisco were not large, but he had immense properties in other parts of California. Some of the deeds have already been recorded and others will be. The court which administers upon his estate will therefore have a comparatively small money value to handle. If some of the other California millionaires had adopted that plan there would have been less costly litigation and the property would have been disposed of more in accord with the wish of the testator. The courts of San Francisco more than of any other city have had sensational will cases where large sums have gone to lawyers and immense estates materially decreased by litigation.

Nicola Tesla has been heard from after a long silence. As on previous occasions he announces that he is just on the point of a great achievement in the field of electrical development. After working more than three years Tesla declares that he has solved the problem of transmitting electric power without wires. By his system he says that ships on the ocean and trains on the land can be propelled by power from the air. The electrical currents will be generated at power houses at various points in this country and in Europe. The idea is simply an extension of the system of wireless telegraphy. Tesla is a tireless investigator and he may be able to demonstrate the success of this scheme, but so many announcements by Tesla have never been fulfilled that the public will be skeptical about accepting this one with anything like confidence. If Tesla achieves this project anything he says thereafter will be implicitly believed.

It is estimated that there are fully a million people in the United States who may be classed as health hunters. They are sufferers from diseases which are attributed to climatic causes and they are constantly changing their places of residence in the hope of obtaining benefit. The up-to-date physician must now be a good geographer and well acquainted with all the health resorts of the world. Some of these health hunters who have abundant means are constantly on the move. They are like the migratory birds which follow the sun.

There is apprehension in England that Balfour, the new Prime Minister, will not be physically equal to the demands of the great office he has assumed. Balfour started upon his public career as an invalid and has actually grown stronger in consequence of the work he has performed. It is feared, however, that combining the leadership of the commons with the premiership, as Gladstone in his prime did, will prove too much for his powers.

THE IMPENDING DOOM OF VENICE.

The recent collapse of the Campanile in the Piazza di San Marco, Venice, removed one of the most interesting monuments in the most beautiful of all European cities. Nor is there a city in Europe whose history is more romantic than the Queen City of the Adriatic whose doom the fall of this tower foreshadows, in the judgment of the city architect. Venice stands practically on a foundation of white poplar piles and slabs of oak driven or laid in the stiff bed of clay forming the subsoil of the group of islets which constitute its site. The formation is the same in all of them. For a depth of 1,500 feet, as indicated in the borings of an artesian well, layers of clay, sand, gravel and peat are repeated again and again in regular succession. Despite the artificial character of the foundations, the construction of some of the beautiful and massive structures for which Venice is famous the world over dates back to the ninth century, and they have thus survived for over a thousand years. The pile foundations of Venice had, therefore, come to be considered as imperishable as rock, and the collapse of the Campanile is the first visible evidence of their decay. Signs of weakening in the walls of this tall watchtower had been in evidence for some years past; but an examination of the foundation in 1885 showed that both the oak and poplar on which it stood were then perfectly sound. It was suspected, therefore, that the evidences of decay which betrayed themselves in the walls were the result of a deterioration of the materials of which they were composed and a consequent yielding to the crushing weight of the upper structure. An official commission, in fact, lately declared that there was no danger from any shrinkage or sinking of the subsoil, and plans for the repair of the Campanile were about to be carried out at the time of its sudden and unexpected destruction. Professor Wagner, the city architect, declares, however, that the subsoil has deteriorated, and that the piles and pillars on which the beautiful palaces, churches and monuments are standing are rotting and can not much longer carry the weight which they are now bearing. If so, Venice the beautiful is doomed, like all other works of man, to fall into decay and pass into history among the ruined cities of ancient civilizations.

Such a fate, if it happens, will be deplored as a world calamity, for Venice has not only a unique place in history as having been once the greatest of commercial cities, but the plan on which it has been built and the styles of architecture which have been developed in its buildings have been adopted and copied by all modern cities as models of durability, strength and beauty. Even San Francisco has been susceptible to the influence of Venice, and a large part of it is to-day standing on foundations of the Venetian pattern which, having survived a thousand years, were reasonably assumed to be imperishable.

The doges, who made Venice famous from the beginning of the ninth to the middle of the fifteenth century, and whose gorgeous palaces are still the crowning glory of the city, were originally fishermen, who were drawn together for purposes of common defense. These fishermen abandoned the mainland of Italy in the year 810 and made the Rivo Alto, with its surrounding islets, the permanent seat of their government. The latter was strictly democratic in

form. The earlier doges were elected by popular vote. The republic rapidly rose as a maritime and commercial power. It swept the Adriatic free from the hordes of pirates which previously infested it. It forced its enemies to respect its independence and enter into commercial relations with it. Its commerce flourished to such a degree that it practically dominated the world in that respect for centuries. Its fleets had to be hired during the period of the Crusades to carry the armies of the Crusaders to the Holy Land. It fostered the arts and literature and became a great manufacturing center. The commerce of Venice brought wealth to its citizens and aroused their ambition for territorial expansion, and at the beginning of the thirteenth century the Byzantine empire, through the conquest of Constantinople by the Doge, Enrico Dandolo, fell into its hands. That was the zenith of the power and glory of Venice.

Venice sowed, however, the seed of its own decay in the latter part of the twelfth century, when the constitution of the republic was changed so that the control of the government began to centralize in the aristocracy. This paved the way later for internal troubles and conspiracies, which weakened the power of the republic and exposed it to the attacks of its enemies. With the advent of the Turks into Europe and the capture of Constantinople by Mohammed II., in 1453, Venetian power and influence in the Adriatic waned, and a little over a century later, in 1573, Venice was practically a vassal of the Ottoman empire, paying tribute to the Sultan.

The magnificent pile of churches and palaces which make Venice to-day the most attractive city in Europe, if not in the world, began to rise in the year of the occupation of Rivo Alto by the Venetian fishermen. In 810 the erection of the basilica of St. Mark was begun. The foundation of the Campanile was laid in 888. In 1320 it went through a process of restoration. In 1417 a marble top was added to it, which materially increased the weight which the foundation had to carry. Although the city architect attributes the destruction of the ancient watchtower to the shrinkage and deterioration of the subsoil and the decay of the supporting wooden piling, there is a suspicion abroad that the deepening of the Grand canal by dredging for the accommodation of modern deep-draft shipping has had something to do with it, and the stiff clay in which the foundation piles were laid is supposed to have slipped. Still, the reconstruction of the watchtower is being discussed, for a Venice without the tall shaft of the Campanile piercing the sky line and the most conspicuous of its landmarks would scarcely be the Venice which has been so long the center of attraction to Old and New World tourists alike.

The new constitution of Virginia makes the acceptance by a public official of a free pass from the transportation companies a cause for the forfeiture of his office, and the transportation companies are prohibited from granting special favors of any kind to public officials. Some of the latter threaten to resign rather than relinquish the free pass privilege; but the threat is doubtless nothing more than a bluff, as resignation would carry with it the loss of legitimate emoluments of office as well as the special favors hitherto enjoyed through office-holding.

MUSIC IN CHURCHES.

The other day reference was made to an innovation at a service in a New York Baptist church, where at the offertory a young woman whistled a difficult air very artistically. The matter has called out a good deal of comment and newspaper discussion. The New York Tribune, speaking of it, said:

Those throughout the land who desire to see our churches attract worshippers by beautiful and fitting means, musical and other, not by theatrical novelties in dubious taste, will hardly welcome this latest innovation and approach to a canary choir.

In a recent issue the Indianapolis News devotes extended editorial space to an article on this subject, in the course of which it says:

The thought of choirs and choir masters—and of ministers as far as they are responsible—is not of God, but of the audience. Of course the fundamental difficulty is that our people have so far lost the sense of worship. When they choose their church they choose the one that has the best preacher and the finest music. Music that is not fitted for the praise of God and is not adapted to express the contrition and penitence of the worshipper is not fitted to be used in church.

These ideas will meet with the approval of a great many people. The original purpose of music was and is to supplement the worship of God and be a part of it. Nowadays church managers feel the necessity of doing something to attract people to attend the services and look upon fine music and high salaried choirs as a perfectly legitimate means to that end. They argue that if in any way the people can be induced to come into the church they can not go away without getting some good from the Scripture reading, the prayers and sermon. Every one is familiar with the difficulty of getting out large audiences in the evening. It is not every pastor who can preach well enough to draw a crowd. So it happens that music is made a feature. The Indianapolis News suggests as a remedy for what it seems to look upon as frivolities in church service: "First, ministers ought to be trained in church music; and, second, they ought to have supreme power over the choir." Some ministers might study for years and never appreciate or understand good music, either sacred or secular. Theoretically, and in many cases practically, the ministers have charge of, or at least are very influential in, the music of the choir now, and the clergymen are glad to have the singers draw the crowd rather than to talk to empty pews. Evidently the whistling solo of the Lexington Avenue Baptist church has precipitated a discussion which will divide pastors and people, and about which there never will be anything approaching unanimity.

AMERICAN SHIP BUILDING.

Few people perhaps would guess that, during the year, 1,657 vessels of a gross tonnage amounting to 473,981 were built in the United States. Such, however, is the report of the Bureau of Navigation for the fiscal year ending June 30, 1902. This is a slight falling off, both in number and tonnage, as compared with the previous year. The decrease, however, is not in large lake or ocean-going craft, but in canal boats, barges and small sailing vessels. This year's tonnage of steel steamers is ahead of last year's. These figures, of course, include boats of all sorts and sizes, which the law requires to be reported to the bureau. In those reports there are

94 of over 1,000 tons and one of 12,700 tons, the largest ever built in this country.

A great deal has been said and written in recent years about the advisability of promoting the ship building industry. The United States has not been as prominent in this important line of manufacture as it has been in many others. In many branches it confessedly takes the lead over all other countries on the globe. The ships it has built have been good ones. The achievements of the American navy have been sufficient to demonstrate the ability of our designers and builders. Some fine vessels have been constructed here for foreign customers, and it is to be hoped that the trade will continue to grow. Our own demand for vessels is an increasing one and is of itself sufficient to keep very good sized yards employed. What has been done along these lines is sufficient to show what can be done. The American-made steamer is the peer of any other that sails on lake or ocean. There is no reason why this should not be the workshop of the world in every branch of industry. Our people have the enterprise, the money, the ingenuity and the workmen.

Admiral Cervera who commanded the Spanish fleet that was smashed by the men behind our guns at Santiago is about the only Spanish officer who appealed to the sympathies of the American public. He was dispatched across the ocean foredoomed to defeat and his bearing when the inevitable came was such as to develop sympathy into friendly regard. There have been stories that he was living in neglect in Spain, but they are denied by a correspondent who has investigated them. Cervera is living in Puerto Real, an ancient Roman town near Cadiz. "He lives there," says the correspondent, "loved and respected of all, a peaceful, seemly life, far from the activities of politics, resigned and satisfied and without ambition for active command. While giving up his morning hours to his professional studies, he is wont to meet at the club his old naval comrades. He often goes over to the arsenal at San Fernando, near by, where he has many friends, and also to Cadiz to spend the day at the headquarters of the Captain General. His relations with those politicians still at the helm, who imposed on him the impossible task to break out of Santiago, are naturally rather cool. But he receives regularly his vice admiral's half pay, which, with his own private means, is sufficient for his necessities."

The venerable Senator Hoar, of Massachusetts, has bought a house in Washington. During the thirty-three years of his services in Congress the Senator and his wife have been boarders at hotels and they think it is time they had a home there. The Senator explains that it cost \$18,000 and that he borrowed the money to buy it. "It is a modest and simple house in one of the more humble sections of the city, although large enough for us. It is in a portion of the city where real estate is rising, and by the end of my term I hope to sell it at an advantage." Senator Hoar is a man in whom old age is beautiful and honorable. He has not grown rich in the service of his country, but he has won universal esteem and a degree of respect that exceeds all differences as to his views of public questions.

Clothing

Fads and Fashions Which Prevail In and Around Gotham.

It is only by the most strenuous efforts one is enabled to keep his hands off some of the callow youths who have been sporting summer attire. June for the most part was cold, there being but two or three real warm, summery days, yet from the first of that month these young sprouts persisted in wearing continuously flannel outing suits, Panama hats, stocks, low shoes and fancy, open-work hosiery with frequently brilliant embroidery in addition. This was seen on cold, wet days as well as during the milder weather.

Now common sense should be enough to tell these young men that their apparel was entirely inappropriate. Outing suits of flannel, crash or other hot weather fabrics are correct for business wear, likewise the Panama, low shoes and fancy hosiery, but stocks—never. But this is not the worst of their offense. Why should they not consider the appropriateness of their dress—wear a cheviot, cassimere, serge or worsted at such times? As a matter of fact there have been but a very few days when flannel or any of the other tropical weight fabrics were appropriate.

There is just as much to think of in regard to the weather when a gentleman is deciding upon his clothing for the season as there is in regard to the fashions themselves. No man of good taste who pretends to be in fashion will think of wearing a flannel outing suit on a cold day or a rough cheviot, with double-breasted vest of same material, and a high, straight, standing collar on a scorcher when the mercury climbs towards the hundred mark.

To commit either of these offenses to good taste argues that one has but the single suit which he wears; or, if he does exhibit other suits at other times, implies that there is something decidedly lacking in the mental make-up of the subject.

If one stops to think, the question of correct apparel is not a hard one to solve. It merely requires a fair share of common sense and a reasonable amount of good taste.

The whole question of being well dressed resolves itself into being able to adapt the prevailing fashions to one's individuality. It does not seem as though this should be a hard matter, but somehow it is and many of our young men buy and wear anything that is, in their eyes, the extreme of fashion, but by so doing defeat their own ambitions, only getting the name of being overdressed and showing a woeful lack of good taste.

There is no doubt that much of this could be avoided if the salesmen in the stores would use a little taste in suggesting. If you have charge of the neckwear section you have it in your hands to influence a customer very often. Of course if a man come in, knows exactly what he wants and asks for that particular style, there is nothing for you to do but give it to him; but when, as happens frequently, he relies on what you show him and often on what you suggest, your influence may do a lot of good.

Sheepshead Bay has been attracting large numbers of well-dressed men recently, and it is interesting to note the costumes worn there by "men who know how." The regular sack, either three or four button, is by far in greatest evidence, together with a flat brim straw hat, the crown of medium height

and the brim, while varying considerably, much wider than we saw during the past two or three seasons. Panamas are seen, to be sure, but in a far smaller proportion than the other styles. There are a great many cutaway frock coats verging on the English style; that is, made from fancy cheviot in soft colors with an indistinct plaid or striped pattern; with this the derby is almost universally worn, either a dark brown or black, the latter being the favorite. There are a few frock coats, although so few that they seem somewhat out of place, and with them always the correct silk hat. The last two costumes allow for little variety in shirtings, but the sack suit gives a wide range of choice; blues and white, black and white, and a few soft colorings are most in evidence. For neckwear we see the medium and narrow four-in-hand, also bat wing and butterfly shapes and here black-and-white combinations predominate. For hosiery we see a good many whites with either self-embroidered or black embroidery and sometimes with fancy colored embroidery.

The crowd at Sheepshead was a remarkably well-dressed one. This is said advisedly, because in taking in a gathering of this kind, it is easy to note whether it is well or poorly dressed after a few moments of observation, taking for comparison previous seasons at the same place.

The advent of straw hats as a part of summer livery for our coachmen and footmen seems to be attracting considerable attention. Why it should be something of a question because it is a most sensible arrangement and no doubt will be as common as the coachmen themselves by another summer.

Several years ago Baron Rothschild appeared on the London stock exchange, wearing a straw hat of this nature. He explained that it was light and cool and therefore he could afford to stand as much guying as the other members chose to give him. A well-known hatter in London duplicated this invention of the Baron's and placed it in his windows, labeled the "Baron Rothschild Hat." He expected there would be a great demand for it, but in this he was disappointed; no one wanted these hats at any price. They are popular now, however, for livery and deserve it.

Up to the time of King Edward's illness it was natural that every individual, whether in private life or a tradesman, should watch carefully every detail of the King's dress, and among other items it is said that he recently wore a scarlet tie. This resulted in a general display of red neckwear all over England and in the United States as well. The humorous part of it is that all shades and forms of red were used without regard to what the King really wore and as a matter of fact probably one haberdasher in ten had the right shade. What the King actually wore was a very rich deep scarlet of a peculiar shade but he wore it only once or twice. Like the majority of well-dressed men he had no desire to wear the same tie many times, particularly one as conspicuous as that; in fact, the more conspicuous a tie is the fewer times can it properly be worn.

Lightweight underwear for men, reaching just below the knee, has "caught on" in excellent shape this summer. The bottom just below the knee is finished with a stockinet, although in some cases they are made looser or rather without the cuffs and end just above the knee. These will be

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

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 covert. We use them for their wearing qualities.

LOOK at the linings and workmanship

LOOK at the fit every time.

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

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

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

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

shown in larger quantities than ever in another summer, but they will never be likely to take the place of the original styles entirely.

The haberdashers are wondering now if they are going to be able to dispose of all plaited bosom negligee shirts. Lots of them have been sold, but not by any means the quantities that were provided. We see on every hand sales of the plaited bosoms, whereas desirable patterns of plain negligees are frequently hard to find and the majority of haberdashers can show very small stocks of these goods except occasionally in very cheap lines.

There is a feature about the negligee shirt part this season that has not been as marked in any previous years, and that is that you do not see the same patterns of shirting exhibited by as many different houses. There seems to be a greater disposition to control the desirable styles and as a result the consumer may pass from one store to another and in each place see an entirely new line of styles. At the same time in each store he seems to find about the usual sized assortment and the only explanation of this is that the shirtmakers scatter the patterns over greater territory, refusing to sell certain lines to two people in the same vicinity. This is an excellent idea from the retailers' point of view.

The custom of men wearing a band of black on the left arm now as a sign of mourning is growing in this country very rapidly. It has long been the correct form of mourning for men in England, but in this country its use has not been extensive until within comparatively recent years. Until very lately it was never worn except on the ordinary covert coat, but now we see it on all kinds of coat sleeves, and undercoat as well as overcoat. Furthermore, women are adopting it, particularly the kind known as "bachelor girls." It does not take the place of real mourning for a near relative, but they dress in black, and when wearing a covert or rain coat it has the black band on the left sleeve.

Speaking of mourning for men, good taste dictates that dark, quiet patterned clothes be worn, although not necessarily black; black silk ties, and black bands on hats, covering about two-thirds of the height. Shirts should be plain white, or black and white stripes, and finally for a shorter period, black gloves.

Panama hats have been adopted by the fair sex, and why not? Expensive? Is there any good reason why a woman should not be entitled to as good a hat as her husband, even if he is the "better half?" They are not so expensive either, when you come to the regular cost of millinery. These Panamas may be slightly modified to suit the wearer, by the addition of a feather, quill or ribbon and chiffon arrangement. Certainly the possibilities of the Panama for the fair sex are unlimited; they are becoming to many and very convenient for part of a negligee dress. This merely follows in the regular order of things, the adaptation of men's apparel to women. Where will it end?

Union underwear is growing rapidly in popularity with all classes. Its usefulness is becoming more and more appreciated, and every season sees more and more lines on the market and larger stocks in the hands of the retailers. It remains for some enterprising manufacturer to introduce a balbriggan union suit for summer. This to come just below the knee, ending in a cuff, and no

sleeves. Of course, balbriggan has not the elasticity of ribbed underwear, but it really would not be necessary. The garment could be fairly loose in the body, which would enable it to be donned easily, and this would make it a cool, comfortable garment. The sale for this would undoubtedly be great.

The styles of shoes are more important to a fashionable young man than one would at first suppose, and every little feature has as much significance as the shape and width of the lapels of a coat. This summer, low shoes are the correct form, but they must be made of black calf only; no tans, no kids. The sole must be heavy, but not too broad; the toe is round, but not as wide as formerly. Many well-dressed men wear low patent leather shoes with a semi-negligee dress, or as it is sometimes termed, "dress-up negligee."

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



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

Many a Suit of Clothing

has gone on the back of a dead-beat when the amount could have been saved if the merchant had been a subscriber to the

Commercial Credit Co.

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.

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.

THE PAN-AMERICAN GUARANTEED CLOTHING



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

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

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

Quality just a little better than all others.

Suits and Overcoats for Men, Boys and Children.

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

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

WILE BROS. & WEILL
BUFFALO, N.Y.

A New Suit for Every Unsatisfactory One

Shoes and Rubbers

Some Types of Shoeless People Across the Water.

Although foot-coverings were a sort of afterthought of the primitive man when he first began to turn his attention to the subject of clothes, something that could be deferred to a more convenient season, nevertheless these coverings for the feet came along in due season, and were immensely appreciated by the first wearers. They, like all permanently successful things, began at the bottom, too. The tailor-cynic, who always professes to believe that he is the whole thing in matters pertaining to the adornment of the human body, gets in his fling here at the shoemaker, his old enemy, and says: "Yes, that is right, your products began at the bottom and they have stayed there, too." Just so; for that is their proper place. But if shoes are still at the bottom, physically, they hold to-day a high place aesthetically, and among good dressers they are, mentally, "out of sight," as compared with some other articles of apparel. The shoemaker long since ceased to defer to the tailor, for although the tailor had a little the start of us in fig leaf apron triumph, we got our innings in the rawhide sandal which walked comfortably on the rougher ground just outside the Garden of Eden; and from that first attempt the things grew into shoes with as little loss of time as the fig-leaf apron in the course of evolution passed into trousers and skirts.

Shoes have stuck to our feet ever since, although it is true that mankind in some isolated cases, and often in a most singular manner, have abandoned the use of footwear temporarily. Visionary reformers, in fact, have even gone so far as to advocate their disuse altogether, claiming that by the absolute freedom from covering the feet would in time become what nature intended them to be—healthy, useful members—and that they would harden and toughen by such natural exposure, and become capable of resisting cold and the many painful snags which beset the wayfarer's path through life; and this same beautiful theory has been abandoned in reference to our noble friend, the horse, and in the first ardor of conversion some owner has stripped the iron from the feet of his equine friend, and in a short time the animal has gone lame.

Shoes are temporarily discarded in the privacy of home on the ground of comfort. Feet that have been pinched all day long by shoes that would have been all right for the other fellow, get their brief revenge in kicking off their coverings at night. Turkish ladies, in the secrecy of the harem, revel in bare toes and in the utmost pedal freedom as a matter of comfort, as a source of amusement in gazing at their own pretty feet, or, perhaps, to humor a complaining corn, whose appeal is just as irresistible in a Turkish harem as elsewhere.

The Turkish woman at home is not at all the Turkish woman abroad. She takes off her handsomely decorated slippers, lets her dress loose to trail, and draws the loose, flowing trousers down to the ankles; the feridje, or cloak, is cast aside, the yashmak, or veil, is removed, and the disfiguring street paint is washed from her face, and she luxuriates on her cushions with her nargileh, or cigarette, in perfect abandon.

The pretty tortured actress pulls off her high-heeled shoes behind the scenes,

if only for a few minutes to relieve the agony of her cramped feet. The pressure upon the toes and forward part of the feet in these stage shoes is intolerable. They are built to delude the eye of the spectator and to produce the effect of a foreshortened foot in a painting. Among the terpsichorean artists where the feet are not only the mechanical means for eliciting applause, but which must appear perfect and petite in order to appeal to the admiration, little deceptive arts are often practiced where nature has not produced the ideal artistic foot. An unfortunate, solid, substantial number six female foot is made to represent a lineal number three by means of the skillful foreshortening effects, known to the stage dresser and the specialist shoemaker. The shoe is ingeniously elevated at the back in order to accomplish this special illusion.

The barefooted actress and danseuse behind the scenes are entitled to pity for their enforced sufferings, and they are in no danger of being regarded as outre in this temporary indulgence of pedal comfort. They should no more be condemned for wishing to escape from their painful predicament than was the wearer of the high-toned, high-heeled and quite unnatural shaped woman's shoe in the time of William and Mary.

We do not know whether our high-toned social clubs of to-day number among their members any real shoemakers of the cobbler grade, or any tailors of the humble "bushel men's" degree, but in olden times club members had a pleasant and loyal way of patronizing fellow members who followed various crafts among the useful and industrial arts. In the days of Addison, for instance, there were social clubs in which such artisans formed no inconsiderable part; and the rules of these clubs, among other things, required that each member should have his clothes and his shoes repaired by a fellow member of the club in these callings, respectively. Of course, this presupposed the presence of cobblers and bushel men in those convivial and miscellaneous gatherings. We see no good reason why the rule should have been restricted to tailors and shoemakers, and why fellow members in other trades should not have been included.

The chiropodist and the shoemaker have their professional secrets(?), which they find it difficult to keep sometimes. One of these "professors" tells of a woman in the Far West who, although a beautiful creature, with a small and shapely foot to all outward appearance, will probably never go barefooted in public from choice; and yet she excels in the art of swimming, being web-footed, and having from childhood taken as naturally as a duck to the water. Here was a case in which the incentive was strongly against the barefoot habit and to which the Kneipe cure would appeal in vain.

But perhaps the most singular incentive to bare feet of which the world has any cognizance is that which moves the Mexican vaquero to remove his foot coverings when humanity and common sense would plead their urgent need. This Mexican cowboy is intensely superstitious, and this weakness sadly interferes with his duty and his comfort. A thunderstorm fills him with alarm and he looks upon it as a penal visitation upon his sins. In such an event he permits his cattle to stampede, while he throws himself from his horse strips and lashes his naked body with the lacerating cactus plant as a penance. He will

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.

When you see a tough old customer come into your store for a pair of shoes, one that you know to be particularly hard on shoes, just put a pair of

Our Hard Pan

shoes on him. He won't come back kicking, for there are no shoes made that will come up to Our Hard Pan for wear. Made by

Herold-Bertsch Shoe Co.
Makers of Shoes Grand Rapids, Mich.

If you want the nearest thing to a water proof shoe that is made buy this one.



It is made from the best seal grain that can be found. This shoe will make you friends.
Price \$1.60 wholesale.

The Western Shoe Co.,

Toledo, Ohio

sometimes walk for miles barefooted over the beds of prickly cactus, with a pursuing Nemesis, in the person of another cowboy lashing his bare back with branches of these torturing and blood-starting plants.

Fortunately for our trade there are not sufficient inducements to pedal nudity among humanity to cause any serious alarm among shoe men, even adding the weighty opinions of the shoeless philosopher. Of course there will be, now and again, an unhappy mortal who will discard a tight shoe in moments of self-granted plenary indulgence; but even this wretch will apply the penance again ad libitum, if we say there is any pleasure in self-inflicted pain. But while so many of us favor a snug fit in our own case, we should be quite chary of censure toward others. We should, in fact, adopt the text, slightly altered: "Let him who is without tight shoes cast the first stone."

Nude feet among the Turks and Chinese may have possessed advantages, in that this helped to harden their members, thus rendering them callous and partially insensible to the pain inflicted by the bastinado; but the sandal prevailed generally and this was easily and quickly removed for the administering of this unique punishment. Modern humanitarians would probably have insisted upon the retention of the sandal during this cruel and barbarous penal infliction upon culprits.

Many other singular uses of the feet, sans shoes, are recorded in ancient history. The following shows a curious and perilous custom in a foreign land:

In Scutari, on the Asiatic shore of the Bosphorus, some singular customs existed which strikingly illustrate the eccentricities of pedestrianism. It was in the land of the "howling dervishes," a fanatical sect of Mohammedans, whose muscular contortions are inimitable. At one of these scenes, twenty little boys and girls were ushered into a hall and advanced to the middle of the room, where they were ranged in a row. Presently a tall man entered, wearing a green turban and a blue gown. He was a gray-bearded man, in his stocking feet. This was the high priest, Imam, of the dervishes. The children placed their hands on their stomachs and saluted him, and then lay upon the floor with their faces downward, in a compact row. The Imam who must have weighed 200 pounds, placed a foot gently on the thigh of the first youngster, and, steadied by two attendants, proceeded to walk over the row of prostrate bodies. In the case of the larger children he planted his foot squarely on the small of the back, and in the smaller ones he would step on the thighs for fear of breaking their spines. It requires considerable practice to walk over such a track with safety to the walker and the living track. But the Imam is used to this sort of thing and knows just how to step without danger to himself or the roadbed. This is considered a great honor by the children, and after the ceremony they would jump up smiling and kiss his patronizing hand.

But the professional dancing boys of Persia get more fun out of life with far less risk than the former little martyrs. Their heel-and-toe calisthenics are employed for the delectation of the king. Only handsome boys are selected for this purpose and when dressed in costume, look pretty much like girls. Out of dancing costume a Persian governor's boy looks like this: "A tall hat of black lambskin, a coat of green silk, fitting as tightly about the body as the skin of a bologna sausage, changing at the waist to a full skirt that stands out horizontally; a pair of loose-legged black trousers to the middle of the

calves, and white embroidered socks and red slippers, with sharp, turned-up toes covering his shapely feet."

Of course, we must include among shoeless people those who use their feet as hands in the mechanical trades. Moderns lay aside their gloves when beginning their work, while the ancients put off their sandals in order to use their toes. The ancient sandal was conducive to the freedom and pliability of the feet, and favorable to the grasping propensity of the toes. The old Egyptian could hold a strap of leather with his toes, making the feet assist the hands in various ways. Women and men of rank paid great attention to their footgear, and some of the middle classes who could not obtain handsome ones preferred to go barefooted rather than wear mean sandals.

Ever since Adam broke in his first pair, shoes have been growing popular, and few of his successors went barefoot from choice. Moses laid his aside on the memorable occasion of the "burning bush," when he was commanded to "Put off thy shoes from off thy feet; for the place whereon thou standest is holy ground."

But in all the history of shoes and shoemaking we look in vain for a single instance in which a person went half shod, that is, with only one shoe when there were two feet to cover; and for this the shoemaker is grateful. In fact, the old cobbler of a meditative turn of mind says: "What a blessed thing it is for our craft that man should have been created with two feet instead of one."

No company of shoe wearers to-day, in respect to their footgear, would present such a spectacle as did Falstaff's company of scarecrows in the matter of shirts, and of whom he exclaimed: "There's but a shirt and a half in all my company; and the half shirt is two napkins, tacked together and thrown over the shoulder, like a herald's coat without sleeves."—E. A. Boyden in *Boot and Shoe Recorder*.

Reversing the Usual Order.

"You ought to have a change of scene," said the physician.

"But, my dear sir," protested the patient, "I am a traveling man by profession."

"Well, that's the point. Stay home awhile and see something besides hotel rooms and depots."

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.



Mayer's
Men's Fine Shoes

Are nobby and up-to-date in style. They are made on perfect fitting lasts. Increase your Men's Shoe trade by adding a line of shoes that will bring satisfied customers back to you.

Write for prices.

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

We would be pleased to have every shoe merchant in the State carefully inspect and compare our

"Custom Made Shoes"

with any they may be handling. The season is fast approaching when such a line as ours will meet the demands of those who are looking for a

FIRST CLASS WORKING SHOE

Waldron, Alderton & Melze,

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

Saginaw, Michigan

Your Working Man's Trade

is a paying portion of your business if you sell a superior article at a popular price.

The widely advertised **Marconi Shoe** exactly fits this condition.

The leather used both in sole and upper is specially tanned to give requisite resistance to hardest wearing conditions. Has a bellows tongue, double sole and extra quality kangaroo calf upper. Price..... **\$1.50**



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

Dry Goods

Weekly Market Review of the Principal Staples.

Staple Cottons—Heavy brown sheetings and drills are dull, and outside of the leading brands there is more or less irregularity. Ducks and brown osnaburgs have shown no change this week. There is little change to note in coarse colored cottons, although the prices of tickings which were reported as irregular last week, have steadied to a considerable degree. Other coarse colored cottons, including denims, plaids, chevots, checks and stripes are steady and firm. Bleached cottons in medium and fine grades show no change, but low grades have stiffened materially, owing to the firmer attitude in the market for gray goods.

Prints and Ginghams—Printed calicoes have shown a fair business during the last week as far as the total is concerned, but they consist of a good number of small orders. Buyers are not taking any material amount of any one style, either fancies or staples. The tone of the market has shown no change and previous prices prevail throughout. Printed flannelettes are quite firm in all desirable lines, but there are some lots of them to be had "at a price." Percales are firm but steady in the leading makes. All new printed specialties are firm, and the outlook for next season's business is good. Woven patterned fabrics are well sold up and in excellent shape and the demand is larger than the mills can take care of at the time deliveries are wanted.

Linings—Cotton linings are showing irregularity in many directions. The demand is limited from both the clothing and dry goods trade. There is no change to note in the market for kid-finished cambrics. The demand has been for small quantities at previously-quoted prices, although sellers would be easy with buyers, placing contracts for large quantities. There is a moderate demand coming forward for high-grade finishes in mercerized and similar goods.

Wool Dress Goods—Conditions in the dress goods market are just what they might be expected to be at this time of the year. Quiet conditions prevail all along the line as far as wool and worsted goods are concerned, cotton goods of the novelty order and the general run of wash fabrics occupying the center of the stage. It is essentially a waiting period in the initial wool and worsted dress goods market with indications pointing to no immediate developments that are likely to give rise to more active and interesting conditions. The time is not yet ripe for active developments in connection with spring goods or for an active and substantial duplicate order business on fall fabrics from jobbers and the cutting-up trade. A retrospective view of the developments of the women's wear fabric business since the opening of the fall lines, while bringing to light a number of unpleasant factors perhaps as viewed by certain manufacturing interests, also discloses much that is of an encouraging and pleasing character; in fact, in the main the mills engaged on women's wear goods have met with substantial success so far as initial and early repeat order business is concerned. Perhaps nothing speaks better of the present condition of the market as a whole than the general firmness that characterized it.

Underwear—Buyers are experiencing

difficulty now in regard to heavyweight business. Fleeces are very hard to get hold of. The demand has been strong enough to clean up the product of practically all the leading mills for the season and many other lines are drawing near to that same condition. To be sure, there are still a good many makes that may be secured at regular prices, but they are growing less every day. Men's ribbed goods are also getting into this same condition and many houses have been compelled to refuse business and have been turning away orders this week. Regular wool goods are not quite as well situated, but the trading has improved recently, as we stated it was likely to do in a recent report. Buyers are beginning to realize that it will be necessary to pay the advances if they propose to have the goods this season, and as a result orders are coming to hand in fairly good shape.

Hosiery—Spring hosiery is being shown now by a number of houses and a good many orders have already been booked. The market may be said to be practically open, although there are still many lines that will not be shown for a week or two. The early buying, while it is of fair proportions, has not been of a nature to encourage the belief that it is going to be a lively one. On the contrary, there are many who predict a slow season; not but what plenty of goods will be sold before the end, but it will take a good while to do it. It is rather early to show these goods and expect big business, yet as there are many buyers in town and more coming by every train, it is natural that the agents should wish to take advantage of the situation. Prices as a matter of fact are practically on last year's basis. Advances have been named on many lines, but agents on the road claim that they can not secure these advances. They do not, however, say that they have not accepted orders at last year's quotations, which it is said on good authority that they have done. As far as the manufacturer is concerned, the yarn question is going to be a serious one to him, unless he can secure good advances on his lines, or the cost of yarns is lowered. Buyers who are securing goods at to-day's prices will undoubtedly find it impossible to duplicate at these prices and the result will be a lot of kicking when that time comes.

Carpets—The carpet trade continues in a very healthy position, both from the manufacturer's as well as the jobber's standpoint. Mills, as a rule, have all they can attend to this season, and even at such an early period as the present time they are obliged in a number of instances to refuse more business until November. Selling agents on the road have found that it requires very little amount of effort to do business this season and their trips this time will be shortened considerably. Manufacturers of three-quarter goods on July 15 made quite a general advance in all lines of goods; velvets advanced 5@7½c per yard and tapestries showed an increase of 2½c. This had been contemplated some little time owing to the increase in the cost of labor and materials. Velvets now, it is believed, are on a good solid basis and should meet with satisfaction in all quarters. Wiltons are a trifle higher in price and in good request. Tapestries thus far have been one of the leaders, quite unlike last season. The Philadelphia ingrain weavers increased their prices in accordance with the advance made by three-quarter

Mackinaw and Duck Coats

We have some of the greatest values in Mackinaw and Duck Coats ever shown and they are made to fit. Mackinaw Coats; Duck Coats, rubber lined; Covert Coats, flannel lined; Covert Coats, sheep lined. Prices ranging from \$7.50 to \$36 a dozen. Ask our travelers to show their line.

P. Steketee & Sons

Wholesale Dry Goods

Grand Rapids, Mich.

Fall Line of Ready Made Clothing

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

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

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

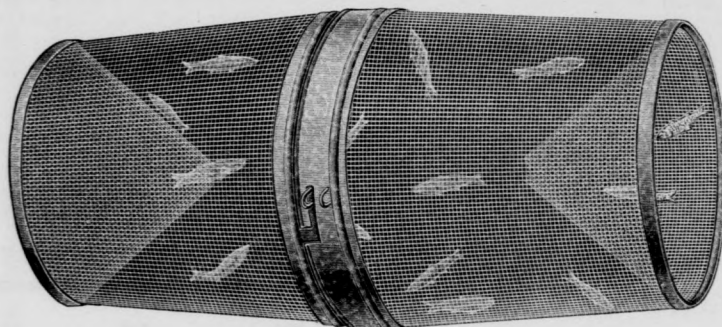
WILLIAM CONNOR, 28 and 30 S. Ionia St., Grand Rapids, Mich.

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.

"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.

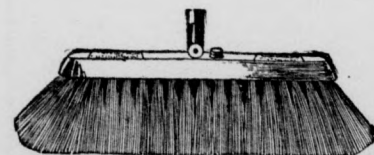
113-115 MONROE ST.

GRAND RAPIDS, MICH.

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.



mills on July 5. Good extra supers are quoted on a half-dollar basis and plenty of business has been booked at that rate. Ingrains of the cheaper grades are in free demand and a majority of the looms of the country are running full on the same. Granite and cotton ingrains are fairly active at firm prices.

Rugs—The fine Wilton and 5-frame body Brussel rugs, made up and woven, continue in as large request as formerly. Many makers have more than they can attend to even at more advantageous rates. Rugs, 9x12 feet, selling from \$18 to \$25, are the leaders. In Philadelphia and vicinity, owing to the long-drawn-out struggle with the rug workers, the makers have been seriously handicapped in getting out their orders. It is said, however, that some of the mills are likely to start up this week.

Panaceas For All Ills.

The man who took Electric Bitters and had electric lights has been outdone. The prodigy who grips the bun says:

"I was born bald-headed and couldn't spell hair until I came across Dr. Knob's restorative. I bought a bottle, and in going home fell into a briar patch and broke the bottle and the next day the thicket was full of hairs."

Here's another that is simple and beautiful: "During five years of my life I had only one leg. I consulted numerous physicians, but they did me no good. Finally I consulted Dr. — and he pulled my one leg until now it is long enough for three."

This is from a man who appears to have been badly off: "I lost all my blood in a sausage factory, and nothing did me any good until I took Dr. Gore's remedy and found such improvement in my blood that since then my daughter has joined the Colonial Dames."

The Rev. Dr. Nod writes: "For a number of years I suffered from insomnia, but after using two bottles of your famous remedy I put my congregation to sleep."

Here is one from a woman who now appears in a fair state of health: "I was so lean that I could have traveled as the living skeleton, but I took eight bottles of your medicine and now have so much flesh that when I go to a theater they think I am a box party."

She Wore Socks.

From the Philadelphia Record.

A richly attired woman was driven in her brougham up to the curb in front of a fashionable jeweler's establishment on Chestnut street yesterday morning. The footman hastened to open the carriage door for her, but as she alighted her skirts caught on the hinge, and there was a generous display of lingerie and hosiery. So conspicuous was the incident that the attention of the passers-by was attracted, and people could not help but notice and comment upon the fact that the woman instead of wearing stockings, had on white socks, such as little children wear. This accidental display was startling, to say the least. One man who took in the situation did not seem surprised. He is employed in a store where much hosiery is sold.

"Lots of women are wearing half-hose now," he said. "I suppose coolness is the object to be desired, but this woman has demonstrated that an exposure is sometimes bound to occur. Still that would not happen often. How do they keep 'em up? Why, with garters, of course—garters such as men wear, only much lighter and more delicate."

A four-year-old boy eating green corn was bothered with the silk which got fast in his teeth. "I wish," he said, "whoever made this corn had pulled out the basting threads."

More Care in the Purchase of Rubbers.

A great many shoe retailers are careless about their rubber stock. They consider rubbers a sort of necessary evil and only buy them because they are forced to it by the demands of their trade. A lot of them say, "I would not handle rubbers at all if I did not have to. I think they are a nuisance."

When you hear a man talking that way you can wager he is not handling rubbers right or handling the right rubbers. He probably buys in a haphazard way and makes no special effort to keep his stock clean. He waits for the demand to come instead of creating it. He loses a lot of sales because his assortment is limited.

Rubber stock should have as much consideration as any other department in the house. A stock list should be kept and checked up every week during the rubber season. Sizes ought to be kept well assorted. It is not good policy to buy heavily, but the stock should be sufficiently large to meet all demands.

A jobber of St. Louis speaking of the carelessness with which some retailers bought rubbers, said:

Lots of them delay buying, put off our salesmen and say they will buy when they come to market. When they do come to market they come in to see us and look through our rubbers to buy. They have very little idea what they want or need. They have no memorandum book of goods needed. So the salesman suggests this, that and the other, and the order is written up at random. It is no fault of the salesman if the goods are not assorted properly. He does the best he can with little aid from the merchant to get up an order that will be satisfactory. We have many kicks for the reason that the stock of rubbers ordered is not the assortment wanted. I would advise any retailer who is coming to market to make out a list of rubber goods wanted as carefully as he makes out his list of shoes or dry goods wanted. He should look through his stock on hand and note sizes he has. He should buy to fill in the missing sizes and buy sufficient new goods to make his stock complete.

There is food for reflection in this talk. Retailers, think it over.

Employ One Man to Do Their Buying.

Des Moines, July 26—The first successful combination of retail merchants for buying purposes is now engaged in doing business in Iowa. This is a combination of firms of dry goods dealers in Mount Ayr, Audubon, Storm Lake, Ida Grove, Hartley, Spirit Lake, Spencer, Belmond and other cities of the State under the name of the Northwestern Buyers' Association. The Association sends a competent buyer to Des Moines on a certain day, semi-annually, and others for succeeding days, and the representatives of jobbing houses and manufacturers are notified to be present and offer their wares. The purchases for the entire group of business houses are made at one time and in bulk, with shipments to be divided. Samples are submitted by mail in advance whenever that is possible. The semi-annual purchase time is at hand and the buying is now being done. The Association is reported to have gone beyond the experimental stage, and its success means the formation of other similar combinations of purchasers to meet the combinations of manufacturers.

His Occupation.

"Haven't you any occupation?" asked the woman at the kitchen door, after listening to his tale of woe.
 "Yes, ma'am," responded the hobo, "I'm a hunter."
 "A hunter? Of what?"
 "Grub, ma'am."

How did Jonah feel when the whale swallowed him? He felt down in the mouth and went to blubber.

A New One



And a good one at that. It's a four hook, white batiste corset, well boned, at \$4.50 per dozen. The value offered surprises us. Let us send a sample dozen.

Grand Rapids Dry Goods Co.

Exclusively Wholesale.

Grand Rapids, Mich.

Formerly Voigt, Herpolsheimer & Co.

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.

USE THE CELEBRATED

Sweet Loma

FINE CUT TOBACCO.

NEW SCOTTEN TOBACCO CO. (Against the Trust.)

Butter and Eggs

Observations by a Gotham Egg Man.

Returning to the New York egg market after an absence of three weeks the egg man finds some developments in the situation worthy of notice. Toward the close of June there was a general feeling among local dealers that it would very soon be necessary to go to the refrigerators for fine eggs; in fact, at that time some of the trade were beginning to use a few lots from cold storage, the supply of fancy qualities among the current arrivals being scarcely equal to requirements. But the necessity of piecing out the supply with held stock has proved inconsiderable up to this time. There has been no increase in receipts of fresh eggs—on the contrary it is evident that the July arrivals will show about the normal decrease as compared to June—and there has been a material deterioration in average quality and an increase of waste. But while these were the features that were expected to throw part of the trade upon the reserve stocks, this has not been the result to any considerable extent. Doubtless the natural decrease in consumptive requirements incident to the midsummer season has been sufficient to keep the reduced supply of fine eggs in current arrivals about equal to trade needs. In fact, while there has been a small quantity of held stock taken out by dealers who were disposed to take present profits rather than the chances of the future, we learn that there has been a small inward movement to cold storage and also that during the past three weeks rather more eggs have been put away than have been taken out.

While there has been no reduction of stored eggs up to this writing holders continue generally very confident as to the outcome. The deterioration in quality of current receipts has been most noticeable during the past ten days and toward the close dealers are again experiencing some difficulty in getting a supply of fancy goods from the fresh arrivals. This leads to the belief that storage eggs may soon have to be used more freely, and some dealers who put away little or no reserve stock of their own owing to the high prices that prevailed during April and May, are showing a disposition to buy now against the possibility of higher prices later. As a rule, however, the firm views of holders of fancy April packings are a bar to important present business in refrigerator eggs. A good many buyers could be found for fine April stock at 20@20½c and two or three good sized lines have been taken as high as 21c; buyers are not generally willing to pay the latter figure and yet most holders of superlative quality are not at all anxious to sell at that. The goods offered at 20c are chiefly May packings.

The main strength of the situation seems to be based upon a general belief that total storage holdings are considerably less than last year, that there is a very large reduction in the quantity of inferior qualities in storage, and upon the evident fact that consumptive markets are able to maintain a normal absorption of stock in spite of the relatively high prices prevailing.—N. Y. Produce Review.

Cheaper Meat Prices Prevail in Boston.

Boston, July 26—In the opinion of local marketmen and packing house representatives the prevailing high prices on provisions, beef in particular,

soon will begin to scale down. The marketmen look for a reaction from the early swell in the market of range cattle and the severely diminished demand for meat. The logical effect of the unusual activity on the cattle ranges is already felt in Boston. Comparatively heavy shipments of beef have come this week. Thirty carloads came this morning, forty-two arrived yesterday, and there were nineteen cars of beef at the railroad stations last Monday. Last week the shipments were quite heavy, one day equaling and another day exceeding the amounts that arrived during the corresponding days a year ago.

During the first week of the present month the receipts amounted to 174 cars as against 304 for the corresponding week last year, while last week's figures were more than two-thirds as large as those of a year ago. Some of this is intended for export, but the bulk of it has been placed on the local market and exceeds the demand by a wide margin. Summer resorts are depended upon for a big trade at this time of the year and the beaches usually cater to a lucrative transient business; but this summer they have so few people to feed that their orders for poultry and fine cuts of meat amount to very little. It is a well-known fact that people as a rule are less liberal in their allowance for meat when they stay at home; hence the demand on the market is not so great as if the trade were transferred to the beaches. That is what the marketmen say.

Because of this lull in the trade the stock remains on the market, and this has a tendency to weaken the prices. Some of the wholesale dealers have a large stock on hand and expect to be compelled to shade prices in order to dispose of it, for new beef is coming in every day. They usually hold on to a stiff price during the early part of the week, compromising with the retail dealers a little at the close if necessary in order to find an outlet, and if they come down as much as a cent a pound they enable the retail dealers to give the consumers some benefit of the reduction.

One of the dealers in poultry says that there is no demand whatever for his goods, although this is a season in which he had looked for a good business. Prices are even a little lower than they were a year ago, and in the absence of customers the fowls will have to be packed away in cold storage.

The trade in ham has developed immensely in the course of a few weeks. Already this year the Boston market has taken a million pounds more than during the corresponding period last year, and it is fair to assume that the exportation is no heavier now than then. The increase has become particularly noticeable in the last few weeks. In the month of June 1,130,210 pounds were shipped to Boston, while in the same month a year ago there came only 781,687 pounds. To-day's arrivals amounted to 58,460 pounds, as against only 2,200 pounds during the corresponding day last year, but in this particular instance the disproportion is too large to be representative, as it may happen that tomorrow's shipments are considerably smaller; but the total for the month promises to be much larger than last year.

"Only that which is honestly got is gain"—the rest is velvet.

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

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

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.

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.

The New York Market

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

New York, July 26—The speculative coffee market has been a lively affair for a week or so, but the effort to bull the market in the face of the tremendous supplies does not seem to meet with any great degree of success and, as matters stand at the moment, the "under dog is on top." The actual coffee market has been without excitement and the demand is simply of the usual weekly character. Rio No. 7 is worth 54-10c and how it can be forced any higher, in view of the statistical position, is a mystery—unless the cornerers have a big lot of money, and undoubtedly they do have a good round sum. In store and afloat there are 2,578,345 bags. Mild coffees are in light supply here and little is on the way, so that the market is firm and Good Cucuta is 1/4c higher than last week or 8 3/4c. Nothing is doing in East Indias.

The tea market remains very steady and no concessions are made to effect sales. Eleven hundred packages of Formosa new crop to arrive were sold day before yesterday on private terms. Dealers are content with the present outlook and think there will be a continuation of present strength in this market.

Jobbers seem to think they can purchase fair supplies of refined sugar now without feeling that the price may at any moment take a tumble. As a result more sales have been made than for some time and, upon the whole, the market is fairly active. The wet weather has hindered canning operations somewhat in New York and New Jersey and this has, perhaps, curtailed the demand somewhat, but it is little.

Rice is firm all around, with most demand for the lower sorts of "domestic Japan." Exporters are doing some trading and, upon the whole, the market is in favor of the seller, although quotations are practically the same as a week ago.

With the exception of pepper, which is decidedly firm and growing more so all the time, there is nothing worthy of note in spices, although the general tone of the market is on the seller's side. Singapore pepper, 11 3/4@12c; West Coast, 11 1/4@11 1/2c. Other prices are without change.

For the time of year the demand for molasses is fair. Supplies of medium grades are not overabundant and the market generally is in favor of the seller. Good to prime centrifugal, 17@27c; open kettle, 33@41c; fancy Puerto Rico, 30@31c. Syrups are steady, but the volume of business is not large. Good to prime, 16@20c.

Canned tomatoes, as expected, took a great tumble and the market is quiet with 3s Maryland pack worth about 95c. Some as much as \$1. The yield of tomatoes in New Jersey is all that could be desired as to quality and quantity. The canneries are simply rushing things and the outlook is for a good big pack there and in the Peninsula as well. The market, however, is well able to take care of all that will be put up. The floods up-State have upset calculations as to the pea pack and it is stated by those who have been over the territory that not over 50 per cent. or at most 75 per cent. of a pack can be hoped for. Salmon is selling in an active manner and, with supplies here light, the outlook is for quotations at least as high as those prevailing now for some time to come.

Lemons and oranges—in fact, the whole line of foreign fruits, including pineapples and bananas—are steady, although the latter are somewhat in the background, owing to the big supply of Pacific coast fruits and peaches from the South. Sicily lemons, \$2.25@3.50; Verdelli, \$3.25@4. Oranges, Valencia lates, \$4@5. Bananas, \$1.05@1.10 per bunch for firsts.

Dried fruits are rather quiet this week, although for prunes the enquiry has been fairly satisfactory. Prices are

firmly sustained and the same may be said of almost all other lines.

There is less demand for almost all sorts of butter and a decline in quotations will occasion no surprise, although none has come as yet. Best Western creamery, 21 1/2c; seconds to firsts, 18 1/2@21c; Western imitation creamery, 17 1/2@18 1/2c; factory, 16 1/2@17 1/2c; renovated, 17@19c.

As stocks of cheese have become pretty well depleted, the market has taken on rather more strength, although quotations are, as yet, unchanged. Full cream New York State, either white or colored, is worth 10c, if the stock is really fine, and some very good cheese has sold for less.

Prices of eggs remain well sustained, owing as much to the comparatively moderate stocks as to the demand, which is not especially active. Fresh-gathered Western, 20 1/2c; fair to good, 19@19 1/2c; fancy candled Northern Ohio and Southern Michigan, 19 1/2c; uncandled, graded, 16@17 1/2c; ungraded, 14@17c. Beans are in moderate request and quotations are practically without change.

Beware of Wm. Haggstrom.

The Tradesman herewith presents a portrait of O. William Haggstrom, who recently attempted to swindle the farmers around Eastport by obtaining fruit and live stock in exchange for worthless checks on the Antrim County Bank at Central Lake. He claimed to represent the Charlevoix Fruit Co., which appears to have no existence in fact.

Haggstrom has not enjoyed a good reputation for several years, having victimized several Grand Rapids and Chi-



cago houses and lived by his wits, instead of by honest labor. He is a slave to the drink habit, having been unable to hold down any job for any length of time from this cause.

As it is not unusual for men of this character to change names in seeking fresh pastures, the Tradesman deems it its duty to place unmistakable evidence of identification in the hands of its patrons by presenting a recent portrait of Haggstrom.

His Little Deal.

"Ha, ha!" exclaimed the summer boarder, "you actually bought a gold brick!"

"Yes," answered Farmer Cornstossel, as he took the specimen tenderly and laid it on the mantel shelf. "All the city folks that came here expected to see one. It seemed like they wouldn't believe I was a regular farmer unless I could show a gold brick. So when I went to town and this was offered me I give the fellow \$90 in confederate money and a Canada quarter, which is cheaper than I could have made one myself."

Sure Cure.

"So you think you need a wife?"
"Yes."
"Well, nothing but marriage will dispel that illusion."

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.

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

MEN OF MARK.

John G. Straub, the Traverse City Candy Manufacturer.

It is safe to venture the assertion that no one attains to eminence in any business or profession without passing through a more or less prolonged period of unremitting toil, of disappointments and struggles. He who has brought his business to a successful issue through years of work and has established it upon a substantial basis and yet retains the appearance of youth; who has an unwrinkled brow; who has in his step the elasticity of younger days and shows no trace of the worry and care that too often dog the footsteps of the director of large affairs, must be a man possessed of enviable characteristics.

Accomplishments of this kind are most surely attained by those who, through long acquaintance with a particular industry or line of trade, have mastered its details from those that are apparently trifling to those most complex. He who without this training achieves an adventitious success is seldom able to retain his grasp upon it for any considerable length of time. It is not maintained that a perfect knowledge of details, is absolutely essential, but the merchant who began his career sorting eggs in the cellar; the President of a railroad who started as a brakeman; the captain of a ship who entered the service as a cabin boy; the general of an army who enlisted as a private soldier—all these are undeniably better fitted with easy mastery to control their properties or discharge their duties than those who, by no merit of their own but rather through inherited wealth or acquired influence, step into positions in the duties of which they have not been trained and who have, therefore, to depend on others for the knowledge in which they are lacking.

The manufacture of candy and its sale at wholesale are matters in which the ordinary citizen is not well versed. There are few men, comparatively speaking, who have the tact, the aptitude and the peculiar ability to make them profitable. The shores of the commercial sea are strewn with the wrecks of those who may have believed that they could just as easily learn the confectionery business by studying it from the top as did the man who learned it from beneath. It is a peculiar business, and it is so because of the infinite variety of detail attending it. So diversified are these details that he who follows it is always learning; and it may be said that the candy jobber or manufacturer who went to sleep, commercially speaking, ten years ago is to-day not a factor in the business. Those who are engaged in this industry must keep up with the times; must watch the changing currents of style; must cater to the changing public taste in flavors; must discard old machinery and put in the latest, most rapid and most improved patterns, or be left at the post in the race for commercial supremacy.

There is a man now engaged in the manufacture and jobbing of confectionery whose name has been borne in mind in the preceding paragraphs, John G. Straub, who is at the head of the candy factory of Straub Bros. & Amiotte, at Traverse City, who has worked his way up from the bottom of the ladder to a position of eminence in the industry.

Mr. Straub was born in Milwaukee, Dec. 14, 1860, being the third child in a family of six. His father was a native of Germany. His mother was a native of Switzerland, having been born

on the island of Lindau, between Bavaria and Switzerland. He attended the public schools of Milwaukee until 14 years of age, when he was apprenticed to Ferneke Bros. to learn the candy business. His first work was to receive instruction in the manufacture of stick candy, but before many months had slipped by he was working beside men of long experience in the cream and chocolate department. After completing his apprenticeship, he remained with the house three years longer, when he accepted an offer to take charge of the stick candy department of E. F. Berriford, of St. Paul. A year later he sought and obtained employment in the gum and cream candy department of Bunte Bros. & Spohr, of Chicago. Within three months he was placed in charge of a department and had sixteen men under him, although he was the youngest man in the factory. Two years later, he resigned to take entire charge of the candy factory of Charles Jex, of Port

kegon. They reside in their own home at the corner of Eighth and Maple streets, surrounded by a happy family of four children, two boys and two girls.

Mr. Straub is a member of B. P. O. E. Lodge, No. 323. He is also a prominent member of Duchess Camp, Modern Woodmen of America, occupying the exalted position of Venerable Consul for the second term.

Mr. Straub attributes his success to the fact that he understands his business thoroughly, having worked in every branch of the trade before he finally engaged in business for himself, and since he has embarked in business on his own account he has been a constant student of the business, reading all the literature it is possible to obtain on the subject and keeping fully abreast of the improvements which are constantly being made in his line of business. Like most men of German antecedents, he is the type of faithfulness, being seldom absent from his desk



Huron. This factory was destroyed by fire about three years later, when the owner discontinued business and Mr. Straub removed to Muskegon and formed a copartnership with John A. Snyder and engaged in the wholesale and manufacturing business of Snyder & Straub. This copartnership continued ten years and was dissolved Jan. 1, 1899. Two months later he formed a copartnership with Anton F. Straub and Geo. E. Amiotte and engaged in the confectionery manufacturing business at Traverse City under the style of Straub Bros. & Amiotte. The business grew so rapidly that it was necessary to erect a building large enough to meet its growing demands and the result was a brick structure 50x85 feet in dimensions, two stories and basement, fully equipped with machinery and experienced workmen to turn out all classes of confectionery.

Mr. Straub was married April 10, 1890, to Miss Mary Alice Irwin, of Mus-

kegon. He has but one hobby—base ball—but his loyalty to his business precludes his giving even the national game very much attention except on holidays.

Close to the Limit.

A conductor on a G. R. & I train was handed a ticket the other day by a lady who boarded his train in the company of a bright looking little girl. He looked at the child and then asked for another ticket.

"I've never had to pay for her before," was the mother's reply.

"How old is she?" asked the conductor.

"Five years."

"Why, mamma! I'm 6!" protested the child.

"She's—she's nearly 6," hurriedly explained the mother. "That is, she's just going on 6."

The conductor looked at the mother for a second, and then, as he turned away, said:

"Well, madam, if I were you, I'd buy a ticket for her on the return trip. She's likely to be all of 6 by then."

Advertisements That Are Effective Must Be Logical.

Every advertisement must contain a reason in order to effect results. That is a fundamental necessity. The public has a lot of good sense, and what it thinks and what it does are actuated by that good sense. Nothing, therefore, makes so strong an appeal as a reason for any certain thing which an advertiser promises.

Large space, attractive type, profuse illustrations, forcible text, all of them will avail little unless an advertisement contains such a reason as will appeal to the people's judgment.

There is no better way to comprehend this than to realize that purchasers nowadays know quite as much about values as sellers know. The advertiser finds this out if he ventures to put a fictitious value upon his merchandise. He gets no results. He deserves none. But it frets him, and he looks at the wrong end for an explanation if he accuses the newspapers of being unable to give him results.

There is no newspaper published in the world that could bring results if values are over-stated or promises are made with no reason behind them that gets right down into the marrow of the people's good sense.

The logic and argument of the thing are very plain: People are disposed to believe advertisements, because they have respect for reputable newspapers that contain them. And the sound sense of the public is very blunt and frank. Unless there is a reason for under-selling, bargain-giving, value-cutting or whatever it may be, results will not, can not, be realized by the advertiser. And they should not, because the public responds too promptly and believes too implicitly to be misled.

Recent Changes Among Indiana Merchants.

Anderson—A. Wolff, clothier, has discontinued business.

Bluffton—Lane & Falk, meat dealers, have dissolved partnership and discontinued business.

Ft. Wayne—Stephen Gonzer has closed out his dry goods, shoe and grocery stock and retired from trade.

Fritchton—The J. T. Draper Co. is the new style under which the grain elevator of Draper & Hogue continues business.

Indianapolis—The Century Biscuit Co., manufacturer, has merged its business into a corporation.

Indianapolis—The capital stock of the C. P. Lesh Paper Co. has been increased from \$40,000 to \$60,000.

Indianapolis—Babetta (Mrs. N.) Rheinheimer, retail clothier, is dead.

Indianapolis—Geo. B. Walton & Co., commission produce dealers, have dissolved partnership. The business is continued by Geo. H. Mueller.

Lafayette—Menno Toringa has purchased the grocery stock of Geo. Dykhuizen.

Martinsville—Reames & Cure have discontinued the grocery business.

Mishawaka—Graham & Ostram, druggists, have dissolved partnership. A. B. Graham & Co. succeeding.

Mooreville—The Bolton Sorghum Co. has discontinued its manufacturing business.

Vincennes—T. H. Chambers has purchased the general merchandise stock of Jas. W. Hobbs.

A Mere Nothing.

Nell—I saw you at the remnant counter yesterday.
Belle—Yes; I was buying material for a bathing suit.

A Lime That Slacks

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

Bay Shore Standard

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

BAY SHORE LIME CO.,
Bay Shore, Mich.

We are making a fine line of

High Grade Package Goods

as follows: Elk Brand, Viletta, Marie, Bermudas, Toasting Marshmallows, Mignonetta, 10c package, and the Famous 5c package Favorite Sweets.

Straub Bros. & Amiotte

Traverse City, Michigan

Every Cake

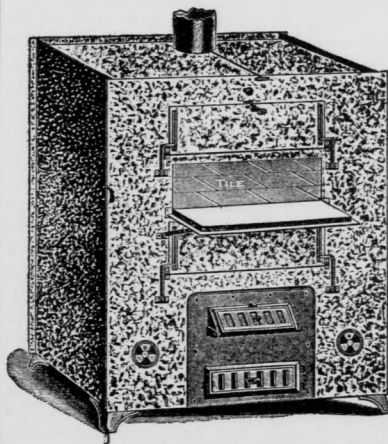


of FLEISCHMANN & CO.'S YELLOW LABEL COMPRESSED YEAST you sell not only increases your profits, but also gives complete satisfaction to your patrons.

Fleischmann & Co.,

Detroit Office, 111 W. Larned St.

Grand Rapids Office, 29 Crescent Ave.



BAKERS' OVENS

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

Hubbard Portable Oven Co.

182 BELDEN AVENUE, CHICAGO



Two dozen in a case, \$1 per dozen

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

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

Order our red Graham now and never be without it.

National Biscuit Company
Grand Rapids

THE FRANK B. TAYLOR COMPANY

IMPORTERS AND MANUFACTURERS' AGENTS

135 JEFFERSON AVENUE

DETROIT, Mich.,

July 30, 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.

Woman's World

Scenes From the Sad Side of Life.

In my weekly talks in the Tradesman it is my privilege to speak to many women, and they honor me by writing me many letters. Often and often these letters make me heart sick, because they are from women who, having everything in life to make them happy are yet miserable.

Women who have kind husbands and good homes are foolishly dissatisfied with the narrow round of daily duties; girls who are safe and sheltered yearn to get out to follow the will-o'-the-wisp of a career; mothers write me they feel that they were cut out for something more picturesque than washing little faces and hearing little prayers; house-keepers, who say they are sick and weary of the round of getting up dinners that are eaten as soon as cooked, sweeping rooms that are littered up again, and doing over and over again, day after day, all the little things that never seem to count, yet sap energy and strength and patience.

I am not finding fault with any of these. Each heart knows its own bitterness, but sometimes I think that there is nothing else on earth that these disgruntled women, with their imaginary woes, need so much as to be brought face to face with some of the actual misery and sorrow of the world. And to-day I want to show them the story of such suffering as they have never seen, as—God grant—they may never see.

You have read, of course, in the papers of the awful explosion in the Cambria mine at Johnstown, Pa., in which 115 men lost their lives. Within a few hours after the disaster I was in the midst of the agony and distress, and it is the story of these poor miners' wives that I wish to tell.

About the mouth of the mine was a scene of wild and fearful turmoil. As soon as the news of the explosion became known wailing and weeping women ran panting and breathless to it, for none knew whose husband, son or brother was among the dead. Wives, with babies upon their breasts and little children clinging to their skirts, cried out for news of their husbands; mothers demanded their sons, women knelt on the bare ground and told their beads and prayers aloud. Men blasphemed, and some Slav women, mad and frantic with anxiety, fought the police who formed a solid cordon about the mouth of the mine.

Now and then a man whose face showed blanched beneath the coal grime would stagger in with a tale of miraculous escape and of having climbed over the dead bodies of his fellow-workmen, but they were pitifully few. And so the awful afternoon, whose brilliant sunshine seemed a mockery of human grief, wore on, and still women knelt with eyes fastened on the little, narrow, dark opening in the hillside to which their world had narrowed, watching for the men to come who would never come to them again.

The main opening of the Cambria mine is opposite the city of Johnstown; the other opening is at Mill Creek, seven miles across the mountain. By 4 o'clock it was found that the main entrance to the mine was vomiting a steady, nauseous, deathly stream of black damp.

Two brave men who volunteered to go back and see if they could rescue any of their comrades had gone only a little

way when they were overcome, and staggered out into the air scarcely alive.

Seeing that it was impossible to reach the men that way, the company officials gave orders to begin the rescue work at the Mill Creek entrance, and here took place a strange and thrilling fight with death. The one chance to save the imprisoned men was to give them air. At this point the Cambria Company have the largest and most powerful fan in the world, and it was this fan against the creeping choke damp.

Every other particle of work was stopped; relays of firemen, stripped to the waist, fed the furnaces beneath the boilers, the engineer stood by his engine, coaxing it to the very last ounce of steam it would carry, while the huge fan groaned and trembled and fought back inch by inch the black damp.

Night came and still the struggle went on. The lonely spot became the center of a mob. Pale-faced men stood waiting for news of son or brother. Women who had heard that men were being taken from the Mill Creek entrance to the mines had dragged themselves the long, weary miles across the mountain, and stood haggard and grief-stricken, watching for some tidings of the men they loved.

Doctors with tanks of oxygen were ready to do all that human skill and science could do. Black-robed priests waited to comfort the living and relieve the dying. In the outskirts of the little crowd was a row of ambulances and back of them loomed the dark shadows of the undertakers' wagons.

By and by the cage used for drawing up the coal went down with its first load of rescuers. At first they could stay only a few minutes; then longer; then the cage came up with its ghastly burdens, some barely alive, who must have died but for the prompt attention of the physicians, others past all mortal help. And still the engineer stood at his engine and the fan sent the life-giving air down the great shaft, and determined men went back again and again to drag their comrades out of the jaws of death, and the prayer of thanksgiving and the bitter cry of the widowed and the fatherless marked the journeyings of the car as it went up and down.

Towards morning, so well had the fan done its work, the gas had been driven out of the mine so that the rescue work could begin at the main entrance. All night long hundreds of women and men had sat watching the entrance, their faces white and drawn with anxiety. Many of the women had their children in their arms. They had not been home for food since the accident. The night had been cold and damp, and they were chilled and drenched with dew and faint for food, but they had not broken their weary vigilance, although there was nothing to do but wait along the railroad track where the dead must pass.

At 6 o'clock, in the gray dawn, full of a mist that seemed unshed tears, a report ran like an electric shock through the crowd that the dead were about to be brought from the mine. It was true.

In a few moments the line of tiny black coal cars came creeping slowly up by the waiting throng. Hay and straw had been put on the bottom of the cars and on this men had been laid, five in a car.

There had been no time to compose the corpses into the decency of death. An arm stuck up here, a leg there. One man was in a sitting posture just as the end had found him. Nearly all had their arms before their faces as if they

A Perfectly Roasted Coffee

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

TELFER COFFEE CO., Detroit, Mich.

The delicious new food

Cera Nut Flakes

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

National Pure Food Co., Ltd.

Grand Rapids, Mich.

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

had tried to ward off death. Every face was begrimed and black, as if they had thrown themselves face downward on the earth and burrowed in it.

The little cars creaked on with their ghastly burden of staring faces turned up to the pitiless morning sun, and the watchers standing on the piles of railroad ties peered down into them, dazed with grief, so that they did not know their own. Now and then a man's deep sob or a woman's shrill scream told that some one had recognized their dead, but for the most part the cars passed in a shuddering silence of horror that seemed too deep for the ordinary expressions of sorrow.

At the end of the little run the cars stopped and the bodies were taken charge of by undertakers, who mercifully covered them with sheets and carried them to the armory, which had been turned into a morgue for the occasion. Here the clothes were cut off and the bodies washed and stretched on boards propped up on chairs.

It was an awful and pathetic sight. Forty-seven men had been taken out from the mines the first shift, and all day long the number grew. Row on row they lay on these boards, the sheeted dead, at each head a little pile of the things found in the pocket by which to identify the body, sometimes merely a tin tag, sometimes a letter, and at one man's head I noticed only a little black clay pipe and a worn tobacco pouch.

Nobody was permitted in the room except those who had lost friends, and in and out between the long rows of bodies wound the sad procession. Each man and woman turned down the sheet covering the face of the dead and, as they passed on, reverently covered it again. Every few minutes a sob would tell that a loved one had been found, and the body would be swiftly prepared for burial and taken away.

I saw one woman identify eight men, her husband, son, brother and five men who boarded with her. All of them had gone from her table Thursday morning strong, well, full of life and hope, and when she saw them again they were dead. She did not make a sound; she neither wept nor moaned, but her face looked as if it were petrified into a masque of sorrow.

Saturday and Sunday were days of funerals in Johnstown. Most of the miners were Catholics, and, except among the more prosperous, the bodies were taken from the morgue to the churches, and from dawn until dusk the priests were reciting the prayers for the dead.

Down in Cambria town, which is made up of long tenements and cottages occupied by the men who work in the Cambria mine and iron works, is a little Slav church, where many of the bodies were taken.

It is a poor little place, with rough, hard benches, and gray, bare walls, on which are crude copies of holy pictures. At one end is the altar, with all its furnishings poor and cheap, in mute witness to the poverty of the congregation that worship in it. On one side of the aisle stood a purple and gold banner containing an inscription in Slavonic. On the other was a blue and silver banner, from which looked out the pitying face of our Mother of Sorrows.

Fully half of the church was occupied by the coffins, which were placed across the backs of the pews—eight in a row—in six ghastly rows. They were cheap, black coffins, exactly alike, only differentiated from each other by the tiny slip

of white paper bearing the name of the occupant.

Outside, the street on either side was lined with weeping women, for those who had not lost husband or friend, son, sweetheart or brother, wept with those who had, in a community of grief.

Within the church the sound was of woe unutterable. These men and women, born to poverty and hardship, early learn the lesson of self-control, and there was no wild outburst of grief, but it was the awful, heart-rending sound of many people weeping together. It was an inarticulate sound—like the wail of the wind on a wild night—like the cry of a wounded animal—like anything that pierces your soul and tears you nerve from nerve, until you grip your hands until the nails cut into the flesh to keep from screaming out with the agony of it. Such a sound—so full of despair—must Dante have heard in his vision of hell—such a sound did the watchers on Calvary hear when the Christ cried: "Lama Sabachthani!"

Presently the priest came and began the solemn mass for the dead. At the foot of each coffin a woman knelt clasping it with her arms, resting her head upon it. Underneath the chanting of the mass, the dull, hopeless, heart-breaking wail went on, and once a child's voice shrilled above it in a laugh.

A woman, soon to bring a fatherless little babe into the world, fell in the aisle in a faint. Here and there a woman had a poor pretense of mourning garb and wore a cheap black gown or veil, but for the most part they wore their usual clothes—gay reds and blues and pinks and purples, with flaming silk handkerchiefs over their heads. There was none of the paraphernalia of grief. There was none needed in an anguish like this.

By and by the priest's voice ceased. He came down from the altar and stood facing the long lines of coffins, calling the list of the dead. Strange Slavic names they were—unpronounceable and uncouth to our fancy—but as he called each one some woman broke into wild sobs and lamentations that she could not hush.

An old woman threw her arms about a coffin, crying they should not take her son from her. A young girl swooned as she knelt leaning at the feet of her dead sweetheart. Weeping wives, and little children frightened at they knew not what, had to be forcibly removed.

Then came a number of young men bearing out the dead. Outside the church all the available hearses and undertakers' wagons in town stood, and as there were not enough, delivery wagons were pressed into service, and into these the coffins were piled three and four deep. On one big wagon bearing a heavy black burden of the dead, as if in grotesque mockery to the scene, was the inscription, "Picnic Van."

Load after load was borne away, until the little church was empty, and then began over again the same scene. More dead were brought in, more women came to weep, and the little priest again intoned the solemn mass for the dead.

And so the day went, not only in that church, but in many others, and in many homes. On every street fluttered the black insignia of death and Cambria town was a city of mourning.

In one house, on which hung a white and purple scarf, a young boy, barely 19, lay in his coffin with a smile on his face.

"He died saving others," said his mother, an Irish woman. "Three times he went back into the afterdamp and brought men out. The fourth time he was overcome and fell down. They said he looked as if he was asleep when they found him. Oh, my son, my son!" she wailed.

"Woman, dear," said a friend who stood by her, "Thank God you bore a hero!"

And that is the one comfort in such a disaster as this. It is only in the stress of a great crisis that humanity reaches the divine. Dorothy Dix.

Almost Persuaded.

"You have such a cozy home here," her called said.

"Yes," she replied. "Sometimes I almost feel like giving up my club work and living in it for a while."



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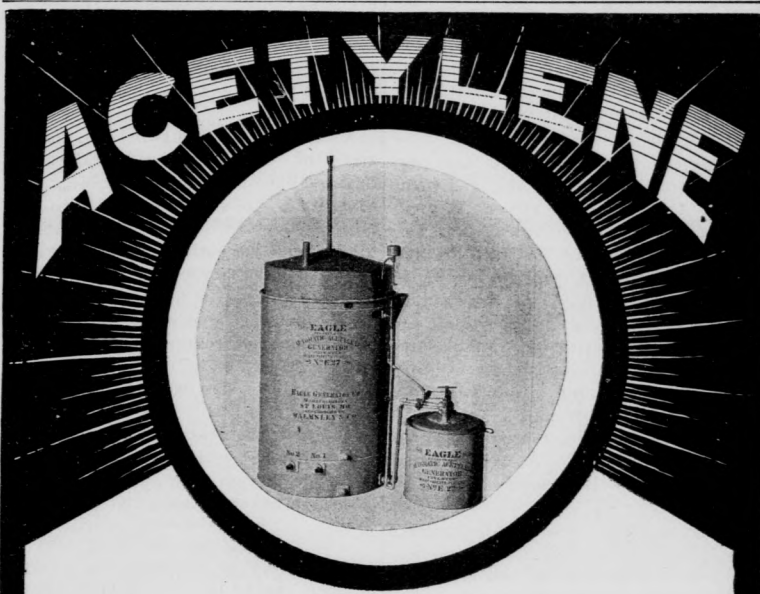
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Detroit Rubber Stamp Co. 99 Griswold St. Detroit, Mich.

FREE 75 Cups and Saucers FREE

To introduce our beautifully embossed semi-porcelain, traced with gold Dinnerware we will give away, with each cask sold, seventy-five cups and saucers for you to give to your customers; also seventy-five mailing cards, advertising this splendid open stock pattern. By this method we expect to attract attention to the pattern and make it the leading seller in the country. For information see our travelers or drop us a postal card. Investigation costs you nothing. Don't let the others get ahead of you. Write us at once.

Geo. H. Wheelock & Co., 113 and 115 W. Washington St., South Bend, Ind.



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.

Hardware

Trade Mismanagement and Its Attendant Consequences.

No doubt there will be many different ideas put forth in the treatment of this subject, for the methods that seem best to one manager another will deem altogether wrong, and the treatment that will please one customer will displease another. But I feel sure that no orders will be lost by all jobbers, and their men, avoiding the mistakes I will mention. As the traveling man comes in direct contact with the buyers, he is largely responsible for losing the orders the other man gets, and very largely for the profits he fails to make.

He is asked to meet a quotation which a buyer claims he has, and the poor fellow has not the nerve to even find out if the quotation is genuine, or the tact to refuse to meet it, and at the same time get the order. Buyers are sometimes mistaken as to the prices they have, and the salesman who meets all the quotations he hears of will ruin his profits, and his customers will "work" him and give their best orders to a better salesman.

Some have an idea (usually correct) that they can not sell goods unless their prices are lower than all others. These are "petted" by the buyers, "cussed" by other salesmen and soon discharged by their houses, but it takes a long time to get over their work in a territory. The starting point of this mistake is when a cost price is given to an incompetent man.

Some salesmen, usually those who are employed on a profit-sharing basis, stoop so low as to literally buy their orders, paying cash rebates, even on contract goods, charging money thus paid out in expense account. Buyers are quick to find out these acts of dishonesty, and reason wisely that their time will come to be cheated. Therefore they give their most profitable orders to salesmen whom they can trust.

Salesmen, very often, do not use proper care as to time, place, and manner of approaching a buyer. A great deal depends on a favorable impression, and a very little thing will turn the tide of an order. A safe thing to avoid in the presence of a buyer, or his customers, is gossip or heated discussions, especially about politics, religion or competitors. Talk of the former two is very likely to offend, and of the latter only furnishes free advertising.

Goods are sometimes misrepresented or too highly praised. A disappointed customer is likely to send his next order elsewhere.

An overbearing "know-it-all" manner may please a few buyers, but the majority will resent such treatment and buy from the other man. On the other hand, orders are lost by being too timid. Unless a salesman is fully confident, he is not likely to make a favorable impression.

Wrong kinds of brands of goods are sold to a customer because the salesman is not properly posted as to the customer's needs. Many buyers are more ignorant than they wish to appear, and they appreciate and patronize those who can supply their deficiencies without calling attention to them.

How much jobbers lose by sending out small salaried, incompetent salesmen can never be known, for no record can be kept of the orders that are missed by such men. They also cause the loss of the respect and patronage of

their houses, and even the best of men must take a long time to regain it.

Much dissatisfaction is caused by the careless handling of mail orders. Usually a customer is out of the goods he orders by mail, and even a trifling omission or delay seems gross carelessness to him.

Items are placed on back orders, or "scratched" without notice to the customer, who daily expects the goods and gets very angry when they do not come.

Substituted articles are sometimes satisfactory, but in the great majority of instances they cause a lot of trouble, and are best left off altogether. Orders are often held necessarily for a few days, but the customer is not notified of the cause of the delay, and when he may expect a shipment. As he knows no reason for delay he supplies one, usually wrong and always detrimental to the jobber from whom he ordered the goods.

The mistake is made by some houses of not keeping in close touch with the trade, by correspondence, circulars, etc. The traveling man is depended on to do all the soliciting. The result is the well-advertised, letter-writing houses get the mail orders.

Parties are sold who have no right to credit, nor any idea of business methods or legitimate profits. This practice leads to a wreck of prices, a clamor for cheaper goods, and is the making of many bad accounts.

Long datings are given instead of the usual sixty days. This often causes a customer's account to get larger than it should be, but as there is nothing due, he can not be asked for a payment, nor a check put on his buying without giving offense. Prompt payment of accounts is not insisted on, and they are allowed to become overdue without arrangements being made for an extension. The account usually grows larger and gets proportionately harder to pay. The final result is loss of both the customer and the account.

A weak customer gets behind, and instead of writing in a straightforward, businesslike manner and telling him that it is not satisfactory to ship him more goods until a payment is made, his orders are entirely ignored or held for a few days, hoping for a remittance, or the principal items are scratched, or some other excuse is made, and the customer has a just reason for getting mad, and he does so. Then the account is hard to collect sure enough. Only one more mistake I will mention: Trying to improve business methods and avoid these mistakes without the co-operation of other houses and their salesmen. This will never be done. W. A. Ray.

She Forgot the List.

"Has either of you ever been married before?" asked the license clerk as the leading man and the ingenue appeared at the window.

"I've been married three times," said the gentleman. "Birdie, how many times have you—"

"Dear me! How awkward!" she exclaimed. "I counted them this morning and had a list, but—but I must have left it at the hotel, I'm so forgetful."

As Represented.

Silas—Crawfoot was awfully disappointed the other day. He sent a dollar away for a spicy story. Thought he was going to get something about divorces and scandals.

Cyrus—What did he get?
Silas—Why, a pamphlet entitled, "How They Raise Cloves in Ceylon."

Do not speak of hair to a bald man.

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.

Annual Meeting of Michigan Hardware Dealers.

The programme for the seventh annual convention of the Michigan Retail Hardware Dealers' Association, which will be held at Detroit Aug. 13 and 14, is as follows:

Wednesday Morning.

Meeting called to order by President H. C. Minnie.

Roll call by Secretary.

Appointment of committees on credentials, resolutions, constitution and by-laws.

Reading of minutes.

Reception of communications.

Paper—Organization, Local and General, A. Harshaw, Delray.

Wednesday Afternoon.

Report of Committee on Credentials.

Meeting goes into executive session.

Annual address of President.

Annual report of Treasurer.

Annual report of Secretary.

Paper—My Faults in Business as Others See Them, J. H. Whitney, Merrill.

Discussion of the same.

Address—Would Mutual Fire Insurance Benefit Our Organization? John Popp, Saginaw.

Discussion to be joined in by all members.

Thursday Morning.

Paper—Best Methods of Conducting a Retail Hardware Store, R. G. Chandler, Coldwater.

Suggestions by members on the above speech.

Retailer's View of a Jobber Who Retails, B. F. Schumacher, Ann Arbor.

Remarks and anecdotes on the above speech by delegates.

Address—Advice to the Association of How to Treat an Offending Manufacturer, H. W. Weber, West Bay City.

Thursday Afternoon.

Report of committees on resolutions, constitution and by-laws.

Consideration of the same.

Address—Each Viewing the Other, Consumer Versus Retailer, Hon. B. A. Nevins, Otsego.

Unfinished business.

New business.

Election of officers.

Miscellaneous business for the good of the organization.

Adjournment.

Don'ts for Merchants in Small Towns.

Don't labor under the opinion that goods a few seasons old are near enough to up to date.

Don't forget that there are young men in every town—yes, in your town—who want the latest.

Don't fail to have the latest for them if they want it.

Don't buy big lots of fads, but buy a few, often—you run less risk of getting stuck.

Don't think you are the only merchant in town when you are buying, hence buy closely but not with the feeling that nothing new ever takes.

Don't fail to keep windows, show-cases, metal work and floors very clean—you observe—very clean.

Don't fail to observe what your neighbor is doing that you may do just enough different from what he does to be distinctive in all things without being freaky.

Don't be afraid to do some things upon your own judgment. Many persons never try a new thing in their ways of advertising or window displays, because "no one else in town does so or so." In other words, be "awake" all the time in methods of business.

Don't set an example of Don't Care for your employees. Work, and see that they do the same. You are at the store for that purpose—so are they. The spirit of hustle spreads out to the customers where the "store folks" hustle. Try it!

Don't run out of staple articles; it displays ignorance in buying and carelessness for the patronage you really can not afford to lose.

Don't assume you "know it all." Make a study of the methods of merchants in your own territory, and in

other sections of the country; you can pick up some good ideas.

Don't try to get along without a reliable trade paper.

Don't think you can do without it by keeping down expenses.

Piano Cases Made of Glass.

Piano cases are now made of glass, for experimental purposes. While they do not possess the resonant qualities of wood, yet they are so cheap in price, and the effects are so novel, that they may win no limited popularity. The cases of glass are made in one solid piece and can be turned out in about five minutes. This is owing to a new process of blowing glassware by means of compressed air. The process was invented in Pittsburg nearly twenty years ago, but was limited to making bottles and similar small-sized articles. A late improvement, however, places no limit, within reason, to the size of the article. The molten glass is taken from the furnace and placed in a mold which can readily be swung into any desired position. Compressed air is thus admitted through a flexible tube which connects with the bottom of the mold. The air pressure is regulated by valves. As soon as the article is finished it is switched into an annealing chamber, where it is again heated and then allowed to cool. This toughens it, and after the process it is ready for use.

Violins Now Made of Porcelain.

The latest invention in the field of ceramics is the porcelain violin. Under this process the violins are cast. Every violin is guaranteed a success and to be excellent for producing music. The latter quality constitutes precisely the chief value of this invention. The porcelain body, it is claimed, is better able to produce sound than a wooden one, since it co-operates in the production of sound, making the notes soft and full. The mandolin, much played in Southern countries, is also made of porcelain, and the musical sound of this instrument is likewise stated to be improved. In shape the porcelain violin is an exact imitation of the wooden instrument, but, as the porcelain violin is very suitable for decoration, it is very likely that costly instruments of luxury will be asked for as is the case with the ocarinas. It is asserted that the porcelain violins possess the further advantage over the wooden ones that they are totally insensible to the influence of the weather.

A Slight Misunderstanding.

A young man, whose gallantry was largely in excess of his pecuniary means, sought to remedy this defect and to save the money required for the purchase of expensive flowers by arranging with a gardener to let him have a bouquet from time to time in return for his cast off clothes. So it happened that one day he received a bunch of the most beautiful roses, which he at once dispatched to his ladylove. In sure anticipation of a friendly welcome, he called at the house of the young woman the same evening, and was not a little surprised at a frosty reception.

After a pause the young woman remarked in the most frigid tones: "You sent me a note to-day."

"A note—?"

"Certainly, along with the flowers."

"To be sure, I sent you flowers; but—"

"And this note was with the bouquet. Do you mean to deny it?"

And the young man read: "Don't forget the old trousers you promised me the other day."

No Conversation.

Barber—You're next, sir. Hair cut? Pepprey—Yes, and here, put this in your pocket for yourself.

Barber—Thank you, sir. I don't often get my tip before I begin, and I appreciate—

Pepprey—I don't want you to consider that a tip, but "hush money."

A dissatisfied customer is a poor advertisement.



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

Foster, Stevens & Co.,
31, 33, 35, 37, 39 Louis St. 10 & 12 Monroe St.
Grand Rapids, Mich.

Standard and Sisal Binder Twine


For Prompt Shipment.

Pat. Silver Binder Twine

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

THE M. I. WILCOX COMPANY

210 to 216 Water St., Toledo, Ohio



THE ALLEN LIGHT, MFG. BY M.B. ALLEN GAS LIGHT CO., BATTLE CREEK, MICH.

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.

Buckeye Paint & Varnish Co.

PAINT, COLOR AND VARNISH MAKERS

Mixed Paint, White Lead, Shingle Stains, Wood Fillers

Sole Manufacturers CRYSTAL ROCK FINISH for Interior and Exterior Use.

Corner 15th and Lucas Streets, Toledo, Ohio.

Clerks' Corner.

Merchants Realize the Importance of Show Windows.

To the observing traveler the big improvement in window dressing among the country merchants is very noticeable. It used to be that twice a year—spring and fall—was considered often enough to change window displays and these displays generally consisted in crowding into the windows a little of everything in the store. Now there is hardly any town so small but that its numbers among its merchants some good window dressers. The trade papers necessarily deserve a great deal of credit for this, for while the merchant picks up some good ideas on his visits to the city, these visits are so far apart and the displays so much more elaborate than it is practicable or even possible for him to make, and his opportunities for studying them so limited, that he derives very little benefit from that source. On the other hand the trade paper is constantly on the alert for new and bright ideas in window dressing applicable to the country store and it impresses upon the merchant the fact that if he would keep up with the times and make his business a success he must not neglect the windows.

Sometimes you see a nice big window in a prominent place not very attractively dressed and in the course of your conversation with the proprietor you casually mention the fact and ask him, outright, why, having such nice windows, he does not do a little good advertising by making a nice display; he admits this should be done, but says nice window fixtures cost too much, so he has to get along the best he can without them. You might tell him that in some of the most attractive window displays you ever saw they did not use thirty cents' worth of fixtures, but he is skeptical.

A traveling salesman who has in him the making of a good window dresser numbers among his customers a firm having a store with good window possibilities that were never taken advantage of. On one of his visits he began to "jolly" the clerks about the condition of the show window; they replied that the boss would not buy fixtures, so what could they do? He answered that he would just take a few hours off and show them a few things; he spent all the afternoon on the window and the proprietor and clerks were delighted with the results and expressed great surprise that so much could be accomplished with a few pine box lids, a little crepe tissue paper and white card board. To set off the window trim properly he bought a ten cent illustrated magazine and made some nice cardboard signs by cutting out and pasting pictures on the cards with appropriate wording. The window began immediately to attract the attention of the passerby, who had grown so accustomed to the old window that the change was startling and they stopped to have a look. One of the clerks saw the point and began to take an interest. The salesman keeps him posted on the new ideas he picks up as he goes along and the proprietor of the store is satisfied there is something in window dressing after all.

The same salesman was telling us of a trim he saw the other day, which attracted no little attention. The readers of the Sunday papers have become familiar with the characters on the

funny sheet, among which is an individual called Happy Hooligan. Happy is always depicted as getting the worst of it while engaged in some philanthropic act. The window dresser had cut out a number of these pictures and pasted them on cardboard, which were made into sign and price cards. In the center of the window was a life-like figure of Happy, made from a suit of old clothes; the head or face was an enlargement of the original picture on cardboard, and with the tomato can on top, looked quite natural. Nearly everyone passing had to stop and take a look at Happy.

But it is not at all necessary for the window dresser to resort to anything of this kind; he can, with the assistance of price cards, always arrange an attractive window with the goods at his disposal.

The possibilities of the window card are unlimited when one has used the artistic kind for a while. A change can be made to the crude style affected by the city merchants. An ordinary piece of brown paper with a ragged edge is used and whatever you have to say is written with a heavy piece of charcoal. Current events as chronicled in the newspapers are often used, for instance, the heading of an article, "Did Hobson push her?" cut out and pasted on a sheet of brown paper and written below "We don't know whether he did or not, but did you notice the \$3 line we showed yesterday, and what do you think of this lot at \$2.45?" was used one day last week by a St. Louis merchant. Quite a crowd stopped to read what he had to say about it.

Anything of this kind always attracts attention, but it should never be allowed to stand over one or two days. A constant change and always something new is necessary to make it a good drawing card. A window trim, no matter how nice, is never so attractive as when nice window cards are used.—Shoe and Leather Gazette.



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

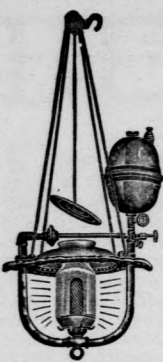
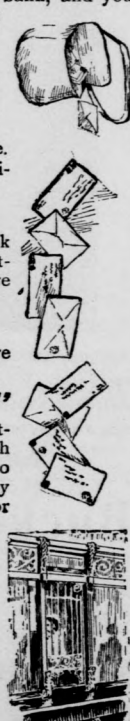
3% interest

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.



Halo Pressure Lamp
500 Candle Power

A Summer Light

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

Brilliant or Halo Gasoline Gas Lamps

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

15 to 30 cents a month

No heat, smoke, smell or greasy wick.



100 Candle Power

Brilliant Gas Lamp Company

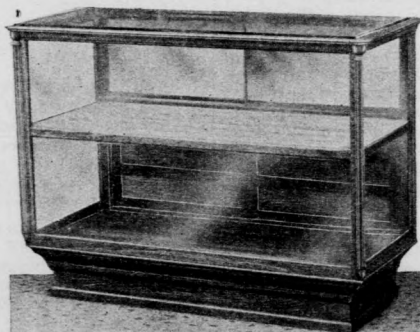
George Bohner

42 State St., Chicago

The same is true of the line of Baked Goods and D Crackers manufactured by E. J. Kruec & Co., Detroit, Mich. Not in the Trust.

Grand Rapids Fixtures Co.

A new elegant design in a combination Cigar Case



Shipped knocked down. Takes first class freight rate.

No. 36 Cigar Case.

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

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

Commercial Travelers

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

Retail Clerkship a Preparatory School For Traveling Salesmen.

First-class, successful clerks and salesmen are born, not made. It is one of the most important qualifications of first-class clerks and salesmen that they should have a natural inclination and ability for these positions. Before a young man launches out into the world, he should endeavor to study himself, and determine for what vocation in life he is best fitted by nature and inclination, and once having decided upon this, he should endeavor to enter that particular branch of business, trade or profession that he has made sure will be most agreeable, and for which by nature he is best fitted.

It is true that a person possessed of a fair amount of intelligence and education can adapt and qualify himself by knowledge and experience to a variety of business, and perhaps meet with some success in almost any branch that he may take up, if he applies himself assiduously to mastering the details of the business he enters. Certainly it is most desirable that he should engage in the vocation for which he has a special preference or liking and ability. By so doing he will take more interest in the business, and be more likely to be satisfied, and meet with greater success. "A Jack of all trades usually is good at none."

A person to become a popular and successful retail clerk or salesman must cultivate the virtue of patience and forbearance, and at all times be pleasant, agreeable and diligent and endeavor to master every detail of his chosen field of labor. A clerk or salesman has a variety of people to serve, and he should at all times be affable, obliging and polite to all customers, whether they be high or low, rich or poor. Very soon these desirable qualities will be recognized, not alone by their employers, but also by the customers he serves, and if the position or vocation he has chosen in life be agreeable to him, he will enjoy much pleasure, satisfaction and profit from it.

Probably there is no retail position more exacting and trying to a person's patience than that of clerk or salesman in a retail shoe store or department, for he must satisfy the customer in several different ways. First he must have the particular style, quality and price shoe that the customer wants, and then must be particular to fit the feet of his customer, and this frequently is a difficult thing to do. Many people are difficult to properly and correctly fit, especially if the clerk does not have a variety of styles that suit the customer's fancy, and also his purse as well as his feet.

Very often customers are unreasonable and more exacting than they should be, for there are "many men of many minds," and the peculiar vagaries of a variety of people must be catered to and under the most trying and annoying circumstances the clerk or salesman should restrain his temper and not let his customer discover that he is annoyed or

perplexed. Politeness and civility are cheap commodities, and should at all times be practiced by clerks and salesmen as well as other people, whether or not they are really heartfelt.

It is perfectly proper that the salesman should advise and endeavor to persuade, in a delicate and cautious manner, a customer to buy the kind, quality and style of shoe which he thinks is best adapted to his feet, needs and requirements for the work or pleasure in which he is engaged. But the salesman should be cheerful, and not become over-insistent that the customer should accept his advice where he sees it is annoying to the customer.

Patience is a great virtue. It has been said that Job had great patience, but we have no record that he ever was engaged in the position of clerk or salesman. Perhaps had he lived in this age and been engaged in such a position his patience would have been more exhausted than it was when his body was covered with boils. The patience of the wholesale salesman also is often severely tested, but I think not to the extent of the retail salesman.

Although the writer has been traveling salesman for wholesale houses the greater portion of his business career, still he speaks also from a few years' experience as a retail salesman, although in a shoe store of his own. The wholesale salesman, as a rule, deals with a different class of customers than does the retail salesman; for generally the retail dealer understands the business, is judge of goods, and knows just about what particular qualities and styles are best suited to the requirements of his trade. But there often is required greater diplomacy by the wholesale salesman than is needed by the retail salesman, for usually he has something new to introduce, and oftentimes it requires skill and ability of a different order than is necessary for the retail salesman to induce the retail dealer to purchase some untried new styles and qualities.

But I think the position of retail salesman is a good preparatory school for a person who wishes to become a wholesale or traveling salesman, and when he has once attained the latter position he will constantly find something new to learn, for it is particularly requisite that he should keep abreast of the times and be up to date on all the new styles and wrinkles of the trade, as well as modern ideas of business, and all the detail of intricate and delicate methods to employ, according to the knowledge and efficiency of his customers. Also he must study human nature and be able to judge the vagaries and peculiar characteristics of his customers, as well as their demands and requirements of their business and goods best adapted to their respective localities and class of customers they have.

All these things the wide-awake traveling salesman must learn from experience and close observation. Numberless other desirable and necessary qualifications he may require to make him at all times a competent salesman.—Harry T. Nisbet in Boot and Shoe Recorder.

C. S. Kelsey, the eloquent exponent of Grape Sugar Flakes, is taking a course of treatment for his trouble at the hands of Chicago specialists.

V. Vallier has engaged in the grocery business at Fremont. The Musselman Grocer Co. furnished the stock.

Gripsack Brigade.

P. M. Vandrezzer (Olney & Judson Grocer Co.) is taking a fortnight's vacation. His trade is being covered in the meantime by Frank Smitton, formerly connected with the shipping department of that house.

Jonesville Independent: W. Houseknecht travels for the Port Huron Engine Co., and he does more than travel, for in the ten days ending last Saturday night he sold a machine of some kind, either separator, engine or shredder, every day.

A Sturgis correspondent writes: John Tripp, one of our successful clothing merchants, has as a side issue a job as drummer for an Eastern clothing house. He has returned from a fifty-four day trip, during which he sold \$68,000 worth of clothing.

Thomas P. Plues, son of Thomas Plues, traveling representative for the Continental Tobacco Co., has engaged to travel for Spaulding & Merrick, covering the retail trade of Livingston, Ingram, Clinton, Gratiot and Shiawassee counties. Mr. Plues made a somewhat remarkable record as city circulation manager for the Detroit To-Day and enters upon his new career with bright anticipation and every prospect of achieving success.

Charles Ross Becomes a Benedict.

Grand Haven, July 26—The wedding of Miss Esther Davis and Mr. John Charles Ross, of Detroit, occurred at the home of the bride's mother, Mrs. John T. Davis, in Grand Haven, last Tuesday evening, July 22, in the presence of the intimate friends of the bride and groom. A wedding supper was served at 6 o'clock and at 7:30 the bridal party entered the parlors to the sweet strains of Mendelsohn's wedding march, where the marriage ceremony was performed by Rev. Mr. Dodson, of the Episcopal church.

At the close of the ceremony the bridal party received from 8 to 10 o'clock about 500 guests from the city and abroad. The rooms were decorated with smilax, palms, roses and ferns and the effect was beautiful.

Mr. and Mrs. Ross have gone to Mackinac, Sault Ste. Marie and Detroit for a wedding tour, after which they will be at home at 177 South Union street, Grand Rapids.

The bride comes of one of the oldest families of the city and is well known in local society circles. She is a talented, estimable young woman and has a large coterie of friends who, while wishing her "health, wealth and happiness" with all their hearts, will sadly regret the vacancy she leaves among them.

The wedding gifts were particularly rich and numerous and were from friends both here and away.

Charlie Ross is well known in the western and southern parts of this State, through which section he has carried a grip for a number of years for Standart Bros., wholesale hardware dealers, of Detroit.

Death of Wm. H. Goodspeed, the Veteran Coffee Salesman.

Wm. H. Goodspeed, who traveled in Michigan twenty years for the Woolson Spice Co., died at his home, 128 West Fort street, Detroit, Friday, July 18, in the 58th year of his age. The particulars surrounding the death are thus described by Mrs. Goodspeed in a letter to the editor of the Tradesman:

Mr. Goodspeed had been home two weeks on his vacation, was in as good health as usual, and on the Wednesday before his death was down town with some of his friends here attending the Elks' carnival and possibly overdid himself, it being very warm.

The evening (Wednesday) he spent with his family and retired about 10:30 o'clock. In the morning of Thursday at breakfast Mr. Goodspeed was not

present, but, owing to the heat, he was not disturbed until 11 o'clock, when I found him unconscious from a stroke of apoplexy. Medical aid was hastily summoned, but the end was near and he remained so until death relieved him at 2 o'clock on Friday morning. It being Mr. Goodspeed's wish that he be cremated, the services at the house and chapel were very private, such being his wish, as he had lived simply and quietly.

In 1874 Mr. Goodspeed married Emma L. Address, and later moved to Toledo, Ohio. In 1882 he joined the Woolson Spice Co. as a traveling man and remained with that house until his death. He left Toledo and lived two years in Grand Rapids, and had lived in Detroit about ten years. He leaves a large circle of friends in the above named towns, besides his friends throughout the State, as he traveled entirely in Michigan. He leaves two brothers, a widow and a son and daughter, Edwin M. and Alice M., to mourn his loss.

Mr. Goodspeed was born in Elyria, Ohio, September 20, 1844, making that his home for a number of years.

The deceased was for many years a warm personal friend of A. B. Gardner, landlord at the Warwick. On the occasion of his last trip here, about two weeks before he died, he showed Mr. Gardner a letter he had just received from his employer, informing him that he could take a month's vacation and that his salary would be continued in the meantime.

Money is the root but lack of it is the seed of all evil.

Hotel Hannah

Sebewaing, Michigan

FOR SALE

New brick hotel, with new furniture throughout; electric light, artesian well and livery. Enquire of

C. F. Bach, Sebewaing, Mich.

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.

The Warwick

Strictly first class.

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

A. B. GARDNER, Manager.

Drugs--Chemicals

Michigan State Board of Pharmacy

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. SEELEY, Detroit.**
 Treasurer—**D. A. HAGENS, Monroe.**
 Annual Meeting—Saginaw, Aug. 12 and 13.

How to Avoid Discolored Syrup of Ferrous Iodide.

The many theories advanced by which it is endeavored to show how to get rid of the dark color of syrup of iron that is produced by long exposure to light or by too frequent openings of the containers, have their good and bad points, but none of them have ever given the eminent satisfaction that I have found in using sodium hyposulphite. This is the Squibb method of the dispensatory, and when tried—as all the tests of the Pharmacopoeia and dispensatory should be tried—with care and patience, will yield excellent results, and will not impair the therapeutic value of the preparation to any great extent.

Some of the pharmacists whom I have talked with concerning the addition of this and other preservatives have said that they do not use them through a fear that they would produce some untoward results, but I satisfied myself on that point, so far as sodium hyposulphite is concerned, by consulting some physicians who use our syrup frequently, and who stated that they do not find such results in their daily practice, and can not see that the therapeutic action of the syrup is impaired in any way.

My experience with the discolored syrup has been amusing. I have tried the syrups of different manufacturers and of fellow workers; and some of these would turn lighter in color when exposed to the direct rays of the sun, while others would not. Some would change their color even when stored in small, well-filled, amber bottles, while nearly all would change to some extent.

In following the directions of the dispensatory, I dissolve about twenty grains of sodium hyposulphite in one ounce of water and add as much of this solution to the discolored syrup as is needed to restore the natural color. This may also be done by adding the salt to the syrup direct, using a mortar to facilitate solution. When the color is very dark, by adding the salt direct you do not increase the volume of the syrup, and so do not dilute it. Either method will bring about the result desired and will not affect the ferruginous taste or the color as required by the Pharmacopoeia. If too much is added, however, the color will be somewhat lighter than when first made.

In restoring the color by this method, the U. S. P. tests have not been interfered with in the least, the taste is the same, as was referred to above, and the color is correct. The syrup still remains neutral. By adding a few drops of potassium ferricyanide solution (1 to 10) to a small portion of the syrup (after restoring the color by means of the sodium hyposulphite solution) a blue precipitate will still be produced. The pharmacopoeial test for free iodine

shows the absence of the latter after restoring the color with the hyposulphite in the proportions as stated, when free iodine was present before the addition of the salt. With the facilities at hand, I am not able to make the last test in the Pharmacopoeia for the percentage of ferrous iodide, but hope to do so sometime soon and will give a report of this later, trying to discover whether, if a sample is tested and allowed to discolor, the percentage of ferrous iodide will be changed by standing, or after being restored in color by the addition of sodium hyposulphite.

After exposing a darkened syrup to sunlight, the color in some instances seems to become much lighter, but I have never been able to get it to resume the same greenish color which it possesses when first made. The dispensatory says that the syrup can not be the same after the color has been restored by the sunlight method, as it is probable that some ferric iodate is formed, thus rendering the syrup useless. There is no ferric reaction to be had from the samples tested by the writer, however. Ferrous sulphide is formed, which produces a very easily decomposed iodide, and this iodide liberates free iodine almost at once. The addition of tartaric and citric acids has never proved quite as satisfactory as has been credited. Hypophosphorous acid, if added, is like the other acids just spoken of; it does not prove very satisfactory. Syrups to which this acid has been added have turned dark brown in color after prolonged standing. The acid seems to prevent the liberation of free iodine, but the color will change, due probably to the ferrous sulphide formed.

I am not in a position to suggest changes in the Pharmacopoeia, but I have found by experience that the syrup made from rock candy crystals, and made by a cold process, will give better results in the manufacture of Syrupus Ferri Iodidi than when the syrup is made from sugar and by the use of heat. The dispensatory says that the preparation is rendered more stable by the addition of sugar but more sugar would make necessary a change in the present formula. Should the syrup made from sugar be heated too highly, there is danger of the syrup turning dark, due to the caramel formed.

I suppose that nearly every druggist knows the value of sodium hyposulphite in restoring discolored solutions of potassium iodide, thus rendering them "elegant" and not entailing the loss that would otherwise be sustained by having to throw away the amount of iodide represented in the solutions.

Euclid Snow, Ph. C.

The Drug Market.

Opium—Is dull at the decline, but unchanged in price.

Morphine—Is steady.

Quinine—All brands have declined 2c per oz. The demand is small at this season of the year. Higher prices are not looked for.

Alcohol—Has again advanced, on account of high price for corn.

Cocaine—The market is unsettled, on account of competition.

Grains of Paradise—On account of large stocks, have declined.

Menthol—Is in small supply and prices have advanced and are very firm.

Select Elm Bark—Continues scarce and high.

Linseed Oil—On account of competition and pressure to sell has declined.

Storing Crude Drugs.

W. A. Dawson says that in the storage of crude drugs the ordinary drug drawers may be fitted with two tin boxes with tight fitting covers and the whole and powdered drug thus kept in the same drawer. Where the quantities stocked are small, four boxes may be fitted to a drawer and space thereby economized. "For storing surplus stock of drugs," says Mr. Dawson, "such things as are bought in paper in larger quantities than the containers will hold, I have found convenient some storage cans made from empty five-gallon castor oil cans. These are sent to the tinsmith, who fits a tin cover to them; they are then painted with several coats of white and lettered in black: 'Extra Stock,' and 'Sundry Drugs.' The surplus stock, wrapped in its original paper, over which is wrapped a sheet of thin paraffined paper, is then stored therein, several packages in a can. A string tag tied to the handle of the cover gives a list of the contents, and is corrected whenever anything is added or taken from the can. We have about a dozen of these storage cans, and have no losses from deteriorated drugs kept in paper.

For the storage of pressed herbs, square tin cans that will hold a pound of herbs, the cans kept under a counter, near the store scale counter, is about the best and most convenient disposal to make of them. Fifty or sixty boxes will be the number required for the stock of this line. Cans of this size are very convenient for other things as well; seeds, anise, caraway, etc., and many drugs, both whole and powdered, may be stored in them, some of the cans being of a larger size if necessary; a bank of a hundred or more under the counter will be found useful.

Selecting a Location For a Drug Store.

In selecting a business location one is often influenced in favor of an otherwise acceptable place by its having a smaller number of drug stores than the average for a town of that size; or, conversely, one is apt to look unfavorably on a good town having rather more than the usual number. A little reflection, however, soon shows that the number of stores should not be a factor of so much importance as their kind. In many towns the trade is controlled by one or two concerns of large capital and progressive methods, to such an extent that competition practically starves out. In such places there will be, naturally, but few stores and yet the opening is anything but a promising one for the reason that the field is fully occupied. In other places the business is scattered among a number of small stores, none financially strong, none especially progressive, and none possessing sufficient advantage over the others to enable it to gain enough headway to put it in prosperous condition. In such a town as this the progressive man of even ordinary means may find a first-rate opening, for the reason that under such conditions some concerns are certain to be discouraged and willing to sell at a sacrifice. By getting them out of the way and plunging boldly into the struggle for business he can frequently attract such attention towards himself as to draw the trade in his direction.

In opening up a new store in any town, it is necessary to remember that one's customers must be won away from other stores. Unless one is prepared to make it to their interest in some way, either in prices, prompt and skillful

service, or convenience, they are not going to leave the other stores. The dead-beats will come, of course—they are always the first to welcome the new store in their midst; but the people who pay their bills have to be tempted by some superiority. In deciding on a location it is well to consider what one can offer the people that is better than they are now receiving. It is a question that is more easily answered at first than later.

Paris Green and Tobacco.

Prof. J. U. Lloyd, writing in the Eclectic Medical Gleaner calls attention to a subject of no little importance and withal of general interest. It is the widely extended and rapidly growing practice among tobacco growers of this country to scatter paris green over the growing plants for exterminating the harmful grubs. This is a timely note of warning. The use of this poisonous drug in the manner indicated should be prohibited by law, for, until its harmlessness has been demonstrated it must be considered as dangerous to the health and life of tobacco users while, on the other hand one of our most important industries may be seriously crippled should European countries decide to legislate against arsenic-laden American tobacco.

The world is for him who has patience.

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—Prickly Ash Berries, Cocaine.

Acidum		Conium Mac.		Sella Co.		Menthol		Selditz Mixture		Linseed, pure raw	
Aceftum \$ 60	8	Copaiba 80	90	Tolutan @ 50	50	Morphia, S. P. & W. 2 15	6 03	Sinapis 20	22	Linseed, boiled 65	68
Benzolcum, German. 70	75	Cubeba 1 15	1 25	Prunus virg. @ 50	50	Morphia, N. Y. Q. 2 15	2 40	Sinapis, opt. @ 30	30	Neatsfoot, winter str 65	80
Boraclic 43	45	Exechthitos 1 00	1 10			Morphia, Mal. 2 15	2 40	Sinapis, De 41	41	Spirits Turpentine 55	60
Carbolcum 24	29	Erigeron 2 00	2 10	Tinctures		Moschus Canton @ 40	40	Sinapis, De Vo's 41	41	Paints BBL. LB.	
Citricum 43	45	Gaultheria 2 00	2 10	Aconitum Napellis R 60	60	Myristica, No. 1 65	80	Soda, Boras 9	11	Red Venetian 1 1/2	2 1/2
Hydrochlor. 3	5	Gossypii, ounce 50	60	Aconitum Napellis F 50	50	Nux Vomica...po. 15 @ 10	10	Soda, Boras, po. 9	11	Ochre, yellow Mars. 1 1/2	2 1/2
Nitrosum 8	10	Hedeoma 1 80	1 85	Aloes 60	60	Os Sepia 35	37	Soda, Potass Tart. 2 1/2	25	Ochre, yellow Ber. 1 1/2	2 1/2
Oxallcum 12	14	Junipera 1 50	2 00	Aloes and Myrrh 60	60	Pepsin Saac, H. & P. D Co @ 1 00	1 00	Soda, Carb. 1 1/4	2 1/2	Putty, commercial 2 1/4	2 1/2
Phosphorium, dll. 50	53	Lavendula 90	2 00	Assafetida 50	50	Piety Liq. N.N. 1/4 gal. @ 2 00	2 00	Soda, Bi-Carb. 3	5	Putty, strictly pure 2 1/4	2 1/2
Salicylicum 1 1/2	2 1/2	Limonia 1 15	1 25	Assafetida 50	50	Piety Liq., quarts @ 1 00	1 00	Soda, Ash 3 1/4	4	Vermilion, Prime 1 1/2	1 5
Sulphuricum 1 10	1 20	Mentha Piper 2 30	2 50	Aurope Belladonna 50	50	Pil Hydrarg. po. 80 @ 50	50	Spts. Cologne 50	55	Vermilion, English 70	75
Tannicum 38	40	Mentha Verid 1 90	2 00	Atropi Cortex 50	50	Piper Nigra...po. 22 @ 18	18	Spts. Ether Co. @ 2 00	2 00	Green, Paris 14 1/2	18 1/2
Tartaricum 38	40	Morrhuae, gal. 2 00	2 10	Benzoin 50	50	Piper Alba...po. 35 @ 7	7	Spts. Vini Rect. bbl. @ 2	2	Green, Peninsular 13	16
Ammonia		Myrica 4 00	4 50	Benzoin Co. 50	50	Plix Burgun @ 7	7	Spts. Vini Rect. 1/2 bbl. @ 2	2	Lead, red 5	6 1/2
Aqua, 16 deg. 40	6	Olive 75	3 00	Benzoin Co. 50	50	Plumbi Acet. 10	12	Spts. Vini Rect. 10 gal. @ 2	2	Lead, white 6	6 1/2
Aqua, 20 deg. 80	1 00	Piety Liquida, gal. 10	12	Benzoin Co. 50	50	Pulvis Ipeacac et Opil 1 30	1 50	Spts. Vini Rect. 5 gal. @ 2	2	Whiting, white Span @ 90	90
Carbonas 13	15	Piety Liquida, gal. 10	12	Cantharides 75	75	Pyrethrum, boxes H. & P. D. Co., doz. @ 75	75	Strychnia, Crystal 80	1 05	Whiting, Paris, Amer. @ 95	95
Chloridum 12	14	Ricina 1 00	1 05	Cantharides 75	75	Pyrethrum, pv. 25	30	Sulphur, Subl. 2 1/4	3 1/4	Whiting, Paris, Eng. @ 1 25	1 25
Aniline		Rosmarini @ 1 00	1 00	Castor 1 00	1 00	Quassia 25	30	Sulphur, Roll. 2 1/4	3 1/4	Universal Prepared 1 10	1 20
Black 2 00	2 25	Rose, ounce 6 00	6 50	Catechu 2 00	2 00	Quina, S. P. & W. 25	35	Tamarinds 8	10	Varnishes	
Brown 80	1 00	Succini 40	45	Cinchona 50	50	Quina, S. German 75	75	Terebenth Venice 25	30	No. 1 Turp Coach 1 10	1 20
Red 45	50	Sabina 90	1 00	Cinchona Co. 50	50	Quina, N. Y. 25	35	Whale, winter 70	70	Extra Turp 1 60	1 70
Yellow 2 50	3 00	Santal 2 75	7 00	Columba 50	50	Rubia Tinctorum 12	14	Lard, extra 85	90	Coach Body 2 75	3 00
Bacca		Sassafras 55	60	Cubeba 50	50	Sapo M 12	14	Lard, No. 1 60	65	No. 1 Turp Furn. 1 00	1 10
Cubeba...po. 25 22	24	Sinapis, ess., ounce. 1 50	1 60	Cassia Acutifol Co. 50	50	Sapo M 10	12	Whale, winter 70	70	Extra Turp Damar. 1 55	1 60
Juniperus 7	8	Tigil 1 50	1 60	Cassia Acutifol Co. 50	50	Sapo G @ 15	15			Jap. Dryer, No. 1 Turp 70	79
Xanthoxylum 1 50	1 60	Thyme, opt. 40	50	Ergot 50	50	Oils					
Balsamum		Theobromas 15	20	Ferri Chloridum 35	35	Whale, winter 70	70				
Copaiba 50	55	Potassium		Gentian 50	50	Lard, extra 85	90				
Peru @ 1 70	1 70	Bi-Carb. 15	18	Gentian Co. 50	50	Lard, No. 1 60	65				
Terabin, Canada 60	65	Bichromate 13	15	Gulaca 50	50						
Tolutan 45	50	Bromide 52	57	Gulaca ammon 50	50						
Cortex		Carb 12	15	Hycosyamus 50	50						
Ables, Canadian 18	18	Chlorate...po. 17@19 16	18	Iodine 75	75						
Cassia 12	12	Cyanide 34	38	Iodine colorless 50	50						
Cinchona Flava 18	18	Iodide 2 30	2 40	Kino 50	50						
Enonymus atropurp. 30	30	Potassa, Bitart, pure 28	30	Lobelia 50	50						
Myrica Cerifera, po. 20	20	Potass Nitras, opt. 7	10	Myrrh 50	50						
Prunus Virgini 12	12	Potass Nitras 6	8	Nux Vomica 50	50						
Quillaja, gr'd 12	12	Prussiate 23	26	Opil 75	75						
Sassafras...po. 15 12	12	Sulphate po. 15	18	Opil, comphorated 1 50	1 50						
Ulmus...po. 18, gr'd 20	20	Radix		Opil, deodorized 50	50						
Extractum		Aconitum 20	25	Quassia 50	50						
Glycyrrhiza Glabra 24	25	Altha 30	33	Rhatany 50	50						
Glycyrrhiza, po 28	30	Anchusa 10	12	Rhel 50	50						
Haematox, 15 lb. box 11	12	Arum po. 20	20	Sanguinaria 50	50						
Haematox, 1s 13	14	Calamus 20	40	Serpentaria 50	50						
Haematox, 1/4s 14	15	Galatana...po. 15 12	15	Stramonium 60	60						
Haematox, 1/8s 16	17	Glycyrrhiza...pv. 15 16	18	Tolutan 60	60						
Ferru		Hydrastis Canaden. @ 75	75	Valerian 50	50						
Carbonate Precip. 15	15	Hydrastis Can. po. @ 80	80	Veratrum Veride. 50	50						
Citrate and Quinla 2 25	2 25	Hellebore, Alba, po. 12	15	Zingiber 20	20						
Citrate Soluble 75	75	Inula, po. 18	22	Miscellaneous							
Ferrocyanidum Sol. 40	40	Maranta 2	2	Aether, Spts. Nit. F 30	35						
Solut. Chloride 15	15	Podophyllum, po. 22	25	Aether, Spts. Nit. F 34	38						
Sulphate, com'l. 2	2	Rhel 75	1 00	Alumen 2 1/2	3						
Sulphate, com'l., by bbl, per cwt. 80	80	Rhel, cut. @ 1 25	1 25	Annato. 40	50						
Sulphate, pure 7	7	Rhel, pv. 75	1 35	Antimon, po. 40	50						
Flora		Spigella 35	38	Antimoniet Potass T 40	50						
Arnica 15	18	Sanguinaria...po. 15 @ 18	18	Antipyrin @ 20	20						
Anthemils 22	25	Serpentaria 50	55	Argent Nitras, oz. @ 46	46						
Matricaria 30	35	Senega 60	65	Arsenicum 10	12						
Folia		Smilax, officinalis H. @ 40	40	Balm Glead Buds. 45	50						
Barosma 35	40	Smilax, M. @ 25	25	Bismuth S. N. 1 65	1 70						
Cassia Acutifol, Tinnely 20	25	Sellize 10	12	Calcium Chlor., 1s. @ 9	9						
Cassia, Acutifol, Alx. 25	30	Symplocarpus, Foetidus, po. @ 25	25	Calcium Chlor., 1/4s. @ 10	10						
Salvia officinalis, 1/4s 12	20	Valeriana, Eng. po. 30 15	20	Calcium Chlor., 1/8s. @ 12	12						
Uva Ursi 8	10	Valeriana, German. 15	20	Cantharides, Rus po. @ 15	15						
Gummi		Zingiber a 14	16	Capsici Fructus, af. @ 15	15						
Acacia, 1st picked 4	65	Zingiber j. 25	27	Capsici Fructus B, po. @ 15	15						
Acacia, 2d picked 4	45	Semen		Caryophyllus. po. 15 12	14						
Acacia, 3d picked 4	25	Anisum @ 15	15	Carmine, No. 40 3	3 00						
Acacia, sifted sorts. 45	65	Apium (graveleons). 13	15	Cera Alba 55	60						
Acacia, po. 12	14	Bird, 1s. 4	6	Cera Flava 40	42						
Aloe, Barb. po. 18@20 12	14	Cardamon...po. 15 10	11	Coccus 40	40						
Aloe, Cape, po. 15. 40	40	Cardamon...po. 15 10	11	Cassia Fructus 35	35						
Aloe, Socotri, po. 40 55	60	Cardandrum 8	10	Canthar. 35	35						
Ammoniac...po. 40 55	60	Chenopodium 15	16	Coccosum 45	45						
Assafetida...po. 40 50	55	Cinchonidine, P. & W. 38	48	Chloroform 55	60						
Benzolium 50	55	Cinchonidine, Germ. 38	48	Chloroform, squibbs 1 10	1 10						
Catechu, 1s. @ 13	13	Cocaine 4 05	4 15	Chloral Hyd Crst. 1 35	1 60						
Catechu, 1/4s. @ 16	16	Corks, list, dis. pr. et. @ 45	45	Chondrus 20	25						
Catechu, 1/8s. @ 16	16	Creosotum @ 45	45	Cinchonidine, P. & W. 38	48						
Camphora 64	69	Creta @ 2	2	Cinchonidine, Germ. 38	48						
Euphorbium...po. 35 @ 1 00	1 00	Creta, list, dis. pr. et. @ 45	45	Cocaine 4 05	4 15						
Galbanum 80	85	Creta, bbl. 75 @ 2	2	Coccosum 45	45						
Gamboge...po. 80	85	Creta, prep. @ 9	9	Chloroform 55	60						
Gualacum...po. 35 @ 75	75	Creta, prep. @ 9	9	Chloroform, squibbs 1 10	1 10						
Kino...po. 30.75 @ 60	60	Creta, Rubra. @ 5	5	Chloral Hyd Crst. 1 35	1 60						
Mastic @ 40	40	Crocus 25	30	Chondrus 20	25						
Myrrh...po. 45 @ 3 00	3 10	Cudbear 25	30	Cinchonidine, P. & W. 38	48						
Opil...po. 4.10@4.30 3 00	3 10	Cupri Sulph. 6 1/2	8	Cinchonidine, Germ. 38	48						
Shellac 35	45	Dextrine 7	10	Cocaine 4 05	4 15						
Shellac, bleached 40	45	Ether Sulph. 7	10	Corks, list, dis. pr. et. @ 45	45						
Tragacanth 70	1 00	Ether, all numbe.s. @ 8	8	Creosotum @ 45	45						
Herba		Emery, po. @ 10	10	Creta @ 2	2						
Absinthium...oz. pkg 25	25	Emery, po. 90 @ 85	90	Creta, prep. @ 9	9						
Eupatorium...oz. pkg 25	25	Flake White 12	15	Crocus 25	30						
Lobelia...oz. pkg 25	25	Galla @ 23	23	Cudbear 25	30						
Majorum...oz. pkg 25	25	Gambler @ 9	9	Cupri Sulph. 6 1/2	8						
Mentha Pip. oz. pkg 25	25	Gelatn, Cooper @ 60	60	Dextrine 7	10						
Mentha Vir. oz. pkg 39	39	Gelatn, French @ 35	60	Ether Sulph. 7	10						
Rue...oz. pkg 22	22	Glassware, flint, box 75	85	Ether, all numbe.s. @ 8	8						
Tanacetum V oz. pkg 25	25	Less than box 70	70	Emery, po. @ 10	10						
Thymus, V...oz. pkg 25	25	Glue, brown 11	13	Emery, po. 90 @ 85	90						
Magnesia		Glue, white 15	25	Flake White 12	15						
Calcined, Pat. 55	60	Glycerina 17 1/2	25	Galla @ 23	23						
Carbonate, Pat. 18	20	Grana Paradisi. @ 25	25	Gambler @ 9	9						
Carbonate, K. & M. 18	20	Humulus 25	25	Gelatn, Cooper @ 60	60						
Carbonate, Jennings 18	20	Hydrarg Chlor Mite @ 1 00	1 00	Gelatn, French @ 35	60						
Oleum		Hydrarg Chlor Cor. @ 1 10	1 10	Glassware, flint, box 75	85						
Absinth											

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 Canned Tomatoes Jumbo Peanuts

DECLINED Canned Corn Roast Beef Limburger Cheese

Index to Markets By Columns

Table listing market indices for various goods including Canned Tomatoes, Jumbo Peanuts, Baking Powder, etc., with columns for item name and price.

1 AXLE GREASE

Table listing prices for Axle Grease products like Aurora, Castor Oil, Diamond, etc.



Table listing prices for Mica Axle Grease tin boxes and Baking Powder.

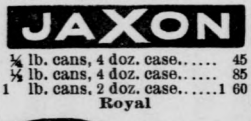


Table listing prices for Jaxon Bath Bricks in various sizes and quantities.



Table listing prices for Royal Blueing products.



Table listing prices for Jennings Condensed Pearl Blueing.

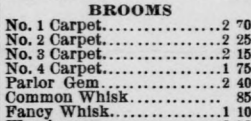


Table listing prices for Gera Nut Flakes in various cases and lots.

Table listing prices for various types of brushes.

Table listing prices for Butter Color products.

2 CANDLES

Table listing prices for Electric Light and Paragon candles.

Table listing prices for Canned Goods like Apples and Blackberries.

Table listing prices for Beans and Blueberries.

Table listing prices for Brook Trout and Clams.

Table listing prices for Clam Bouillon and Cherries.

Table listing prices for Corn and French Peas.

Table listing prices for Gooseberries and Hominy.

Table listing prices for Lobster and Mackerel.

Table listing prices for Mushrooms and Oysters.

Table listing prices for Peaches and Pears.

Table listing prices for Peas and Pineapple.

Table listing prices for Pumpkin and Raspberries.

Table listing prices for Salmon and Shrimps.

Table listing prices for Sardines and Strawberries.

Table listing prices for various other goods.

3 SUCCO-TASH

Table listing prices for Succotash products.

Table listing prices for Tomatoes.

Table listing prices for Carbon Oils and Barrels.

Table listing prices for Catsup and Cheese.

Table listing prices for various types of Cheese.

Table listing prices for Chewing Gum.

Table listing prices for Chicory.

Table listing prices for Chocolate.

Table listing prices for Clothes Lines.

Table listing prices for Cocoa.

Table listing prices for Cotton Victor and Cotton Windsor.

Table listing prices for Cotton Braided and Galvanized Wire.

Table listing prices for Cocoanut.

Table listing prices for Cocoa Shells.

Table listing prices for Coffee.

Table listing prices for various types of Coffee.

Table listing prices for various other goods.

Table listing prices for various other goods.

4 DWINELL-WRIGHT CO.'S BRANDS



Table listing prices for White House Mocha Java products.

Table listing prices for various types of Coffee.

Table listing prices for various types of Coffee.

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5 SODA

Table listing prices for Soda products.

Table listing prices for various types of Soda.

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6

Table listing various types of Pearl Barley, Green, Scotch, Split, Rolled Oats, and Grits with prices.



Table listing various types of Wheat, Cracked, Bulk, Fishing Tackle, Cotton Lines, and Linen Lines with prices.

JAXON Highest Grade Extracts advertisement.

COLEMAN'S HIGH FOOT & JENK'S EXTRACTS advertisement.

JENNINGS' FLAVORING EXTRACTS advertisement.

Table listing various types of Lemons and other products with prices.

Table listing various types of Beef, Pork, and Lamb with prices.

7

Table listing various types of GELATINE, GRAIN BAGS, and GRAINS AND FLOUR.

Table listing various types of Winter Wheat Flour and Local Brands.

Table listing various types of Flour in bbls. and additional items.

Table listing various types of Spring Wheat Flour and other items.

Table listing various types of Meal, Oats, and Corn.

Table listing various types of Hay and HERBS.

Table listing various types of INDIGO, JELLY, and LICORICE.

Table listing various types of MEAT EXTRACTS, MOLASSES, and MUSTARD.

Table listing various types of OLIVES and PIPES.

8

Table listing various types of PICKLES, PLAYING CARDS, and POTASH.

Table listing various types of PROVISIONS and Barreled Pork.

Table listing various types of Dry Salt Meats and Smoked Meats.

Table listing various types of Lard and Compound.

Table listing various types of Sausages and Beef.

Table listing various types of Pigs' Feet and Casings.

Table listing various types of Uncolored Butterine and Canned Meats.

Table listing various types of RICE and Domestic items.

Sutton's Table Rice advertisement.

9

Table listing various types of Imported items.

IMPORTED O'S AND JAPAN RICE advertisement.

Table listing various types of Best grade Imported Japan and SALAD DRESSING.

Table listing various types of SALES RATUS and Common Grades.

Table listing various types of WARSZAW and Ashton items.

Table listing various types of HIGGINS and Solar Rock items.

Table listing various types of Common items and SALT FISH.

Table listing various types of Halibut and Trout items.

Table listing various types of Mackerel and Herring items.

10

Table listing various types of SEEDS and SHOE BLACKING.

WONDER SOAP advertisement.

Table listing various types of Single box and Savon Imperial items.

Table listing various types of JAXON items.

Table listing various types of Table Sauces and LEA & PERRIN'S SAUCE.

Table listing various types of TEA and Gunpowder items.

Table listing various types of Young Hyson and Oolong items.

Table listing various types of English Breakfast and India items.

Table listing various types of TOBACCO and Kingsford's Corn items.

11

Table listing various types of Common Corn and SYRUPS.

Table listing various types of Pure Cane and STOVE POLISH.

Table listing various types of SUGAR and Crushed items.

Table listing various types of Table Sauces and LEA & PERRIN'S SAUCE.

Table listing various types of TEA and Gunpowder items.

Table listing various types of Young Hyson and Oolong items.

Table listing various types of English Breakfast and India items.

Table listing various types of TOBACCO and Kingsford's Corn items.

S.C.W. advertisement.

PAYING INVESTMENT FOR MERCHANTS

The Kirkwood Short System of Accounts

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

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

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

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

Cabinet patented Mar. 8, 1898. Book patented June 14, 1898. Book patented Mar. 19, 1901. For further particulars write or call on

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

Our Catalogue is "Our Drummer"

It lists the largest line of general merchandise in the world.

It is the only representative of one of the six largest commercial establishments in the United States.

It sells more goods than any four hundred salesmen on the road—and at 1-5 the cost.

It has but one price and that is the lowest.

Its prices are guaranteed and do not change until another catalogue is issued. No discount sheets to bother you.

It tells the truth, the whole truth and nothing but the truth.

It never wastes your time or urges you to overload your stock.

It enables you to select your goods according to your own best judgment and with freedom from undue influence.

It will be sent to any merchant upon request. Ask for catalogue J.

Butler Brothers 230 to 240 Adams St., Chicago We Sell at Wholesale only.

12

Table with 2 columns: Item Name and Price. Includes Lubetsky Bros. brands, Fine Cut, Cadillac, Sweet Loma, Hlawatha, Telegram, Pay Car, Prairie Rose, Protection, Sweet Burley, Tiger, Plug, Red Cross, Palo, Kilo, Hlawatha, Battle Axe, American Eagle, Standard Navy, Spear Head, Nobbu Twist, Jolly Tar, Old Honesty, Toddy, J. T., Finer Hellsick, Boot Jack, Honey Dip Twist, Black Standard, Cadillac, Corge, Nickel Twist, Smoking, Sweet Core, Flat Car, Great Navy, Warpath, Bamboo, I X L, Honey Dew, Gold Block, Flagman, Chips, Kilm Dried, Duke's Mixture, Myrtle Navy, Yum Yum, Cream, Corn Cake, Plow Boy, Peerless, Air Brake, Country Club, Forey, Good Indian, Self Binder, Silver Foam, TWINE, Cotton, Jute, Hemp, Flax, Wool, VINEGAR, Malt White Wine, Pure Cider, WASHING POWDER, Diamond Flake, Gold Brick, Gold Dust, Kirkoline, Pearlina, Soapine, Babbitt's, Roselina, Armour's, Nine O'clock, Wisdom, Scourine, Rub-No-More, WICKING, No. 0, No. 1, No. 2, No. 3, WOODENWARE, Baskets, Bushels, Market, Splint, Willow Clothes, Bradley Butter Boxes, Butter Plates, Churns, Barrel, Clothes Pins, Round head, Egg Crates, Humpty Dumpty, No. 1, No. 2.

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Table with 2 columns: Item Name and Price. Includes Faucets, Cork lined, Mop Sticks, Trojan spring, Eclipse patent spring, No. 1 common, No. 2 patent brush holder, 12 lb. cotton mop heads, Ideal No. 7, Pails, 2-hoop Standard, 3-hoop Standard, 2-wire, 3-wire, Cedar, Paper, Fibre, Toothpicks, Hardwood, Softwood, Banquet, Ideal, Traps, Mouse, Mousse, Rat, Tub, 20-inch Standard, 18-inch Standard, 16-inch Standard, 20-inch Cable, 18-inch Cable, No. 1 Fibre, No. 2 Fibre, No. 3 Fibre, Wash Boards, Bronze Globe, Dewey, Double Acme, Single Acme, Double Peerless, Single Peerless, Northern Queen, Double Duplex, Good Luck, Universal, Window Cleaners, 12 in., 14 in., 16 in., Wood Bowls, 11 in. Butter, 13 in. Butter, 15 in. Butter, 17 in. Butter, 19 in. Butter, Assorted 13-15-17, Assorted 15-17-19, WRAPPING PAPER, Common Straw, Fiber Manila, Fiber Manila colored, No. 1 Manila, Cream Manila, Butcher's Manila, Wax Butter, Wax Butter full count, Wax Butter rolls, YEAST CAKE, Magic, Sunlight, Sunlight 1 1/2 doz., Yeast Cream, Yeast Foam, FRESH FISH, White fish, Trout, Black Bass, Halibut, Clacoco or Herring, Bluefish, Live Lobster, Balled Lobster, Cod, Haddock, No. 1 Pickerel, Pike, Perch, Smoked White, Red Snapper, Col River Salmon, Mackerel, HIDES AND PELTS, Green No. 1, Green No. 2, Cured No. 1, Cured No. 2, Calfskins, Calfskins green No. 2, Calfskins, Calfskins cured No. 1, Calfskins, Calfskins cured No. 2, Pelts, Old Wool, Lamb, Shearlings, Tallow, No. 1, No. 2, Wool, Washed, Unwashed, Unwashed, medium, CANDIES, Stick Candy, Standard, Standard H. H., Standard Twist, Cut Leaf, Jumbo, Extra H. H., Boston Cream, Beet Root.

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Table with 2 columns: Item Name and Price. Includes Mixed Candy, Grocers, Competition, Special, Conserve, Royal, Ribbon, Broken, Cut Leaf, English Rock, Kindergarten, Bon Ton Cream, French Cream, Dandy Pan, Hand Made Cream mixed, Crystal Cream mix, Fancy-In Pails, Champ. Crys. Gums, Pony Hearts, Fairy Cream Squares, Fudge Squares, Peanut Squares, Sulfured Peanuts, Starlight Kisses, San Blas Goodies, Lozenges, plain, Lozenges, printed, Choc. Drops, Eclipse Chocolates, Quintette Choc., Victoria Chocolate, Gum Drops, Moss Drops, Lemon Sours, Imperials, Ital. Cream Opera, Ital. Cream Bombons, 20 lb. palls, Molasses Chews, lb. palls, Golden Waffles, Fancy-In 5 lb. Boxes, Lemon Sours, Peppermint Drops, Chocolate Drops, H. M. Choc. Drops, H. M. Choc. Lt. and Dk. No. 12, Gum Drops, Licorice Drops, Lozenges, plain, Lozenges, printed, Imperials, Mottos, Cream Bar, Molasses Bar, Hand Made Creams, Cream Buttons, and Wint., String Rock, Wintergreen Berries, Caramels, Clipper, 20 lb. palls, Perfection, 20 lb. pls Amazon, Choc Cov'd, Korke 2 for 1c pr bx, Big 3, 3 for 1c pr bx, Dukes, 2 for 1c pr bx, Favorite, 4 for 1c, bx, AA Cream Carls 3lb, FRUITS, Oranges, Florida Russett, Florida Bright, Fancy Navels, Extra Choice, Late Valencias, Seedlings, Medt. Sweet, Jamaleas, Rodl., Lemons, Verdell, ex foy 300, Verdell, ex foy 300, Verdell, ex chco 300, Verdell, ex foy 360, Call Lemons, 300, Messinas 300s, Messinas 360s, Bananas, Medium bunches, Large bunches, Foreign Dried Fruits, Figs, Californias, Fancy, Cal. pkg. 10 lb. boxes, Extra Choice, Turk., 10 lb. boxes, Fancy, Trkr., 12 lb. boxes, Pulled, 6 lb. boxes, Naturals, in bags, Dates, Fards in 10 lb. boxes, Fards in 60 lb. cases, Hallowi., lb. cases, new, Sals, 60 lb. cases, NUTS, Almonds, Tarragona Almonds, Ivica, soft shelled, Brazil, Filberts, Walnuts, Greenobles, Walnut, softshelled, California No. 1, Table Nuts, fancy, Pecans, Med, Pecans, Ex. Large, Pecans, Jumbos, Hickory Nuts per bu., Ohio, new, Cocomnuts, full sacks, Chestnuts, per bu., Peanuts, Fancy, H. P., Suns, Fancy, H. P., Suns, Roasted, Choice, H. P., Jumbo, Choice, H. P., Jumbo, Roasted, Span. Shld No. 1 w

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Table with 2 columns: Item Name and Price. Includes STONEWARE, Butters, 1/2 gal., per doz., 1 to 5 gal., per gal., 3 gal. each, 10 gal. each, 12 gal. each, 15 gal. meat-tubs, each, 20 gal. meat-tubs, each, 25 gal. meat-tubs, each, 30 gal. meat-tubs, each, Churns, 2 to 6 gal., per gal., "urn Dashers, per doz., Milkpans, 1/2 gal. flat or rd. bot., per doz., 1 gal. flat or rd. bot., each, Fine Glazed Milkpans, 1/2 gal. flat or rd. bot., per doz., 1 gal. flat or rd. bot., each, Stewpans, 1/2 gal. fireproof, ball, per doz., 1 gal. fireproof, ball, per doz., Jugs, 1/2 gal. per doz., 3/4 gal. per doz., 1 to 5 gal., per gal., Sealing Wax, 5 lbs. in package, per lb., LAMP BURNERS, No. 0 Sun, No. 1 Sun, No. 2 Sun, No. 3 Sun, Tubular, Nutmeg, LAMP CHIMNEYS—Seconds, No. 0 Sun, No. 1 Sun, No. 2 Sun, Anchor Carton Chimneys, Each chimney in corrugated carton, No. 0 Crimp, No. 1 Crimp, No. 2 Crimp, First Quality, No. 0 Sun, crimp top, wrapped & lab., No. 1 Sun, crimp top, wrapped & lab., No. 2 Sun, crimp top, wrapped & lab., XXX Flint, No. 1 Sun, crimp top, wrapped & lab., No. 2 Sun, crimp top, wrapped & lab., No. 2 Sun, hinge, wrapped & lab., Pearl Top, No. 1 Sun, wrapped and labeled, No. 2 Sun, wrapped and labeled, No. 2 hinge, wrapped and labeled, No. 2 Sun, "Small Bulb," for Globe Lamps, La Bastie, No. 1 Sun, plain bulb, per doz., No. 2 Sun, plain bulb, per doz., No. 1 Crimp, per doz., No. 2 Crimp, per doz., Rochester, No. 1 Lime (65c doz), No. 2 Lime (75c doz), No. 2 Flint (80c doz), Electric, No. 2 Lime (70c doz), No. 2 Flint (80c doz), OIL CANS, 1 gal. tin cans with spout, per doz., 1 gal. galv. iron with spout, per doz., 2 gal. galv. iron with spout, per doz., 3 gal. galv. iron with spout, per doz., 3 gal. galv. iron with faucet, per doz., 5 gal. galv. iron with faucet, per doz., 5 gal. Tiltng cans, 5 gal. galv. iron Nacefas, LANTERNS, No. 0 Tubular, slide lift, No. 1 B Tubular, No. 15 Tubular, dash, No. 1 Tubular, glass fountain, No. 12 Tubular, slide lamp, No. 3 Street lamp, each, LANTERN GLOBES, No. 0 Tub., cases 1 doz. each, box, 10c, No. 0 Tub., cases 2 doz. each, box, 15c, No. 0 Tub., bbls 5 doz. each, per bbl., No. 0 Tub., Bull's eye, cases 1 doz. each, BEST WHITE COTTON WICKS, Roll contains 32 yards in one piece, No. 0, 3/8-inch wide, per gross or roll, No. 1, 1/2-inch wide, per gross or roll, No. 2, 1 inch wide, per gross or roll, No. 3, 1 1/2 inch wide, per gross or roll, COUPON BOOKS, 500 books, any denomination, 100 books, any denomination, 500 books, any denomination, 1,000 books, any denomination, Above quotations are for either Tradesman, Superior, Economic or Universal grades. Where 1,000 books are ordered at a time customers receive specially printed cover without extra charge, Coupon Pass Books, Can be made to represent any denomination from \$10 down, 500 books, 100 books, 500 books, 1,000 books, Credit Checks, 500, any one denomination, 1,000, any one denomination, 2,000, any one denomination, Steel punch.

BAD CANDY DRIVEN OUT.

Enormous Increase of Sales in Consequence.

Since the evolution of the candy trade from the "gumdrops" of our forefathers to the "all day suckers," "frosted figlets," "Foxy Grandpas" and other modern kinds of confectionery the candymakers of this country have increased their product from an annual value of \$3,000,000 to one of more than \$81,000,000. In the last fifty years the increase in the consumption of candy has been twenty-seven fold, although the population of the United States has increased from 23,191,876 to 76,303,387, or a little over three fold. Thus it may be seen that the growth of the candy trade has been nine times as fast as that of the population.

Much of this growth of business has been due, it is said, to the efforts of the National Confectioners' Association, which held its annual convention July 16 and 17, at Saratoga. The organization was formed for the purpose of prohibiting the manufacture of poisonous candies, or, as expressed in its constitution, "to advance the standard of confectionery in all practicable ways and to absolutely prevent hurtful adulterations." Prior to 1884, when the candy manufacturers held their first convention in Chicago, the public had become prejudiced against the eating of candy because of certain poisonous kinds, which often caused sickness and even death.

Thus it grew to be the popular opinion that color in candy was poisonous and that the brighter the color the more potent the poison. As a result of occasional investigations, started by local health authorities, it was discovered that harmful dyes and concoctions were used by some candymakers for the purpose of obtaining a greater margin of profit, and at the same time to dress up their products and make them more alluring to the juvenile appetite.

The manufacturers saw that in order to build up their trade on an enduring basis they must take the people into their confidence. Candy must be made pure and wholesome. Harmful drugs and dyes must be eliminated. The business must be conducted on thorough economic principles, and fraud and adulteration must be prohibited. Thus in seeking to further their own business ends the candy manufacturers contend that they have rendered a great public service in guarding the millions of children of the land against harmful or deleterious sweetmeats.

To carry out this crusade against poisonous candies the confectioners of the country held a widely attended convention at Chicago in 1884, and decided to secure the enactment of pure candy laws in every state in the Union, as well as a federal statute at Washington. Because of the belief of many constitutional lawyers that a federal pure candy law would not be upheld by the courts, the chief energy of the Association has been directed toward obtaining state statutes, and at the convention it announced that laws have been passed in thirty-two states prohibiting the use of deleterious products in the manufacture of candy.

The states where such statutes have been enacted are for the most part in the East and West. The last State to pass a pure candy law was Arkansas. Many of the Southern States have not yet enacted any such statutes, and in Texas, Kansas, West Virginia, Washington, Colorado and Nebraska pure candy

bills are still pending enactment. A federal pure food bill, incorporating certain provisions recommended by the candymakers for the manufacture of pure candy, was introduced at Washington at the last session, but it was sidetracked in the Senate.

It was not long after the first convention of the Association that the good effects of the pure candy crusade began to be manifest. All the large candy manufacturing firms joined the Association, violators of the newly enacted pure candy laws were punished and compelled to abide by the rules of the organization, which offered a reward of \$100 for every offense, and with the renewed confidence of the public the consumption of candy was increased at a remarkable rate. Thus it appears that between the years 1870 and 1880, prior to the organization of the National Confectioners' Association, the value of the annual product had increased only from \$15,922,643 to \$25,637,033, or about 60 per cent., whereas in the ten years between 1880 and 1890 the value of the annual product increased from \$25,637,033 to \$55,997,201, or about 120 per cent. In other words, the growth of the industry was doubled after the crusade began.

Confectionery manufacturers maintain that at the present time candy which contains poisonous or even harmful ingredients is practically unobtainable in states where pure candy laws have been passed. The Association employs chemists and inspectors of its own, who are constantly at work analyzing the colors and materials used in the manufacture of candy, and who inspect any confectionery that may be sent to the Association for examination.

Might Have Been.

A young and very pretty Kalamazoo matron has not lost her sense or her love of coquetry since becoming a wife and has subjected herself to some caustic criticism among her acquaintances because of her ill-concealed penchant for flirting with every good looking man she meets socially. Her ingenuous manner and baby ways usually gain for her a monopoly of masculine attention. She attended a party one evening last week and was, as usual, surrounded during the evening by a bevy of handsome gallants. She dropped her handkerchief, and one of the men, in returning it, noticed that it was knotted and asked why.

"Let-me-see," she said musingly. "I knotted it to remind me of something; but—what?"

"I hardly suppose," remarked her aunt, who was standing near, "that you put that knot there to remind you that you are a married woman—did you?"

In the Center of the Jobbing District.

Merchants who visit Grand Rapids during the trade excursion from Aug. 25 to Sept. 10 are cordially invited to make their headquarters at the Hotel Warwick, which has always been a favorite with Michigan merchants and appears to be growing in favor every day. Ample accommodations will be reserved for those arriving on late trains, including the week of the races, Aug. 26 to 29. The Warwick is the most conveniently located of any hotel in Grand Rapids, being only three blocks from the Union depot, while three main car lines pass the front door. It is in the center of the jobbing district. Landlord Gardner has a long record as a successful hotel man and his management of the Warwick is augmenting that reputation daily. 986

In Training.

"Willy," she said reprovingly, "you mustn't tell lies."
"Why not?" he demanded. "I'm going to be a politician when I grow up."

Hardware Price Current

Ammunition		Caps	
G. D., full count, per m.	40	Hicks' Waterproof, per m.	50
Musket, per m.	75	Ely's Waterproof, per m.	60
Cartridges			
No. 22 short, per m.	2 50	No. 22 long, per m.	3 00
No. 32 short, per m.	5 00	No. 32 long, per m.	5 75
Primers			
No. 2 U. M. C., boxes 250, per m.	1 40	No. 2 Winchester, boxes 250, per m.	1 40
Gun Wads			
Black edge, Nos. 11 and 12 U. M. C.	60	Black edge, Nos. 9 and 10, per m.	70
Black edge, No. 7, per m.	80		
Loaded Shells			
New Rival—For Shotguns			
No.	Drs. of Powder	oz. of Shot	Size Gauge
120	4	1 1/2	10
129	4	1 1/2	9
128	4	1 1/2	8
126	4	1 1/2	6
125	4 1/4	1 1/2	5
154	4 1/4	1 1/2	4
200	3	1	10
208	3	1	8
236	3 1/2	1 1/2	6
265	3 1/2	1 1/2	5
264	3 1/2	1 1/2	4
Discount 40 per cent.			
Paper Shells—Not Loaded			
No. 10, pasteboard boxes 100, per 100.	72	No. 12, pasteboard boxes 100, per 100.	64
Gunpowder			
Kegs, 25 lbs., per keg	4 00	1/2 kegs, 12 1/2 lbs., per 1/2 keg	2 25
1/4 kegs, 6 1/4 lbs., per 1/4 keg	1 25		
Shot			
In sacks containing 25 lbs.		Drop, all sizes smaller than B.	1 60
Augurs and Bits			
Snell's	60	Jennings genuine	25
Jennings imitation	50		
Axes			
First Quality, S. B. Bronze	6 50	First Quality, D. B. Bronze	9 00
First Quality, S. B. S. Steel	6 00	First Quality, D. B. S. Steel	10 50
Barrows			
Railroad	12 00	Garden	29 00
Bolts			
Stove	70	Carriage, new list	60
Plow	50		
Buckets			
Well, plain	\$4 00		
Butts, Cast			
Cast Loose Pin, figured	70	Wrought Narrow	60
Chain			
Com.	7 c.	5 c.	4 1/2 c.
BB	8 1/2	7 1/2	6 1/2
BBB	8 1/2	7 1/2	6 1/2
Crowbars			
Cast Steel, per lb.	6		
Chisels			
Socket Firmer	65	Socket Framing	65
Socket Corner	65	Socket Sinks	65
Elbows			
Com. 4 piece, 6 in., per doz.	75	Corrugated, per doz.	1 25
Adjustable	40&10		
Expansive Bits			
Clark's small, \$18; large, \$26	40	Ives' 1, \$18; 2, \$24; 3, \$30	25
Files—New List			
New American	70&10	Nicholson's	70
Heller's Horse Rasps	70		
Galvanized Iron			
Nos. 16 to 20; 22 and 24; 25 and 26; 27.	28	List 12 13 14 15 16.	17
Discount, 65			
Gauges			
Stanley Rule and Level Co.'s	60&10		
Glass			
Single Strength, by box	85&20	Double Strength, by box	85&20
By the Light	85&20		
Hammers			
Maydole & Co.'s, new list	33 1/2	Yerkes & Plumb's	40&10
Mason's Solid Cast Steel	30c list		
Hinges			
Gate, Clark's 1, 2, 3	60&10		
Hollow Ware			
Pots	50&10	Kettles	50&10
Spiders	50&10		
Horse Nails			
Au Sable	40&10		
House Furnishing Goods			
Stamped Tinware, new list	70	Japanned Tinware	20&10
Iron			
Bar Iron	2 25 c rates	Light Band	3 c rates
Knobs—New List			
Door, mineral, jap. trimmings	75	Door, porcelain, jap. trimmings	85
Lanterns			
Regular 6 Tubular, Doz.	5 00	Warren, Galvanized Fount	00

Levels	
Stanley Rule and Level Co.'s	70
Mattocks	
Adze Eye	\$17 00. dis 65
Metals—Zinc	
600 pound casks	7 1/2
Per pound	8
Miscellaneous	
Bird Cages	40
Pumps, Clifton	75&10
Screws, New List	85&20
Casters, Bed and Plate	50&10&10
Dampers, American	50
Molasses Gates	
Stebbins' Pattern	60&10
Enterprise, self-measuring	30
Pans	
Fry, Acme	60&10&10
Common, polished	70&5
Patent Planished Iron	
"A" Wood's patent planished, Nos. 24 to 27	10 80
"B" Wood's patent planished, Nos. 25 to 27	9 80
Broken packages	1/2c per pound extra.
Planes	
Ohio Tool Co.'s, fancy	40
Scota Bench	50
Sandusky Tool Co.'s, fancy	40
Bench, first quality	45
Nails	
Advance over base, on both Steel and Wire.	
Steel nails, base	2 50
Wire nails, base	2 35
20 to 60 advance	Base
10 to 16 advance	5
8 advance	10
6 advance	20
4 advance	30
3 advance	45
2 advance	70
Fine 3 advance	50
Casing 10 advance	15
Casing 8 advance	25
Casing 6 advance	35
Finish 10 advance	25
Finish 8 advance	35
Finish 6 advance	45
Barrel 1/2 advance	85
Rivets	
Iron and Tinned	50
Copper Rivets and Burs	45
Roofing Plates	
14x20 IC, Charcoal, Dean	7 50
14x20 IX, Charcoal, Dean	9 00
20x28 IC, Charcoal, Dean	15 00
14x20 IC, Charcoal, Allaway Grade	7 50
14x20 IX, Charcoal, Allaway Grade	9 00
20x28 IC, Charcoal, Allaway Grade	15 00
20x28 IX, Charcoal, Allaway Grade	18 00
Ropes	
Sisal, 1/2 inch and larger	10 1/2
Manilla	15 1/2
Sand Paper	
List acct. 19, '86	dis 50
Sash Weights	
Solid Eyes, per ton	30 00
Sheet Iron	
Nos. 10 to 14 com. smooth	com. \$3 60
Nos. 15 to 17	3 70
Nos. 18 to 21	3 90
Nos. 22 to 24	4 10
Nos. 25 to 26	4 20
No. 27	4 30
All Sheets No. 18 and lighter, over 30 inches wide, not less than 2-10 extra.	
Shovels and Spades	
First Grade, Doz.	8 50
Second Grade, Doz.	8 00
Soldier	
1/2 @ 1/2	19
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.	
Squares	
Steel and Iron	60—10—5
Tin—Melyn Grade	
10x14 IC, Charcoal	\$10 50
14x20 IC, Charcoal	10 50
20x14 IX, Charcoal	12 00
Each additional X on this grade, \$1.25.	
Tin—Allaway Grade	
10x14 IC, Charcoal	9 00
14x20 IC, Charcoal	9 00
10x14 IX, Charcoal	10 50
14x20 IX, Charcoal	10 50
Each additional X on this grade, \$1.50	
Boiler Size Tin Plate	
14x56 IX, for No. 8 Rollers, } per pound..	13
14x56 IX, for No. 9 Rollers, }	
Traps	
Steel, Game	75
Oneta Community, Newhouse's	40&10
Oneta Community, Hawley & Norton's	65
Mouse, choker per doz.	15
Mouse, delusion, per doz.	1 25
Wire	
Bright Market	60
Annealed Market	60
Coppered Market	50&10
Tinned Market	50&10
Coppered Spring Steel	40
Barbed Fence, Galvanized	3 25
Barbed Fence, Painted	2 95
Wire Goods	
Bright	80
Screw Eyes	80
Hooks	80
Gate Hooks and Eyes	80
Wrenches	
Baxter's Adjustable, Nicked	30
Coe's Genuine	30
Coe's Patent Agricultural, Wrought	70

Official Programme For the Celery City Celebration.

Kalamazoo, July 29—At a very enthusiastic meeting of the Grocers and Meat Dealers' Association, held last evening in the Auditorium, the official programme for the big celebration to be held in this city August 7 was mapped out as follows:

9:30 a. m.—Ringing of bells and blowing of whistles. All factories that are running are kindly requested to blow their whistles at this hour.

9:45—Parade forms on East Main street; the various divisions to be placed in charge of Chairman Steve Marsh. The line of march will be from the G. R. & I. depot west to Burdick street, north on Burdick to the Michigan Central depot, countermarch south to Main, west on Main to Park, south on Park to South, east on South to Burdick, and north on Burdick to Main.

1:30 p. m.—Music by assembled bands at Rose and Main streets. Automobile race from M. C. depot to Main street on Rose street. Foot race from Park street to Rose, on Main street.

2:00—Music by visiting bands at Main and Burdick streets. Exhibition by Kalamazoo fire department on South Burdick street. Sack race on Burdick street.

2:30—Music by bands at Water and Burdick streets. Fat man's relay race from Kalamazoo avenue to Main on Burdick street. Music at Main and Burdick streets. Tug of war, butchers vs. grocers, between Rose and Burdick on Main street.

3:00—Music by bands in front of Burdick House, pie eating contest, banana eating contest, ladies' nail driving contest.

3:30—Music by bands on East Main street. Diving for corn in New Orleans molasses; grocers' cheese cutting contest; butchers' ham cutting contest; all between Burdick and Portage on Main street.

4:00—Music by bands at Portage and Main streets. Fly casting contest; wood sawing contest; both on Main, west of Portage.

4:30—Music by bands; 100 yard dash on Portage street; bicycle race from the river to Edwards street on Main; three-legged foot race, 100 yards, from Edwards west on Main street.

5:00—Band contest. Two hundred dollar prize for winning band.

7:30—Band concert in park.

8:00—Forming in line of all members of the Association to escort visitors to trains.

All merchants who wish to participate in the parade are requested to report to Stephen Marsh as early as possible. The fraternal organizations of the city are also cordially invited to take part. Reduced rates on all railroads have been secured, while from six to ten bands will be in the city. Dowagiac, Battle Creek and Grand Rapids will all be here in force, while a large delegation from the surrounding towns is looked for.

It is estimated that between 40,000 and 50,000 people will be in this city August 7. A base ball game between the Battle Creek grocers and meat clerks and members of Kalamazoo is being arranged, to be played on the college campus during the afternoon.

H. J. Schaberg, Sec'y.

Programme Prepared For the Pharmaceutical Convention.

Detroit, July 28—The programme prepared for the twentieth annual meeting of the Michigan State Pharmaceutical Association, which will be held at Saginaw Tuesday and Wednesday, Aug. 12 and 13, is as follows:

Tuesday Afternoon.

President's address.

Secretary's report.

Treasurer's report.

Paper by J. Major Lemen, Ph. G., "The N. A. R. D. and our relation to it."

Report of Secretary of Board of Pharmacy.

Reports of delegates.

Tuesday Evening.

All are invited to attend a "smoker"

to be given in Germania hall, or Germania garden, as weather conditions may dictate.

Wednesday Morning.

Report of Trade Interests Committee.

Paper by Harry B. Mason.

Report of Legislative Committee.

Report of Adulteration Committee.

Report of Executive Committee.

General Business.

Wednesday Afternoon.

Report of Pharmacy and Queries Committee.

Paper by L. W. Samulener on the Physiological Assay of Certain Heart Tonics.

Election of officers.

Selecting place of next meeting.

Installation of officers.

Unfinished business.

Adjournment.

Wednesday Evening.

All are invited to attend the New Jefferson theater, or Riverside Park casino, as may be most agreeable. The Entertainment Committee expects to be abundantly prepared to entertain their guests in an agreeable manner, but this portion of the programme may be varied somewhat, as circumstances will admit.

The coming meeting will be one of great interest to every druggist in Michigan. The questions of Local Organization, Shorter Hours and the proposed Revision of the Pharmacy Law with reference to Liquor Legislation will be among the important matters discussed.

We need your judgment and advice. Come! James W. Seeley, Sec'y.

The Little Englishman in the Land of the Dakotas.

Fargo, July 28—Of the twenty-two years which represent my career as a commercial traveler, some ten or twelve have been spent outside the State of Michigan, so that I ought to be able to make a pretty good geography. I have passed through the State of Minnesota and am going through Dakota, Montana, Wyoming, Utah, Colorado and Kansas.

Minnesota is certainly the garden spot of America for wheat. I drive frequently for observation's sake and I am a little surprised at the abundance of everything out here. Having spent the earlier months of the summer in my own State, there is a chance for comparison. The country out here is developing wonderfully and the farmers all seem to be very prosperous. The land for miles and miles is as level as a slate and the farmers gather the grain with the ease of a school boy riding a bicycle.

Coming from the East I notice a marked disposition to independence out here, particularly among the hotel people. The Eastern people seem to make more of an effort to please, while in the West they are very indifferent as to whether you are comfortable or not.

I have often thought that I ought to be able to write you an article for the Tradesman occasionally, but I presume you have so many correspondents that you do not need them. I frequently come in contact with circumstances that would make interesting reading in a journal like yours and, if I thought I could be of any service to you in that way, I gladly would. For instance, there are many laughable things transpire in business that are worth mentioning, where fictitious names could be used for the original, which go to make a paper spicy. Algernon E. White.

L. A. Moon & Co., general dealers at Boyne Falls, will open a drug store in the building formerly occupied by H. H. Eaton & Co. The Hazeltine & Perkins Drug Co. has the order for the stock.

H. G. Luce has sold his grocery stock at 483 South East street to Geo. W. Hall and Henry Slaughter, who will continue the business at the same location under the style of Geo. W. Hall & Co.

Thoughtfulness of a Survivor.

Wm. Judson, who has at all times a fund of good stories at command, has a new one relating to a friend who occupies a prominent position in one of the associations of wholesale grocers in the East. An excursion steamer on which the friend was coming to join him was wrecked and most of the passengers it was supposed had been drowned. About midnight Mr. Judson received this telegram from his friend: "I am saved, but please break the news gently to my wife."

Business Wants

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

BUSINESS CHANCES.

FOR SALE OR TRADE FOR STOCK OF Drugs, Hardware or Furniture in Smaller Town—Clean stock of groceries in good manufacturing town of 5,000; trade established five years; no better trade in city. Address 119 Front St., Dowagiac, Mich. 633

A BARGAIN—MY STOCK OF GROCERIES, crockery and store furniture (counters and shelving not included) for sale; will inventory \$1,600; stock is new and well assorted; store to rent; best location in town. This is a rare opportunity for a business man with small capital; come and see the stock and town. Romeo is the finest village in the State. James B. Lucas, Romeo, Mich. 632

HELLO, BROTHER GROCER AND EVERYBODY using Liquid Measure. Write for circular on my Patent Lip. It will pour from full gallon measure into Teaspoon and not waste a drop. Chas. Martin, Patentee and Grocer, Tiffin, Ohio. 631

FOR SALE—DRUG STORE, DOING GOOD prescription and soda business; invoices about \$2,200; good reason for selling. C. G. Reynolds, Terre Haute, Ind. 628

FOR SALE—THREE OR FOUR HUNDRED dollar grocery stock, with fixtures, in college town; write or call on F. H. Gage, Olivet, Eaton Co., Mich. 626

FOR SALE—HARDWARE STOCK, ABOUT \$2,000, in good live town; splendid opportunity for right party. Address Hardware, care Michigan Tradesman. 624

FOR SALE—STORE, STOCK AND FIXTURES; stock will invoice about \$600. Will take \$1,000 if sold soon. Address 623, care Michigan Tradesman. 623

FOR SALE—AN UP-TO-DATE DEPARTMENT store, consisting of dry goods, notions, millinery, shoes and groceries. Stock will invoice, say from \$3,000 to \$4,000; located in a good live town of 2,500 inhabitants in the Indiana Gas Belt, twelve miles from county seat and surrounded by number one farming community. Reason for selling, wish to retire. M. V., care Michigan Tradesman. 622

FOR SALE—STOCK OF GROCERIES AND meat business; new stock, having been run only three years; invoices about \$4,000; last year's sales, \$60,000; would sell grocery alone. Reason for selling, other business. Address C. & Son, Box 822, Mt. Pleasant, Mich. 621

WANTED—WILL PAY CASH FOR STOCK of groceries involving \$1,200 to \$1,500; located in live town on railroad in good farming locality; must be good section for farm produce, such as hay, grain, live stock and poultry. Address No. 635, care Michigan Tradesman. 635

FOR SALE—SEVEN THOUSAND DOLLAR general stock in good town of 1,000 in Central Michigan. Best trade in town. Large brick food plant being erected. Rent low. Will sell right to cash purchaser or exchange for improved and unimproved real estate in Grand Rapids. Address No. 634, care Michigan Tradesman. 634

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. Scramlin, 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 MERCHANDISE 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—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 DESIRING to close out write W. D. Hamilton, Auctioneer, Galesburg, Ill. 597

WRITE TO GRAND RAPIDS MONUMENT Co. for prices and designs on monuments, markers and cemetery corner posts. We have a large stock; anxious to sell at small margins. 318 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. 591

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—ONE OF THE BEST FEED, livery and sale barns in the State, situated in Hastings, Mich. Enquire of Geo. Waddle, V. S., 225 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

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

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

FOR SALE—I DESIRE TO SELL MY ENTIRE fire 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 cases; all light oak; will sell at half price. O. A. Fancboner, Grand Rapids. 534

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

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

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

THREE VACANT LOTS IN GRAND Rapids, free of 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—18½ 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-Loek typewriter, in good condition. Specimen of work done on machine on application. Tradesman Company, Grand Rapids. 465

FOR SALE—DRUG STOCK AND FIXTURES, involving about \$2,000. Situated in center of Michigan Fruit Belt, one-half mile from Lake Michigan. Good resort trade. Living rooms over store; water inside building. Rent, \$12.50 per month. Good reason for selling. Address No. 334, care Michigan Tradesman. 334

MISCELLANEOUS

WANTED—EXPERIENCED SALESMAN for general store; an all-around man; good references required; one who can speak German preferred. G. H. Middlesworth, Weldman, Mich. 630

WANTED, DEPARTMENT SALESMEN—active young men in our notion department for next season. Applications will be considered only from those with wholesale experience and at present employed in similar capacity. Correspondence confidential. Ferguson-McKinney Dry Goods Co., St. Louis, Mo. 629

WANTED—FIRST CLASS SALESMAN TO represent us in Grand Rapids with our transparent package LaClarte Biscuit. References and bond required. Address the Annon Candy & Biscuit Co., Green Bay, Wis. 627

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—SALESMAN TO CARRY OUR harness enamel, show enamel and stove polish as a side line. Commissions large and sales easy. Ann Arbor Paint & Enamel Co., Ann Arbor, Mich. 572

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