

# MICHIGAN TRADESMAN

Nineteenth Year

GRAND RAPIDS, WEDNESDAY, AUGUST 6, 1902.

Number 985

## Commercial Credit Co., Ltd.

Widdicomb Building, Grand Rapids  
Detroit Opera House Block, Detroit

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

## WILLIAM CONNOR WHOLESALE READYMADE CLOTHING

of every kind and for all ages.  
All manner of summer goods: 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' expenses allowed. Citizens phone, 1957. Bell phone, Main 1282. Western Michigan agent Vineberg's Patent Pants.

## Collection Department

R. G. DUN & CO.

Mich. Trust Building, Grand Rapids

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

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. Correspondence invited.

1232 Majestic Building, Detroit, Mich.

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

3½% interest paid on Savings certificates of deposit.

The banking business of Merchants, Salesmen and Individuals solicited.

Cor. Canal and Lyon Sts.

Grand Rapids, Michigan

## Glover's Gem Mantles

For Gas or Gasoline. Write for catalogue.

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

Grand Rapids, Michigan

## Tradesman Coupons

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### MARCONI'S CLAIMS ASSAILED.

In the popular mind Marconi is the man to whom the world owes the invention of a practical system of wireless telegraphy. Not until Marconi developed his apparatus and demonstrated its powers was there anywhere any understanding that the problem of sending messages without wires had been solved, or was near solution. Now that the Marconi system is about to be applied to commercial uses, claims are put forward that the ideas Marconi has utilized are not original with him. He has been publicly attacked in England by Prof. Thompson, who contends that the Marconi plumes are all borrowed from other men. He calls attention to the fact that wireless messages had been transmitted short distances before the day of Marconi, and he claims that even now Marconi is using devices perfected by Lieut. Solari of the Italian navy. Solari enters the controversy saying that he had perfected certain devices which he had not patented and which he had given Marconi permission to use, but that Marconi's achievements were obtained without, in fact, using them.

Marconi has a staunch defender in Henniker Heaton, a member of the British Parliament. He maintains that a scientific worker is justified in improving the invention of another so as to make it more useful and points out this right is recognized in patent law. Further he says, somewhat picturesquely: "I do not deny that Jubal first 'struck the chorded shell,' but I hold that Beethoven was an incomparably greater musician. Roger Bacon invented gunpowder, but Sir Hiram Maxim with his machine gun civilized the Soudan. Again, while we are separated from our fellows by thousands of miles, distance has a good deal to do with the matter. Lodge's installation might serve a college or a monastery; Marconi supplies the needs of an empire. Lodge's wireless telegram, sent 200 yards, compares poorly with Marconi's, sent 2,000 miles." This reasoning is logical and must find acceptance. It is not surprising that there should be a dispute as to this invention. There have been similar disputes as to nearly every invention of importance. As the evi-

dence now stands the popular impression that Marconi is entitled to the honors in connection with the practical application of wireless telegraphy will not be disturbed.

### GENERAL TRADE REVIEW.

The rather decided reaction which had set in a week ago was followed by increasing dullness, but with a tendency to price improvement in most leading properties. The month of July is usually included in the period of summer dullness, but last month was an exception. It would be strange, indeed, if the present month had continued the activity. With a great proportion of the wealthy business element seeking coolness and recreation there will not be many to keep the ball of speculation rolling very rapidly. But while there may be a decided cessation of trading there is too much of underlying strength in the whole situation to permit of material or extended price declines.

In manufacturing circles iron still leads in intensity of demand. Steel rails are booked the farthest ahead, but structural forms and many finished products are sold so far in advance that operators are not seeking business. There is no apprehension of a decline in the demand for goods, but some are anxious as to the supply of pig iron. This is so great that considerable importations have already taken place. The only line in the iron and steel manufacture that is suffering interruption is in the tinplate field, caused by the insistence of the workmen on keeping the wage scale above a parity with import prices. To meet the condition the attempt was made to have the men consent to a reduction, but, this failing, the mills are being indefinitely shut down. The recent manifestations of violence in the strike regions seem to indicate the near approach of some kind of termination to that disturbance.

Merchandise distribution, especially in the West and South, is considerably in excess of a year ago, owing no doubt to the more favorable crop conditions.

The only disturbing factor in the textile field is the advance in wool. Increasing activity is generally reported in wool and cotton productions and also in footwear. Hides and leather are both higher, but boot and shoe prices are held steady.

"What Men Like in Men" is a subject which is handled in most interesting manner in the Cosmopolitan for August. The author, Rafford Pyke, reaches this conclusion: "Men like in men these traits: the honor that ennobles; the justice that insures the right; the reasonableness that mellows and makes plain; the courage that proclaims virility; the generous instinct that disclaims all meanness; the modesty that makes no boast; the dignity that wins respect; the fineness and the tenderness that know and feel. But when one thinks of it more carefully, may be not sum it up in just a single sentence, and accept it as the truth, that all men like a gentleman."

### THE NEXT EARTHQUAKE.

The recent terrible volcanic eruptions in some of the lesser islands of the West Indies, taken in connection with tremendous earthquake calamities in Central America, and a severe visitation in the past few days of an earthquake shock in a California town, and many other shocks and shakings in Nebraska and Dakota and other parts of the United States, show that the Western Hemisphere is the scene of much subterrestrial and submarine perturbation.

The scientists, who, however, have to depend chiefly upon guesswork in trying to explain these phenomena, tell us that all is caused by the shrinking of our globe. As it cools it contracts and grows smaller, and this shrinking operates upon the solid crust of the earth which incloses the heated matter within.

A question which is not answered is: Why are the shocks limited to peculiar localities, and since they are so limited, why do not the cooling and shrinking go on uniformly everywhere? It would seem that there ought to be a uniform cooling and, therefore, a uniform shrinkage. The crust or solid coating of our earth is supposed to be forty miles thick, while there may be places in the ocean as much as ten miles deep. Does the internal fire cool more rapidly under the sea than on land, and ought not the sea, when it approaches most nearly the central heat, to get hot?

Unfortunately, these wise men know nothing about these matters. They know from history that there are some localities more liable to volcanic eruptions and to earthquake visitations than are others, and this is all they know. No science can tell us where the next volcano is to belch forth fire and destruction, and it is just as powerless to tell us what city the next earthquake will shake into ruins. Some sciences, such as chemistry, electrolgy and mechanics, are constantly giving results that are worth millions on millions of money in ministering to the comfort and adding to the progress of men upon the earth, but the geologists who ought to warn us against the terrible overwhelmings caused by terrestrial convulsion are pitifully powerless to help their fellow-creatures. It would be worth millions in value, not to speak of the lives to be saved, if we could only know when and where the next terrible earth throe is to occur.

Every man who buys an article embellished with the union label contributes to funds which are used to foment and conduct strikes, to intimidate honest workmen, to assault free labor, to create riots and public disturbances, to block the wheels of commerce and make the boasted liberty of America a pretense and a sham—all to the end that the walking delegate may drink champagne, smoke imported cigars and live in luxury at a high-priced hotel.

If you are anxious to pay two prices for any article, insist on having the union label and you will be accommodated.



## Getting the People

### Advertising and the Correspondence Schools.

The science of advertising is a broad term. It comprehends more in its professors than the ability to write correct, elegant English and to arrange the subject matter for artistic, forcible display. These, indeed, are essential, but they can be hardly accounted the primer of the advertising art. Rather should they be placed in the kindergarten grade, and the kindergarten part of every education should be general; it is too early in the course for specialized instruction.

Many would-be architects of publicity are learning to write and fondly believe they are learning advertising. It is sufficiently essential to learn to write, but this should precede any thought of technical application. If one wishes to learn advertising and is not a good writer the first thing is to correct that deficiency. And so if one proposes to become a teacher or a doctor and is not a good writer he had better first proceed to acquire not only the art of English composition and expression but such other qualifications as will enable him to take his place as an equal in the sphere of education to which he aspires. There doubtless is more technical application of some of the more salient qualities of brilliant and forcible expression in the advertiser's art than in many other fields. On this account the preliminary work should be thorough, and if it transpires that there is a lack which can not be overcome turn the ambition into some less exacting line of usefulness.

Unfortunately there are many who profess to be able to impart the science of advertising who do not insist on this preliminary work. During the past three years or so there have sprung up a host of schools of advertising, in all the large cities and many of the smaller ones, whose managers may say they agree with me in theory as to the necessary preliminary work, but who are far from adhering to the practice. These advertise in most of the leading journals and magazines and when an application from one who has the necessary thirty dollars for payment of tuition is received it is human nature to be more concerned how to secure the payment of this sum than to ascertain whether the applicant has the necessary preparatory education or the natural qualities to make his chosen science a success. The country is full of those who have the ambition and egotism to believe they can soon win enviable places in the advertising world. Thousands of these are paying for instruction which they can better obtain in their home schools or through other local sources of information. These spend their allotted time in learning that which is preliminary to the real subject and then fondly believe they are ready to take the management of the most responsible positions. It takes such a long time to find out that they are making themselves ridiculous in their pretensions and that before they can enter this field they must take up the real study of the science. It is greatly to be regretted that so many are wasting their money in an impossible undertaking, but it is a result of the general lack of a knowledge of the difficulties involved and the gullibility which is the warrant of success to so much of questionable scheming. Doubtless there are a few who may have the proper preparation and may be able to get some practical knowledge from

## There are a Good Many Ways of Selling Goods

Some will mark their goods high and give 10 per cent. off, others will get outside aid, some will say we are big here, we get our goods almost for nothing.



We do not feel very big here but we feel big enough to sell you goods as cheap and cheaper than any house in town. We buy our goods for cash, discount all our bills and that is the way to buy goods cheap.

Just now we have on sale the prettiest white and silk waists at below cost prices.

Big line of fancy silk and wash goods, fancy ribbons and other bargains too numerous to mention, all at closing out prices.

**A. J. WILHELM**

UNION STREET

SOUTH SIDE

**Alaska Refrigerators,  
Peerless Ice Cream Freezers,  
Hammocks, at the  
SPERRY HARDWARE CO.**

*Fill Your Larder from  
Townsend's Grocery*



That's the best way to be sure of getting the best of everything promptly delivered at money-saving prices.

Best Goods and Low Prices are inseparable at this store.

*We sell Crockery, too.*

**E. B. Townsend  
and Company**



**Lowest Prices on a  
Rampage**

But we are still on earth and doing business.

**Chicago Meat Market**

**do you know**

that Fruit should be cooked in a  
**GRANITE KETTLE** before canning?

**good granite ware**

costs but little more than the inferior quality and lasts much longer; at the same time giving good satisfaction from first to last.

**we sell the good kind**

screen doors and windows  
headquarters for hardware

**clarke hardware company**

## NEED A PAIR?

We should think you would. We don't see how anybody can get through the summer without a pair of

### Oxfords

Remember, the hottest days are still to come. Your feet deserve to be made comfortable and you neglect the first principle of summer comfort if you fail to wear low shoes. If you never have worn a pair of low shoes you'll wear a pair this season if you take a look at our display.

### Oxfords

**MEN'S OXFORDS**  
from \$1.50 to \$4.00

**LADIES OXFORDS**  
from \$1.00 to \$3.00

**BOY'S OXFORDS**  
from \$1.35 to \$2.00

**CHILDREN'S OXFORDS**  
from \$1.00 to \$2.00

**WOLF**

THE BIG  
SHOEMAN

116 West Washington St.,

SOUTH BEND, INDIANA.

## TELL-TALE TEETH.....

If you neglect your teeth you know it, and everybody else knows it, because the teeth are so prominently located that any lack of care is quickly visible.

Good tooth brushes cost but little here. We have some that we guarantee never to shed a bristle. We also have the latest and best tooth preparations; those that polish, whiten and preserve the teeth and cannot harm. Can supply a tooth-saving outfit for very little money.

DESJARDINS' PHARMACY,  
417 North Third St.

## SOAP SERVICE

We believe that we can be of actual service to those who wish to buy nothing but the purest toilet and bath soaps. Pure soaps are a hobby with us; no one can be more particular in this matter than we. Pure soap does not necessarily mean expensive soap either.

Every soap we sell you is just what it appears to be, and every price we make is as low as it can be.

**THOMPSON & GRICE,**  
PHARMACISTS,  
ALLEGAN, MICHIGAN

such sources, but where there is one such there are a host who are paying for that which they are not able to receive. As well might the grammar school student pay for a course of instruction in calculus and accept a course of instruction in elementary algebra in the belief that he is getting the higher science.

\* \* \*

A. J. Wilhelm plans an original argument as to dress goods, but the work is not as well sustained as it might be. For instance, in the first display lines, the word "dry" before "goods" would have gained the eye of those interested in that line. "Goods" is too general for effectiveness. Then the first paragraph is expressed so awkwardly that one can hardly decide what he is driving at. The first sentence of the next paragraph is no better; the last is all right—says something. The next paragraph says something, but "below cost" has got to mean nothing; better to quote prices. "Too numerous to mention" is another expression which has no force. Fewer words all having meaning and a few prices will sell goods. The display is not bad, but the border is pretty heavy for a dry goods announcement.

The Sperry Hardware Co. gives a seasonable list of three articles. These are given strong display and the advertisement will sell more goods than a long description. The printer's work is exceptionally good.

E. B. Townsend & Co. have an exhibit which is just short enough for the space. The printer's work is consistent and well balanced. For a general advertisement this is unusually strong.

The Chicago Meat Market will, no doubt, gain notice and the suggestion in the wording is that the dealers are reasonably sane.

The next production is notable for the absence of capitals. The general effect would not have been had had the printer used light dash lines. The heavy double rules kill the effect.

An unusually well-written shoe advertisement is that of Wolf, the Big Shoeman. The suggestion is delicate and attractive. The price feature is good, but some intermediate prices would help. The printing is in good style and appropriate.

Desjardins' Pharmacy tells a pertinent truth, but it is a question whether it is calculated to sell goods. A customer reading this will feel as though he is pleading guilty to the accusation if he asks for a tooth brush. The name is displayed too small.

Thompson & Grice write an original soap advertisement which will interest possible purchasers and probably sell goods. The printer's work is well balanced.

Be good, but not so good as not to be good for much.

**F. M. C.  
COFFEES**  
are always  
**Fresh Roasted**

# Buyers' Excursion TO Grand Rapids

August 25 to Sept. 10

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 all Michigan retailers and their families to visit Grand Rapids.

Tickets will be sold for this occasion 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.

For conditions which must be observed correspond with any Grand Rapids jobber, or the Grand Rapids Board of Trade.

## THE FRANK B. TAYLOR COMPANY

IMPORTERS AND MANUFACTURERS' AGENTS

135 JEFFERSON AVENUE

DETROIT, Mich.,

August 6, 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.

The best seller because the best food

# Cera Nut Flakes

Does not contain Pepsin (pig's stomach), malt extract (glucose), or any other nostrum, but is a scientific combination of wheat and nuts—nature's true foods. Order from your jobber or send us your name and we will see that you are supplied.

National Pure Food Co., Ltd.

Grand Rapids, Mich.

## The Favorite Chips

There are lots of Chocolate Chips on the market, but the Favorite Chocolate Chips lead them all. We put them up in 5 lb. boxes, 20 lb. and 30 lb. pails and in our new 10c packages. S. B. & A. on every piece. Made only by

Straub Bros. @ Amiotte, Traverse City, Mich.

## The Favorite Chips

S.C.W.

The more you blow

The larger we grow



# 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.



## Around the State

### Movements of Merchants.

Adrian—R. Hathaway has purchased the grocery stock of A. Peavy.

Sparta—Billie S. Barnes, confectioner, has sold out to B. F. Fuller.

Marshall—Fred Fish has purchased the grocery stock of N. S. Brown.

Detroit—G. F. Werth has purchased the grocery stock of John C. Price.

Scottville—J. & G. Henke, meat dealers, have sold out to Jos. Robinson.

Onondaga—Ranney & Son have sold their hardware stock to S. P. Marlette.

Port Huron—Davis Bros. have opened their new grocery store on Military street.

Port Huron—Timothy J. Somes has purchased the grocery stock of R. Somes.

Benzonia—S. A. Cawthorne has sold his general merchandise stock to Wm. Huckle.

Kalkaska—Cole Bros. have purchased the bankrupt grocery stock of Fred Rykert.

Detroit—Laura A. Smith succeeds Emil Voigt in the cigar and tobacco business.

Belding—Carl Hoppough, of Smyrna, has purchased the drug stock of Geo. P. Wilder.

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

Bellaire—Mrs. Laura Dunson has sold her millinery and fancy goods stock to Mrs. Alma Clymer.

Gaylord—The Wolverine Mercantile Co. is closing out its stock of goods and will retire from trade.

Shelby—The Big Store has opened a branch men's and women's furnishing goods store at Walkerville.

Petoskey—L. H. Randall has purchased the implement stock and store building of L. VanAlstyne.

Marine City—Ellias & Goodman have purchased the dry goods, clothing and boot and shoe stock of Solovich Bros.

Ann Arbor—The Allright Shoe Co., located at 109 South Main street, has closed out its stock and retired from trade.

Traverse City—McCluskey & Clancy, the Union street grocers, have dissolved partnership, the latter continuing the business.

Hastings—W. E. Merritt & Co., dry goods and bazaar dealers, have dissolved partnership. The business is continued by W. E. Merritt.

Detroit—The wholesale hardware firm of Buhl, Sons & Co. has merged its business into a corporation with a capital stock of \$600,000.

Mason—B. E. King, late of King, Snelling & Cruler, druggists at Fowler, has purchased the drug stock of Dr. E. C. Pratt at this place.

Dowling—R. G. Rice, who has been engaged in the mercantile business here for the past thirty years, has sold his stock to Webster & Fancher.

Nashville—A. C. Marple has sold his interest in the bakery of Marple & Slout and the business will be continued under the style of Slout & Co.

Otsego—The grocery store of Perry W. Foote has been closed, he having notified his largest creditor, W. J. Olds, who is again waiting on customers at the old stand.

Allegan—The dry goods house of H. Stern & Co. has been dissolved. The business here will hereafter be conducted by Gustav Stern in his own name. The firm has stores in Kalamazoo, Allegan and Holland.

Remus—J. H. Williamson writes the Tradesman that he has sold his dry goods and shoe stock to Diehm Bros., retaining his grocery stock and fresh meat business.

Milton Junction—Brown Bros. have purchased the stock of dry goods, groceries and provisions of Wm. Haybarker and will continue the business at the same location.

Kalamazoo—Reburn & Munger, druggists, have dissolved partnership. The business is continued by W. Warren Reburn, who has purchased the interest of Mr. Munger.

Kalamazoo—The W. E. Mershon Co. has bought the hay and feed business of Theo. Tyler on Walbridge street and will continue the business there as a branch of its store on Water street.

Ionia—Thomas A. Carten has purchased the dry goods stock of G. F. Whitney & Son, which was slightly damaged by fire a few days ago, and will indulge in the luxury of a fire sale.

Ludington—The bazaar stock of the New York store has been sold by Mrs. J. M. Van Benschoten to S. A. Shue, who has had charge of the New York racket store at Flint for several years.

Fennville—W. E. Shiffert and Mrs. Nellie Dickinson have purchased the general merchandise stock of R. S. Shiffert and will continue the business under the style of Shiffert & Dickinson.

Lakeview—The Sol. Gittleman stock of dry goods and clothing has been purchased by Eli Lyons and Elk Brumberg, who will continue the business at the same location under the style of Lyons & Brumberg.

Onondaga—Ranney & Son have sold the Onondaga branch of their hardware business to Mr. Marinette, of Lansing. E. E. Ranney, senior member of the firm, had charge of the store at Rives Junction, while Herbert Ranney, junior member, managed the store here.

Big Rapids—Farraugh & Phillips, who recently purchased from Joseph Fairladeau his stock of groceries and removed same to their store on Michigan avenue, have now sold the stock to S. Baldwin, of Collins, who has also purchased their produce and wool business.

South Lake Linden—S. Abrams, who has conducted a general merchandise store here for the past two years, has disposed of his stock and fixtures and is contemplating re-engaging in the same line of trade at Hancock, in which case he will be ready for business by September 15.

Hillsdale—Geo. N. Briggs, who for the past thirteen years has been employed in the paint, oil and wall paper store of O'Meara Bros., has purchased of D. L. Pierce his grocery stock in Shimerville and will be open for business as soon as some improvements can be made in the premises.

Wayland—Yeakey, Burlington & Co., meat dealers, have dissolved partnership, Frank Burlington having sold his interest in the business to George Burlington. The new concern is composed of John C. Yeakey and Geo. Burlington, who will continue the business under the style of Yeakey & Burlington.

Jackson—The J. E. Bartlett Co. has filed articles of incorporation with a capital stock of \$50,000, all paid in, to engage in the purchase and sale of farm tools, vehicles, sewer pipe and cement. The stockholders are James E. Bartlett, Clyde B. Elwood, Pontiac; Eugene J. Fogell, Frank Bartlett and Maurice Heuman, of this place.

Coloma—S. D. Guy has sold his grocery stock to W. W. Pitcher and John Kibler, Jr., who will continue the business in the new block recently erected by John Kibler, Sr. Mr. Guy will remove his stock into the south half of the new block and will devote his entire attention to the dry goods, clothing and furnishing goods business.

Hillsdale—Wm. French, of Cambria, and Lee Sturdevant, of this place, formerly of the firm of Card, Sturdevant & Co., have purchased the interest of that concern and will handle farm machinery, pumps and buggies. A new addition to the building is being equipped to receive the hardware stock which will be moved here from Cambria.

Manistee—Owing to severe rheumatic troubles C. A. Waal has sold his meat market, store building and the vacant lot in the rear to Charles J. Stege and Peter Pitetraski, the consideration being approximately \$4,000. Mr. Waal will continue in the market until August 18, when the new proprietors will assume charge. He retains his other property interests in the city.

Lansing—Local grocers and meat men decided to hold their annual picnic August 13 at Baw Beese Lake instead of Pine Lake, as was originally intended. A special train will be secured and will leave Lansing at about 7 o'clock a. m. over the Lake Shore road. A special rate of 50 cents for the round trip has been secured, and it is expected that fully 1,000 people will attend the picnic.

Fruitport—W. H. Fletcher & Co. are erecting a store building, 22x70 feet in dimensions, which they will occupy as soon as completed with their fruit, confectionery and cigar stock. In the rear of the building they will erect a dining room 22x30 feet in size. Mr. Fletcher was engaged in the retail grocery business at Muskegon for ten years and has managed the Hotel Columbia at Traverse City for the past eighteen months.

Montague—The Montague Hardware Co., composed of William and Will M. Peck, has made an assignment, and John Q. Ross has been appointed receiver. An inventory of the stock shows \$1,832.07, which is said to exceed the liabilities by several hundred dollars. The company has desired to dispose of the business for some time, as William Peck has his time fully occupied in managing the Montague Hotel and Will M. Peck wishes to accept an offer tendered him in Chicago.

Detroit—The surplus of the Wayne County Savings Bank is to be increased from \$150,000 to \$400,000 by transferring \$250,000 from the undivided profits. President C. F. Collins says the directors took this action in order to give additional security to the depositors. Undivided profits may be disposed of at any time by the directors to pay dividends, etc., but the surplus is not so easily disturbed. The surplus has been earned in the regular course of business, and is a monument to the wise, conservative policy of the bank. The board of directors has also decided that no more checking against accounts will be permitted and only a strictly savings business be done. Under this rule it will be necessary for depositors at all

times to present their books in order to draw money. The only other bank in the State that insists on this rule is the Lenawee County Savings Bank of Adrian. Deposits of the Wayne County Bank are now \$10,550,000, and its total resources are \$11,600,000.

Albion—The annual picnic of the Hillsdale and Albion business men was held here Aug. 1 and was attended by hundreds of people from Hillsdale, who came by special train and by thousands from the surrounding country. Sports free-for-all with prizes occupied the forenoon, a basket picnic dinner came at noon and the trophy broom, captured by Albion last year, won again in a series of sports between the business men of the two cities. Albion won 32 points against Hillsdale's 8, divided as follows: Albion ball game, 9; tug of war, 8; relay, 8; wheelbarrow, 1; trap shoot, 6. Hillsdale: Three-legged race, 2; sack, 1; low hurdle, 1; quarter mile walk, 1; 100-yard dash, 1; 50-yard dash, 1; fat men, 1. The ball game was one-sided, ending in a score of 27 to 0, in favor of Albion. An enjoyable feature of the afternoon was an exhibition drill by the uniformed rank of the local A. O. U. W. The first Albion street car on the Boland line, drawn by a horse, gave free rides to all. It was a gala day and the town was decorated in holiday attire.

### Manufacturing Matters.

Detroit—The Wolverine Reed Co. has increased its capital stock from \$20,000 to \$30,000.

Niles—The capital stock of the Eames Pulley Co. has been increased from \$30,000 to \$50,000.

Detroit—The American Lubricator Co. has increased its capital stock from \$5,000 to \$25,000.

Detroit—The Sampson Neck Yoke Co. has filed articles of incorporation. It is capitalized at \$10,000.

Pontiac—The Norris Co., of Detroit, manufacturer of linen collars and cuffs, has removed its plant to this place.

Jackson—The Jackson Automobile Co. succeeds Byron J. Carter in the automobile, bicycle and machinery business.

North Adams—The Jerome Creamery Co. has suspended business at its skimming station here and removed its vats and separator to Jerome.

Detroit—The stockholders of the Detroit Oil Co. have voted to increase the capital stock from \$150,000 to \$500,000 and to buy enough more land in Ohio to provide for ten new wells.

St. Clair—The E. B. Muller Co. has been organized by E. B. Muller, of New York, and Henry and David McMorran and George G. Moore, of Port Huron, to engage in the manufacture of chicory here and at Bad Axe. The concern is capitalized at \$250,000.

Lake Odessa—The Lake Odessa Breakfast Food Co. is the style of a new enterprise at this place. It has a capital stock of \$300,000 and will manufacture two kinds of cereal foods. A tract of land has been secured and work on the factory buildings will soon be started.

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 Grain Market.

Wheat has been rather sluggish in the markets. It is what is termed a waiting market and wants something to turn up to give snap to the trading. The visible made a small increase of 380,000 bushels—not worth while to mention. The visible is smaller than it has been for years. The world's shipments have been rather small, being only 6,197,000 bushels, of which America sent 4,339,000 bushels. The amount on passage also decreased 3,384,000 bushels. Taking the smallness of our visible increase into consideration, it seems strange when there was such a large amount received at initial points. However, that did not help the market any, as it sagged about 2c in the last week. One difficulty on the Continent seems to be the reports that the United States has as large a crop as we had last year, and this is why they are holding back. They may wake up and find that the Government crop report of 625,000,000 bushels is correct. This will almost all be needed at home and considerable grain in Kansas will have to be fed, instead of being ground into flour. It is a fact that we will not have the amount of wheat to export that we had on the last crop. Should they need anywhere near the usual amount, they will have to look to other countries than the United States. For these reasons we think prices are at bottom.

Corn, as we all know, was extremely high and in a very congestive condition during July, and as soon as the July corner was settled, it dropped back to 54½c for September delivery, from which it reacted to 58c. We think, as receipts are very small, prices may go as high as they did in July. Corn is a dangerous cereal to handle at present. The visible in corn showed a small decrease of 205,000 bushels.

Oats as predicted in these reports, are lower on account of the enormous receipts. They increased during the week 1,483,000 bushels, which put a damper on high prices. The price has been nearly split in two since July and, as reports from all the oat-raising districts are coming in very flowery, oats may go still lower.

Rye also took a drop, as the demand from exporters has fallen off and distillers are not in the market yet. Rye will sell considerably lower than it has. It has already receded some 10c per bushel.

Beans have remained very steady, neither advancing nor receding in price, which is on account of the scarcity of the cash article. Futures are selling somewhat lower. However, should the bean crop turn out well, prices will sell considerably lower than they are at present.

Flour remains very steady and it looks as if prices would remain where they are on account of mill feed going off in price.

Mill feed is not quite as steady as it was. Middlings are still very scarce and prices remain very steady. However, we look for lower prices in the near future. The demand for bran is very strong from the dairy districts, notwithstanding the pasturage is excellent.

Receipts of grain for the month of July have been as follows: wheat, 220 cars; corn, 16 cars; oats, 22 cars; rye, 7 cars; flour, 13 cars; beans, 2 cars; malt, 5 cars; hay, 3 cars; straw, 1 car; potatoes, 18 cars.

Receipts for the week have been as follows: wheat, 63 cars; corn, 8 cars;

oats, 5 cars; flour, 2 cars; hay, 3 cars. Millers are paying 76c for red and 78c for white wheat. C. G. A. Voigt.

## The Produce Market.

Apples—Duchess, \$2@2.75 per bbl.; Red Astrachans, \$2; other harvest varieties, \$1.75; Sour Boughs (cooking), \$1.50.

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 about the same, commanding 16@17c for fancy, 14@15c for choice and 10@12c for packing stock. The man referred to under this head last week made himself scarce as soon as the paper appeared, warning the trade against him. For further particulars, see page 6.

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—20c per doz. for hot house.

Eggs—Local dealers pay 16@17c for candled and 14½@15c for case count.

Egg Plant—\$1.50 per doz.

Green Corn—10c 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—Californias, \$3.75@4; Messinas, \$4.25@4.75. Majoras and Verdelas, \$5.25@5.50.

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

Maple Sugar—10½c per lb.

Maple Syrup—\$1 per gal. for fancy.

Musk Melons—Gems, 50c per basket; California Rockyfords, \$3.25 per crate; Illinois Rockyfords, \$1.50 per crate; Osage, \$1.25 per crate.

Onions—Home grown stock is in ample supply at 80@90c.

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

Parsley—25c per doz.

Peaches—White stock, 50@60c; Yellow Triumphs, 80@90c.

Pears—Sugar, \$1.25 per bu.; large, \$1.25@1.35 per bu.

Pieplant—2c per lb.

Pineapples—Floridas command \$3.75 per crate of 24 to 36 size, one kind or assorted.

Plums—Abundance, \$1.25 per bu.

Potatoes—New stock is in ample supply at 50c 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, 10½@11½c; gobblers, 9@10c; white spring ducks, 9@10c.

Radishes—10c per doz.

Squash—Summer fetches 40c per basket.

Tomatoes—65c per 4 basket crate. Home grown \$2 per bu.

Watermelons—Missouri and Indiana Sweethearts command 20@25c.

Wax Beans—75c per bu. for home grown.

Whortleberries—\$3@3.50 per bu.

## Notice.

Grand Rapids, August 5—Cornelius Quartell is no longer in our employ and not authorized to collect or receive any moneys for or in our behalf or to represent us in any manner whatsoever.

Commercial Credit Co., Ltd.

Fred W. Fuller, President of the Grand Rapids Retail Grocers' Association, is down for an address on the subject, Grower to Grocer, at the horticultural meeting at W. K. Munson's Vinecroft farm Aug. 12.

## The Grocery Market.

Sugars—The raw sugar market is quiet, with no change in price. Offerings are light and sales are few, as refiners have sufficient supplies on hand for present needs and are practically out of the market. The world's visible supply of raw sugar is 2,630,000 tons, showing a decrease of 40,000 tons over the corresponding time last week and an increase of 960,000 tons over the same time last year. The refined sugar market is unchanged as to price, but the demand is good and is expected to show some increase this week, due to the active fruit season, which is now upon us. There are no indication for a change in prices in the immediate future.

Canned Goods—Trade in canned goods is moderate, with no material changes in price. The condition of the tomato market is a trifle weaker and the movement is not brisk but only for small lots to meet immediate requirements. The trade are waiting for their purchases of the regular pack and are only taking this early pack where necessary to keep them running. Spot corn is very firmly held and stocks are exceedingly light. Prospects are for not over 60 per cent. of a full pack and some estimates are even lower. Peas are unchanged but steady. For small fruits there is a moderate demand at previous prices. Salmon continues very firm, with good demand. The consumptive demand is very good and steadily increasing. There is a fair business in sardines at full prices.

Dried Fruits—Locally, there is but a moderate interest shown in prunes, as dealers are fairly well supplied for early wants, but trade on the coast is somewhat excited and prices have an upward tendency. The failure of the French crop and the enormous demand from abroad will soon have its effect. Foreigners have cleaned up all the cheap prunes around the Atlantic seacoast and are now buying freely for California shipment. The few cars of old prunes left on the coast, which are now reduced to less than 200 cars, will all be taken before new crop, and this demand will continue for new, after the old are gone, and we can reasonably figure on a strong prune market this fall. Raisins are very firmly held and are in moderate demand. Stocks of the coast are now practically nothing. Trade during the past week or so has been extraordinarily heavy and it is expected that holders will dispose of their entire stock within a few days and be obliged to withdraw from the market. It is expected that shipments of new raisins will be very late this season. In peaches the market is quiet, with very light demand. Apricots also show very little activity. Figs and dates are quiet and in slow demand.

Rice—Trade in rice was of moderate proportions at full prices. Stocks on the spot are fair and are firmly held. The opinion among dealers is gaining ground that prices will be higher within the next six weeks when new crop rice will begin to arrive.

Molasses—As usual at this time of the year, trade in molasses was very light. Full prices were obtained, however, and as stocks are light, there was no anxiety to sell but a disposition shown to hold back for higher prices.

Fish—Trade in fish was of moderate volume, codfish taking the lead, with some little demand for mackerel at unchanged prices.

Nuts—The strength shown in the nut

market toward the close of last week has developed higher prices for Tarragona almonds, Brazils and filberts. The market abroad is somewhat excited on short crop reports of almonds and the effect is shown here on soft stocks, which are believed to be very light. The California crop is estimated at about 275 carloads. Peanuts are firmly held and prices are steadily growing stronger on reports from Virginia that the crop is about cleaned up there.

Rolled Oats—The situation on rolled oats is practically unchanged, with millers still declining all orders except for a few case goods.

## Grand Rapids Retail Grocers' Association.

At the regular meeting of the Grand Rapids Retail Grocers' Association, held Monday evening, Aug. 4, President Fuller presided.

Stewart Ramage, grocer at 732 South Division street, applied for active, and Joseph Trel, city salesman for the Lemon & Wheeler Co., applied for honorary membership in the Association. Both were elected.

The Missionary Committee appointed at the last meeting to call on certain North End grocers to get them to wheel into line on the Thursday afternoon closing matter reported that all five had very cheerfully agreed to close all day this week Thursday and half a day the remaining Thursdays of the month.

Homer Klap, chairman of the Picnic Committee, reported progress and submitted an outline of the programme which will be observed at Kalamazoo, which was accepted.

Daniel Vieregger enquired what had been done in regard to the action taken at a previous meeting when it was decided to invite the wholesale bakers of the city to appear before the Association at a regular meeting and explain why some of them insisted on peddling from door to door.

John D. Gray thought the rusk bakers ought to discontinue one branch of the business or the other—that they ought not to peddle from door to door and expect to sell the grocer, also.

In response to Mr. Vieregger's enquiry, the Secretary stated that he had not yet been able to complete his list of bakers and, until he could do so, he would not undertake to send out the invitation.

Mr. Vieregger stated that he did not think it necessary to go after the little fellows, but believed that the large bakers should be compelled to toe the mark. He suggested that each member act as a committee of one to induce the wholesale bakers to discontinue the sale of their goods at retail. He moved that the action taken at a previous meeting be rescinded, which was adopted, whereupon a resolution was adopted requesting each member of the Association to report at the next meeting the name of any bakers found to be retailing goods in their neighborhood.

A member of the Association suggested that the members go out of the city the last half holiday of the season, Aug. 28, and Mr. Klap announced that he had already entered into negotiations with the transportation company to take the members to Ottawa Beach and had issued a challenge to the Holland grocers to play the Grand Rapids grocers a match game of ball on that occasion.

On motion, the manager of the grocers' base ball club was instructed to challenge the policemen to play a match game of ball with the grocers on Thursday afternoon, Aug. 14. Manager Fuller stated that he would attend to the matter at once.

There being no further business, the meeting adjourned.

Derk Boelkins, the veteran Muskegon grocer, was in town to-day, on his way to Buffalo. He was accompanied by his family.

Frank Jewell, Vice-President of the Clark-Jewell-Wells Co., is spending a week with his family on White Lake.



## SKIPPED TOWN.

## Driven Out By the Exposures of the Tradesman.

The judgment of the Tradesman on the subject of fraudulent produce buyers has again been vindicated.

The man masquerading under the style of the Crystal Creamery Co. left the city simultaneously with the appearance of last week's issue of the Tradesman, which warned the trade against him and gave several valid reasons why he was probably a fraud.

Readers of the Tradesman will notice an advertisement in another column, offering \$100 in cash for information that will lead to the identification and apprehension of the man who sent out 500 postal cards Saturday, July 26, offering 3 cents more than the market value for packing stock. This reward is offered by the Michigan Tradesman in hopes that some one to whom the man disclosed his identity will come forward and furnish the necessary evidence to enable the Tradesman to secure the conviction of the swindler on a charge of fraudulent use of the mails.

It was by means of this weapon that the Tradesman was able to rid the city of the notorious Lamb gang and the disreputable Strifling crowd, who brought the market into disrepute some years ago and pretty nearly ruined the good reputation it had previously sustained—and which it now enjoys—as a desirable shipping and distributing market for dairy products.

In this connection it may not be out of order to give some reasons why the Tradesman took the chances it did in warning its readers against the man who undertook to do business under the name of the Crystal Creamery Co. The postal card quotations were mailed on Saturday. The following Tuesday several of the cards were mailed to the Tradesman, with enquiries as to the responsibility of the Crystal Creamery Co. R. G. Dun & Co. was appealed to without result, the man in charge of the concern at 414 South Division street refusing to give the representative of that agency any information. The Commercial Credit Co. was likewise appealed to, with the same result. The editor of the Tradesman thereupon took the matter up in person and obtained an interview with the man in charge, at the conclusion of which he was informed that, if he remained in town until sundown, he would find himself behind prison bars on a criminal charge. The grounds on which this threat was made were as follows:

1. The quotations sent out were manifestly above the parity of the market, inasmuch as the Crystal Creamery Co. offered 16 cents, f. o. b. shipping point, for packing stock, while actual consumers of this grade of goods were only paying 14 cents, delivered.

2. The refusal of the man in charge of the business to make any disclosure as to his antecedents or previous occupation or previous places of residence. This in itself was prima facie evidence of a desire to cover up something that might not be to his advantage.

3. Vague reference to a partner, who evidently existed only in imagination, who was to arrive later in the week with the necessary capital.

4. The statement of the man in charge that he had never met his partner but once and his inability or indisposition to describe his personal appearance.

5. Statements to the effect that the partner had been engaged in the produce business in Detroit for ten years

and that he had boarded at the Wayne Hotel for two years, whereas investigation disclosed the fact that his name has not appeared in the city directory of Detroit for the past ten years and that no man of that name was known at the Wayne Hotel.

6. The lack of printed matter and books and a safe and the general poverty-stricken appearance of the premises occupied, giving ground for the belief that the business was of a temporary character.

7. The failure to open a bank account or to seek an introduction at the hands of any bank or mercantile agency.

8. The apparent lack of frankness on the part of the man in charge and the disposition on his part to contradict himself on material points.

These reasons were sufficient, in the eyes of the Tradesman, to justify this paper in declaring the man to be a fraud; and then the question arose, whether to take the matter up with the Postoffice Department, with a view to having him arrested forthwith on a charge of fraudulent use of the mails or to warn the shippers through the Tradesman so that the damage the man might do should be minimized to the lowest possible extent. As the interview referred to took place Wednesday morning, only two hours before the last forms of the Tradesman went on the press, it was decided to expose the concern in the Tradesman and take up the matter of beginning proceedings against the man later in the day. In other words, the Tradesman acted on the assumption that its first duty was to protect its readers against impositions of this character, and that its next duty was to the men who might be swindled because they do not take the paper or do not read it as carefully and promptly as they should. In accordance with this decision, timely warning was published in the Tradesman of last week, but it appears that about fifty of the 500 men to whom postal cards were sent are not on the subscription list of the Michigan Tradesman, in consequence of which a considerable quantity of butter has been shipped to this city in response to the quotations above referred to, which butter is rapidly melting and going off flavor in the hot freight houses here. So far as possible, the Tradesman has notified the shippers of the true condition of things, so that they might order the goods turned over to other dealers or returned to them. In one case the butter was melting so rapidly that the Tradesman prevailed upon the freight agent to place it in cold storage. In another case—that of a merchant in a distant part of the State—a telegram which was sent collect was refused by the addressee, on the ground that the Tradesman had no authority from him to act as his agent or advisor. This man had three barrels of butter at stake, which were deteriorating rapidly every hour.

While the Tradesman is not willing to concede that it is under any obligations to those who do not take the paper, yet compassion for the victimized sometimes steps in where duty fails to dictate. A visit to the deserted store the next day disclosed a large number of letters on the floor, unopened and unanswered—the man having flown to parts unknown in the meantime—and the Tradesman took the matter up with the Postoffice Department and succeeded later in the week in getting the concern declared fraudulent, as a result of which the letters were recovered by the officers

## This Age of Progression

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



## Fox Typewriters

are the embodiment of every high grade feature in typewriter construction. The latest production. They combine the good of the old with the best of the new. Discard old methods; use a typewriter. Easy to operate, easy to buy. Catalogue and full information for the asking.

Fox Typewriter Co., Ltd.

350 North Front St. Grand Rapids, Mich.



NEAT,  
DURABLE,  
STRONG.

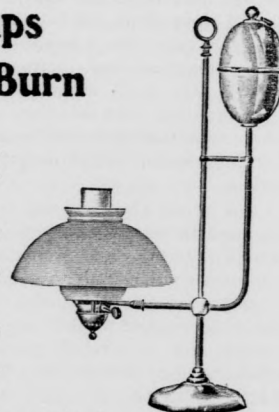
## A Postal Card

Will get you prices on the best store stools made.

BRYAN PLOW CO., Bryan, Ohio  
Manufacturers

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.

## Cash Register Paper

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

Standard Cash Register Co., Wabash, Ind.

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.



If the people ask for it you will buy it. If you buy it the people will ask for it. We create the demand—leave that to us.

OLNEY & JUDSON GROCER CO., Grand Rapids



of the local postoffice and stamped "Fraudulent" and returned to the writers. The same course will be taken with all the mail which may be received hereafter which bears the return card of the sender on the outside of the envelope. Letters which do not have this card will be sent to the Dead Letter Office, accompanied by a statement of the situation.

The man who undertook to engineer the swindle was clearly an old hand at the business, because his quotations were sent almost exclusively to merchants in country towns remote from railway lines, evidently on the assumption that they would be so surprised over the upward turn of the market and the high price offered that they would make shipments without stopping to investigate the character and standing of the concern. The fact that he skipped town within an hour after his interview with the editor of the Tradesman, leaving no word behind as to where he might be found or where he expected to go, would also indicate that he has been in the toils before and that he was quite as fully posted regarding the policy of the Government toward those who make fraudulent use of the mails as is the editor of the Tradesman.

The following letter, which has been received from an old-time friend of the Tradesman and which was evidently written with the idea of its being reproduced in its columns, although the writer asked that his name be withheld, sets forth the advantage it is to any merchant to be in close touch and on good terms with a trade journal which is as vigilant as the Tradesman has always been in protecting its readers against frauds and impositions:

The Tradesman has again placed me under obligations to the extent of \$32.50 by its timely exposure of the Crystal Creamery Co. When I received my Monday mail, I found a card from that concern, offering 16 cents f. o. b. my shipping point for packing stock. As I had about 250 pounds on hand, and was compelled to leave home that afternoon, I instructed my clerk to call up the Tradesman at Grand Rapids and ascertain if the Crystal Creamery Co. was O. K., in which case he was to ship the butter on hand to that concern the next day. Through an oversight, he shipped the butter without making the enquiry. When this week's Tradesman arrived, I noted your timely warning regarding the Crystal Creamery Co. and asked the clerk where he shipped the butter. Then it came out that he had overlooked making the enquiry I had instructed him to make, in consequence of which the shipment had gone to a swindler. I immediately took the matter up with our railroad agent and finally succeeded in stopping delivery to the consignee and getting the shipment turned over to a reputable house in Grand Rapids, which paid me 13 cents and freight—exactly 3 cents a pound less than the Crystal Creamery Co. quoted via postal card. But for the assistance rendered me by the Tradesman I would probably have lost the entire amount and, as this is about the twentieth time you have saved me from losses of this character during the nineteen years I have taken your paper, I feel that it is no more than fair that I should acknowledge my indebtedness to you for your courage and enterprise in exposing frauds and protecting your customers, and assure you that, if you ever find it necessary to increase the price of the paper to \$2 or even \$5 a year, I shall still consider it the best investment I can possibly make. I fully realize that exposures of this kind are attended by more or less risk, because you are liable to make a mistake sometime and meet a Tartar who will cause you trouble, but I have come to regard your judgment in such matters so highly that, if you ever meet with trouble or loss in your anxiety to serve the trade,

I will cheerfully be one of ten, twenty-five or a hundred to contribute to a fund to meet the expense. I realize that you are probably better able to meet such expenses than the large majority of your subscription patrons, but I am not alone in thinking that you have done such yeoman service for the merchants of Michigan in so many different ways that we ought to show our appreciation of your efforts in some more substantial manner than by doling out a dollar for a paper which saves every merchant who reads it from \$25 to \$100 a year.

The upright do not grow rich in a hurry.

## Why Not Try

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

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

You ought to sell

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

**Rugs from Old Carpets**  
Retailer of Fine Rugs and Carpets.  
Absolute cleanliness is our hobby as well as our endeavor to make rugs better, closer woven, more durable than others. We enter to first class trade and if you write for our 18 page illustrated booklet it will make you better acquainted with our methods and new process. We have no agents. We pay the freight. Largest looms in United States.  
**Petoskey Rug Mfg. & Carpet Co.,**  
Limited  
455-457 Mitchell St., Petoskey, Mich.

## Things We Sell

Iron pipe, brass rod, steam fittings, electric fixtures, lead pipe, brass wire, steam boilers, gas fixtures, brass pipe, brass tubing, water heaters, mantels, nicked pipe, brass in sheet, hot air furnaces, fire place goods.

**Weatherly & Pulte**  
Grand Rapids, Mich.

**Wholesale Grocers**  
Invariably recommend their customers to take a membership in the  
**Commercial Credit Co.**  
because it protects the retailers against bad paying consumers and, incidentally, protects the jobbers against slow pay customers

## 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.

## 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.

All Kinds  
of  
Solid

**PAPER BOXES**

All Kinds  
of  
Folding

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

**GRAND RAPIDS PAPER BOX CO.**  
GRAND RAPIDS, MICHIGAN

Box Makers

Die Cutters

Printers

# One Hundred Dollars Reward

The Michigan Tradesman will pay \$100 for information which will lead to the identification and apprehension of the individual who mailed a large number of postal cards at the Grand Rapids postoffice July 26, offering to pay 16 cents for packing butter shipped to the Crystal Creamery Co., 414 South Division street, Grand Rapids.





Devoted to the Best Interests of Business Men

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

One Dollar a Year, Payable in Advance.

#### Advertising Rates on Application.

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

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

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

E. A. STOWE, EDITOR.

WEDNESDAY, - - AUGUST 6, 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 3, 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 second day of August, 1902.

Henry B. Fairchild,

Notary Public in and for Kent County, Mich.

#### GOLD BRICKED MERCHANTS.

The newspapers have all kinds of fun with the gullible granger who buys lightning rods and gold bricks of strangers, but the experience of the past week has demonstrated that the victimized granger is doubly discounted by a certain percentage of Michigan merchants who jump at a chance to ship butter to a bird of passage without stopping to enquire as to his antecedents or responsibility.

The Tradesman refers to the brief and meteoric career of the Crystal Creamery Co. and the ease with which certain country merchants were induced to make shipments to an utter stranger in response to a postal card quotation, offering 3 cents above the market for packing stock.

There is a certain degree of satisfaction in noting that no subscription patron of the Tradesman is enrolled on the list of victims—that the country merchants who grabbed at the bait thrown out by the adroit swindler who sailed under the cognomen of the Crystal Creamery Co. are all men who do not take a trade journal—at least, a live trade journal—but who congratulate themselves on the fact that their superior acumen and profound wisdom enable them to scorn the advice and decline the assistance of a trade paper which in this single instance was able to protect its patrons and save them from loss to an amount which will keep their subscriptions paid in advance for the remainder of their mercantile career.

There would be no need of the Tradesman preaching a sermon to its readers on the subject of avoiding strangers but for the fact that many new readers have come into the Tradesman family during the past few years. To these the Tradesman feels impelled to repeat the message it has frequently im-

parted to its readers—to go slow in dealing with those who have no mercantile rating, because a man without a commercial rating is seldom a desirable person to tie to. Above all, avoid the man who overquotes the market as you would a pestilence, because in nine cases out of ten the man is a swindler. In the tenth case his action is pretty sure to demoralize the market to that extent that the subsequent loss will more than overbalance the temporary gain. There is never a time when the shipper can not deal with responsible houses, because the introduction of the cold storage system has practically done away with the glutted conditions which frequently prevailed prior to a dozen years ago; in fact, he need go no farther than the advertising columns of the Tradesman to find houses which will treat him right and accord him prompt and satisfactory returns. Not all the good houses are represented in the Tradesman, but none but reputable institutions are to be found therein. More advertisements of this character are declined by the Tradesman than are accepted, because under no circumstances will the Tradesman publish the advertisement of a house which has not a clean record and a satisfactory commercial rating. The careful scrutiny and constant surveillance which every advertiser receives at the hands of the Tradesman renders his investment peculiarly profitable, because the acceptance and publication of an advertisement by the Tradesman are equivalent to a recommendation.

A fierce discussion is at present going on between scientists as to whether earthquakes and volcanic eruptions can be foretold. Sir Archibald Geikie, the English geologist, dissents from the general belief that the eruption of Pelee could not have been predicted in time to save the inhabitants of St. Pierre. He holds that if a competent seismic specialist had been stationed on the slopes of the volcano, provided with self-registering seismometers the symptoms of an impending eruption would have been detected in ample time to give the people of St. Pierre due warning and most of its population would have been saved. He suggests that there should be installed on every volcanic island a meteorological observatory duly equipped with these instruments, from which the resident observers may issue warnings of the approach of dangerous storms and the symptoms of eruption or earthquake.

There is no lack of instances to show that women can be successful in almost any calling they adopt or any enterprise in which they engage. A good example is the case of Mrs. Mary Ann Mills, the diamond expert who died recently in New York City. She learned all there was to know about diamonds and was able to tell a good stone at a glance and make a very accurate estimate as to its value. She attended all the auctions of the pawnbrokers and was seldom if ever deceived as to the worth of a diamond. She bought at low prices and sold at higher ones, and in this way she accumulated a fortune of a million dollars. What Mrs. Mary Ann Mills did some other woman presumably could do as well by the same diligence.

The worst thing about a young man's sowing his wild oats is the fact that the woman he marries must share in the harvest.

#### STRIKES AND THE PUBLIC.

The enormous and far-reaching damage done by great labor strikes emphasizes the fact that such a controversy does not merely concern the immediate parties to it. If this were so, the contestants might be left to fight over it until one or the other, or both, are worn out.

On the contrary, while the immediate parties to a strike may number some hundreds, many thousands of innocent people will suffer, and where the participants in a strike number thousands or hundreds of thousands, the sufferers will aggregate millions of people, and possibly the entire population of the Union.

Here is the strike in the anthracite coal region, for instance: Anthracite coal is mined in a limited area in the State of Pennsylvania, but the output, which amounts to sixty million tons a year, is used in manufacturing and other industries, and for the heating of dwellings, mills and factories in every state of the Union. When, in consequence of the present strike, the supply of anthracite coal now on hand shall be exhausted, thousands of mills and factories will be forced to stop work and millions of men will be turned out of employment, from no fault of their own, and from no fault of their employers, but as the result of a labor controversy between the miners and mine owners of a part of Pennsylvania.

There are, as has been said, nine mine proprietors and about 150,000 miners immediately concerned in this strike. It is estimated that the wages of these miners amount to \$1,130,000 a week. The strike, which commenced May 12, has been going on for about twelve weeks. In that time the loss of wages to the strikers has been \$13,560,000. These miners would have taken out, if they had been at work, at the rate of five million tons of coal in four weeks, or 15,000,000 in twelve weeks, a product which, at \$4 a ton, the old rate, would have been worth \$60,000,000, which has been lost to the mine operators. They have to a considerable extent retrieved their losses by the rise in price of what they have on hand, the increase of price being not less than 50 per cent.

Whatever may be the rights and the wrongs of the case, and however may be the sympathies of the American people in the premises, the great question is, how the people at large, who are not responsible for the strike, are to be protected from its damaging consequences. The 150,000 strikers have in all probability enough persons dependent on them to bring the total number of direct sufferers by the strike up to 900,000 souls, but when the stoppage of business by the cutting off of the coal supply shall take place, ten million to twenty million more of people will be direct sufferers.

Many persons remember how business of every sort was brought to a standstill throughout the United States by the great railroad strike instigated and directed by the infamous Debs in June and July, 1894. It is easy to see that a general railway strike in the United States would stop the movement of trains on 200,000 miles of road and paralyze the entire business of the country, besides exposing the people of cities to the danger of starvation from their inability to secure the food necessary for their subsistence. It is much to be doubted if there is at any time on hand in any city of the Union a food

supply sufficient to last more than a few days, ten at the outside.

It seems not only strange, but even monstrous, that a small number of walking delegates should be able, under the pretext of benefiting their dupes, to plunge hundreds of thousands and millions of people into the most extreme suffering and misfortune. This is a country in which the majority possesses a constitutional right to rule. If this be the case, as it undoubtedly is, the right of a vast majority to protect themselves from the injurious acts of venal and unscrupulous leaders should be undoubted.

This is one of the cardinal principles upon which the Republic is founded. The day will come, and should not be far distant, when specific laws will be made for the protection of the people from the injuries arising from the autocratic actions of labor leaders and strike managers, whose sole stock in trade is incendiarism, intimidations and murder.

To-day people have the right to differ and to engage in controversies about all sorts of questions and opinions, but whenever they disturb the public peace or infringe on the rights of others they become at once amenable to the criminal and civil courts, and are subject to be prosecuted or otherwise proceeded against. There should be no serious difficulty in applying these principles to labor strikes, and indeed it is just what ought to be done.

It is not so easy for a Government official to save the people's money as might be supposed. Secretary Shaw the other day got an estimate for a piece of necessary printing from the Government office at \$1,230, which he thought too high, and so he sent out to a private concern and got a bid of \$755. He was about to let the work, when one of his subordinates, long in office and familiar with the rules, pointed out to him that Congress, at the behest of the trades unions, had made such laws and regulations that the only thing he could do was to give the work to the public printer and pay his price. Mr. Merriam, director of the census, saw where he could save \$100,000 by having some of the printing done by a non-union establishment, but, upon investigation, found it impossible. These are only two instances, of which there must be many of daily occurrence at Washington. The same thing applies to the Government navy yards. Ships constructed there cost 30 per cent. more than when built by private contract, due to the fact that the unions have wormed their way into that branch of the public service to that extent that they are able to dominate every feature of the work. Unless their encroachments are effectually blocked, every ship turned out by the Government yards will ultimately cost twice as much as it would if constructed by free labor, instead of the cringing slaves of the walking delegate.

No man arrives anywhere who will not think. If he can not think straight, let him think crosswise or upwards or to the right or left, because he is sure to arrive somewhere. The man who will not think, who governs his course by notions, by the advice of others or by the whims of his own erratic will, is worse off than a leaky old tub with neither sails, rudder nor compass. Sinking or stranding on some barren shore is the sure fate of both.

Getting experience is the most costly form of dissipation.



**STREET FAIRS.**

**How They Put Life into a Sleepy Village.**

Has your town taken any steps towards holding a street fair this fall, Mr. Merchant?

If not, don't you think it is up to you to agitate it and see what can be done? They are a very good institution for putting life into a sleepy village and they do not do the wide awake city any harm.

In fact, there is little necessity of advocating holding one in a wide awake city or town—the citizens always attend to that and do not need any urging from outside sources.

They know the benefit it has been to them and understand that it will continue to be a benefit.

But where the street fair is most needed it frequently happens that the merchants and the citizens take the least interest.

If you are doing business in such a place take the initiative and wake them up for once.

Do not ask them whether they want a street fair or not.

Just tell them that one is going to be held.

You will not meet with much opposition except possibly in securing contributions to the fund.

The first step is to get up the fair fund.

Start out with a subscription paper and head it with a liberal cash donation yourself.

Then go to the next most influential citizen of the town and labor with him until you get a donation. If he talks \$10 make him think that you can not get along with less than \$25.

If he is the banker and begs off on the ground that it will help the merchants but it won't help him much, talk public spirit to him and wind up the argument by showing him that when more people visit your town the greater will be his deposits and the larger his deposits the more profit he will make out of his business.

Of course the street fair will help the banker. It will bring more business to the town and help the business men, and that which helps the business men always helps him.

That is the way to talk to him.

In the meantime do not neglect the country editor.

Get him all stirred up over the proposition and let him write editorials on it and talk street fair in every column of his paper.

It all helps in putting life into a sleepy village.

And pursue a systematic course in soliciting every business man in the community. Get the lumberman and the coal man and the elevator man interested.

Get the farmers to talking street fair and let them agitate it with the other merchants. Get them to asking questions about it. They will do this if the matter is talked properly.

The next question is how much money will be needed.

You ought to start your subscription paper with a pretty definite idea on that point.

In a village with 600 to 1,000 inhabitants a pretty good street fair can be arranged with from \$300 to \$500 in the treasury.

This does not include the extra expense to each merchant of decorating his store and preparing floats.

Probably street fairs have been ar-

ranged with considerably less than this in the public fund, but if it is a new venture have money enough to make it a great success and to attract attention.

The next step is to form your fair association.

Elect officers and appoint a board of directors or an executive committee to have charge of the details. Another committee on premiums and a committee on attractions should be appointed.

With the association in working shape and subscriptions sufficient to guarantee a successful fair the next step should be the arrangement of details.

One of the first matters to be taken up is the premiums.

These should be arranged with particular reference to the farmers and their families and to attract the most attention from this class of people.

The object of the street fair is to bring in farmer customers from as large an extent of territory as possible and to advertise the city in which the fair is held as a market point.

Another object is to do this so astutely that the farmers who come in will buy enough goods to make it profitable to the merchant as well as an advertisement.

Premiums for the largest load of wheat, for blooded stock of all descriptions, for the prettiest baby entered in the baby show, for the best piece of needle work by the farmer's wife, for the best loaf of bread made by a child under fifteen years of age, should be offered.

These premiums can be arranged with especial regard to the conditions in the neighborhood.

If the farmers are engaged in diversified farming they can cover a wide variety of subjects.

Issue your premium list a month or longer before the street fair is to be held so that it will advertise the event.

The best way to issue this premium list is to mail it to every farmer within a radius of from twenty to forty miles of the town. The names of these farmers can be obtained from the polling lists or from the tax books at slight inconvenience.

The next step after the issuing of the premium list is the matter of securing special attractions.

This involves considerable negotiating back and forth and careful investigation to obtain such as will be strong drawing cards.

If there is a local theater in your town in charge of a manager he can properly look after this matter and can arrange for the best terms.

With only the amount of money available as above indicated you can not afford to spend more than \$100 or \$125 for special attractions and therefore you will be obliged to go into the matter carefully.

Should this be left to a local committee who have had no previous knowledge of this work the best plan is to write to some vaudeville or theatrical booking agency in the city asking them to send a list of special attractions for a certain date and the price for each.

Some attractions can be secured at a nominal sum if they are permitted to take up a collection; others can be secured if they are permitted to charge an admission.

The best plan to adopt is to eliminate those charging an admission, especially if it is to be a "free" street fair.

Three or four good performers for one or more days should be enough, in-

cluding a tight rope walker, a bicycle performer or something of this general character which will interest all classes of people—the men and the boys as well as the ladies.

In addition arrange a programme of your own that will help out greatly.

A few horse races for horses never before entered in any contest with a liberal premium to the winner will incite a deep interest among the farmers' boys.

A ball game between rival town nines with a premium of a dollar each to the winning side will be a card.

A number of athletic events with nominal prizes on the side for the winners, such as are occasionally arranged for picnics, will prove interesting.

And above all things do not forget to include one or more parades.

Make these parades the principal feature.

At some points they inaugurate the day by having a ragamuffin parade, but in other localities this is considered lacking in dignity.

Why not have a parade the first afternoon with three or four prizes offered for the best farmers' equipages which appear in line?

Have it understood that these are to be decorated as handsomely as possible and that awards will be made on the basis of general appearance of the equipage; on the basis of appearance and neatness of the horses and harness and appearance of the vehicle.

These will constitute sufficient points on which to pass judgment.

If the street fair is to be held in the evening a bicycle parade participated in by everyone, whether a citizen of the town or of the country, will prove a feature of interest.

On the afternoon of the last day of the street fair have the grand civic parade of the occasion. This is for the purpose of maintaining the interest and enthusiasm of every one until the fair closes.

Make this procession as long as you possibly can.

Include every resident of the city or town.

Head the parade with the grand army post and then follow with the different lodges and finally wind up with the school children if this is necessary to make the parade a gigantic success.

Here again is where the merchant should play an important part.

He should be represented by a float indicating the nature of his business.

The general merchant of the town should plan to make his float the best of all.

There are so many ideas which occur that could be utilized it is difficult to describe them all, but one of two plans should be definitely decided upon:

Either the float should contain as little advertising as possible or it should be all advertising.

If it is intended to make it allegorical then the advertising should be confined to the name of the firm, which should be on the side of the wagon, but not in a position where it will obscure the view of the float.

In arranging for an allegorical float drapery and costumes are the most expensive items.

An ordinary farm wagon can be used by removing the box and placing a platform in its place and the figures can be placed on this with very little extra expense. The platform should be draped on all four sides with bunting that covers it and the seats should be covered

either with bunting or tissue paper.

A somewhat conventional float can be made to represent Liberty enlightening the world.

Liberty should be seated on a pedestal representing the Bartholdi statue—everyone has seen it—and should wear the usual costume, holding aloft in one hand the American colors.

This float can be further improved by having allegorical figures representing the Philippines, Puerto Rico, Alaska and even Cuba grouped at the bottom of the pedestal.

Liberty should be a woman—the handsomest in the community if possible.

The Philippines may be represented by a young woman with a copper-colored complexion, Puerto Rico by a brunette, Alaska by a blonde dressed in fur garments, and Cuba by a young woman arrayed in white.

Each of these four young women should wear a sash draped across her shoulder bearing the name of the country or colonies she represents.

If the merchant is not especially original in making plans for a float of this character he should consult with those who can aid him. In the large cities there are people who make a business of this, but in the smaller places their services are scarcely obtainable.

However, if the merchant employs a window dresser or has in his employ a clerk who attends to these duties, he can probably press him into service and can obtain ideas that will work up into a suitable float.

If the float is to be an advertisement for the business all depends on the department to be advertised.

A good general idea might be to arrange an immense cornucopia as the central figure and have this tipped towards the front of the float.

Make it a massive affair and large enough so that it will contain a variety of articles.

Then fill it with groceries, dry goods, shoes and something from each of the departments of the store.

You might label it:  
**THIS IS WHAT THE HARVEST BRINGS**

To Those Who Trade  
with  
Jones & Smith,  
General Dealers.

If you make a specialty of hardware, how would it do to arrange a kitchen on the platform of the float?

Give one of those newest and best ranges a place of prominence and have it fired ready for use.

Use a kitchen table and any quantity of home goods in such a way that they will be displayed and the public will be informed that you carry them in stock.

A French cook—that is, a man—in a white cap and white uniform, apparently busy with his baking operations, would help out the idea.

Have a quantity of biscuit dough made up before the procession starts and bake this en route. As soon as they are baked distribute these biscuits to the crowd.

There is a good advertising proposition involved here, and if the float bears a sign advertising the line of ranges and cook stoves you will lose nothing by adopting it.

The exclusive grocer can arrange a float which shows his best fancy groceries to good advantage by building up a pyramid in the center of the float and have them displayed there.

Top off the pyramid with a sheaf of wheat.

And if the jobbers or specialty manufacturers will back him up by supplying samples free he can have them distributed en route.

A demonstration of some line of goods with the demonstrator hard at work preparing them will hardly fail to attract attention, but in most instances will advertise the manufacturer more than the merchant.—Commercial Bulletin.



## Clothing

### Fads and Fashions Which Prevail In and Around Gotham.

It has not been insufferably hot this summer. So far the dress of the New Yorker has not manifested any marked disposition to wander from the regulation summer wear. Men have not gone about town without their coats, and except when days were exceedingly hot the disposition to discard the vest has not been especially conspicuous. Indeed, the vest has been very prominent this summer and has run to all sorts of styles. Fancy whites and figured tans predominated. I don't think I have seen a summer in which so many white vests were worn with day dress. The bird's-eye fabrics are great favorites.

It seems to be the proper caper to wear black long scarfs. From an economic point of view this is not a bad scheme, because one does not have to provide so large a variety of neckwear for his wardrobe as when fancy effects are the vogue. The reader will very easily recall the time when the black tie was only worn by men in mourning or those of advanced years, but to-day you may go into any assemblage where men who dress well are found and the majority of scarfs will be on the raven order.

Next to black comes black and white. This combination has run riot this summer in everything. I saw a very striking example of it recently in the shop of one of the very finest furnishers in Manhattan. This was a set of underwear in the whitest and softest of white lisle. About the quarter sleeves was a very fine line of black. About the neck was a herringbone embroidery in white silk thread. This suit was \$8 a garment. The knee drawers were striped at the end to correspond with the shirt.

Another very swagger-looking bit of underwear was a wide mesh in wool, soft to the touch and silky to the eye. These white suits have knee drawers.

Apropos, I talked by chance with some fellows the other night, who have an abundance of this world's goods and can gratify any whim or wish, about summer underwear, and asked them for their preferences. The consensus of opinion was that the lace schemes were not satisfactory except in the woolen goods. The majority present thought that flat merino garments were the most sensible.

There is a reaction against figured shirtings in the finer trades. Stripes on very dark rich browns are coming back. Six months from now, say, we shall see dark grays and dark blue tone effects with white stripings among other things.

Funny how cloths get their names and what misnomers some of them are. For instance, there is the modish suiting put out by an uptown house here. They call it batiste. Now, batiste is a word with a history. It designates a weave named after Jean Baptiste, of Cambrai, France. The word was used originally in connection with a fine sheer linen fabric woven straight. The word baptiste comes in again in this connection because by a strange coincidence it was used to wipe the heads of infants after baptism, and baptism cloth became baptiste cloth. In time the name was applied to a certain class of plain woven cottons. It is also applied to a fine all-linen or cotton lawn and is accepted in the dry goods trade as the French word for cambric. Now

the batiste suiting is like the original batiste in this, that the threads are of the same thickness, light, and cross each other evenly. This batiste suiting is a worsted, very substantially made, very light and porous. The patterns are subdued grays with a fine hairline stripe and pinhead tucks, also black. Unlike many summer fabrics, it will hold its shape. It will not admit of low-priced tailoring. Properly made, it will not cockle and is absolutely respectable looking and neutral in tone. The suit for the average man, quarter lined, weighs about twenty-seven ounces, and twenty-four ounces without the vest.

Dinner jackets are having their own way at night in New York. Well-mannered men are seen about the hotels, clubs and roof gardens in the dinner costume, minus the vest, with pleated white shirts, belts and black silk ties. Straight straws and Panamas are worn in connection with this outfit.

A fashionable tailor tells me he has made up a great many dinner jackets. Compared with this time last year, tail coats are about the same in number, whereas the jackets are 50 per cent. more. The Panama hat is on the decline as a fashionable article, while senits and split straws are on the rise.

It is quite the fad to accumulate fancy handkerchiefs, and the variety offered in the principal stores is apparently without end. One of the neatest is a natural linen color with a wide border composed of lines in self colors and a drawn stitch effect at the corners.

When you travel you should have a cheviot or madras bath wrap. These are very soft and very light and take up little room in one's baggage. They are out in good color combinations.

White flannel shirts are swagger now, even for business wear. Worn with them are tab collars and white linen cuffs. These shirts would be very popular were it not for the expense of scouring them. A fellow could do quite a long time on, say, a dozen. They are at retail \$7 apiece.

Hosiery in the lace schemes has seen its best and last days. The well-dressed men will not have it any more. A beauty in men's sox is the mercerized black cotton with black clocking.—Vincent Varley in Apparel Gazette.

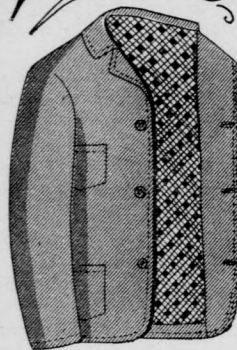
### Charge Accounts in the Big Stores.

The rules and regulations which govern the granting of credit to people who are not rated in commercial agency books, as for instance employees and people in the various professions, observed by the important stores in New York, are not alike. Some of these rules are very strict, others not so much so, but it may be said that as a general thing big stores grant credit to non-rated individuals with great care. The smaller houses in the medium grades are disposed to be liberal with employees who are in receipt of good salaries. Broadly speaking, they do not consider a man receiving less than \$2,000 a year is a desirable person to have on their books as a charge customer. Where an employee is well known, through having paid cash for a long period, he may be accommodated from time to time, but there is much hesitancy about opening an account with him unless his salary is up to the figure mentioned.

The opinion prevails among the largest establishments that it is not kind to the employe on a moderate salary to open an account with him. It is claimed that it leads him into habits of extrav-

# LOOK TO VALUES

WHEN YOU BUY COVERT COATS



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

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

**LOOK** at the linings and workmanship

**LOOK** at the fit every time.

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

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

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

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

## 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



agance and that sooner or later he will be embarrassed and, however honest, will be put to straits when asked to settle up. This condition will worry him and will not be altogether to the advantage of his employer.

Throughout this article, the very high-priced establishments who deal with only wealthy people, or those who are counted such, will not be considered. They have systems of credit and of obtaining reports on individuals which are largely a matter either of the fame of the families or individuals trading with them, or the result of introductions from distinguished customers.

More than a few notable concerns have a system of inviting people not in the commercial agencies' reports to open accounts with them. The lists are obtained from directories. The responses to these requests are carefully investigated, through the medium of a commercial agency, whose sole business is looking up the character and standing of non-rated people who apply for credit. The mere fact of a man receiving a card inviting him to open an account should indicate that he is worthy of credit, and yet some firms do send out these invitations and then look up the credit later on in the manner indicated above. There are classes of people who are not regarded as desirable customers even where they are in receipt of substantial salaries. Among these professional men outrank mercantile men. The system obtains in some establishments of insisting that employers guarantee accounts. In others it is only necessary for the employer to say that the applicant for credit is of good character, receives a good salary and that so far as known he is not living beyond his means.

One firm of exclusive furnishers, who do a fine to medium trade, frankly say that they believe in putting on their books what might, to conservative concerns, look like great risks, but they claim that in five years their losses have amounted to only two-thirds of 1 per cent. by opening accounts with non-rated individuals.

There are large operators in the mixed lines, clothing, furnishings and hats, who will not open accounts under any circumstances, not even with the very best rated people. They do a strictly cash business. Again there are other retailers in New York who are governed in opening accounts entirely by Dun or Bradstreet, and refuse absolutely to give credit to anyone who is not quoted by these sources of information.

The writer has, as a result of a long and diligent enquiry into the merits of

credit-giving, learned these facts: In the very best stores, that is, in those "catering" to the swell set, the book accounts represent 75 per cent. (estimated) of the business done; the customers of these shops buy extravagantly and profits are proportionately great. In the majority of cases bills are paid slowly and therefore it takes considerable capital to swing the enterprise. In such establishments customers anticipate their wants and the consensus of opinion is that giving credit to the proper parties is an enormous source of revenue.

In this article we are dealing almost entirely with the outfitting business and not with dry goods department store trade. The second great stores are prone to regard credit as a necessary evil, and they do not, except in a few instances, give it very much encouragement. They prefer to do it, would seem, a strictly cash business, because they sell on a fairly close margin of profit and feel that some debts here and there would dull the edge of business.

The third great stores do not open accounts at all. They may occasionally trust someone they know very well for a small bill, but this, too, is merely a matter of accommodation. The largest stores carrying the allied lines all extend credit on gilt-edge reports and take no chances. They invite those whom they know to open accounts.

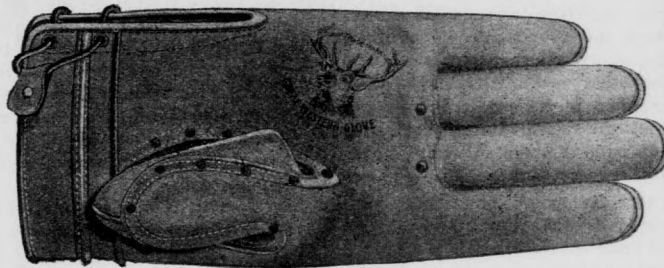
The custom shirt department is blamed by many for bad bills; it is the opening wedge. For instance, a stranger will place an order for some shirts, they will be made for him and sent to his address, where they are received and paid for C. O. D. Presently the same man will come in and order some other goods. These will be sent to his house and paid for. In the meantime the man's reference is not looked up. He has always paid cash. Why proceed further? A little later on he drops into the store, buys some underwear and pays for it. By this time everybody knows him and likes him, for he makes a good appearance. The rest of the story can be guessed: Subsequent goods are sent C. O. D., but with a regular bill. He may pay the first bills, but sooner or later he will owe that house quite a little money, and it never, never, never will be paid. This man may be a lawyer, an employe in some bank or insurance company, in short, a man of some position, but not in the mercantile business for himself. Sometimes such a man mysteriously disappears, other times he will stand considerable dunning.

Shrewd retailers look up a man before they cut the shirts, others ask for a deposit, but it must be admitted that there is a great deal of loose crediting in the matter of custom shirts, and to this fact is attributed the failure of a certain New York City furnisher who formerly stood very nearly at the top of the heap.

## Ellsworth & Thayer Mfg. Co.

MILWAUKEE, WIS., U. S. A.

Sole Manufacturers of the



### Great Western Patent Double Thumbed Gloves and Mittens UNION MADE

We have everything in gloves. Catalogue on application. We want an agency in each town.  
B. B. DOWNARD, General Salesman.

## Fall Line of Ready Made Clothing

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

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

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

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

ESTABLISHED A QUARTER OF A CENTURY

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

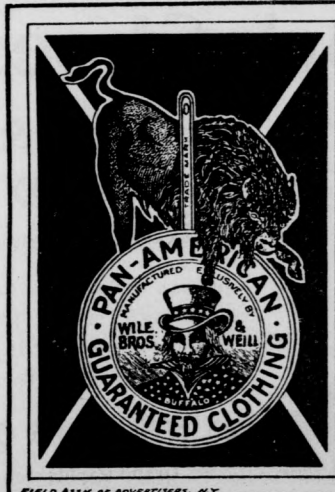
SUMMER GOODS—I still have a good line to select from.

## The Peerless Manufacturing Company.

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

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

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



Men's Suits  
and  
Overcoats  
\$3.75 to  
\$15.00

\$5.50  
\$7.50  
\$8.50  
lines are  
extra swell

# PAN-AMERICAN GUARANTEED CLOTHING

MANUFACTURED BY

**WILE BROS & WEILL** BUFFALO N.Y.

DETROIT OFFICE - 19 KAUTER BLDG. M. BOGAN IN CHARGE

Is a sure thing for all the time.

It has a record—six seasons of phenomenal success—the greatest selling and money making line of clothing in the American market.

You don't have to worry about being "caught with the goods" when you have Pan-American Guaranteed Clothing.

Salesman or samples—which will we send?



## Shoes and Rubbers

### How to Wait on a Customer Properly.

I contend that any ordinary salesman can sell a pair of shoes, but that is not what our employer desires. Of course, he wants the sale made, but furthermore he wants that customer made, and to effect that means that she, I mean the customer, must be waited on properly and the salesman must make such an impression that she will come again and furthermore call for him by name.

As soon as the customer enters your store—yes, I said your store, because the salesman should take an interest in his employer's store as though it were his own—she should be greeted with a cheery "good morning," and escorted to a seat, and quickly as possible remove her shoe, but never let the customer be under the impression that you are in a hurry. Once that idea is gotten into her head it is that much harder to make the sale. By pleasantly conversing with your customer during these simple operations you will have found out what style footwear she desired.

Now comes an important move that either will have the effect of inspiring confidence or that of the customer losing it. Never ask a customer what size she wears or peer into the old shoe for the size previously worn, but have your size stick handy and use it, thereby demonstrating to your customer that you are a practical shoe man as well as salesman.

Never ask a customer what price shoe she desires, merely go to the stock and get two or three shoes, different styles and at the same time different prices. Now that you have found out the price shoe desired it is up to you to speak or talk up the style which your customer seems to take a fancy to. Never insist on a customer taking what you like; remember you are the seller and she the buyer, and at all hazards you must please her. Should she ask you for your judgment on a certain style give it unhesitatingly but in a cool, calm voice which assures her again of your ability and that you know what you are talking about.

See to it while fitting and before lacing or buttoning a shoe that the customer stamps her foot and walks around for a few minutes as this gives the foot a chance to settle well into a shoe and thereby it is much easier to button or string and the strain is materially lightened.

Learn to fit a customer to their well-liking, and that brings me to what I consider the main point in selling: The person who is a successful shoe salesman is usually a good judge of human nature.

Once a customer is well fitted and well satisfied you may count on that person's patronage and as I said before that is what we are all striving for, to make and hold regular customers, because regular customers can make your employer's business and on the other hand they can also break it.

Do not confuse an intending purchaser by showing too many varieties because while variety is the spice of life it is not so in selling shoes, and the fewer styles shown has less tendency to confusion, but on the other hand should the styles shown not please, take them away and in the pleasantest manner possible show others.

Let me tell you that one of the greatest evils that are chalked against, my fellow shoe salesman, is, namely: Judg-

ing customers' purses by their dress. I contend that this is a serious evil; because a customer comes into the store poorly dressed there is no reason in this wide world why she should be shown cheaper and inferior goods than the trifle better dressed customer. And on the other hand if you serve the poorer dressed customer (which undoubtedly is your duty) with as much attention and effort that you would bestow on the better clad one, nine cases out of ten your sales will be of the medium or better grade footwear.

Therefore, it is in my opinion always advisable to show good goods. Be careful to please your customer in every way possible. Prove to her that is your pleasure and while you are waiting on your customer avoid all other matters for the time being.

Avoid trying on footwear that has lasting tacks or any other roughness whatsoever along the innersoles. Simply run your hand in the shoe before fitting and should there be anything of this sort, it is far better to prick your finger than a customer injure her foot, which quite often is the result. In fact, the writer knows of a case where a certain shoe dealer had a doctor's bill of \$36 to stand for just this very cause; had only the clerk that was fitting this customer followed the above advice, see the unpleasantness and notoriety that could have been avoided.

Never run down a certain style of shoe because you wish to sell another. Remember nothing has more tendency to make a customer doubt you or become suspicious than this ugly habit.

Another point to be considered is, everybody that is selling shoes is anxious to make as much money out of his position as possible and we all know what the letters P. M. call for. But let me tell you, never force or insist on a customer taking a P. M. shoe if they do not take a fancy to it. I have actually known clerks, and further seen it with my own eyes, let customers walk out of the store simply because they would not take a P. M. shoe. Great guns! Do you call that justice to employer, and at the end of six months or a year that very clerk wonders why he has not been advanced and bemoans his fate to his fellow salesman?

Do not deliberately exaggerate about your goods. Sell them on their merits and nothing else. Remember nothing is ever gained by lying about your goods, and on the other hand some reliable and up-to-the-minute clerk will tell the truth and nothing but the truth about the shoes bought from you. In fact, quite frequently when the customer is ready to have the shoes mended they are taken to the shoemaker in the neighborhood, and you can bet your sweet life he will tell the truth. It always gives them a great pleasure when they have occasion to knock the shoe dealers of their vicinity.

Wait on a customer intelligently, but do not let customers walk over you. Let them understand that you are a master of your trade, but never get into an argument, as it invariably ruins a sale.

Always be sure to warm patent leather goods of any description before fitting. You know that if a customer should stamp his or her foot in a shoe that was not warmed and should cause surface cracks to appear then the sale is lost, and furthermore you have a pair of damaged shoes (due to negligence) which are not worth 50 cents on the dollar.

Never under any circumstances make

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

## 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.

## 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



a sale by guaranteeing shiny leather shoes. This form of business is all wrong, and it is one of the greatest drawbacks that our shoe retailers have had to contend with, and should be discouraged instead of encouraged. It is far better that a salesman should lose a sale than to wilfully guarantee a shiny leather shoe, knowing in his own heart that should there be trouble his employer has no redress with the manufacturer, and it is impossible to satisfy a customer with a small allowance after having wilfully guaranteed a shoe which he had no right to do. Remember the up-to-date shoe people are not faking their customers, but treating them with absolute fairness.

Treat all customers alike, the rich, poor, no matter what color their skin should happen to be; remember they are all human, and with that same kind, courteous treatment you will have them on your list as regulars forever.

Always have on your person (and you will find every successful shoe salesman equipped with one) a memorandum book in which can be recorded the customer's name, address, also the exact size, width and style of shoe purchased. Usually the lot number answers for the style, and should the customer desire her shoes duplicated you have a complete record to fall back on. And furthermore it gives you in a very short time a complete mailing list, which is a great advantage to your employer.

By following a few of the above suggestions there is no doubt that every customer that enters your store will be waited on properly, and furthermore those salesmen who follow these ideas will some day rise to accept positions as managers or shoe buyers, which positions are continually being offered to bright, snappy men who are thoroughly conversant with the retail shoe business. —Arnold Bamberger in Boot and Shoe Recorder.

#### The Credit Problem Still Remains Unsolved.

Probably the most vexing problem confronting the shoe dealer to-day is the credit problem. It is not new to the curriculum of business studies, but is as old as business itself. Many steps have been taken to regulate it. Credit guides have been compiled from the ledgers of many communities; merchants' protective associations have been formed; garnishee laws have been passed, and still the credit problem remains unsolved.

It has been said that the only way to regulate the credit system is to abolish it. This is the ideal solution of the problem, but the time of its realization is not yet. The credit craze has been but lately augmented by the establishment of installment-plan houses, and it is safe to say that, barring big cities, it is about as easy to conduct a strictly cash shoe store as it is to find a gold mine in your back yard.

Although, like common law, the credit business is a matter of precedent which must be followed until the millennium of all shoemen seeing alike, it does not follow that shoemen should give credit carelessly.

It is as necessary to use care in giving credit as it is to lock your doors at night; for, what is the difference whether a person who won't pay for your shoes or a burglar carries them away? Either way is costly.

Each store should have a credit man, who makes it his business to know the rating of almost each resident of the town and to look up the rating of each

newcomer who applies for credit. The fear of offending applicants for credit by asking time in which to look them up is foolish and often costly. If a man's credit is good he will welcome an investigation; if it is not you do not want his credit business.

Generally speaking, there are three classes of credit applicants—the farmer, who sells his crops twice a year, the employee of retailing or manufacturing establishments and employees of railroad companies.

The farmer is, as a usual thing, good for big credit, although he is sometimes slow pay. He generally possesses sufficient effects to make his creditor safe.

The second class are good for only limited amounts, and then only when they bear good records for prompt paying or when they own property sufficient to recover on in case of suit.

Since the great strike the railroad class have been Bohemians—here to-day and nowhere to-morrow. The great majority of them are honest, but for eight years they have been hard pressed—in many cases destitute. They buy on time, intending to pay sometime, but often can not get the money. They are deserving of sympathy, but unless you are running your store with charitable intent alone, you had better not credit them.

In the above I except employees of railroad shops, who, with few exceptions, are comfortably fixed, which position they have attained through perseverant self-denial. Such people are as worthy of credit as your banker.

The custom of giving long-time credit should be obliterated. No bill should be allowed to run longer than thirty days. Credit customers should be made to agree to pay interest on their accounts which run to exceed thirty days, and to the compounding of interest on longer time accounts.

Probably few shoemen stop to realize what their book accounts mean to them in dollars and cents.

Running accounts to the amount of \$1,000 means the loss of \$70 per year in interest at the legal rate. This equals the profits on \$280 worth of shoes, the cost of quite an advertising campaign, the curtailment of a \$70 improvement in store fixtures, almost the price of a season's clothing—good clothes at that.—Shoe Retailer.

#### 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

#### Found a Fair Fit.

Written for the Tradesman.

The lady came in with a smile and a smirk And was met at the door by the courteous clerk. She wanted some shoes and a three, triple A. Was the size she had purchased forever and aye. But the clerk, who is wiser by far than he seems, Tried to get his sharp eyes on her pedal extremes. Then her face in confusion with blushes o'erspread, She giggled and tittered; she wiggled her head. And this way and that way, in sinuous rout, Backward and forward and inside and out, Upside and downside and under her skirt Deftly and shrewdly this funny old flirt Kept hiding her foot from the bright little clerk Who was trying so hard to go on with his work. Yet he was persistent, so finally she Found a very fair fit in an eight, double E. Geo. L. Thurston.

*There are but few lines of shoes that cause you so little trouble, in the way of extra repairs, ripping, etc., as do those bearing our trade mark.*



*We, as manufacturers, are doing everything in our power to please and satisfy your customers and insure you a profit in selling our goods.*

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

## Mayer's

### LADIES' SHOES

Embrace every feature of Style, Grace, Beauty and Durability; they wear well, look well.

The dealer who will put in our line of Ladies' Shoes will do well.

Write us about it.

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

# For \$4.00

We will send you printed and complete

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

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

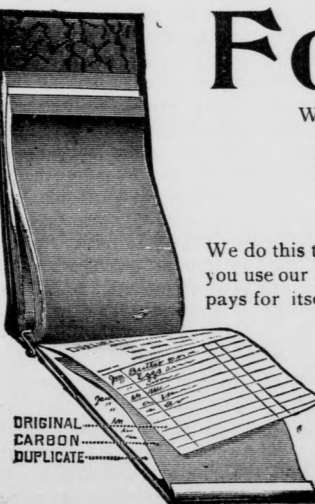
**A. H. Morrill, Agt.**

105 Ottawa Street, Grand Rapids, Michigan

Manufactured by

**Cosby-Wirth Printing Co.,**

St. Paul, Minnesota





## Dry Goods

### Weekly Market Review of the Principal Staples.

**Staple Cottons**—There has been little change to be noted in the general condition of the staple cotton goods market. The transactions have been similar in nature to those of a week ago. Heavy brown sheetings and drills have been bought for home account on a conservative basis, but exporters have purchased a few more goods. All the leading brands of heavy brown sheetings are held firmly, but some outside lines have shown slight irregularities. Ducks and brown osnaburgs are steady with a fair amount of business being transacted. Bleached cottons while still firm at previous prices have shown only a moderate share of business. Wide sheetings are quite dull; cotton flannels and cotton blankets are firm, but quiet. In the coarse colored cotton division there is practically no change since our last report, prices remaining the same and the demand is about equal.

**Dress Goods**—There is little change in the conditions of printed calicoes. The spot demand has been quiet but steady, and mail orders are of about the same average as for the past two weeks. Sellers are willing to dispose of any goods that may be on hand at present quotations, but for future business they are more reluctant to accept orders except on an "at value" basis. As will be seen, the tone of the market has gradually strengthened and sellers are becoming firmer in their stand and at the same time they are a little impatient at the delay. Shirtings and indigo blues have steadied considerably during the past ten days and this is partially due to the report that one of the large printing companies will shut down for several weeks to install new machinery. Fine printed specialties and printed flannelettes, gingham and other woven patterned fabrics are quiet but very firm.

**Linings**—The cotton linings division of the market has shown no material change. The orders coming forward have been for limited quantities for the dry goods stores principally and a fair amount of purchases by the clothing trade. There has been a quiet request for kid finished cambrics and prices remain unchanged on the basis of 3% for 64s. Still at the same time it is suggested by some that contracts for large amounts may secure some shading of this price. Silesias and percalines are quiet and prices slightly irregular. The clothing trade has been buying in a somewhat irregular manner, but the total is well up to the regular average. The purchases include cotton twills, Italians, Alberts, etc., and cotton warp Italians, mohairs, serges, alpacas, etc. Prices are generally steady.

**Underwear**—Fancy goods have so far been rather neglected, merchants not feeling sure that these would be a factor of any consequence another year, and the mills falling into line have shown fewer fancy samples. At first it was thought that there would be many lines of fancies on the market, but it seems as though all of these were shown at the very beginning and very few have been added since. Prices on these lines, however, have averaged better than on staple goods and are not likely to show much of a change this season. A few more advances have been noted recently on staples, but agents claim that they will be more frequent in a week or two. The lines that have been advanced and

which have not been entirely sold up seem to have secured about the same amount of business since as before. Contrary to what the buyers said as above, the desire is for the goods themselves in this case, rather than because the prices alone were attractive. There is a fair amount of business transacted in the way of duplicate orders for heavy-weight goods and, as stated above, considerable anxiety is expressed in regard to deliveries. Almost every day has seen additional orders or increases of old orders for fleeces and the sources from which these goods may be obtained are rapidly narrowing. The productions of wool goods have been somewhat curtailed and the balance is easily taken care of.

**Hosiery**—The hosiery market is quiet, although a fairly good spring business has been accomplished. Most of the buyers are following the examples of their friends in the underwear end of the market and wait. Occasionally we are notified of some good sized contracts, but these are not frequent enough or large enough to have any important effect on the trade. A number of buyers have returned from short preliminary trips, but do not have very much encouragement to offer the trade. It is evident from these reports that the jobbers have not secured quite the amount of business that they needed or expected for this season up to date. Those who have specialties of an interesting character have done fairly well, but aside from these, matters are rather quiet, and some slight tendency to weakness is occasionally seen. A few foreign lines are now opened for next spring, but the majority will not be for another week or two. Both laces and embroideries have received some attention in these goods and it is said that there is likely to be a scarcity before the season ends.

**Carpets**—New orders for carpets at the advanced prices are being received by those who are in a position to accept them and there is every indication that the prosperity that has been felt by the trade for the past few months will continue for some little time to come. Prices of the finished fabric are reaching a level long demanded by the manufacturer, but yet the advance recently made on certain lines of goods can hardly be said to have placed the weaver in a position where his margin is any larger than previously. If spinners of carpet yarns persist in marking prices up in the way they have been doing of late, the margin between the cost of manufacturing and the selling price will be rather slim. As it is now, some complaints are heard in that regard, but as a general thing every one is willing to do business under the prevailing conditions. The spinner can not be blamed for marking up his prices when weavers are willing to accept his rates and weavers no doubt would do the same thing if they were in the same position. The high prices on yarns at present are largely due to the weavers themselves, owing to their delay in placing yarn orders the first of the season. When spinners began to receive business, it came in from all quarters and in such quantities as to prevent deliveries being made in required lots at the specified dates. With these conditions prevailing, sufficient quantities of yarns had to be obtained from outside quarters by those who had ordered them for required needs, with the result that higher prices were asked after spinners learned the true character of the situation. Yarns to-day in worsteds are some

## WINNERS



For every live, wide awake Dry Goods Merchant.

We will show them if you give us a "whack" at your next order.

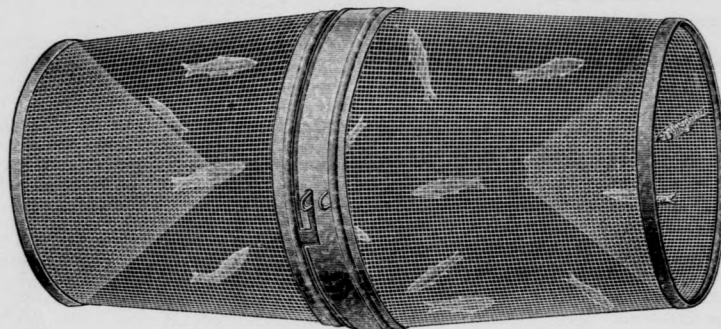
**Grand Rapids Dry Goods Co.**

Exclusively Wholesale.

Grand Rapids, Mich.

Formerly Voigt, Herpolsheimer & Co.

## "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.

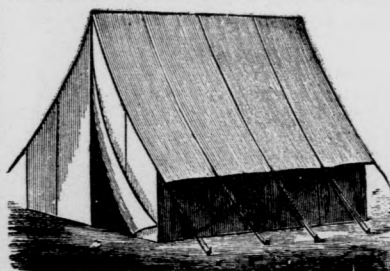
Our line of Fishing Tackle is complete in every particular.

Mail orders solicited and satisfaction guaranteed.

**MILES HARDWARE CO.**

113-115 MONROE ST.

GRAND RAPIDS, MICH.



## Tents Awnings

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

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



three to six cents a pound higher than they were a month ago. While a majority of this season's three-quarter goods is booked to the jobbers, there is some new business being taken every day at the advanced rates. Mills are working overtime as a general thing and bid fair to do so for some weeks to come. Jobbers are beginning to feel the effects of the dealers' wants and report a good, steady demand for all lines of goods. Tapestries are big sellers, particularly in the West, where salesmen report the markets very lightly supplied with old stock. Dealers in general show a good buying interest, with everything favorable to the salesmen. Brussels and velvets are receiving a large amount of attention. For body Brussels made-up rugs, 9x12 feet, the demand is beyond the supply and many houses have large contracts ahead of them to fill. The ingrain trade in the vicinity of Philadelphia continues active. Mills in general are working full on orders that will last for some months. Prices hold firm.

Rugs—Philadelphia rugmakers are still tied up on account of the labor controversies. The efforts to start up the mills a week ago amounted to nothing. It is hoped, however, that an agreement can be reached shortly.

#### Don't Talk Too Much.

The man on the road is in business for himself, just as much as any stockholder in the firm he represents. His trade is distinctly his; his customers await his visits, buy on his recommendations, and mail their orders to him. If he changes houses, his patrons follow him. His salary is based on the volume of business, as is the profit of any manufacturer or merchant.

The farm boy who has followed the plow, and knows the strong and weak points of that implement—the kind of a plow that will best turn earth on the hillside or the prairie, in clay lands or in marshes—should make a good plow salesman. He could explain to the dealer the kind of plow best suited to his locality, thus pleasing his patron, because in turn the farmer would be satisfied with his purchase.

It is not necessary to be an operator to sell goods. The representative will win who can explain, in simple, straightforward words, the merits of his wares. The goods and not the salesman should be conspicuous. I know a traveling man who makes a grand display of words, but sells few goods. His audience seems to feel that it is he and not the goods that interests. If he made his good points in simple "A, B, C," retiring behind the line he sells, his business would increase.

The salesman should know how to shake hands, making that act the business of the moment, firmly grasping the hand, meeting the eye steadily, offering his introductory remarks briefly, and showing positiveness, a quality which should characterize both his walk and talk.

The ability to call a customer by name, at his place of business or abroad, should be cultivated. A patron feels neglected if the man he patronizes can not "just recall" where they met; and again, he should never know his customer well enough to greet him with "Hello, Bill!" or "Hello, John!"—H. A. Leak in Success.

#### Good At a Pinch.

Ethel—Would you consider Percy Monckton a good catch?

Madge—Certainly, if all the others got away!

#### The Cigarette Tout Now in Evidence.

That terribly expensive, but rather unique luxury in the wine trade, the "opener," has set the pace for the tobacco trade somewhat in the same direction. The "touts" in the latter, however, are confined strictly to the cigarette end of it, and they are following the system introduced by the wine trade fully fifteen years ago.

An era of fierce competition in the sale of Turkish, Egyptian and Mexican cigarettes has come, and the greatest difficulty is experienced in getting hotels and stores to handle the many brands offered for sale. It is equally difficult to get young men to try new brands. Cigarette smokers are apt to be loyal to one kind of cigarettes, especially users of Turkish and Egyptian tobaccos.

In the interest of the manufacturers of a number of brands young men are traveling around the city day and night calling for these cigarettes at stores where they know they are not to be had. They do just as the wine boomers used to do—talk loud and attract attention to the commodity they are interested in.

The fiercest competition is to get the cigarettes into the clubs, according to the Sunday Sun. Stewards of New York clubs are pestered by cigarette salesmen, because a cigarette that once gets into a club is a made cigarette. Sooner or later that cigarette is going to be noticed in the club showcase and is going to be tried and liked by enough people to insure it a future.

The cigarette salesman fight a lot over the wedding trade, too. This is a new field and a very valuable one to the cigarette salesman, whose first wish is to get men to smoke his cigarette.

At weddings there is usually a smoking room, where cigars and cigarettes are laid out for the use of guests. At a wedding a man invariably smokes what is offered to him. Not one man in a thousand carries his own cigars or cigarettes in his evening clothes and the one who does is not apt to use them when he sees a plentiful supply laid out for his benefit.

The beginner at this new method of cigarette selling is lucky if he makes \$5 a week. After awhile if he is successful he gets a small guarantee which, with a liberal commission, gives him a decent income.

One young man who went to Boston for a New York cigarette house sold 100,000 cigarettes there during Harvard commencement week. He got his cigarettes into every commencement function and his commission was enormous. He gets a big salary now, but his case is as rare as that of the young man who goes into Wall Street with a few dollars and comes out with a million in a year.—New York Commercial.

#### Truth Will Out.

A pious lady of Portsmouth had a husband who was a seaman.

He was about to start on a protracted voyage, and as his wife was anxious as to her husband's welfare, she sent the following notice to the village preacher.

"Mr. Blank, who is going to sea, his wife desires the prayers of the congregation."

As the old lady was quite illiterate, the minister read the following to the congregation from the slip handed to him:

"Mr. Blank, who is going to see his wife, desires the prayers of the congregation."

Sometimes we talk about benefactors. Do you know of a greater one than the man who makes grass and grain grow where once was nothing but brush? The world needs more such benefactors.

## Bed Blankets and Comforts

### BLANKETS



We make a specialty of Bed Blankets and Comforts and always carry a complete assortment.

Cotton, wool (cotton warp) and all wool blankets.

Knotted and stitched comforts in print, satine, silkoline and silk coverings.

P. Steketee & Sons,

Wholesale Dry Goods,

Grand Rapids, Mich.

## Making Detroit Famous

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

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

SEND FOR SAMPLES.

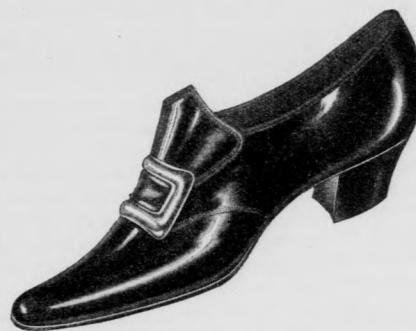
Sold everywhere by all up-to-date clothiers.

Manufactured only by

Vineberg's Patent Pocket Pants Co.

Detroit, Mich.

## Have You



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

Up - to - date Shoes for Little Folks.

Also full line

Strap Sandals for Women, Misses and Children.

Hirth, Krause & Co.,

Grand Rapids, Mich.

# Cadillac

Fine Cut and Plug  
THE BEST.

Ask for it.

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



## Poultry

One Way to Increase the Outlet For Market Poultry.

The question is often asked, says an exchange, Is there an exclusive broiler farm in the United States that can show a profit in the business? Those who are in a position to know will answer it in the negative. This we believe is, with perhaps a few isolated exceptions, the fact, and these exceptions are only able to show a profit by having the control of some special trade for a limited season. The question being answered in the negative, let us enquire into the reasons. The man who raises the large majority of all the poultry marketed is the farmer. Ask him what it costs him to produce a broiler for market and he will probably answer, practically nothing, as they have free range and access to all the farm products and their cost is a very small item.

The exclusive broiler farmer who undertakes supplying a critical market is compelled to invest much capital in the plant and operating expenses before the stock is of marketable age. Incubators, brooders, feed, help and many other items of expense go to make up a considerable sum. The running expenses and interest on the investment must first be made before there is any revenue for the owner. And it is this serious handicap that has caused the failure of hundreds of men who have undertaken it, for no matter how experienced a man may have been he has a competitor who can give away his birds if necessary and not be crippled financially, and as he furnishes the great bulk of the birds, his supply regulates the price. The few gilt edge birds marketed by those who know how to produce them are all contracted for at high prices, but they are a trifle as compared to the vast number consumed daily and have no influence on the general market nor are they influenced by it.

The farmer grows a good frame equipped with tough muscles and perhaps by extra feeding of corn he has given them what he considers a perfect finish—a yellow skin underlaid with layers of fat, and the internal organs coated with it. A small percentage of the birds found on the markets answer this description, the remainder being thin and scrawny. Neither of these two samples meet the demands of the critical buyer or the epicure. There should be no layers of fat deposited under the skin, and as corn produces an oily fat and it nearly all wastes in cooking, it is very undesirable. A bird properly fed and finished for the table is made up of white, tender, juicy meat. Whatever fat it contains is deposited in globules throughout the tissue, which renders it tender and juicy. The meat is all very nearly white as the breast, also the result of proper feed. The flavor of the meat is not to be compared with the farm-fed bird. The markets of this country are now demanding meat of this kind. The large packing houses in Kansas City, which are the largest poultry handlers in the world, have at last awakened to the possibilities in the business. One firm alone kills 10,000 fowls a day and sells them in every large market in the United States.—N. Y. Produce Review.

Observations by a Gotham Egg Man.

One can hardly watch the egg market critically during the summer season—even when it is a reasonably cool one, like the present—without being

impressed with the enormous loss to which the egg industry as a whole is subjected by waste. It seems as if the methods of egg collecting and marketing must be capable of much improvement when it is considered that of the hundreds of thousands of cases sent from country points into the large cities every week so large a proportion is of inferior quality and so many absolutely worthless so far as table uses are concerned. It is safe to say that during the three months from June 15 to September 15 receipts of eggs in New York will average to lose four dozen to the case and if we estimate the receipts during that period at 750,000 cases this means a loss of 2,860,000 dozen, equal to more than 95,000 cases, upon which the cost of packages, transportation and other handling would amount to many thousands of dollars besides the enormous loss of value in the eggs themselves.

Of course the ordinary course of egg marketing from the farms to the big cities, which is sufficiently quick in the early spring and other cool seasons to preserve good quality, cannot be continued in the heat of summer without occasioning this deterioration and enormous loss. To overcome it would necessitate a considerable change in the methods of country egg movement during the summer and the provision of cool rooms and cool transportation at innumerable points where these are difficult to establish. The deterioration undoubtedly occurs chiefly before the eggs reach the larger collectors, who have adequate facilities for the preservation of quality, and if there is ever to be an elimination of the major part of this waste it would seem that the incentive to greater care and more expeditious marketing must come from those collectors who purchase the goods either from farmers direct or from country merchants who deal directly with the producers.

Probably the most practical way to make a beginning toward lessening this waste and encouraging an improvement in quality would be for all egg collectors to make a proper discrimination in the price paid for eggs of different qualities and buy all goods subject to grading before the candle. This matter is certainly worthy of consideration and agreement by associations of egg collectors and shippers.

As for the loss in packages, freight and handling occurring between egg collectors and the large distributing markets, this can be largely eliminated by candling the goods before packing, but in no other way. A good many of the large egg packers have already adopted this plan and succeed in getting their goods forward free from the serious shrinkage that afflicts uncandled summer shipments. But there are still hundreds of smaller shippers who pack everything in the cases and who thus bear the loss of many thousand dollars yearly in freight, packages and handling of worthless eggs in addition to the loss of value occasioned by the mixture of good and bad eggs in the same packages.—N. Y. Produce Review.

A good advertisement is one that is set in type which he who runs may read. Too frequently one that is well written is spoiled by the compositor who fails to catch the leading words, or who uses types that are out of harmony with the theme. One may get up advertisements by the aid of an artist whose work pleases by its beauty. But where type alone is used too great care can not be had in arranging it.

SEND YOUR

## BUTTER AND EGGS

TO

## GRAND RAPIDS

And receive highest prices and quick returns.

C. D. CRITTENDEN, 98 South Division Street

Successor to C. H. Libby  
Both Phones 1300

# SEEDS

Clover and Timothy—all kinds of Grass Seeds.

MOSELEY BROS., GRAND RAPIDS, MICH.

26-28-30-32 OTTAWA ST.

# SEEDS

Largest Stocks  
Best Quality  
Lowest Prices

All orders filled promptly day received.

Alfred J. Brown Seed Co., Grand Rapids, Mich.

GROWERS, MERCHANTS, IMPORTERS

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

## 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.

# Butter

I always  
want it.

E. F. Dudley  
Owosso, Mich.



**Why Should Hay Be Bought on Grade Only?\***

In attempting to express anything new on the subject assigned me, it would hardly seem possible anything new could be said which would enlighten any of the members present, only what had been discussed and debated on many times before. However, I am of the opinion that even yet enough stress is not placed upon this matter of buying hay on grade.

I consider the first step along this line is to locate the blame. Allow me to say, gentlemen, "You and I are at fault." We have educated the farmer to wish to sell his hay in a way he calls straight. We go in his barn and say to him, "Mr. Jones, we can pay you a certain price for your No. 1 hay and a certain price for your No. 2 hay." In reply, Mr. Jones informs you he must sell his hay at one price, then you at once think of your competitor—he will buy it straight if you do not. You buy it. You take a chance. The result is, Mr. Jones may be one of those honest farmers who has his mow of hay faced. You undoubtedly have all had this experience. You have suffered a loss and you condemn the hay business. Again it dawns on you, "I must buy hay on a grade." In your endeavors to reimburse yourself you buy Mr. Jones' neighbor's hay and this neighbor being a nice congenial fellow, your first thought is of your previous loss and now is your opportunity to make a good buy. You buy and bale the hay and it turns out fine. You have bought it on grade and it makes you a nice margin, but before your final settlement this man learns of the price you paid Jones for his poor hay. He becomes dissatisfied and informs you that the farmer has no encouragement to secure his hay in good condition, to keep out the foul weeds and cut it in proper time. This thought runs through his mind, "I shall never again make the effort I did, when my neighbor gets the same price for his poor mow of hay that I did for my good, clean, well-cured hay."

Gentlemen, I appeal to your good judgment, is it not the fault of the buyer? We buy hay, as we call it, straight and take a chance in hopes it will turn out O. K. We are disappointed when it is baled. We are quite apt to take another chance and crowd in a few bales which are on this line into a car of No. 1 hay. Then there comes a complaint from the receiver. We say he is dishonest and is asking for unfair rebates and accuse him of everything. I say, we as hay buyers are at fault. Let us associate and pledge ourselves to conform to the subject, "Buy hay on a grade only."

Can you name me another article to-day which is handled in a chance sort of style? The grain dealers buy the wheat, oats, rye, etc., on a grade. What would be the reply to a farmer if he said to one of our elevator men, "I want so much for that bin of wheat?" The reply would be short and precise, "We buy grain on grade only." The grocer tells the farmer's wife, "Your butter is worth according to what it grades." What would the result be if they were all paid alike? I fear we would be eating oleomargarine, but it is the encouragement the farmer's wife gets in the way of grade and price which procures the best article.

Gentlemen, I am not here to represent the farmer or to annoy you with his tale of woe, but I wish to impress upon your minds that we are at fault for a greater part of our trials and tribulations in connection with the hay business.

Hay to-day is one of the standard commodities and we must co-operate together in harmony in order to elevate it to a basis that will be both paying to the farmer and shipper. The shippers must associate themselves and eliminate thoughts of envy and jealousy and make it a point to assist each other. Competition is the life of business, but should be done in an honorable way. Do not be too anxious to do business. Educate your farmer friends to place

\*Paper read at annual convention Michigan Hay Dealers' Association by A. J. Hankins, of Ithaca.

their hay on the market upon its merits. It will encourage the farmers and elevate the hay business in general. We are now entering upon one of the worst seasons for the hay shipper that, perhaps, has been known in history and it can not be too strongly impressed upon the hay dealers to insist upon buying this hay on grade. We have no knowledge of any dealer who sells his hay otherwise and why should we buy differently than we sell?

We do an injustice to the receiver to always call him dishonest. He wants what he buys and we as buyers should do likewise.

You may say this sounds very plausible upon paper, but how are we to overcome that competitor who will not recognize the question of buying hay on grade? Let me say to you, he will be short lived. The more he does of this careless buying the sooner he will be out of business.

Let every one of this Association make himself a committee of one to personally see his competitor who is not in attendance here and advance this theory of buying on grade. We are safe to say you may save on one purchase many times the cost of retaining your membership in this Association. We regret very much that meetings of this kind are not attended by farmers, as I fully believe the ideas we advance would meet the hearty approval of every grower of hay, unless he should be a man who is always looking to beat the buyer; in which case he should be reported and not recognized.

We should not always blame the farmer for our own faults. We have educated him along this line and our only remedy to free ourselves from these conditions is to buy the farmer's goods on grade, and this can be accomplished from associating ourselves as we are doing here to-day. Let the one great thought of my brother hay buyer be, if he is to continue in the hay business, "Buy hay on grade only."

**Fined For Importing Lard Containing Beef Stearine.**

In a case tried in Liverpool, in which it was charged that a firm had sold lard which was not of the "nature, substance and quality demanded," in that it contained 5 per cent. of beef stearine, the prosecution held that the stearine had been used to stiffen the lard. During the trial much expert testimony was heard. Dr. Hehner, analytical chemist, of London, and an ex-President of the Society of Public Analysts, stated that the effect of adding beef stearine to the lard would be to alter the ratio between the palmitine and the stearine. They were present in the lard in variable proportions. He had himself prepared pure lard from the animal, and it had shown a beef stearine appearance. The appearance of the incriminated sample was completely compatible with purity. Dr. Bernard Dyer, expert analytical chemist, of London, said he had received a sample of the lard, which was certainly not of a kind that would require stiffening, and that it had not been added to. In some lards, however, it would be impossible to say that such a small percentage as 5 per cent. had been added. Similar evidence having been given by another analyst, the defendant said that the lard was imported and that there could be no pecuniary advantage in adding stearine, as that commodity at the time was dearer than lard. The court, on hearing that the lard was imported, promptly closed the case, and stated that under the circumstance (the circumstance that the lard was imported), there must be a conviction, and fined the defendant \$100 and costs. From this it appears that the Judge considered it a greater crime to import lard than to adulterate the home product. His method of arriving at a conviction of the guilt of the defendant is peculiar, to say the least.

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.

**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

Reference: Irving National Bank, N. Y. City

Established 1850

**SHIP YOUR BUTTER AND EGGS**

—TO—

**R. HIRT, JR., DETROIT, MICH.,**

and be sure of getting the Highest Market Price.

**EGGS WANTED**

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

**Butter**

We can handle all you send us.

**WHEELOCK PRODUCE CO.**  
106 SOUTH DIVISION STREET, GRAND RAPIDS, MICH.  
Citizens Phone 3232.

**WE GUARANTEE**

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

**ONE HUNDRED DOLLARS**

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

*Robinson Cider & Vinegar Co.*

J. ROBINSON, Manager.

Benton Harbor, Michigan.

**The John G. Doan Company**

Manufacturers' Agent  
for all kinds of

**Fruit Packages**

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

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



## The New York Market

Special Features of the Grocery and Produce Trades.

Special Correspondence.

New York, August 2.—The coffee market has been full of ups and downs and at the close is stronger than a week ago and some advance has also set in. Whether the latter will hold depends on the strength of the speculators, for nothing but speculation has caused it to advance. Statistics continue to be in favor of buyer and yet the market closes at 5½¢@6¼¢ for Rio No. 7. The demand during the week has been of an average character—possibly a little more active than a week ago. Receipts at Rio and Santos during July amounted to 1,091,000 bags against 1,410,000 bags at the same time last year. In store and afloat there are 2,612,106 bags, against 1,295,318 bags at the same time last year. Mild coffees have sold fairly well and quotations have been steadily held. Good Cucuta is worth 8¼¢.

The sugar market is steady. The demand has been of rather light proportions and there is room for improvement. Jobbers seem to be pretty well supplied and are ready for the really active canning time which is now upon us. Dealers are confident that quotations, if changed at all, will be no lower.

The week has been rather quiet in the tea market. Orders have been mostly for very small lots, just enough to "tide over," and both buyer and seller seem to be away on vacations. The loss of a steamer with a cargo of tea is reported and this tends to strengthen the situation. Quotations are without change.

The volume of business in rice is not large, but perhaps all that could be looked for at this season, and prices are well sustained. Stocks are not especially large and the outlook is regarded with complacency by sellers.

Pepper shows continued strength and Singapore black is firm at 12¢, spot or to arrive. Small lots, ¼¢@½¢ more. Other spices are selling in a small way, but quotations, as a rule, are well sustained.

Grocery grades of New Orleans molasses are firm, but the volume of business is very light, as is natural for August. Stocks are not large, but there is enough to go around. Quite a few sales of blackstrap are reported.

The canned goods market, especially for staples, is unsettled this week. Tomatoes have sold only in a limited manner and until something more is known of the pack—say in a week—it is likely we shall have quietude. New Jersey pack of tomatoes have been sold at \$1 and it is hard to tell whether this is regarded as too little, too much or about right. Corn is scarce—that is, spot corn—and growers and canners are not disposed to do anything in future goods, so the corn market is flat. New York standard, No. 2, is worth 70¢@75¢.

The dried fruit trade generally is quiet, although it is, perhaps, all that could be expected at this season. Prices are well sustained and prunes, especially the larger sizes, are meeting with very good demand.

Lemons have advanced and the better grades of Valencias, 36os, are worth \$2.50@3. Oranges are rather quiet. The supply of other fresh fruit is so abundant that oranges, which can be obtained in plenty all the year around, are having a rest. Prices are steady at unchanged figures. Bananas are quiet and without change in price.

Best Western creamery butter is worth 20½¢. The supply is not overabundant and at the above quotation holders are not anxious to part with holdings. Seconds to firsts, 17¢@20¢. In grades other than creamery the volume of business is not large. The supply, in fact, is greater than is needed and quite a good deal is being put in storage. Imitation creamery, 17¢@18¢, latter for fancy stock. Factory, 15½¢@16½¢.

The cheese market is well sold up. Receipts have been moderate and the situation at the moment is in favor of

the seller, although quotations have not been appreciably advanced. Best full cream New York State, 9¼¢ for small size, either white or colored. This rate may be regarded as top and it needs very fine stock to bring this.

Really desirable Western fresh gathered eggs are worth 20½¢. The supply is hardly equal to the needs of the market. Fair to good, 19¢@19½¢ and the same for fancy candled "at mark;" ungraded Northern Ohio and Southern Michigan, 14¢@17¢.

### Congress Stretched Its Power in Taxing Oleomargarine.

From the New York Times.

It is not to be wondered at that the constitutionality of the oleomargarine act passed by the last Congress is to be tested. In the early part of August, when the ruling of the internal revenue commissioner will fix the interpretation of the provisions of the law, the companies engaged in the manufacture of butterine, oleomargarine and like products will move. Their contention will be that the inter-State commerce and tax features of the law are unconstitutional, and that it is the most obnoxious kind of class legislation. It must be admitted that this view of the law is the one likely to be reached by any one with a knowledge of the facts and no interest in the maintenance of dairy products at a level impossible if the competition of imitation butter is permitted. In attacking a legitimate industry of which the product is a wholesome and acceptable article of food which is incomparably better than inferior butter, Congress has stretched its powers—if not to the breaking point, at least to their extreme limit. It is a cheap piece of demagoguery to catch the farmer vote; and while to catch the farmer vote is not in itself unworthy of the attention of the practical politician with a bucolic constituency, there should be ways of doing this which will not tax out of existence a food product against which no valid objection can be urged and which can not be distinguished from that which it imitates, unless, indeed, it is detected by reason of its being a little better, a good deal more uniform, less liable to deteriorate from the atmospheric influences, and not affected by the dietetic vagaries of cows.

### Growth of the Cheese Business.

In a report recently issued by the Census Bureau on the production of butter, cheese and condensed milk in the United States, the most striking feature is the transfer of this industry from the farm to the factory. The census in 1850 noted eight cheese factories in the United States; in 1900 there were 9,242. The capital employed in the business in 1900 amounted to \$36,508,015, a gain of 280 per cent. since 1880, while the products increased during the same period from \$25,742,410 to \$131,106,277, or 409.7 per cent. The number of establishments grew during the last twenty years from 3,932 to 9,355. New York and Wisconsin are the leading cheese producing States, together producing 205,543,875 pounds in 1900, more than two-thirds of the entire product of the United States.

## Aluminum Money

Will Increase Your Business.



Cheap and Effective.  
Send for samples and prices.

C. H. HANSON,

44 S. Clark St., Chicago, Ill.

Would a system of keeping your accounts that

## Lessens Bookkeeping By One-Half

That gives you the Total Amount your customer owes you with Every Bill of goods he buys;

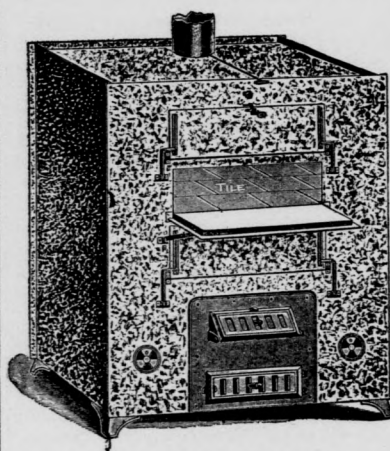
That gives your customer a duplicate of his order together with the total amount of his account;

Thereby keeping your accounts up to date like a bank, be of interest to you?

Our descriptive booklet tells all about it and we will gladly send you one if you will drop us a card.

### The Simple Account File Co.

500 Whittlesey Street,  
Fremont, Ohio



## 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

## For Fruit Time

We wish to call your attention to our Fruit Powdered and Fine Frosting Sugars. We grind them in our own factory and guarantee quality in every respect. Price quoted on application.

THE PUTNAM CANDY CO., Grand Rapids, Mich.



### Two Failures With a Common Reason.

Every day I get hold of new evidences of the truth of the rule that a man ought to search himself before he starts out. There are thousands of good school teachers in the grocery business, and thousands of good grocers practicing law and medicine.

There is room for a new profession—that of human steerer; a man who will X-ray a young man's mind and tell him what end God had in mind when he made him.

Several months ago the son of a well-to-do South Jersey farmer came to Philadelphia to start out in life. He did not want to be a farmer—thought it beneath him. He wanted to be a city commercial man of some sort, so he took a course in one of Philadelphia's business colleges, leaving there, subsequently, to take a job in the office of a large Philadelphia wholesale grocery house.

It was a good job. If I remember rightly, it paid him to start \$12 a week. And besides that there were good prospects—the fellow's future was in his own hands.

Shortly after the young man took this job he took into his life what should have been an additional steadying influence—a wife. He married one of the nicest little girls I ever knew, and perhaps even better than being merely nice her father was well-fixed and she the only child.

They fixed up a nice little two-story house in Camden, and settled down to contented married life like two doves. The fool had everything to live for—everything to make him hustle and keep straight.

A few months after that this young man took his summer vacation. While he was gone his accounts were examined and he was found to have been systematically stealing money for several months.

When he came back he was taxed with it and lied. The charge was proved and the man collapsed like a wet rag. That day he was fired.

For several weeks the poor devil tried to get work, but everywhere he went the spectre of his record haunted him. By and by his wife found out the truth, and, even worse, her father did. He took the girl away, the little home in Camden was broken up and the furniture scattered.

The boy is now back on his father's farm because he could find nothing else to do. He will probably stay there until he dies. He should never have ventured off it, for he was cut out for a life where financial responsibilities do not enter. Had he been content to push the plow and fodder stock, he would not have been thrown into temptation and would not have become a thief and an outcast before he had been in business one year.

My tongue's started on this line now; I can not forbear giving another instance:

Years ago I had a boyhood friend whose father was also a farmer. The son started a milk route and was immensely successful with it. He got so he shipped hundreds and thousands of gallons out of town, besides having the biggest route in the town where he lived.

This young fellow thought running a milk wagon was rather below him, although he made money to burn while he ran it. He wanted to be a lawyer.

Think of preferring to be a lawyer rather than an honest milkman! (That's a smash at the editor; I understand he

claims to be a lawyer now; I hope he sees this.)

This fellow had no more of the attributes of a lawyer than a bull. He was heavy-witted and rather slow—a born farmer, if there ever was one. He had no more fluency of speech than a farm wagon.

The only reason he ever gave for believing himself cut out to be a lawyer was that ever since he was a child he "had felt at home in a court room."

What would that standard make of a man who felt at home in a soap factory? Well, he gave up the profitable milk business and studied law. After he got through he moved to a nearby city and opened an office. He was a jovial sort of fellow and caught on—got a good practice well started.

At this point the man's real weakness of character—a weakness that would never have shown itself if he had stayed on a milk wagon, where he belonged—cropped out. People gave him money to invest for them, and he got so he could not tell it from his own.

To make a long story short, he was publicly accused of embezzlement, proven guilty, sent to jail, disbarred from legal practice and declared a bankrupt—all within a few months.

To-day he is clerking in a small way somewhere—a disgraced failure.

The Lord turned that man out with "milkman" labeled all over him. He tore off the labels and tried to force himself into a field where his Creator never intended him to go.

What fools these mortals be!—Stroller in Grocery World.

### Recent Changes Among Indiana Merchants.

Brook—Franzenheim & Sell succeed Wm. F. Franzenheim in the hardware business.

Churubusco—Crisamer & Isay, grain and general merchandise dealers, have dissolved partnership. Leo Isay continues the business in his own name.

Columbia City—Wm. C. Glass has retired from the retail grocery business of Glass & Co.

Cumberland—Louis Fye, grocer and meat dealer, has closed out his business at this place.

Elkhart—The Elkhart Steel Range & Furnace Co. succeeds Franklin B. Van Camp in the stove manufacturing business.

Goshen—Stein & Co., who conducted a department store here, have dissolved partnership. The business is continued by J. G. Oppenheim & Son.

Indianapolis—The Indiana Pharmacy Co. is succeeded by the American Chemical Co., manufacturing chemist.

Indianapolis—Christian Off, of Christian Off & Co., dealers in stoves and tinware, is dead.

LaGrange—Moon & Yoder is the style under which the hardware business of O. L. Moon & Co. is continued.

Marion—T. E. Trackwell has discontinued the grocery business.

Schley—J. L. Moore has purchased the general merchandise stock of Geo. R. Moore.

Wabash—H. G. Keener has purchased the interest of his partner in the cigar manufacturing business of Hunchey & Keener.

### Two Definitions.

"What is ability?"  
"Ability is that to which a man owes his own success."

"And what is luck?"  
"Luck is that to which all others owe their success."

# Wagemaker

## Letter Filing System Free to You for a Trial

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

Capacity 5,000 Letters

The outfit consists of a tray and cover, with strong lock and key and arranged inside with two sets of 40 division alphabetical, vertical file guides and folders for filing papers by the Vertical Filing System. This arrangement is designed for different purposes, one of which is to file letters in one set of the vertical indexes and invoices in the other.

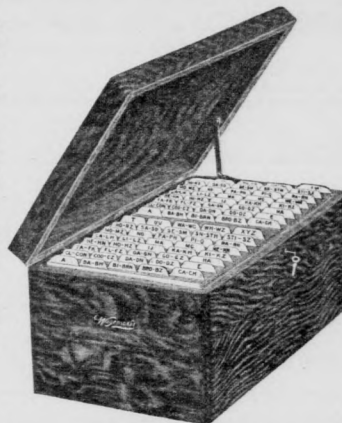
This tray has a capacity of 5,000 letters, or equivalent to about ten of the ordinary flat letter file drawers, and may be used to excellent advantage by small firms or offices having a small business to care for. Larger firms desiring to know something about this new and coming system of vertically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

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

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

The Wagemaker Furniture Co.,

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



## The Two Extremes

are attained in the cost and quality of the Safety Gas Light—the expense of running THE LOWEST, the quality of light THE BEST.

## The President Says

the flag will stay PUT in the Philippines. We will install our lighting plant on five days' trial and we guarantee that the sunlight illumination afforded at so nominal an outlay will at once convince you that the machine must stay "PUT" in your store.

A trial in court is very costly, but a test of our Lighting System in your place of business costs you nothing.

Our sale depends upon your satisfaction.

Send for catalogue, descriptive matter and price list.

Seventy-five per cent. less than ordinary methods of lighting for stores, hotels, restaurants, churches, halls, etc.

## The Perfection Lighting Co.

17 S. Division St., Grand Rapids, Mich.

Both Phones 2090.

CHAS. C. WILMOT, Manager.

Michigan Agents Cosmopolitan Light Co., Gas and Gasoline Mantles.

# Educates for Success

At Michigan's Best

## McLachlan Business University

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.

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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



## Woman's World

### The Universal Habit.

I saw her go shopping in stylish attire;  
And she felt  
Of her belt  
At the back.  
Her walk was as free as a springy steel wire,  
And many a rubberneck turned to admire  
As she felt  
Of her belt  
At the back.  
She wondered if all the contraptions back there  
Were fastened just right—'twas an unceasing care,  
So she felt  
Of her belt  
At the back.  
I saw her at church as she entered her pew;  
And she felt  
Of her belt  
At the back.  
She had on a skirt that was rusty and new  
And didn't quite know what the fastenings might do,  
So she felt  
Of her belt  
At the back.  
She fidgeted 'round while the first prayer was said,  
She fumbled about while the first hymn was read—  
Oh, she felt  
Of her belt  
At the back.  
Jack told her one night that he loved her like mad;  
And she felt  
For her belt  
At the back.  
She didn't look sorry, she didn't look glad—  
She looked like she thought, "Well, that wasn't so  
bad,"  
And she felt  
For her belt  
At the back.  
But—well, I don't think 'twas a great deal of harm,  
For what should the maiden have found but an arm,  
When she felt  
For her belt  
At the back!

S. W. Gilliam.

### Woman's Inalienable Right to Demand the Truth.

One of the most startling and incomprehensible facts in the world is that women and truth should be thought incompatible. Ever since the serpent beguiled Mother Eve with lies in the garden of Eden the process of filling women up on fairy stories has gone steadily on and, after six thousand years of progress, when a woman is told the truth about a thing it is still a treat,

as one gives a chocolate cream to a child.

Women have achieved much. They have achieved a right to an education, a right to earn their living in whatever gainful occupation their talents fit them for and in some places a right to say what taxes shall be assessed on the property they own, but they have never achieved the privilege of hearing the plain, unvarnished facts about themselves and life.

Just what has led man to take this attitude towards woman and truth nobody can explain, but it is a fact, nevertheless, that he seems to think that strict veracity and the female sex will make some sort of an explosive compound if they are mixed and that it is the part of wisdom and prudence to keep them as far apart as possible. With this in view, he has sugar-coated every statement to her and disguised knowledge, and she has wandered in a land of make-believe and shadows, where she has floundered into quicksands because they bore false legends.

Strangely enough, this great injustice is not done women in unkindness, but in mistaken tenderness. Men have an idea that if they tell women the truth they will offend and wound them, whereas every woman knows that the subtlest compliment that can possibly be paid her, the flattery that goes in further and sinks in deepest, is to have some man tell her the straight, absolute, unadulterated truth. It raises her, in her own estimation, from the rank of a plaything to a companion; it is a man's tacit recognition that she is his equal mentally and morally and spiritually, and she hugs the remembrance of it to her heart long after she has forgotten the

vapid lies some idiot has told her about her eyes.

Of course, there are some women of superhuman vanity who feed continually on flattery, just as there are women of abnormal taste who live on candy, but the great majority of women are healthy-minded, rational and intelligent, and fulsome compliments to them are every bit as nauseating as a steady diet of sweets would be.

To my mind, the explanation of half of women's failuers in life, and more than half of the domestic misery for which they are responsible, is to be attributed to the fact that they are never told the truth about anything. From the cradle to the grave they are the continual, if unintentional, victims of false representations, of confidence games, and when they find their little bricks are gold-plated instead of being the genuine article, they "squeal" and that makes trouble for all concerned.

Take the matter of matrimony, for instance. No man in love even dreams of speaking the truth to the maid he is wooing. He does not say to her: "I am getting \$75 a month and if you marry me you will have to live in a cheap cottage and do the cooking and make your own clothes and put up with hardships and make sacrifices, but I am young and strong and clever and ambitious. I love you, and if you love me well enough to marry me on this platform I am willing to work my fingers to the bone for you, and, please God, you shall never regret it, and some of these days you shall have a house on the avenue and horses and carriages and diamonds."

No, Algernon goes to her and reels off a fairy tale about love and devotion and

tells her that the soft, white hands shall never do aught but soothe his weary brow; no shadow of care shall ever furrow that alabaster forehead; those little feet shall never feel anything rougher than a velvet mead bespread with rose petals, and those ruby lips shall never feed on anything coarser than humming birds' tongues, and then, when he marries Angelina on this sort of proposition, and she has to hustle out of bed in the morning and cook fried pork for breakfast, is it any wonder that she becomes soured and disgruntled and complaining?

The trouble was that he did not tell Angelina the truth in the first place. I have faith in Angelina, and I do not believe there is one woman in a hundred who loves a man who won't work cheerfully by his side and make sacrifices with joy for him, if he will only treat her fairly and squarely. But women are human, just as men are, and there is something in being taken in and deceived, in being misled by false representations, that "riles" the best of us. We love to give, but it makes us mad to be beaten out of a thing.

The adoring lover says to himself, by way of excuse for not telling Angelina the truth, that if she knew just what he had to offer her she would not accept it. Perhaps not, but if she does not love him well enough to marry him just as he is, and knowing just exactly what she has to look forward to, he is making the escape of his life by not getting her for a wife.

Nor does the average man's cowardice about telling a woman the truth end at the altar. Not one man in fifty ever deals squarely with his wife about his income. He will grumble about the bills

# Stock It Promptly!

You will have enquiries for

# HAND SAPOLIO

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

ENOCH MORGAN'S SONS CO.



and her extravagance, but he does not come out and tell her the plain truth—that he is making just such a sum of money and that they can afford to spend only a certain amount. Women are afraid of debt. It is a well-established fact that self-supporting women, and women with a private income, almost invariably not only keep within their means, but manage to save a little every year, and the reason so many married women ruin their husbands with their extravagance is because of ignorance, not selfishness. They do not know what they can afford. It is simply a matter of not having been told the truth.

The principal cause of what is called woman's unreasonableness is also the direct result of her not being told the truth. Half the time a woman does not know where she stands on any proposition, because she can not get a man to tell her the simple facts in the case. He will say all sorts of soothing things to her and mislead her with rosy hopes and he will try to make up by the fervor of his compliments for the lies he is telling her, and so she goes blundering along, making all sorts of mistakes, that she might have been saved from if anybody had had the courage to tell her the truth.

A curious example of this once came under my own observation. A man died, leaving his widow without any means of support. His friends, in the most delicate way in the world, provided for her and began exerting themselves to get some occupation for her by which she could support herself. Place after place was offered her, but she scornfully rejected every one. "Did you ever hear of anything so unreasonable in your life," cried the men to each other, "not a penny in the world, actually living on charity, and won't do a thing!" Finally, in a gust of passion, one of the men blurted out to the woman the naked truth—that her husband had died absolutely bankrupt and that his friends had been providing for her. The woman was aghast. She had never had an idea of the real state of affairs and the minute she knew the truth she accepted the situation with a courage, a philosophy and a determination to make the best of it that fairly astonished every one.

And she is not alone. Many a snarled situation, over which a man is growing gray, trying to find some clever, diplomatic, round-about way of settling, could be settled by one plain, honest, heart-to-heart talk with a woman. Truth is a rapier that will cut the Gordian knot that no subtlety will untie.

So far as business women are concerned, the chief enemy to their progress is man's fear of telling them the truth. A man who has a clerk who falls into careless ways, or who has some annoying fault, will talk to him plainly and give him a chance to correct it before he dismisses him, but he will not give a girl the same chance. He will not tell her the truth about her faults. He will make an excuse about business being bad and turn her off rather than speak the truth to her.

Another thing—and I do not know a more pathetic thing—is that the whole world seems banded together to deceive women about the real facts of working life. There is a class of women's papers, in especial, that ought to be suppressed by law, that contain long and alluring articles about studio and girl bachelor life in cities and about women who make large and lucrative

incomes taking care of canary birds and exercising pug dogs.

Anybody might as well take the "Arabian Nights" as a guide to life and conduct as one of these articles, but there are plenty of misguided girls who believe every word of these fairy tales and who flock to the cities, expecting to make a fortune by washing cats or doing some other fool thing for which there are no demand and no pay. A girl thought she could acquire fame and fortune by telling children stories, while still another gravely proposed to support herself by arranging the furniture in rich people's parlors.

Now, there is plenty of work in the world for every industrious and intelligent girl, but it is nothing short of a crime to make her believe that there is any such get-rich-quick cut to fortune, and I never read of any of these romances about picturesque studio life, where girls live on chafing dish dainties, on nothing a year, and have rug-covered couches and Chinese lanterns, and are perfectly blissful and healthy, or about untrained country girls who come to town and immediately become famous actresses or high-priced writers or make thousands of dollars a year by dusting pictures, that I do not hope that every word that the Bible says about the ultimate fate of liars is true and that the authors of the pernicious articles will get everything that is coming to them good and hot.

How many girls have been misled by them; how many poor little lives have been wrecked; how many little hordes of savings have been invested in these impracticable schemes nobody knows, but the sum total of disaster is enormous. Every girl in the world should know the truth about work: That it is only practical work that the world wants and for which it will pay; that there is no easy road to success, and that nothing but persistence and ability and knowledge counts, and that being a woman hinders and not helps at every turn of the road.

Women have listened to lies too long. Men may have had some excuse for beguiling them with pretty falsehoods when they had neither education nor reason to fit them to deal intelligently with great subjects, but now that woman has taken her place as an active factor in the world of development and progress, she has a right to demand the truth—not as a luxury, but as a necessity.

Dorothy Dix.

#### The Emancipement of Women.

While fashionable women are indifferent, if not openly hostile, to any public movement that concerns the emancipation of their sex, they are getting through a period of silent revolution that will undoubtedly prove one of the strongest factors in aid of the so-called women's rights movement that has been instituted. The independence of action that they are beginning to assume without adverse criticism, the growing predilection that they evince for the society of their own sex and the way they are taking up sports that have heretofore been regarded as requiring masculine skill and strength to manage all go to show that there is a new era in the near future and that the society woman will find that, all unknown to herself, she has become a pioneer in the efforts for advancement that she fancies she feels so little sympathy with. That there has been a remarkable change in the last ten years is apparent and that there will be a much greater one in the next decade is safe to predict.

It must be conceded that card playing has been a factor in this gradual but steady change in feminine ideas as to what may or may not be done, for the dinners composed exclusively of women, which are a feature of the new dispensation, are generally given as precursors of bridge parties which rarely break up before midnight.

Going unattended to the theater also is a sign of the good times which have arrived among women. No more solitary evenings for maids or matrons unless they prefer them. Two women may with perfect propriety attend a play, and even for young girls it is permissible, if attended by a maid. That fashionable women arrogate to themselves this freedom of action solely for their own pleasure, and yet practically destroy by their opposition the chances of success of their sisters for enfran-

chisement, is one of the many curious contradictions that betray the selfishness of humanity when it is prosperous. No wonder that these spoiled darlings of fortune do not care for a political change when all that they wish they can have for the asking, or, as is generally the case, for the taking.

Cora Stowell.

The office seems dismal and dusty  
And silent and sad as the tomb,  
The ledgers look ragged and rusty,  
The desks are o'ershadowed with gloom;  
The "old man" is testy and weary,  
The manager savage and glum;  
The book-keeper's draggled and dreary,  
The office boy's stopped chewing gum;  
The mornings are cheerless and cloudy,  
The afternoons grimy and gray,  
And this the reason—'tis vacation season—  
The typewriter's gone away.

A woman seems to have an idea that she might be thought a heedless or negligent wife when she fails to wake up her husband in the night to ask him if he is sleeping comfortably.



## Alpha New England Salad Cream

Contains No Oil

The Cream of All Salad Dressings

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

20 and 25 cents per bottle

Valuable pillow tops given free for 5 trade marks.

H. J. Blodgett Co., Inc.  
12 India St. Boston, Mass.

Also manufacturers of

Wonderland Pudding Tablets

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



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.



## Hardware

### Difficulties With Which Hardware Dealers Have to Contend.

Some years ago a young man came West, seeking a business location. He decided to engage in the hardware trade. Having procured a suitable building the first question is—of whom and where am I to buy my stock? Grand Rapids and Detroit lay their goods at his feet; the "Windy City" puts on her best clothes and, with a pocket full of "equalization of freight," comes to him with outstretched arms, and to the South he sees the city on the Mississippi making "goo-goo" eyes and offering the largest catalogue in the world, and in the background loom up manufacturing agents and specialty men with their low prices. He dismisses them all and, going down the street, finds a life-long friend, an old hardware dealer, and to him he makes known some of the difficulties he has to contend with right on the start. This friend first takes him to a department store, where is to be seen hardware of various makes and descriptions. He bids him look close and see if he can find a Rochester tea-kettle, a Gilt Edge hammer, a Zenith lawn mower, an O. V. B. knife, or perchance a Keen Cutter file, and while he is thus engaged the friend whispers, "The goods that you find here pass up when you buy, not with a hateful feeling, but as a business proposition." He then goes with this friend to his private den and there, spread on his desk, are quantities of catalogues, some marked M. W. & Co., Chicago; some S., R. & Co.; while others are simply marked hardware. They go through the first two catalogues, and the young man is told to look sharp and such makers' name as appear on the cuts, these also, is he to pass up, yea, even those that have fictitious names, but show earmarks of well-known manufacturing companies, they too must be ignored, for of such are the enemies of the legitimate hardware trade composed.

He is then taken to a high hill and to the left, in the valley below, sees waste and desolation. "These," says his friend, "are those who in the beginning bought of any one and every one, and when trouble came there was no one to hear their cry, and the sheriff came and the place thereof knew them no more. These on the right hand are those who had nothing to do with the manufacturing companies who solicit trade of the retailer in good times and keep out of the State when short crops are in order; who bought from but few jobbers and when trouble overtook them, these self-same jobbers stretched forth their hands, saying, each with a loud voice, which was even heard in the manufacturing camps, "Your accounts are extended for one year," and it was even so, and the next year an abundant crop was harvested and the dealers prospered.

And the young man said, "It is enough," and went at once to a good jobbing house, giving them a full account of his property, keeping back nothing, and they extended to him a large line of credit, even a larger credit than he had expected, for they saw in him an upright man.

The stock arrives and in due time the doors swing open to the world's trade.

Difficulties confront him on every hand: How to make a hardware store pay without a tin-shop; how to keep the shop from dozing during the long cold and quiet winter months. These are

questions hard to answer. He decides to have a good tinner, one bright and up-to-date. This man to be made right hand man; to help wait on trade as well as make stovepipe, and our young dealer finds he can dispense with his high-priced clerk and use a helper. Thus is the shop a help to the store and not a drag in the winter.

Later on the credit question is a hard one to solve. Believing his competitor to be a human being he goes to him to talk the matter over and, to his surprise, finds him puzzling over the same trouble. The conclusion is soon reached: that if the trouble is as one, why not be as one and rid the books of the dead-beat element? Lists are made out and exchanged and the slow and doubtful would-be customer is told to move on.

The years go by. Invoicing time comes again and again and each year shows an increase of business over the preceding one, but what is his astonishment to find that, in spite of his best efforts, his bank balance does not grow in proportion to the growth of the business. Again he seeks his old friend. "My son," says the sage, "competition is your trouble. The department stores, the catalogue houses, lumber yards handling hardware, independent tin-shops, cornice shops handling furnaces, drug stores selling cutlery, all of these tend to cut your profits down, but the one who ought to stand by you and help shoulder to shoulder to fight the above competition is your worst enemy in trade. This man is your competitive hardware dealer in your own town. He it is who watches you with a jealous eye and puts the knife in deep, although the same thrust reacts and cripples him, and while you are figuring out a way to increase your profits you will find he is trying to solve the same problem."

After many years of labor in the hardware trade, I am fully convinced that the greatest drawback to the retail business is insane competition among dealers in their own city. From that cause bad accounts are made, long-time contracts entered into and narrow margins cut still narrower. H. F. Emery.

For the Land's Sake.

"Will you share my humble lot?" begged the suitor.

"Yes, if there's a cottage on it," answered the crafty maid.

## How's Your Stock?

How is your lap robe and fly net stock? If you want some more robes—nice ones, which it pays to handle—or some fly nets, at all kinds of prices, write or telephone us and they will be off to you on the first train.

They say our stock in these goods is the best selected in Michigan. A descriptive price list will be mailed you if you want it.

**Brown & Sehler,**  
Grand Rapids, Mich.

## Standard and Sisal Binder Twine

For Prompt Shipment.

### Pat. Silver Binder Twine

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

**THE M. I. WILCOX COMPANY**

210 to 216 Water St., Toledo, Ohio



Leslie, Mich., June 30, 1902.

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

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

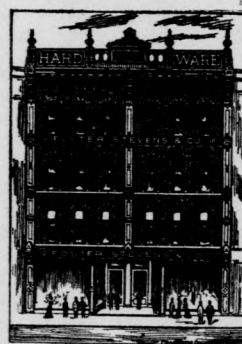
## Buckeye Paint & Varnish Co.

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.



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.



#### Canadian Retail Hardware Merchants to Organize.

The Canadian retail hardware dealers are contemplating forming an organization and will meet for that purpose in Toronto on Sept. 9 and 10. The following will be the questions discussed at this meeting:

1. The best plan of organization, as laid out by the Association, so that direct communication can be obtained between all sections of the hardware trade throughout the Province.

2. The best plan to adopt to bring about better conditions for the retailing of hardware.

3. What proportion of expense should be added to hardware merchandise so as to ascertain the actual cost?

4. What should the general profit be on goods sold in every-day business, such as nails and heavy hardware, granite and tinware, paints, oils and glass, poultry netting, stoves, spades and shovels, harvesting tools, etc.?

5. The injurious effect department-store methods have on the retail hardware trade, and the best way to remedy it.

6. The effect on the retail trade caused by wholesalers and manufacturers selling direct to consumers.

7. The advisability of holding joint conferences with wholesalers and manufacturers, so as to exchange suggestions for trade improvements.

#### Woman Jealous of Brass Wire.

Brass wire so fine that a woman's hair is coarse in comparison has been made in a factory at Torrington, Conn. It is almost as fine as cobweb, and has every appearance of having come from an auburn head. It is made by drawing a bolt of brass through steel dies and is then wound on a big spool by machinery. So fast does it coil up and so strong are these hair-wires that recently a workman who was caught on the spool had all his bones broken and the breath crushed out of his body in a few seconds.

An operator of one of the machines had an interesting experience the other day. He says: "My wife is mighty proud of her hair and is always bragging about it, so I determined to cure her."

"Mirandi," says I, 'we can draw brass wire down at the mill which is finer than your hair.'

"She laughed, and said: 'I'd like to see it done.'

"Give me one of your hairs," says I, 'and I'll bring the wire home with me to-night.'

"She pulled out a long one and I used it as a sample. It was delicate work, but we soon had the wire as fine as the hair. It seemed that further drawing out was possible, so we kept at it. The result was a wire twice as fine as a hair. I put a yellow strand on my coat when I went home to dinner, and it was not long before she noticed it. Nor would she believe that it did not come from some woman until I showed her a ball of the wire."

#### Three Requisites For Success in Business.

We are engaged in business for profit. There is little of the sentimental about the average business man. His self-preservation among his mercantile associates and the protection of those dependent upon him are what command his constant and earnest attention and make bearable the routine drudgery incident to commercial life.

The discouraging fact ever confronts the struggling business man that over

90 per cent. of those who engage in mercantile pursuits fail, either directly or indirectly. Notwithstanding this disturbing feature of our business, we should keep prominently before us the truth that there is something in life's struggles besides dollars and cents. A man who is confronted with inevitable failure and who sacrifices honor and integrity for any salvage in the nature of dollars and cents is dishonest and unworthy of confidence; while, on the contrary, the man who preserves his honor and integrity, even at great financial cost, retains in a higher degree than before the respect and admiration of his fellow men. We should be at all times manly, honorable, faithful and reliable. These qualifications are indispensable to every successful business man, and, what is more to the point, they are within the reach of all.

There are at least three essential requisites for the successful management of business. These are character, capacity and capital. While all these requisites are fundamental, the greatest is character. No man can hope to permanently succeed in life's struggle whose line of action is not based upon the principles of honesty, uprightness and integrity. A merchant should be honest with himself, honest with his patrons and honest with his fellow business men.

Daniel B. Murphy.

#### Moths in Your Brushes.

Hardware and general store merchants should look over their stock of brushes of all kinds and most particularly feather dusters at this season of the year. The moth, or fly, has a yellowish tinge all over its body and wings at this time of the year. It lays its eggs now and these eggs turn into worms which do all the damage, eating brushes away very rapidly if left unmolested. The following articles will answer as a preventive: Tared paper cut into small pieces and placed in each box, or camphor balls, cedar shavings, yellow insect powder or flake camphor. These are unrivaled as a destroyer of germs. Be sure and place some in each package or box of black bristle brushes above or below the counters. Do not blame the manufacturer if you have moths in your stock of brushes. This advice is given to the trade by the United Factories, Limited, Toronto, the largest manufacturers of brushes in Canada, and should be acted upon immediately.—Canadian Hardware.

There is no human creature who has so vast a knowledge how to pretend to have no knowledge as a widow.

## Bicycle Dealers

Who have not already received our 1902 Catalogue No. 6

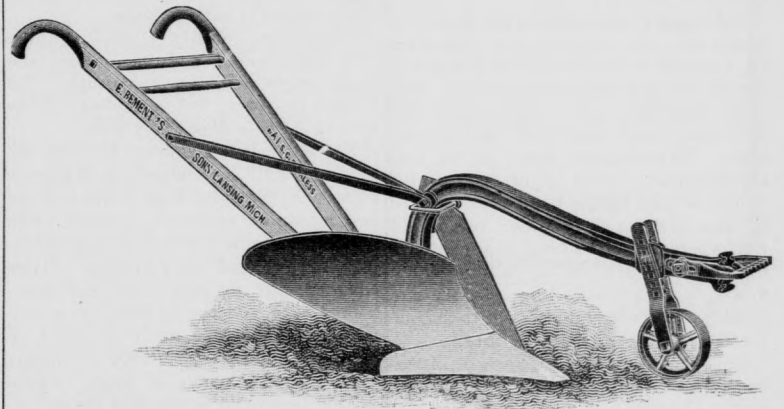
pertaining to Bicycles and Bicycle Supplies should ask for it. Mailed free on request. We sell to dealers only.



ADAMS & HART

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

# E. Bement's Sons Lansing Michigan.



# Bement Peerless Plow

When you sell a Peerless Plow it seems to be a sale amounting to about fifteen dollars; but consider that purchaser must come back to your store several times a year for several years to get new shares, land-sides, mouldboards, clevises, jointer points and other parts that must sooner or later wear out. During this time he will pay you another fifteen dollars, and you will sell him other goods.

**Bement Plows**  
TURN THE EARTH

We make it our business to see that our agents have the exclusive sale of Peerless Plow Repairs.

## E. Bement's Sons

### Lansing Michigan.

ALL GENUINE BEMENT PEERLESS REPAIRS

BEAR THIS LABEL

BEWARE OF IMITATIONS!

Our Legal Rights as Original Manufacturers will be protected by Law.



## TRADE SIGNS.

## Passing of the Rebus and Old-Time Emblems.

A great change in business signs has taken place within the last few years. Closer scrutiny makes it manifest that the last twelve months have brought more new signs, especially electrical displays, than any previous year in the history of the city.

Old images, symbolic of the trade to which they call attention, are often seen in Chicago in spite of the fact that the fire of 1871 wiped them all out and that trade emblems were more popular before that time than they have been since. Nevertheless, most all of the characteristic rebus signs are to be found to-day. They are not as universal here perhaps as in older communities, where they have been handed down from father to son, and again from father to son, but scattered all over are the old emblems of trade so long used to denote the occupation carried on within.

The rebus sign had its origin in the bad old days when people could not read. Pawnbrokers, who prey on the ignorance of people, no doubt reap much benefit from the three balls at the present time, but in most avenues of business the tradition has outlived its practical necessity.

So deep rooted was the illustrative method of directing attention to various subjects that when newspaper advertising began to substitute other methods it was customary to attach a small picture of a house to a house for sale advertisement. The columns of early papers bear witness to this, and a small house or ship or horse always accompanied a few lines of advertising matter.

The most prevalent of all the traditional emblems now seen in cities are the druggist's mortar and colored fluid in fantastically shaped bottles. The bottles are made more brilliant by electric lights placed in close proximity. In nearly every drug store one or the other and often both of these signs are made use of.

The ancient Indian warrior dressed in buckskin and decorated in war paint and feathers, tomahawk in hand, and a roll of cigars under his arm, forward foot invariably raised on a stone—this familiar and peaceful Indian has long stood guard in front of tobacco stores. But the old brave, like the original one the plains, is fast being dispensed with. Nearly all of those now on duty are old enough to vote, and their final extinction, again like the red man, is only a question of time.

Barber poles, red, white and blue, are generally seen in front of shops where the entrance is from the street. When the barber shop is in a hotel or sky scraper the pole is often discarded. The blue stripe was added to the red and white is an indication of patriotism during the civil war. Formerly the pole stood for the combined occupations of barber-surgeons, who were blood-letters. When the business of blood-letting ceased to be a part of the barber's trade the pole was so commonly used that a person would, and does to-day, look for a barber's pole when in need of a barber, so that signs of any other kind are of little use.

Jewelers cling to the watch dial, and in some instances have large clocks that tell time—when they don't tell lies. The noncommittal dial with painted hands is a safer emblem for jewelers to employ, as only on rare occasions do the large, wooden hands of big clocks point to the true time, which does not

speak well for the timepieces to be purchased from the careless jewelers.

Downtown Chicago does not have many boot signs. It is not unusual, though, to see a boot half the size of a repair shop in the outlying districts. The boot is doomed to disappear entirely, except possibly in rural sections, and yet it is one of the best rebus signs—it is the thing itself, and the shape makes it easy to letter.

"Repairing Neatly Done," printed on a boot, leaves nothing unsaid, and these words will be substituted for "Made to Order" before the sign of the boot is entirely done away with.

The bootmaker's emblem has had the hardest fight ever waged on symbolic signs. At the same time it has had the best reason for existence, and the clash between the new and the old has therefore been a head end collision. Styles changed, but the most up-to-date shoemaker was content to hang out a boot the like of which he would not think of making for sale. Shoes were ultimately worn to the exclusion of boots. Again the old-fashioned boot defied the strongest edicts known in the business or social world—namely, fashion—and came out triumphant as the chosen representative at large of the shoemaker's trade. With these victories to encourage it, the boot is now in a fight to the bitter end, and millions of dollars in capital invested in factories and thousands upon thousands of men engaged in the manufacture of queer shaped shoes are all arrayed against the good old-fashioned boot. A thousand or more absurd shapes have been hurled at the common sense boot. The human foot has been pressed and twisted, elongated and shortened, pointed and flattened, and still the foot form boot waves victoriously as the chosen emblem of the shoemaker's art.

The horse, more fortunate than humans, does not have its foot pared to a point one year and broadened the next. Horseshoers hang a large shoe that is practically the same shape as the iron one that is used to fit the horse's foot. The horseshoe means good luck, probably because it is made to fit the foot instead of the foot being made to fit the shoe.

There is one sign that is conspicuous for its absence in Chicago. The gloved hand, much used by glovers, is slighted here. Department stores have indirectly displaced a goodly number of symbolic business signs. Small dealers whose stores contained only one line of goods, with whom the rebus signs originated, have been driven into retirement, if not bankruptcy. Their picturesque emblems have gone with them to a great extent.

There is nothing edifying about the giant size molar exhibited by dentists. Dentists offend against good taste more than other calling in the extent to which they have carried realism in signs. A double set of teeth mechanically chewing the atmosphere is an unpleasant sight, and one that Chicago has thus far been spared, but a few dentists here have made a most ghastly display of teeth that they have extracted.

Opticians have long been satisfied with a large pair of gilded glasses, but of late a revolving wheel and colored lights have been added to an animated pair of eyes that open and shut.

Cutlery stores display giant sized knives, scissors, razors and sometimes two or more of these articles, the blades being silver and the handles gilded, making good symbol signs. The pad-

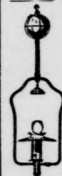
lock and key are favorite emblems of locksmiths, the former also being used by hardware merchants. Hatters often use the sign of the hat, and, as is the case with the boot, the style of the hat has remained the same year after year without reference to the broad brims and narrow brims or high crowns and low crowns sold to ultra-fashionable young men.

A good rebus sign that catches the eye and has an apparent meaning is no doubt a trade getter; but it is foolish to exhibit a poor one that offends the taste of even a small minority of the possible patrons.

It is strange that new trades have not invented new symbols or that the old ones have not been able to improve upon the emblems of generations ago. The trouble seems to be that there is no picturesque spirit in new creations.

Something gaudy, that can be put in motion and that is made cheaply, is not to be compared with the rebus sign carver's art, which presented some really artistic things.—Chicago Tribune.

The ordinary "card of thanks" in a newspaper is bad enough, but when someone who is not on speaking terms with the language starts out to write one the result is far worse. Just look at this one recently printed in a Calhoun county paper: "We desire to return our thanks to our neighbors who assisted us in the death of our father," followed by the signatures of the family.



## The Imperial Gas Lamp

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

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



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

## 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.



# 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.

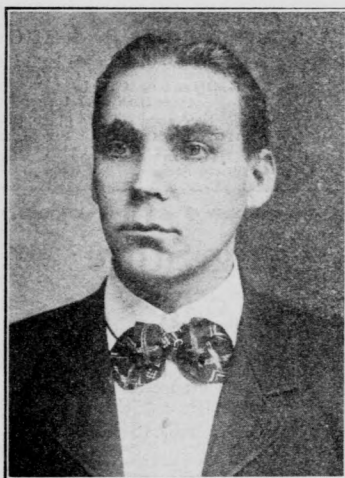
**Grand Rapids Council No. 131, U. C. T.**  
Senior Counselor, W. S. BURNS; Secretary Treasurer, L. F. Baker.

## Ishpeming-Negaunee Team Defeated Marquette by One Run.

Marquette, Aug. 4.—There was great sport at Union Park Saturday afternoon, when the Ishpeming-Negaunee and Marquette traveling men's teams came together in the second contest of the season. It was a great battle and with the victory went much rejoicing. The game was Marquette's until the last inning when the Twin City men got their batting clothes on and brought in five runs, winning by one tally, the score being 25 to 24.

There was much bad ball playing all the way through the contest, but no one expected brilliant work. The game was so extensively advertised that the grand stand was well filled and there were a number of men and boys on the side lines. Marquette sent up a good-sized delegation, including many ladies.

At the start it looked as though the Marquettes would have a walkaway. In the first inning six runs were brought in. Joe Gannon was in the box and he was very kind to the visitors. He pitched the ball so that all could hit it.



Negaunee, Aug. 1.—I have no photo of myself, but send you photo of Mr. Will Monroe, manager of the Marquette ball team. The publication of a half tone of Mr. Monroe would be as pleasing to the members of our club as those of the Marquette team, as Mr. Monroe enjoys an extended friendship among the commercial men of the three cities, Negaunee having been his home some three years ago. Peter Trudell, Jr.

He did this thinking that the fielders back of him would "eat up" everything that came their way. After the first inning, Joe began to take things seriously, and in the second there were not so many doubles and three-baggers to record for the other side. He held them down to one run, but in the third and fourth the Marquette sluggers almost put Joe out of the pitching business. They scored seven in the third and six in the fourth.

Meanwhile the Ishpeming-Negaunee aggregation had not done much to make good the claim that they were really in the game. In the first they got four; in the second they were "goose-egged," but in the third and fourth they began to hit the sphere. In the third three men came across the plate and the next inning six runs were made.

While the teams were furnishing some of the worst base ball ever witnessed on the grounds the spectators were having all sorts of amusement. Some of the

"professional" rooters of the three cities were in the grand stand and their tongues wagged merrily all through the game. Every man who went to bat received an ovation and every good play was freely cheered. The umpire, who, by the way, did very good work, came in for his share of attention.

Manager Pete Trudell, of the Twin City team, was the busiest man in the game. He had more balls to chase than all the other fielders on both teams combined. The Marquette men seemed to have it in for Pete. They kept him warm chasing long hits and fouls.

John Johnson and Ed Kellan, of the Marquette nine, did some great slugging. When they came to bat the Twin City fielders took to the woods. Johnson was responsible for a majority of Marquette's runs. Every time he came up there were two men on bases and he usually brought both home.

Johnny Russell, Marquette's short stop, was struck in the eye and Olof Holmoe, of the Twin City team, had a finger broken, but both finished the game.

In the last inning, beef and candy came to the fore. Miley Butler and Fred Bennett distinguished themselves, the former by making a long hit into center and getting to third. Bennett had a home run to his credit. He made three jabs at the ball, but the hole in the bat was so big that he missed it every time. The catcher failed to catch the third strike and Bennett started on the circuit of the bases. The ball was thrown by the catcher to Johnson at first. The latter missed it and Fred kept running. The sphere went from first to third and it was missed again, and Bennett came in, making the only home run of the day. In the two games to date Bennett is the only man who has played without an error. He holds down right field and the fact that the ball has never reached his territory in either game accounts for his "brilliant" work.

The score by innings was as follows:  
Marquette..... 6 1 7 6 2 0 2—24  
Ishpeming..... 4 0 3 6 3 4 5—25

The "Old Spavs" of this city have challenged the Ishpeming-Negaunee team for a game, but the "defi" has not yet been accepted. The manager states that the "Spavs" should get a reputation before they talk to the Drummers.

The Ishpeming-Negaunee travelers are now so "swelled" that they intend to go into the indoor game this fall. They hope to meet the Marquette team during the winter season.

## Merged Into a Corporation.

Dell Mansfield, who engaged in general trade at Remus about eleven years ago and has scored a very gratifying success, has merged his business into a stock company under the style of the Mansfield Mercantile Co. The capital stock is \$15,000, divided among five stockholders in the following amounts:  
Dell Mansfield.....\$6,000  
John Dallavo..... 6,000  
Byron S. Davenport..... 1,000  
John Kalley..... 1,000  
H. I. Miller..... 1,000

All of the stockholders are directors, the officers being as follows:  
President—Dell Mansfield.  
Vice-President—John Dallavo.  
Secretary and Treasurer—H. I. Miller.

This arrangement will enable Mr. Mansfield to devote his entire time to his grain elevator and the handling of fruit and produce, which has developed rapidly during the past half dozen years and already exceeds the mercantile business in volume.

Bosker Bros. have engaged in the grocery business at Kalamazoo. The stock was furnished by the Lemon & Wheeler Company.

G. I. Hall & Co. have engaged in the grocery business at Ionia. The stock was purchased of the Ball-Barnhart-Putman Co.

## Gripsack Brigade.

George R. Crane succeeds the late Wm. H. Goodspeed as traveling representative for the Woolson Spice Co.

A. W. Stevenson, for the past twelve years on the road for Fred Brundage, of Muskegon, has engaged to travel for the Hazeltine & Perkins Drug Co.

A Houghton correspondent writes: Charles P. Irish, of Traverse Bay, has taken a position with the Peninsula Wholesale Grocery Co. as a traveling salesman.

Lansing Republican: G. W. McWilliams, representing H. J. Heinz Co., has moved here from Grand Rapids and will make this city his headquarters. He will reside at 113 Kalamazoo street west.

Keene Phillips, formerly with Hirth, Krause & Co., is now on the road for Baldwin, McGraw & Co., of Detroit. He is succeeded by W. B. White, formerly with the New York branch of the Clark-Hutchinson Co.

Marquette Mining Journal: The Marquette commercial men are a little downcast over the result of their ball game Saturday, being particularly displeased with the result because they had the game so safe until the last inning. However, they will even things up when it comes to the indoor game.

An Ishpeming correspondent writes: Horace W. Outhouse, who conducted a furniture and undertaking business here for some time prior to less than a year ago, has quit the Buckstaff-Edwards Co., of Oshkosh, and is now out in the interest of the Powers & Walker Casket Co., of Grand Rapids. He will make the Upper Peninsula regularly every sixty days.

## Grocers Tiring of Trading Stamps.

From the Lansing Republican.

At the last meeting of the grocers and meat dealers, many of the grocers present were in favor of taking immediate action against the further use of the trading stamp. Owing to the fact that there was business of a different character to be disposed of, the matter was left over until the next meeting.

One of the grocers present stated that he had paid as high as \$30 a month for trading stamps and had been compelled to make it up by boosting prices. Other statements of the same character were common. There are still some grocers in the city who are in favor of continuing the use of the trading stamps. The meat dealers, however, are well satisfied at having discontinued the stamp business.

## The Atlantic Hotel in New Hands.

C. E. Wilson, formerly of the firm of J. F. Wilson & Bro., bakers at St. Joseph, has sold his interest in that business and leased the Atlantic Hotel, of White Cloud, which he proposes to conduct in a manner which will secure the approval and patronage of the traveling public. Mr. Wilson is a man of energy and fertility of resource, and starts in like an old hand at the business. He has renovated the premises from top to bottom and bespeaks a call from the boys when they are passing that way.

Arthur E. Gregory, buyer for the Ball-Barnhart-Putman Co., celebrated his 40th birthday Tuesday by giving his friends an automobile ride during the early evening and an elaborate supper at his residence on their return. His friends retaliated by presenting him with a beautiful silver service, which he has caused to be brought to the store in order that his friends in the trade may share with him the pleasure of admiring it.

# 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.

## 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.

## 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.

## Evidence Better Than Eloquence

It is easy for millers to claim, as many of them do, the best flour in the world, but that is no proof of quality. It is safer to rely on the opinions of those who use it.

To sell it the miller must speak well of his flour, and to use it continuously consumers must think well of it. Constantly increasing demand even at the high price at which it sells proves better than anything else could the superiority of CERESOTA flour.

## Northwestern Consolidated

Milling Co.,

Minneapolis, Minn.

Olney & Judson Grocer Co.,

Distributors for Western Michigan



## Drugs--Chemicals

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

### Examination Questions of Illinois State Board of Pharmacy.

- Briefly outline the official process for the assay of opium.
- Write the molecular formula and give the official name of Rochelle salt. Give one official test for its identity or purity.
- Write the molecular formulas for cream of tartar, potassium bromide, calcined magnesia, sodium nitrate, sodium nitrite.
- Give the botanical name of digitalis. Describe the leaf. What are its official preparations? When should it be collected?
- Give an official test for distinguishing gallic acid from tannic acid.
- How is tincture of ferric chloride made? Why should it stand ninety days before being used? Why should it not be exposed to light?
- Give an official test for distinguishing potassium bromide from sodium bromide.
- Show the difference between sodium carbonate and sodium bicarbonate by writing their molecular formulas.
- Give an official test for discovering if sugar contains insoluble salts (Prussian blue, etc.), also if it contains grape sugar.
- What is cinchona? What percentage of total alkaloids should it contain? Give the names of its official preparations.
- What is creosote, and how is it obtained? What kind of a mixture will equal volumes of glycerin and creosote make? What will happen if some water be added to it?
- What is the official name of spirit of Minderus? How is it made? Ought it to be freshly prepared?
- How can you determine (official test) the absence of free iodine in syrup of iodide of iron?
- Give the official name of Basham's mixture. Is it a stable compound? What is the official name of Tully's powder? How does it differ from Dover's powder?
- How does alcohol differ from absolute alcohol? How from deodorized alcohol?
- Show the difference between calomel and corrosive sublimate by writing their molecular formulas. Describe the physical characteristics of each.
- How is sulphur lotum made?
- What difference, if any, will there be in the mixture obtained by dispensing the following prescriptions:  
 R Magnesia..... 1.  
 Aqua..... 15.  
 M.  
 R Magnesia ponderosa..... 1.  
 Aqua..... 15.  
 M.
- Express in both the metric system and in the other system frequently used the quantity of each of the in-

gredients in a dose of the following prescription:

R Ammonii chloridum..... 15.  
 Morphinae sulphas..... 12.  
 Antimonii et potassii tartras..... 18.  
 Extractum sennae fluidum... 30.  
 Syrupus glycyrrhizae qs..... 150.

M. Sig.—4 Cc. at a dose.

20. Outline briefly the official process for making extractum nucis vomicae.

The New York Board divides its pharmacy questions into two classes—Pharmaceutical Chemistry and Practical Pharmacy, respectively, the following being recent examples:

#### Pharmaceutical Chemistry.

Questions one to eight relate the following substances submitted for identification:

- (1) Potassium nitrate, non-powdered;
- (2) copper sulphate, crystals;
- (3) spermaceti;
- (4) spirit of peppermint;
- (5) tincture of opium;
- (6) boric acid, powdered;
- (7) bismuth sub-nitrate;
- (8) ammoniated tincture of valerian.

#### Pharmaceutical Chemistry.

Questions one to eight relate the following substances submitted for identification:

- (a) Give official title.  
(b) Name official preparation made from it.
- (a) Give official title.  
(b) State chemical formula.
- (a) State source.  
(b) Give solubility in water, alcohol, ether and chloroform.
- (a) State strength.  
(b) Give source of color.
- (a) State proper percentage of drug.  
(b) State proper percentage of active.
- (a) Give official title.  
(b) Give synonym.  
(c) State solubility in water and alcohol.
- (a) Give official title.  
(b) What is indicated by effervescence when this substance is added to acids?
- (a) Give official title.  
(b) Name menstruum used.  
(c) State proper percentage strength of drug.
- (a) Name two extracts for which the U. S. P. provides assay processes.  
(b) Give standard in each case.
- (a) Name two pills which the U. S. P. directs shall be coated.  
(b) Name coating in each case.
- (a) Name two plasters which the U. S. P. directs shall be spread.  
(b) What is diachylon plaster?
- (a) State physical effect of light on yellow iodide of mercury.  
(b) State chemical effects of light on same.
- (a) State two differences in physical appearance between crystalline and exsiccated sulphate of iron.  
(b) State relative strength.
- Estimate the dose in grains where 0.01 Gm. of aconitine is prescribed for 15 doses.

#### Harness Dressing.

Neat's-foot oil..... 1 gal.  
 Bayberry tallow..... 2 lbs.  
 Beeswax..... 2 lbs.  
 Beef tallow..... 2 lbs.

Put the above in a pan over a moderate fire. When thoroughly dissolved add two quarts of castor oil, then, while on the fire, stir in one ounce of lampblack. Mix well and strain through a fine cloth to remove the sediment, let cool and you have as fine a dressing for a harness or leather of any kind as can be had.

#### Dyspepsia Remedies.

- Ext. rhubarb..... 5 drs.  
 Ext. columbo..... 5 drs.  
 Ext. chamomile..... 5 drs.  
 Ext. bitter orange..... 10 drs.  
 Ext. life everlasting..... 5 ozs.  
 Sodium phosphate..... 2 ozs.  
 Water, hot..... 8 ozs.  
 Simple elixir, q. s. to make 64 ozs.

Mix the extracts with a portion of the elixir, dissolve the sodium salt in the water, add to the previous mixture, then incorporate the remainder of the elixir, and filter.

- Rhubarb..... 3 ozs.  
 Golden seal..... 3 ozs.  
 Cape aloes..... 60 ozs.  
 Peppermint herb..... 3 ozs.  
 Potassium carb..... 1 oz.  
 Capsicum..... 15 grs.  
 Sugar..... 24 ozs.  
 Alcohol,  
 Water of each, sufficient.

Mix the rhubarb, golden seal, aloes, peppermint and capsicum, reduce to coarse powder, extract by percolation with a mixture of .3 volumes of alcohol and 10 of water, so as to obtain 50 fl. ozs. of percolate, having first dissolved the potassium carbonate in the water. In the percolate dissolve the sugar, either by agitation or percolation, and then add enough more of the menstruum to make 64 fl. ozs.

- Sodium bicarb..... 1 oz.  
 Sodium sulphate..... 2 ozs.  
 Tr. gent. co..... 4 ozs.  
 Ext. senna..... 2 drs.  
 Ext. rhubarb..... 4 drs.  
 Oil caraway..... 20 dps.  
 Water, sufficient to make..... 16 ozs.

Dissolve the sodium bicarb. and the sodium sulphate in the water, add the oil caraway to the tincture and fluid extracts, and mix together. Dose: A tablespoonful in water after meals and at bedtime.

#### Roach Exterminators.

##### Powders.

- Wheat flour..... 2 parts.  
 Powdered sugar..... 4 parts.  
 Powdered borax..... 1 part.  
 Unslaked lime..... 1 part.  
 Keep dry.
- Powdered borax..... 37 parts.  
 Starch..... 9 parts.  
 Cocoa..... 4 parts.
- Plaster of Paris..... 2 parts.  
 Oatmeal..... 4 parts.  
 Sugar..... 1 part.
- Powdered angelica root..... 5 parts.  
 Essence eucalyptus..... 1 part.  
 Mix well.

##### Pastes.

- Phosphorus..... 1 part.  
 Warm water (70 de. C.)..... 16 parts.  
 Molasses..... 8 parts.  
 Suet or lard..... 16 parts.  
 Oatmeal or flour to make a paste.
- Red lead..... 1 part.  
 Indian meal..... 2 parts.  
 Molasses to make a paste.

#### Rheumatism Cures.

The New York Sun has compiled a list of no fewer than 1,437 different "cures" for rheumatism. There is no disease which seems to baffle the medical faculty more than this. It takes so many different forms and the knowledge of its causes is so indefinite, and on some points so much disputed, that although the majority of human beings are sufferers from it, sooner or later, and there are numerous remedies, experience does not show which way to turn for relief. What appears to help one case will sometimes aggravate others. It is largely a question of individual complications and inherited tendencies. A fruit and vegetable diet with mild laxatives is useful in most cases.

#### The Drug Market.

Opium—Is steady at unchanged price.  
 Morphine—Is unchanged.

Quinine—Is weak and tending lower.  
 Rochelle Salts and Seidlitz Mixture—Have both advanced 1c per lb.  
 Juniper Berries—Are very firm and advancing.

Castor Oil—Is steady at the decline.  
 Glycerine—Is in very firm position, on account of high price for crude.

Menthol—Is very firm and advices from abroad are that the market is advancing.

Oil Peppermint—Is steadily advancing.

Linseed Oil—Price is unsettled, on account of competition, but crushers, price is unchanged and they are very firm with their price.

#### Directions as to the Baby.

A Canadian firm recently placed with the Montreal and Toronto newspapers an advertisement of a new nursing bottle it had patented and was about to place on the market. After giving directions for use the advertisement ended in this manner:

"When the baby is done drinking, it must be unscrewed and laid in a cool place under a tap. If the baby does not thrive on fresh milk, it should be boiled."

#### FRED BRUNDAGE

wholesale

#### Drugs and Stationery

32 & 34 Western Ave.,

MUSKEGON, MICH.

#### Cheaper Than a Candle

and many 100 times more light from

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

## 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.

## School Supplies

Tablets, Slates,  
 Sponges, Paper,  
 Pencils, Crayons,  
 Pencil Boxes, Inks,  
 Pens

We have the goods.  
 Send us the order.

Grand Rapids Stationery Co.

29 N. Ionia St.  
 Grand Rapids, Mich.



## WHOLESALE DRUG PRICE CURRENT

Advanced—Oil Peppermint, Rochelle Salts, Seidlitz Mixtures.  
Declined—Castor Oil.

Acidum		Conium Mac.		Sella Co.	
Aceticum	\$ 60 8	Copaiba	80 90	Tolutan	50 50
Benzoleum, German.	70 75	Cubebae	1 15 1 25	Prunus virg.	50 50
Boracic	17 17	Erechtithos	1 30 1 35	Tinctures	
Carbolicum	24 29	Erigeron	1 00 1 10	Aconitum Napellis R	60 60
Citricum	43 45	Gaultheria	2 00 2 10	Aconitum Napellis F	60 60
Hydrochlor.	3 4	Geranium, ounce	75 75	Aloes	60 60
Nitrosum	8 10	Gossypii, Sem. gal.	50 60	Aloes and Myrrh	60 60
Oxalicum	12 14	Hedeoma	1 80 1 85	Arnica	60 60
Salicylicum	50 53	Lavendula	90 2 00	Assafetida	60 60
Sulphuric	1 1 1 2	Junipera	1 50 2 00	Atropine Belladonna	60 60
Tannic	1 10 1 20	Limonia	2 40 2 50	Aurant Cortex	60 60
Tartaric	38 40	Mentha Piper	1 80 2 00	Benzol	60 60
Ammonia		Mentha Virid	1 80 2 00	Benzol Co.	60 60
Aqua, 16 deg.	4 6	Morhuze, gal.	2 00 2 10	Borax	60 60
Aqua, 20 deg.	6 8	Myrica	4 00 4 50	Cantharides	75 75
Carbonas	13 15	Olive	75 3 00	Capicum	60 60
Chloridum	12 14	Piels Liquida	10 12	Cardamon	75 75
Aniline		Piels Liquida, gal.	35 35	Cardamon Co.	75 75
Black	2 00 2 25	Ricina	94 1 02	Castor	1 00 1 00
Brown	80 1 00	Rosmarin	1 00 1 00	Catechu	50 50
Red	45 50	Rose, ounce	6 00 6 50	Gentian	50 50
Yellow	2 50 3 00	Succin	40 45	Gentian Co.	50 50
Bacca		Sabina	90 1 00	Gulaca	60 60
Cubebae	po, 25 22 24	Santal	2 75 7 00	Gulaca ammon.	60 60
Juniperus	7 8	Sassafras	55 60	Hyoscyamus	75 75
Xanthoxylum	1 50 1 60	Sinapras, ess. ounce	1 50 1 60	Iodine	75 75
Balsamum		Tigil	1 50 1 60	Iodine, colorless	75 75
Copaiba	50 55	Thyme	40 50	Kino	50 50
Peru	60 65	Thyme, opt.	1 60 1 60	Lobelia	50 50
Terabin, Canada	45 50	Theobromas	15 20	Myrrh	50 50
Folutan	45 50	Potassium		Nux Vomica	50 50
Cortex		Bi-Carb.	15 18	Opil	75 75
Ables, Canadian	12 18	Bichromate	13 15	Opil, compounded	1 50 1 50
Cassia	18 18	Bromide	52 57	Opil, deodorized	1 50 1 50
Cinchona Flava	18 18	Carb	12 13	Quassia	50 50
Kuonimus atropurp.	30 30	Chlorate, po. 17@19	16 18	Rhatany	50 50
Myrica Cerifera, po.	12 12	Cyanide	34 38	Rhel	50 50
Prunus Virgin	12 12	Iodide	2 30 2 40	Sanguinaria	50 50
Quillaja, gr'd.	12 12	Potassa, Bitart, pure	28 30	Serpentaria	50 50
Sassafras, po. 15	12 12	Potass Nitras, opt.	7 10	Stromonium	60 60
Ulmus, po. 18, gr'd	20 20	Potass Nitras	6 8	Tolutan	50 50
Extractum		Prussiate	23 25	Valerian	50 50
Glycyrrhiza Glabra	24 25	Sulphate po.	15 18	Veratrum Verde	50 50
Glycyrrhiza, po.	28 30	Radix		Zingiber	20 20
Hematox, 15 lb. box	11 12	Aconitum	20 25	Miscellaneous	
Hematox, 15	13 14	Althae	30 33	Aether, Spts. Nit. 2 F	30 35
Hematox, 1/4s	14 15	Anchusa	10 12	Aether, Spts. Nit. 4 F	34 38
Hematox, 1/4s	16 17	Arum po.	2 25	Alumen	24 24
Ferru		Calamus	20 40	Alumen, gro'd, po. 7	3 4
Carbonate Precip.	15 15	Gentiana, po. 15	12 15	Annatto	40 50
Citrate and Quina	2 25	Glycyrrhiza, pv. 15	16 18	Antimont, po.	4 5
Citrate Soluble	7 7	Hydrastis Canad.	2 80	Antimont Potass T	40 50
Ferrocyanidum Sol.	15 15	Hydrastis Canad.	2 80	Antipyrin	2 25
Solut. Chloride	2 2	Helibore, Alba, po.	12 15	Antifebrin	2 20
Sulphate, com'l.	80 80	Insula, po.	18 22	Argent Nitras, oz.	4 46
Sulphate, com'l, by	7 7	Ipecac, po.	3 30	Arsenicum	10 12
Sulphate, pure	7 7	Iris plox., po. 35@38	35 40	Balm Gilead Buds	45 50
Flora		Jalapa, pr.	25 30	Bismuth S. N.	1 60 1 70
Arnica	15 18	Maranta, 1/4s	2 35	Calcium Chlor., 1/4s	9 9
Anthemis	22 25	Podophyllum, po.	22 25	Calcium Chlor., 1/4s	10 12
Matricaria	30 35	Rhel	75 1 00	Cantharides, Rus. po	12 12
Folia		Rhel, cut.	1 125	Capitel Fructus, af.	15 15
Barosma	35 40	Rhel, pv.	75 1 35	Capitel Fructus, po.	15 15
Cassia Acutifol, Th.	20 25	Spigelia	35 38	Capitel Fructus B, po	15 15
Cassia Acutifol, Alx.	25 30	Sanguinaria, po. 15	50 55	Caryophyllus, po. 15	12 14
Salvia officinalis, 1/4s	12 20	Serpentaria	60 65	Carmin, No. 40	3 30
Uva Ursi	8 10	Senega	60 65	Cera Alba	50 60
Gummi		Smlax, officinalis H.	40 40	Coca Flava	40 42
Acacia, 1st picked	65 65	Smlax, M.	10 12	Coccus	40 40
Acacia, 2d picked	45 45	Sellae	10 12	Cassia Fructus	35 35
Acacia, 3d picked	25 25	Symplocarpus, Foeti-	2 25	Centaria	10 10
Acacia, sifted sorts.	38 38	us, po.	2 25	Cetaceum	45 45
Acacia, po.	45 65	Valeriana, Eng. po. 30	15 20	Chloroform	55 60
Aloe, Barb. po. 18@20	12 12	Zingiber a	14 16	Chloroform, squibbs	1 10
Aloe, Cape, po. 15	12 12	Zingiber j.	25 27	Chloral Hyd Crst.	1 30 1 60
Aloe, Socotri, po. 40	55 60	Semen		Chondrus	20 25
Ammoniac	25 30	Anisum	2 15	Cinchonidine, P. & W	38 45
Assafetida	50 55	Apium (graveleons).	13 15	Cinchonidine, Germ.	4 25
Benzolium	60 65	Bird, Is.	4 6	Cocaine	4 05 4 75
Catechu, 15	62 62	Carul.	10 11	Corks, list, dis. pr. ct.	75 75
Catechu, 1/4s	62 62	Cardamon	1 25 1 75	Creta, prep.	2 2
Catechu, 1/4s	62 62	Coriandrum	8 10	Creta, prep.	2 2
Camporae	64 69	Cannabis Sativa	5 6	Creta, rubra	8 8
Euphorbium, po. 35	80 85	Cydonium	75 1 00	Crocus	25 30
Galbanum	1 00 1 00	Chenopodium	15 16	Cudbear	24 24
Gamboge	80 85	Dipterix Odorata	1 00 1 10	Cupri Sulph.	6 6
Gualacum, po. 35	75 75	Foeniculum	10 10	Dextrine	7 10
Kino	80 85	Forugreek, po.	7 7	Ether Sulph.	75 82
Mastic	60 60	Lini	4 4	Emery, all numbers	8 8
Myrrh	40 45	Lini, gr'd.	4 4	Emery, po.	6 6
Opil, po. 4.10@4.30	3 00 3 10	Lobelia	1 50 1 55	Ergota, po. 90	85 90
Shellac	35 45	Pharlaris Canarian.	5 5	Flake White	12 15
Shellac, bleached	40 45	Rapa	5 5	Galla	23 23
Tragacanth	70 1 00	Sinapis Alba	9 10	Gambler	8 9
Sinapis Nigra	11 12	Sinapis Nigra	11 12	Gelatine, Cooper	35 60
Herba		Spiritus		Glassware, flint, box	75 75
Absinthium, oz. pkg	25 25	Frumentil, W. D. Co.	2 00 2 50	Less than box	70 70
Eupatorium, oz. pkg	25 25	Frumentil, D. F. R.	2 00 2 25	Glue, brown	11 13
Lobelia	25 25	Frumentil	1 25 1 50	Glue, white	15 25
Majorum	25 25	Juniperis Co. O. T.	1 65 2 00	Glycerina	17 25
Mentha Pip. oz. pkg	25 25	Juniperis Co.	1 75 3 50	Grana Paradisi	25 25
Mentha Vir. oz. pkg	25 25	Saacharum N. E.	1 90 2 10	Humulus	25 55
Rue	25 25	Spt. Vini Gall.	1 75 6 50	Hydrarg Chlor Mite	1 00 1 00
Tanacetum V oz. pkg	25 25	Vini Oporto	1 25 2 00	Hydrarg Chlor Cor.	1 10 1 10
Thymus, V. oz. pkg	25 25	Vini Alba	1 25 2 00	Hydrarg Ammoniat	1 20 1 20
Magnesia		Sponges		Hydrarg Unguentum	50 60
Calcined, Pat.	55 60	Florida sheeps' wool	2 50 2 75	Hydrargyrum	85 85
Carbonate, Pat.	18 20	Nassau sheeps' wool	2 50 2 75	Ichthyobolla, Am.	65 70
Carbonate, K. & M.	18 20	carriage.	2 50 2 75	Indigo	75 1 00
Carbonate, Jennings	18 20	carriage.	2 50 2 75	Iodine, Resubl.	3 40 3 60
Oleum		Velvet extra sheeps' wool	2 50 2 75	Iodoform	3 60 3 85
Absinthium	7 00 7 20	wool, carriage.	2 50 2 75	Lupulin	50 50
Amygdale, Dule	50 60	Extra yellow sheeps' wool	2 50 2 75	Lycopodium	65 70
Amygdale, Amara	8 00 8 25	wool, carriage.	2 50 2 75	Macle	65 75
Anisi	1 00 1 65	Grass sheeps' wool	2 50 2 75	Liquor Areen et Hy-	25 25
Aurant Cortex	2 10 2 20	carriage.	2 50 2 75	drang Iod.	25 25
Bergamill	2 60 2 75	Hard, for slate use	2 50 2 75	Liquor Potass Arsin	10 12
Caliput	75 80	Yellow Reef, for	2 50 2 75	Magnesia, Sulph.	20 3
Caryophyll	80 85	slate use.	2 50 2 75	Magnesia, Sulph, bbl	1 14 1 14
Cedar	80 85	Syrups		Manna, B. F.	50 60
Chenopadi	2 75 2 75	Acacia	50 50		
Cinnamoni	1 00 1 10	Aurant Cortex	50 50		
Olfonella	35 40	Zingiber	50 50		

# Holiday Goods

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

**Hazeltine & Perkins**  
**Drug Co.**

Grand Rapids, Mich.



## GROCERY PRICE CURRENT

These quotations are carefully corrected weekly, within six hours of mailing, and are intended to be correct at time of going to press. Prices, however, are liable to change at any time, and country merchants will have their orders filled at market prices at date of purchase.

## ADVANCED

Mackerel  
Sal Soda  
Evaporated Raspberries  
Breakfast Bacon

## DECLINED

Some Whole Spices  
C & B Pickles

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**1**

**AXLE GREASE**

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

**BAKING POWDER**

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

**JAXON**

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

**BATH BRICK**

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

**BLUING**

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

**BROOMS**

No. 1 Carpet..... 2 70  
No. 2 Carpet..... 2 25  
No. 3 Carpet..... 2 15  
No. 4 Carpet..... 1 75  
Parlor Gem..... 2 40  
Common Whisk..... 85  
Fancy Whisk..... 1 10  
Warehouse..... 3 60

**BRUSHES**

Milwaukee Dustless..... 1 00@23 00  
Russian Bristle..... 3 00@25 00  
Discount, 33 1/3 % in doz. lots.

**Scrub**

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

**Shoe**

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

**Stove**

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

**BUTTER COLOR**

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

**2**

**CANDLES**

Electric Light, 8s..... 12  
Electric Light, 16s..... 12 1/2  
Paraffine, 6s..... 10 1/4  
Paraffine, 12s..... 11  
Wickless..... 17

**CANNED GOODS**

**Apples**

3 lb. Standards..... 1 10  
Gallons, standards..... 3 35

**Blackberries**

Standards..... 80

**Beans**

Baked..... 1 00@1 80  
Red Kidney..... 75@ 85  
String..... 70  
Wax..... 75

**Blueberries**

Standard..... 90

**Brook Trout**

2 lb. cans, Spiced..... 1 90

**Clams**

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

**Clam Bouillon**

Burnham's, 1/4 pint..... 1 92  
Burnham's, pints..... 3 60  
Burnham's, quarts..... 7 20

**Cherries**

Red Standards.....  
White.....

**Corn**

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

**French Peas**

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

**Gooseberries**

Standard..... 90

**Hominy**

Standard..... 85

**Lobster**

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

**Mackerel**

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

**Mushrooms**

Hotels..... 18@20  
Buttons..... 22@25

**Oysters**

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

**Peaches**

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

**Pears**

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

**Peas**

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

**Plums**

Plums..... 85

**Pineapple**

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

**Pumpkin**

Fair..... 1 00  
Good..... 1 00  
Fancy..... 1 00

**Raspberries**

Standard..... 1 15

**Russian Caviar**

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

**Salmon**

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

**Shrimps**

Standard..... 1 40

**Sardines**

Domestic, 1/4s..... 3 1/2  
Domestic, 1/2s..... 5  
Domestic, 3/4s..... 6  
California, 1/4s..... 11@14  
California, 1/2s..... 17@24  
French, 1/4s..... 7@14  
French, 1/2s..... 18@28

**Strawberries**

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

**3**

**Succotash**

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

**Tomatoes**

Fair..... 1 10  
Good..... 1 20  
Fancy..... 1 30  
Gallons..... 3 00

**CARBON OILS**

**Barrels**

Eocene..... @11  
Perfection..... @10  
Diamond White..... @ 9  
D. S. Gasoline..... @12 1/4  
Deodorized Naphtha..... @10 1/4  
Cylinder..... 29 @34  
Engine..... 19 @22  
Black, winter..... 9 @10 1/4

**CATSUP**

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

**CHEESE**

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

**CHEWING GUM**

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

**CHICORY**

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

**CHOCOLATE**

Walter Baker & Co.'s

German Sweet..... 23  
Premium..... 31  
Breakfast Cocoa..... 46

**Runkel Bros.**

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

**CLOTHES LINES**

**Sisal**

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

**Jute**

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

**Cotton Victor**

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

**Cotton Windsor**

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

**Cotton Braided**

40 ft..... 55  
50 ft..... 60  
60 ft..... 70  
70 ft..... 80

**Galvanized Wire**

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

**COCOA**

Cleveland..... 41  
Colonial, 1/4s..... 35  
Colonial, 1/2s..... 38  
Epps..... 42  
Huyler..... 45  
Van Houten, 1/4s..... 12  
Van Houten, 1/2s..... 20  
Van Houten, 3/4s..... 40  
Webb..... 70  
Wilbur, 1/4s..... 41  
Wilbur, 1/2s..... 42

**COCOANUT**

Dunham's, 1/4s..... 26  
Dunham's, 1/2s and 3/4s..... 26 1/2  
Dunham's, 3/4s..... 27  
Dunham's, 1/2s..... 28  
Bulk..... 13

**COCOA SHELLS**

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

**COFFEE**

**Roasted**

F. M. C. brands..... 30 1/4  
Purity..... 28  
No 1 Hotel..... 28  
Monogram..... 26  
Special Hotel..... 23  
Parkerhouse..... 21  
Honolulu..... 17  
Fancy Maracabo..... 16  
Maracabo..... 13  
Porto Rican..... 15  
Marezo..... 11 1/4

**4**

**Dwinnell-Wright Co.'s Brands.**

**WHITE HOUSE**

**MOCHA AND JAVA**

White House, 1 lb. cans.....  
White House, 2 lb. cans.....  
Excelstor, M. & J. 1 lb. cans  
Excelstor, M. & J. 2 lb. cans  
Tip Top, M. & J. 1 lb. cans  
Royal Java and Mocha.....  
Java and Mocha Blend.....  
Boston Combination.....  
Ja-Vo Blend.....  
Ja-Mo-Ka Blend.....  
Distributed by Olney & Judson  
Gro. Co., Grand Rapids, C. El-  
lott & Co., Detroit, B. Desen-  
berg & Co., Kalamazoo, Symons  
Bros. & Co., Saginaw, Jackson  
Grocer Co., Jackson, Melsel &  
Goeschel, Bay City, Fielbach  
Co., Toledo.

Telfer Coffee Co. brands

No. 9..... 8 1/2  
No. 10..... 9 1/2  
No. 12..... 12  
No. 14..... 14  
No. 16..... 16  
No. 18..... 18  
No. 20..... 20  
No. 22..... 22  
No. 24..... 24  
No. 26..... 26  
No. 28..... 28  
Belle Isle..... 20  
Red Cross..... 24  
Colonial..... 26  
Juno..... 28  
Koran..... 14  
Delivered in 100 lb. lots.

**Rio**

Common..... 8  
Fair..... 9  
Choice..... 9  
Fancy..... 10

**Santos**

Common..... 8  
Fair..... 9  
Choice..... 9  
Fancy..... 10  
Peaberry..... 11

**Maracabo**

Fair..... 13  
Choice..... 16

**Mexican**

Choice..... 13  
Fancy..... 17

**Guatemala**

Choice..... 13

**Java**

African..... 12  
Fancy African..... 17  
O. G..... 25  
P. G..... 31

**Mocha**

Arabian..... 21

**Package**

New York Basis.

Arbuckle..... 10 1/4  
Dillworth..... 10 1/4  
Jersey..... 10 1/4  
Lion..... 10  
McLaughlin's XXXX sold to  
retailers only. Mail all orders  
direct to W. F. McLaughlin &  
Co., Chicago.

**Extract**

Valley City 1/4 gross..... 75  
Felix 1/4 gross..... 1 15  
Hummel's foil 1/4 gross..... 85  
Hummel's tin 1/4 gross..... 1 43

**CONDENSED MILK**

4 doz in case.

**Gall Borden Eagle**..... 6 40  
Crown..... 5 90  
Daisy..... 4 70  
Champion..... 4 25  
Magnolia..... 4 00  
Challenge..... 4 10  
Dime..... 3 35  
Peerless Evaporated Cream..... 6 10  
Milkmaid..... 3 85  
Tip Top..... 4 25  
Nestle..... 5 00  
Highland Cream..... 4 50  
St. Charles Cream.....

**CRACKERS**

National Biscuit Co.'s brands

**Butter**

Seymour..... 6 1/4  
New York..... 6 1/4  
Family..... 6 1/4  
Salted..... 6 1/4  
Wolverine..... 7

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**Soda**

Soda XXX..... 7  
Soda, City..... 8  
Long Island Waters..... 13  
Zephyrette..... 13

**Oyster**

Faust..... 7 1/4  
Farina..... 7  
Extra Farina..... 7 1/4  
Saltine Oyster..... 7

**Sweet Goods-Boxes**

Animals..... 10  
Assorted Cake..... 10  
Belle Rose..... 8  
Bent's Water..... 16  
Cinnamon Bar..... 9  
Coffee Cake, Iced..... 10  
Coffee Cake, Java..... 10  
Cocoanut Macaroons..... 18  
Cocoanut Taffy..... 10  
Cracknels..... 16  
Creams, Iced..... 8  
Cream Crisp..... 10 1/4  
Cubans..... 11 1/4  
Currant Fruit..... 12  
Frosted Honey..... 12  
Frosted Cream..... 9  
Ginger Gems, 1/2 doz sm'l..... 8  
Ginger Snaps, N. B. C..... 6 1/4  
Gladator..... 10 1/4  
Grandma Cakes..... 9  
Graham Crackers..... 12  
Graham Wafers..... 12  
Grand Rapids Tea..... 16  
Honey Rings..... 16  
Iced Honey Crumpets..... 10  
Imperial..... 8  
Jumbles, Honey..... 12  
Lady Fingers..... 12  
Lemon Snaps..... 12  
Lemon Wafers..... 16  
Marshmallow..... 16  
Marshmallow Creams..... 16  
Marshmallow Walnuts..... 16  
Mary Ann..... 8  
Mixed Picnic..... 11 1/4  
Milk Biscuit..... 7 1/4  
Molasses Cake..... 8  
Molasses Bar..... 9  
Moss Jelly Bar..... 12 1/4  
Newton..... 12  
Oatmeal Crackers..... 8  
Oatmeal Wafers..... 12  
Orange Crisp..... 9  
Orange Gem..... 9  
Penny Cake..... 8  
Pilot Bread, XXX..... 7 1/4  
Pretzels, hand made..... 8 1/4  
Pretzels, hand made..... 8 1/4  
Scotch Cookies..... 9  
Sears' Lunch..... 7 1/4  
Sugar Cake..... 8  
Sugar Cream XXX..... 8  
Sugar Squares..... 8  
Sultanas..... 13  
Tutti Frutti..... 16  
Vanilla Wafers..... 16  
Vienna Crisp..... 8

**E. J. Kruee & Co.'s baked good**

Standard Crackers.....  
Blue Ribbon Squares.....  
Write for complete price list  
with interesting discounts.

**CREAM TARTAR**

5 and 10 lb. wooden boxes..... 30  
Bulk in sacks..... 29

**DRIED FRUITS**

**Apples**

Sundried..... @6 1/4  
Evaporated, 50 lb. boxes..... @10 1/4

**California Prunes**

100-125 25 lb. boxes..... @ 4  
90-100 25 lb. boxes..... @ 4 1/4  
80-90 25 lb. boxes..... @ 5 1/4  
70-80 25 lb. boxes..... @ 5 1/4  
60-70 25 lb. boxes..... @ 6 1/4  
50-60 25 lb. boxes..... @ 7 1/4  
40-50 25 lb. boxes..... @ 8 1/4  
30-40 25 lb. boxes..... 9  
1/2 cent less in 50 lb. cases

**California Fruits**

Apricots..... @11 1/4  
Blackberries..... 8 1/4  
Nectarines..... 8 1/4  
Peaches..... @9 1/4  
Pears..... 9 1/4  
Pitted Cherries..... 9 1/4  
Prunelles.....  
Raspberries.....

**Citron**

Leghorn..... 11  
Corsican..... 12 1/4

**Currants**

California, 1 lb. package..... 7  
Imported, 1 lb package..... 7  
Imported, bulk..... 6 1/4

**Peel**

Citron American 19 lb. bx..... 13  
Lemon American 10 lb. bx..... 13  
Orange American 10 lb. bx..... 13

**Raisins**

London Layers 2 Crown..... 1 75  
London Layers 3 Crown..... 1 90  
Cluster 4 Crown..... 7  
Loose Muscatels 2 Crown..... 7  
Loose Muscatels 3 Crown..... 7 1/4  
Loose Muscatels 4 Crown..... 8 1/4  
L. M., Seeded, 1 lb..... 9 1/4@10  
L. M., Seeded, 1/2 lb..... 8  
Sultanas, bulk..... 11  
Sultanas, package..... 11 1/4

**FARINACEOUS GOODS**

**Beans**

Dried Lima..... 5 1/4  
Medium Hand Picked..... 1 80  
Brown Holland..... 2 25

**Farina**

24 1 lb. packages..... 1 13  
Bulk, per 100 lbs..... 2 60

**Hominy**

Flake, 50 lb. sack..... 90  
Pearl, 200 lb. bbl..... 5 00  
Pearl, 100 lb. sack..... 2 60  
Macaroni and Vermicelli  
Domestic, 10 lb. box..... 60  
Imported, 25 lb. box..... 60



6

Pearl Barley	
Common	3 00
Chester	2 75
Empire	5 55
Peas	
Green, Wisconsin, bu.	1 90
Green, Scotch, bu.	2 10
Split, lb.	4
Rolled Oats	
Rolled Avena, bbl.	6 30
Steel Cut, 100 lb. sacks	3 30
Monarch, bbl.	6 10
Monarch, 1/2 bbl.	3 20
Monarch, 90 lb. sacks	2 95
Quaker, cases	3 20

Walsh-DeRoo Co.'s Brand.



Cases, 24 2 lb. packages	2 00
Sago	
East India	3 30
German, sacks	3 30
German, broken package	4
Tapioca	
Flake, 110 lb. sacks	4 30
Pearl, 130 lb. sacks	3 30
Pearl, 24 1 lb. packages	6 30
Wheat	
Cracked, bulk	2 30
24 2 lb. packages	3 50

FISHING TACKLE	
1/2 to 1 inch	6
1 1/2 to 2 inches	7
1 1/2 to 2 inches	9
2 inches	11
3 inches	15
Cotton Lines	
No. 1, 10 feet	5
No. 2, 15 feet	7
No. 3, 15 feet	9
No. 4, 15 feet	10
No. 5, 15 feet	11
No. 6, 15 feet	12
No. 7, 15 feet	15
No. 8, 15 feet	18
No. 9, 15 feet	20
Linen Lines	
Small	20
Medium	26
Large	34

Poles	
Bamboo, 14 ft. per doz.	50
Bamboo, 16 ft. per doz.	55
Bamboo, 18 ft. per doz.	60

FLAVORING EXTRACTS	
FOOTE & JENKS' JAXON	
Highest Grade Extracts	
Vanilla	Lemon
1 oz full m. 1 20	1 oz full m. 80
2 oz full m. 2 10	2 oz full m. 1 25
No. 3 fan'y 3 15	No. 3 fan'y 1 75

COLEMAN'S	
HIGHEST GRADE EXTRACTS	
Vanilla	Lemon
2 oz panel. 1 20	2 oz panel. 75
3 oz taper. 2 00	4 oz taper. 1 50

JENNINGS' FLAVORING EXTRACTS	
D. C. Lemon	D. C. Vanilla
2 oz.	75
3 oz.	1 00
6 oz.	2 00
No. 4 T. 1 50	No. 3 T. 2 08
2 oz. Assorted Flavors 75c.	

Our Tropical	
2 oz. full measure, Lemon	75
4 oz. full measure, Lemon	1 50
2 oz. full measure, Vanilla	90
4 oz. full measure, Vanilla	1 80
Standard	
2 oz. Panel Vanilla Tonka	70
2 oz. Panel Lemon	60

FRESH MEATS	
Beef	
Carcass	5 1/2 @ 9
Forequarters	6 @ 8 1/2
Hindquarters	8 @ 10
Loins	9 @ 12 1/2
Ribs	8 @ 9
Rounds	5 @ 6
Chucks	5 @ 6
Plates	5 @ 6
Pork	
Dressed	13 @ 8 1/2
Loins	13 @ 13 1/2
Boston Butts	11 @ 11
Shoulders	10 @ 10 1/2
Leaf Lard	12 @ 12
Mutton	
Carcass	6 @ 8
Lams	8 @ 9 1/2
Carcass	7 @ 9 1/2

7

GELATINE	
Knox's Sparkling	1 20
Knox's Sparkling, pr gross	14 00
Knox's Acidulated, pr gross	14 00
Oxford	1 20
Plymouth Rock	1 20
Nelson's	1 50
Cox's, 2 qt size	1 61
Cox's, 1-qt size	1 10
GRAIN BAGS	
Amoskeag, 100 in bale	15 1/2
Amoskeag, less than bale	15 1/2
GRAINS AND FLOUR	
Wheat	
Wheat, Old	68
Wheat, New	66
Winter Wheat Flour	
Local Brands	
Patents	4 30
Second Patent	3 80
Straight	3 60
Second Straight	3 30
Clear	3 10
Graham	3 30
Buckwheat	4 50
Rye	3 00
Subject to usual cash discount	
Flour in bbls., 25c per bbl. additional	
Ball-Barnhart-Putman's Brand	
Diamond 1/2s	3 85
Diamond 1/4s	3 85
Diamond 1/8s	3 85
Worden Grocer Co.'s Brand	
Quaker 1/2s	3 90
Quaker 1/4s	3 90
Quaker 1/8s	3 90
Spring Wheat Flour	
Clark-Jewell-Well's Co.'s Brand	
Pillsbury's Best 1/2s	4 60
Pillsbury's Best 1/4s	4 50
Pillsbury's Best 1/8s	4 40
Pillsbury's Best 1/4s paper	4 40
Pillsbury's Best 1/8s paper	4 40
Ball-Barnhart-Putman's Brand	
Duluth Imperial 1/2s	4 40
Duluth Imperial 1/4s	4 30
Duluth Imperial 1/8s	4 20
Lemon & Wheeler Co.'s Brand	
Wingold 1/2s	4 45
Wingold 1/4s	4 35
Wingold 1/8s	4 25
Oleyn & Judson's Brand	
Ceresota 1/2s	4 60
Ceresota 1/4s	4 40
Ceresota 1/8s	4 30
Worden Grocer Co.'s Brand	
Laurel 1/2s	4 40
Laurel 1/4s	4 30
Laurel 1/8s	4 20
Laurel 1/2s and 1/4s paper	4 20

MEAL	
Bolton	3 00
Granulated	3 10
Feed and Millstuffs	
St. Car Feed, screened	28 00
No. 1 Corn and Oats	27 50
Unbolted Corn Meal	26 50
Winter Wheat Bran	19 00
Winter Wheat Middlings	24 00
Screenings	20 00
Oats	
Car lots	60
Car lots, clipped	62
Less than car lots	
Corn	
Corn, car lots	60
Hay	
No. 1 Timothy car lots	69 00
No. 1 Timothy ton lots	12 00
HERBS	
Sage	15
Hops	15
Laurel Leaves	15
Sassafras Leaves	25

INDIGO	
Madras, 5 lb. boxes	55
S. F., 2, 3 and 5 lb. boxes	50
JELLY	
5 lb. pails per doz.	1 85
15 lb. pails	40
30 lb. pails	80
LICORICE	
Pure	30
Calabria	23
Sticky	14
Root	10
LYE	
Condensed, 2 doz.	1 20
Condensed, 4 doz.	2 25
MEAT EXTRACTS	
Armour & Co.'s, 2 oz.	4 45
Leibig's, 2 oz.	2 75
MOLASSES	
New Orleans	
Fancy Open Kettle	40
Choice	35
Fair	25
Good	22
Half-barrels 2c extra	

MUSTARD	
Horse Radish, 1 doz.	1 75
Horse Radish, 2 doz.	3 50
Bayle's Celery, 1 doz.	1 75
OLIVES	
Bulk, 1 gal. kegs	1 35
Bulk, 3 gal. kegs	1 20
Bulk, 5 gal. kegs	1 15
Manzanilla, 7 oz.	80
Queen, pints	2 35
Queen, 19 oz.	4 50
Queen, 28 oz.	7 00
Stuffed, 5 oz.	90
Stuffed, 8 oz.	1 45
Stuffed, 10 oz.	2 30
PEPPERS	
Clay, No. 216	1 70
Clay, T. D., full count	65
Cob, No. 8	85

PICKLES	
Medium	
Barrels, 1,200 count	8 00
Half bbls, 600 count	4 50
Small	
Barrels, 2,400 count	9 50
Half bbls, 1,200 count	5 25
PLAYING CARDS	
No. 90, Steamboat	90
No. 15, Rival, assorted	1 20
No. 20, Rover, enameled	1 60
No. 572, Special	1 75
No. 98, Golf, satin finish	2 00
No. 885, Bicycle	2 00
No. 632, Tournament Whist	2 25

POTASH	
48 cans in case	
Babbitt's	4 00
Penna Salt Co.'s	3 00
PROVISIONS	
Barreled Pork	
Mess	218 25
Back	219 00
Clear back	220 50
Short cut	219 75
Pig	22 00
Bean	218 50
Family Mess Loin	21 00
Clear	219 50
Dry Salt Meats	
Bellies	12
S P Bellies	12 1/2
Extra shorts	12
Smoked Meats	
Hams, 12 lb. average	13 1/2
Hams, 14 lb. average	13 1/2
Hams, 16 lb. average	13 1/2
Hams, 20 lb. average	13 1/2
Ham dried beef	13 1/2
Shoulders (N.Y. cut)	10 1/2
Bacon, clear	13 1/2 @ 14 1/2
California hams	10 1/2
Bolled Hams	20
Picnic Bolled Hams	15 1/2
Berlin Ham pr's'd	9 1/2 @ 9 1/2
Mince Hams	9 1/2 @ 10
Lard	
Compound	8 1/2
Pure	11 1/2
60 lb. Tubs, advance	1 1/2
60 lb. Tubs, advance	1 1/2
50 lb. Tins, advance	1 1/2
20 lb. Pails, advance	1 1/2
10 lb. Pails, advance	1 1/2
5 lb. Pails, advance	1 1/2
Vegetable	8 1/2
Sausages	
Bologna	6
Liver	6 1/2
Frankfort	7 1/2
Pork	8 1/2 @ 9 1/2
Blood	6
Tongue	6
Headcheese	6 1/2
Beef	
Extra Mess	14 50
Boneless	14 50
Rump, New	14 00 @ 15 00
Pigs Feet	
1/2 bbls., 40 lbs.	1 80
1/4 bbls., 80 lbs.	3 40
1 bbls., 160 lbs.	8 00
Tripe	
Kits, 15 lbs.	87
1/2 bbls., 40 lbs.	1 50
1/4 bbls., 80 lbs.	3 00
Casings	
Pork	26
Beef rounds	15
Beef middles	12
Sheep	65
Uncolored Butterline	
Solid, dairy	213 1/2
Rolls, creamery	214
Solid, creamery	18 1/2
Canned Meats	
Corned beef, 2 lb.	2 50
Corned beef, 14 lb.	19 00
Roast beef, 2 lb.	2 50
Potted ham, 1/2s	50
Potted ham, 1/4s	50
Deviled ham, 1/2s	50
Potted tongue, 1/2s	50
Potted tongue, 1/4s	50
RICE	
Domestic	
Carolina head	7
Carolina No. 1	6 1/2
Carolina No. 2	6
Broken	3 1/2

SUTTON'S TABLE RICE	
Best	
40 to the bale, 2 1/2 pound pockets	7 1/2

PICKLES	
Medium	
Barrels, 1,200 count	8 00
Half bbls, 600 count	4 50
Small	
Barrels, 2,400 count	9 50
Half bbls, 1,200 count	5 25
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Mince Hams	9 1/2 @ 10
Lard	
Compound	8 1/2
Pure	11 1/2
60 lb. Tubs, advance	1 1/2
60 lb. Tubs, advance	1 1/2
50 lb. Tins, advance	1 1/2
20 lb. Pails, advance	1 1/2
10 lb. Pails, advance	1 1/2
5 lb. Pails, advance	1 1/2
Vegetable	8 1/2
Sausages	
Bologna	6
Liver	6 1/2
Frankfort	7 1/2
Pork	8 1/2 @ 9 1/2
Blood	6
Tongue	6
Headcheese	6 1/2
Beef	
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Potted ham, 1/2s	50
Potted ham, 1/4s	50
Deviled ham, 1/2s	50
Potted tongue, 1/2s	50
Potted tongue, 1/4s	50
RICE	
Domestic	
Carolina head	7
Carolina No. 1	6 1/2
Carolina No. 2	6
Broken	3 1/2

SUTTON'S TABLE RICE	
Best	
40 to the bale, 2 1/2 pound pockets	7 1/2

No. 1 Timothy ton lots.....	12 00
<b>HERBS</b>	
Sage.....	15
Hops.....	15
Laurel Leaves.....	15
Senna Leaves.....	25
<b>INDIGO</b>	
Madras 5 lb boxes.....	55



12	13	14	15
Lubetsky Bros. brands			
L. B. . . . .	Cork lined, 8 in. . . . .	Grocers. . . . .	STONEWARE
Daily Mail. . . . .	Cork lined, 9 in. . . . .	Competition. . . . .	Butters
Fine Cut	Cork lined, 10 in. . . . .	Special. . . . .	1/2 gal., per doz. . . . .
Cadillac. . . . .	Cedar, 8 in. . . . .	Conserv. . . . .	1 to 6 gal., per gal. . . . .
Sweet Loma. . . . .	Mop Sticks	Royal. . . . .	8 gal. each. . . . .
Hawatha, 5 lb. pails. . . . .	Trojan spring. . . . .	Ribbon. . . . .	10 gal. each. . . . .
Hawatha, 10 lb. pails. . . . .	Eclipse patent spring. . . . .	Broken. . . . .	12 gal. each. . . . .
Telegram. . . . .	No 1 common. . . . .	Cut Loaf. . . . .	15 gal. meat-tubs, each. . . . .
Pay Car. . . . .	No. 2 patent brush holder. . . . .	English Rock. . . . .	20 gal. meat-tubs, each. . . . .
Prarie Rose. . . . .	12 lb. cotton mop heads. . . . .	Kindergarten. . . . .	25 gal. meat-tubs, each. . . . .
Protection. . . . .	Ideal No. 7. . . . .	Bon Ton Cream. . . . .	30 gal. meat-tubs, each. . . . .
Sweet Burley. . . . .	Pails	French Cream. . . . .	Churns
Tiger. . . . .	2-hoop Standard. . . . .	Dandy Fan. . . . .	2 to 6 gal., per gal. . . . .
Plug	3-hoop Standard. . . . .	Hand Made Cream. . . . .	Churn Dashers, per doz. . . . .
Rad Cross. . . . .	2-wire, Cable. . . . .	Hand Made Cream. . . . .	Milkpans
Palo. . . . .	3-wire, Cable. . . . .	Crystal Cream mix. . . . .	1/2 gal. flat or rd. bot., per doz. . . . .
Kylo. . . . .	Cedar, all red, brass bound. . . . .	Fancy-In Pails	1 gal. flat or rd. bot., each. . . . .
Hawatha. . . . .	Paper, Eureka. . . . .	Champ. Crys. Gums. . . . .	Fine Glazed Milkpans
Battle Axe. . . . .	Fibre. . . . .	Pony Hearts. . . . .	1/2 gal. flat or rd. bot., per doz. . . . .
American Eagle. . . . .	Toothpicks	Fairy Cream Squares. . . . .	1 gal. flat or rd. bot., each. . . . .
Standard Navy. . . . .	Hardwood. . . . .	Fudge Squares. . . . .	Stewpans
Spear Head, 16 oz. . . . .	Softwood. . . . .	Peanut Squares. . . . .	1/2 gal. fireproof, ball, per doz. . . . .
Spear Head, 8 oz. . . . .	Banquet. . . . .	Sugared Peanuts. . . . .	1 gal. fireproof, ball, per doz. . . . .
Nobby Twist. . . . .	Ideal. . . . .	Salted Peanuts. . . . .	Jugs
Jolly Tar. . . . .	Traps	Starlight Kisses. . . . .	1/2 gal. per doz. . . . .
Old Honesty. . . . .	Mouse, wood, 2 holes. . . . .	San Blas Goodies. . . . .	1/2 gal. per doz. . . . .
Toddy. . . . .	Mouse, wood, 4 holes. . . . .	Lozenges, plain. . . . .	1 to 5 gal., per gal. . . . .
J. T. . . . .	Mouse, wood, 6 holes. . . . .	Lozenges, printed. . . . .	Sealing Wax
Piper Heldick. . . . .	Mouse, tin, 5 holes. . . . .	Choc. Drops. . . . .	5 lbs. in package, per lb. . . . .
Boot Jack. . . . .	Rat, wood. . . . .	Eclipse Chocolates. . . . .	LAMP BURNERS
Honey Dip Twist. . . . .	Rat, spring. . . . .	Victoria Chocolate. . . . .	No. 0 Sun. . . . .
Black Standard. . . . .	Tubs	Gum Drops. . . . .	No. 1 Sun. . . . .
Cadillac. . . . .	20-inch, Standard, No. 1. . . . .	Moss Drops. . . . .	No. 2 Sun. . . . .
Forge. . . . .	18-inch, Standard, No. 2. . . . .	Lemon Sours. . . . .	No. 3 Sun. . . . .
Nickel Twist. . . . .	16-inch, Standard, No. 3. . . . .	Imperial. . . . .	Nutmeg. . . . .
Smoking	20-inch, Cable, No. 1. . . . .	Ital. Cream Opera. . . . .	LAMP CHIMNEYS—Seconds
Sweet Core. . . . .	18-inch, Cable, No. 2. . . . .	Ital. Cream Bonbons. . . . .	No. 0 Sun. . . . .
Flat Car. . . . .	20-inch, Cable, No. 3. . . . .	20 lb. pails. . . . .	No. 1 Sun. . . . .
Great Navy. . . . .	No. 1 Fibre. . . . .	Molasses Chews, 15 lb. pails. . . . .	No. 2 Sun. . . . .
Warpath. . . . .	No. 2 Fibre. . . . .	Golden Waffles. . . . .	Anchor Carton Chimneys
Bamboo, 16 oz. . . . .	No. 3 Fibre. . . . .	Fancy-In 5 lb. Boxes	Each chimney in corrugated carton.
1 X 1, 5 lb. . . . .	Wash Boards	Lemon Sours. . . . .	No. 0 Crimp. . . . .
1 X 1, 16 oz. pails. . . . .	Bronze Globe. . . . .	Peppermint Drops. . . . .	No. 1 Crimp. . . . .
Honey Dew. . . . .	Dowry. . . . .	Chocolate Drops. . . . .	No. 2 Crimp. . . . .
Gold Block. . . . .	Double Acme. . . . .	H. M. Choc. Drops. . . . .	First Quality
Flagman. . . . .	Single Acme. . . . .	H. M. Choc. Lt. and	No. 0 Sun, crimp top, wrapped & lab. . . . .
Chips. . . . .	Double Peerless. . . . .	Dk. No. 12. . . . .	No. 1 Sun, crimp top, wrapped & lab. . . . .
Klin Dried. . . . .	Single Peerless. . . . .	Gum Drops. . . . .	No. 2 Sun, crimp top, wrapped & lab. . . . .
Duke's Mixture. . . . .	Northern Queen. . . . .	Licorice Drops. . . . .	XXX Flint
Duke's Cameo. . . . .	Double Duplex. . . . .	Lozenges, plain. . . . .	No. 1 Sun, crimp top, wrapped & lab. . . . .
Myrtle Navy. . . . .	Good Luck. . . . .	Lozenges, printed. . . . .	No. 2 Sun, crimp top, wrapped & lab. . . . .
Yum Yum, 1 1/2 oz. . . . .	Universal. . . . .	Imperial. . . . .	No. 1 Sun, hinge, wrapped & lab. . . . .
Yum Yum, 1 lb. pails. . . . .	Window Cleaners	Molasses Bar. . . . .	Pearl Top
Cream. . . . .	12 in. . . . .	Hand Made Creams. . . . .	No. 1 Sun, wrapped and labeled. . . . .
Corn Cake, 2 1/2 oz. . . . .	14 in. . . . .	Cream Buttons, Pep. . . . .	No. 2 Sun, wrapped and labeled. . . . .
Corn Cake, 1 lb. . . . .	16 in. . . . .	And Whit. . . . .	No. 2 Sun, "Small Bulb," for Globe
Plow Boy, 1 1/2 oz. . . . .	Wood Bowls	String Rock. . . . .	Lamps. . . . .
Plow Boy, 3 1/2 oz. . . . .	11 in. Butter. . . . .	Wintergreen Berries. . . . .	La Bastie
Peerless, 3 1/2 oz. . . . .	13 in. Butter. . . . .	Caramels	No. 1 Sun, plain bulb, per doz. . . . .
Peerless, 1 1/2 oz. . . . .	15 in. Butter. . . . .	Clipper, 20 lb. pails. . . . .	No. 2 Sun, plain bulb, per doz. . . . .
Air Brake. . . . .	17 in. Butter. . . . .	Perfection, 20 lb. pils	No. 1 Crimp, per doz. . . . .
Cant Hook. . . . .	19 in. Butter. . . . .	Amazon, Choc. Cov'd	No. 2 Crimp, per doz. . . . .
Country Club. . . . .	Assorted 13-17. . . . .	Korker 2 for 1c pr bx	No. 2 Sun, "Small Bulb," for Globe
Forex-XXX. . . . .	Assorted 15-17-19. . . . .	Big 3, 3 for 1c pr bx	Lamps. . . . .
Good Indian. . . . .	WRAPPING PAPER	Dukes, 2 for 1c pr bx	Electric
Self Binder. . . . .	Common Straw. . . . .	Favorite, 4 for 1c, bx	No. 2 Lime (70c doz) . . . . .
Silver Foam. . . . .	Fiber Manila, white. . . . .	AA Cream Car's 3lb	No. 2 Flint (80c doz) . . . . .
Twine	Fiber Manila, colored. . . . .	FRUITS	OIL CANS
Cotton, 3 ply. . . . .	No. 1 Manila. . . . .	Oranges	1 gal. tin cans with spout, per doz. . . . .
Cute, 2 ply. . . . .	Cream Manila. . . . .	Florida Russet. . . . .	1 gal. galv. iron with spout, per doz. . . . .
Hemp, 6 ply. . . . .	Butcher's Manila. . . . .	Florida Bright. . . . .	2 gal. galv. iron with spout, per doz. . . . .
Flax, medium. . . . .	Wax Butter, short count. . . . .	Fancy Navel. . . . .	3 gal. galv. iron with spout, per doz. . . . .
Wool, 1 lb. balls. . . . .	Wax Butter, full count. . . . .	Extra Choice. . . . .	5 gal. galv. iron with spout, per doz. . . . .
VINEGAR	Wax Butter, rolls. . . . .	Late Valencias. . . . .	3 gal. galv. iron with faucet, per doz. . . . .
Malt White Wine, 40 grain. . . . .	YEAST CAKE	Seedlings. . . . .	5 gal. galv. iron with faucet, per doz. . . . .
Malt White Wine, 80 grain. . . . .	Magic, 3 doz. . . . .	Medt. Sweets. . . . .	5 gal. Tilting cans. . . . .
Pure Cider, B. & B. brand. . . . .	Sunlight, 3 doz. . . . .	Jamalca. . . . .	5 gal. galv. iron Nacefas. . . . .
Pure Cider, Red Star. . . . .	Sunlight, 1 1/2 doz. . . . .	Rodi. . . . .	LANTERNS
Pure Cider, Robinson. . . . .	Yeast Cream, 3 doz. . . . .	Lemons	No. 0 Tubular, side lift. . . . .
Pure Cider, Silver. . . . .	Yeast Foam, 3 doz. . . . .	Verdell, ex fey 300. . . . .	No. 1 B Tubular. . . . .
WASHING POWDER	Yeast Foam, 1 1/2 doz. . . . .	Verdell, ex chco 300. . . . .	No. 15 Tubular, dash. . . . .
Diamond Flake. . . . .	FRESH FISH	Verdell, fey 300. . . . .	No. 1 Tubular, glass fountain. . . . .
Gold Brick. . . . .	White fish. . . . .	Verdell, ex chco 300. . . . .	No. 12 Tubular, side lamp. . . . .
Gold Dust, regular. . . . .	Trout. . . . .	Verdell, fey 300. . . . .	No. 3 Street lamp, each. . . . .
Gold Dust, 5c. . . . .	Black Bass. . . . .	Call Lemons, 300. . . . .	LANTERN GLOBES
Kirkoline, 24 1/2 lb. . . . .	Halibut. . . . .	Messinas 300s. . . . .	No. 0 Tub., cases 1 doz. each, box, 10c
Pearline. . . . .	Ciscoes or Herring. . . . .	Messinas 360s. . . . .	No. 0 Tub., cases 2 doz. each, box, 15c
Soapline. . . . .	Bluefish. . . . .	Bananas	No. 0 Tub., bbls 5 doz. each, per bbl. . . . .
Babbitt's 1776. . . . .	Live Lobster. . . . .	Large bunches. . . . .	No. 0 Tub., Bull's eye, cases 1 doz. each
Roseline. . . . .	Boiled Lobster. . . . .	Foreign Dried Fruits	BEST WHITE COTTON WICKS
Armour's. . . . .	Haddock. . . . .	California, Fancy. . . . .	No. 0, 3/8-inch wide, per gross or roll. . . . .
Nine O'clock. . . . .	No. 1 Pickrel. . . . .	Cal. pkg. 10 lb. boxes	No. 1, 1/2-inch wide, per gross or roll. . . . .
Wisdom. . . . .	Pike. . . . .	Extra Choice, Turk. . . . .	No. 2, 1 inch wide, per gross or roll. . . . .
Scourline. . . . .	Perch. . . . .	10 lb. boxes. . . . .	No. 3, 1 1/2 inch wide, per gross or roll. . . . .
Rub-No-More. . . . .	Smoked White. . . . .	Fancy, Turk., 12 lb. boxes. . . . .	Coupon Books
WICKING	Red Snapper. . . . .	Pulled, 6 lb. boxes. . . . .	Can be made to represent any denomination from \$10 down.
No. 0, per gross. . . . .	Col River Salmon. . . . .	Natural, in bags. . . . .	50 books. . . . .
No. 1, per gross. . . . .	Mackerel. . . . .	Dates	100 books. . . . .
No. 2, per gross. . . . .	HIDES AND PELTS	Fards in 10 lb. boxes	500 books. . . . .
No. 3, per gross. . . . .	Hides	Fards in 60 lb. cases. . . . .	1,000 books. . . . .
WOODENWARE	Green No. 1. . . . .	Hallow. . . . .	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.
Bushels. . . . .	Green No. 2. . . . .	Nuts	Coupon Pass Books
Bushels, wide band. . . . .	Cured No. 1. . . . .	Almonds, Tarragona	Can be made to represent any denomination from \$10 down.
Market. . . . .	Cured No. 2. . . . .	Almonds, Ivica. . . . .	50 books. . . . .
Splint, large. . . . .	Calfskins, green No. 1	Almonas, California, soft shelled. . . . .	100 books. . . . .
Splint, medium. . . . .	Calfskins, green No. 2	Brazils. . . . .	500 books. . . . .
Splint, small. . . . .	Calfskins, cured No. 1	Fibers. . . . .	1,000 books. . . . .
Willow Clothes, large. . . . .	Calfskins, cured No. 2	Walnuts, Grenobles. . . . .	Credit Checks
Willow Clothes, medium. . . . .	Old Wool. . . . .	Walnuts, soft shelled	500, any one denomination. . . . .
Willow Clothes, small. . . . .	Lamb. . . . .	California No. 1. . . . .	1,000, any one denomination. . . . .
Bradley Butter Boxes	Shearlings. . . . .	Table Nuts, fancy. . . . .	2,000, any one denomination. . . . .
2 lb. size, 24 in case. . . . .	Tallow	Pecans, Med. . . . .	Steel punch. . . . .
3 lb. size, 16 in case. . . . .	No. 1. . . . .	Pecans, Ex. Large. . . . .	
5 lb. size, 12 in case. . . . .	No. 2. . . . .	Pecans, Jumbos. . . . .	
10 lb. size, 6 in case. . . . .	Wool	Hickory Nuts per bu. . . . .	
Butter Plates	Washed, fine. . . . .	Ohio, new. . . . .	
No. 1 Oval, 250 in crate. . . . .	Washed, medium. . . . .	Cocoanuts, full sacks	
No. 2 Oval, 250 in crate. . . . .	Unwashed, fine. . . . .	Chestnuts, per bu. . . . .	
No. 3 Oval, 250 in crate. . . . .	Unwashed, medium. . . . .	Fancy, H. P. Suns. . . . .	
No. 5 Oval, 250 in crate. . . . .	CANDIES	Fancy, L. P. Suns. . . . .	
Churns	Stick Candy	Roasted	
Barrel, 5 gals., each. . . . .	Standard. . . . .	Choice, H. P. Jumbo	
Barrel, 10 gals., each. . . . .	Standard H. H. . . . .	Choice, H. P. Jumbo	
Barrel, 15 gals., each. . . . .	Standard Twist. . . . .	Roasted	
Clothes Pins	Cut Loaf. . . . .	Span. Shld No. 1 n'w	
Round head, 5 gross box. . . . .	Jumbo, 32 lb. . . . .		
Round head, cartons. . . . .	Extra H. H. . . . .		
Egg Crates	Boston Cream. . . . .		
Humpty Dumpty. . . . .	Beet Root. . . . .		
No. 1, complete. . . . .			
No. 2, complete. . . . .			

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

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Detroit, Mich.

NOT IN THE TRUST



CITY SCHOOLS.

How Some of the Existing Evils May Be Remedied.

So much has been said against the present system of administering the affairs of our city schools that, in justice to the members of the Board of Education, and especially to the patrons and taxpayers, the truth should be made public, the existing evils thoroughly and generally discussed and remedies devised and put into execution.

During the seven years that I taught in the high school I had an opportunity to learn some things about the workings of the present unsatisfactory system, and my conclusions are the result of that experience, but I shall indulge in no personalities.

In the first place, much of the deserved criticism is the result of the system itself. Any Board composed of twenty-six members is unwieldy, unsatisfactory and furnishes ample opportunities for corrupt practices because of the difficulty in fixing responsibility. There will naturally be a few leaders and the rest will become their lieutenants. A large proportion of people in general are honest from necessity rather than from a moral standpoint and when the shield of numbers protects them from exposure they often become the tools of the designing and unprincipled.

There are a few leaders, the rest are their lieutenants. This reduces the Board to a political body with a contest between opponents. The leader who has the greatest following largely shapes the policy of the Board and can carry through most of the plans he devises. These political tactics and the resort to political methods would be reduced to a minimum if the number of members were greatly reduced; and I believe that this will be the final solution of many of the difficulties.

Why do citizens desire to become members of the Board of Education? They receive no salary and must necessarily neglect their business at times, if they serve the people properly. I believe that the following motives impel them:

1. Some wish to become members from a philanthropic standpoint. They see many existing evils and wish to help remedy them. They have no "ax to grind," nothing to gain or lose, may be politic but will not be politicians, belong to no "ring," are bold, courageous, just, true to themselves, will not stultify their conscience and are a power both on the Board and in the city. I have known several members that belonged to this class, and I regret that there are not more. 2. Others would like to become members for the honor it brings them. To be a member of the Board of Education sounds well; and, indeed, it is an honor if the aspirant brings honor to it, but honor should be, first of all, in the individual, who should be a credit to the Board rather than be honored by it. 3. Some probably wish to gain publicity and feel that it will be a good advertisement for their business. This, too, is a personal, selfish motive and is excusable only when the would-be member possesses qualifications of the first class. 4. Others use their official position to intimidate, plainly intimating to the teachers and other employees that they expect them to patronize their places of business. This may seem untrue, but I know of at least one instance where this has been done. 5. Several become members of the Board of Edu-

cation because they have an "ax to grind." They have a son, daughter, or other relative or a friend for whom they wish to secure a position. Some one already in the employ of the Board they wish to have retained. They are interested in a school site. They wish to furnish the Board with lumber, workmen or supplies. They desire to appoint their children or other relatives or friends as takers of the school census. If you will read the lists of census takers for several years past, you will be surprised to see how many census takers belonged to the above class. Of course, they have the privilege of appointing them, but it would subject them to less criticism if this were not done. 6. Occasionally, it seems to me, some one aspires to become a member because he is moved by malice. Some teacher or employe has incurred his displeasure and he wishes to secure his or her removal. I hope and believe that

best adapted to the needs of the classroom to-day. Wonderful changes have been wrought in educational methods and no one excepting him who has made a special study of these things is well qualified to decide these matters. The teachers, the superintendent, those who feel and understand the educational pulse-beats of to-day, are the only ones well qualified to prescribe remedies. If you have a friend who is ill which kind of physician will you call to attend him? One who was one of the best fifteen, twenty or thirty years ago, but who has failed to keep pace with the wonderful advancement made in medical science, or one who is up-to-date and is generally believed to be an authority on matters pertaining to his profession?

The same thing is true regarding the Teachers Committee. Its members are not in touch with the teachers and oftentimes know nothing about them except by hearsay and reputation, and this in-

and all may be friends of the prospective voter. It is very difficult to conceal one's choice in the matter and I have known more than one to turn away in disgust without voting because of these conditions. This is especially true of teachers, very few of whom dare to vote. If it is best to have a special election for school trustees the Australian system ought, by all means, to be adopted.

I wish to state briefly my plans for improving existing conditions. Let entire control of school affairs be vested in: 1. A superintendent, who has absolute power in all educational matters. 2. A treasurer, chosen at the regular election for his recognized ability as a business man and financier, who has absolute control in all business matters. 3. A board, consisting of five, seven or nine members, chosen at the regular election and selected because of their general fitness regardless of their place of residence. Their duties shall be to elect a superintendent and sanction or disapprove his acts and those of the treasurer.

This plan places all power in two persons: an educational head, the superintendent, and a business head, the treasurer, both salaried officials. They could then be held accountable and it would be possible to fix responsibility, which at present is almost impossible. It abolishes ward representation, which is unnecessary when power is centralized and is the cause of much of the rivalry. It abolishes the special school election, which is a mere farce and affords an opportunity for employing political tactics.

All this can be accomplished only by legislative enactment and must, therefore, be delayed at least two years.

In the meantime all that we can do is to abide our time and select such people to represent us as will be an honor and a credit to the Board of Education.

Clifford D. Crittenden.

Experience is a teacher whose lessons should be learned once for all.



those belonging to this class are few, but most are probably aware that a certain amount of spite work has been done. These last five motives are characteristic of the weakness and perversion of human nature and the present system of election and representation affords an opportunity for designing individuals to accomplish their purposes, which are sometimes malicious and otherwise evil.

Regarding the qualifications of members, I have no hesitation in saying that some, at least, are very poorly prepared to perform the duties devolving upon them. I do not mean this as a slur upon the educational qualifications of any one, but, from the very nature of things, I believe this to be true. To illustrate, consider the duties of the Text Book Committee. It is preposterous to suppose that men and women who have been out of educational work for years are good judges of the kinds of books

formation is very unreliable. They meet to consider appointments for the ensuing year. The list of the current year is taken as a basis. As the names are read, one by one, if no objections are made the teachers are recommended. If any member objects to a certain teacher his name is checked and they pass on to the next. After the whole list has been gone over in this way, the teachers whose names are checked are considered and the objecting member in each case states his reasons for requesting that that teacher be dropped. Perhaps this is the best way to perform this task under existing conditions, but again I maintain that the members' inability to acquire full knowledge of the subject under consideration makes it impossible to act and decide intelligently.

The present system of electing members is pernicious and unsatisfactory. The rival candidates are at the polls

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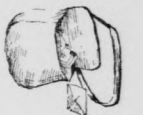
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**Old National Bank,**  
Grand Rapids, Mich.





### The Boys Behind the Counter.

Negaunee—Sol Berkson, head clerk at the Savings Bank store, has tendered his resignation and will quit the job in about two weeks. He has taken a position in Chicago at a larger salary than he has received here. Mr. Berkson formerly lived in Chicago and is one of the best dry goods men in this section.

Battle Creek—T. J. Kelleher has a new clerk in his dry goods store in the person of Thomas Prosser, who has clerked in the grocery store of H. E. Green, at Olivet, for the past fifteen years.

Ishpeming—Hugh Sparks has taken a position as clerk with J. J. Leffler, succeeding Charles Marceau, who resigned to go to Marquette.

Olivet—Reuben Spaulding, of Bellevue, succeeds Thos. Prosser as clerk in the grocery store of H. E. Green.

Fennville—Fredric Glass, Jr., prescription clerk for A. E. Andrews & Co., was recently married to Miss Fredrika Nelson, of Benton Harbor. The Tradesman extends congratulations.

Boyer Falls—Edward L. Sargeant will have charge of the new drug store soon to be opened here by L. A. Moon. Mr. Sargeant was employed twelve years by A. W. Huntley, the Saranac druggist.

Holland—Miss S. A. Martin has engaged Wm. D. Day, formerly of Belding, to take charge of her drug store. Mr. Day has been engaged in the drug and hotel business at Conway for several months.

### Muskegon Merchants to Picnic at Lake Michigan Park.

Muskegon, Aug. 4.—The Executive Committee of the merchants' picnic to be held in this city August 14 has decided upon Lake Michigan Park as the place for holding this year's picnic. The Interurban company made a more tempting offer to have the affair occur at Fruitport, but the Committee thought, it being a merchants' picnic, that it ought to be held in Muskegon.

H. A. Wolff made a liberal offer to have the picnic at Mona Lake, but last year's picnic was there and the Committee thought a change advisable.

The merchants will have a large number of features at their picnic this year. One thing that will be sure to please the crowd will be free coffee, free celery and free watermelons to accompany their lunches. There will be a carload of watermelons, celery by the case and coffee by the tub.

There will also be a number of neck-breaking performances to attract the crowd. There will not be merely one balloon ascension. Instead there will be four. Launches will be stationed in Lake Michigan to pick up the balloonists should they go into the water.

Another man who will risk his neck for the edification of the crowd will jump from a tower 120 feet high into a tank 10x14 feet in size. There will also be a high wire performance, slack wire walking, etc.

In the shape of music there will be a generous supply. At least two bands will be engaged. The picnic dinner and all the events will occur at Lake Michigan Park.

### The Boston Egg and Butter Market.

Boston, August 4.—Receipts of eggs have been quite large for the season of the year, but the consumptive demand has been good and has taken all the stock about as fast as it arrived. There is more difference in the price of eggs from different sections than before. Northern Indiana and Michigan stock assorted and candled, 19½@20c; stock from southerly sections, 15½@18c, as to quality.

Receipts of butter have been very large through the whole of July, an increase over last year equal to about two million pounds, and we think larger than was ever known before in this

market during the month of July. The heavy rains and good feed through the entire dairy section from Maine to the Rocky Mountains is probably the cause of this large increase over last year. The condition of things is very different from July, 1901, when there was a severe drought in most of the dairy sections, especially in the West. The very large increase in receipts has caused buyers to become cautious and they have stayed out of the market to a great extent, and prices have dropped nearly 2c per pound, 20½@21c being the outside for best Northern goods today. The low grades have suffered more than creamery butter. Dairy butter is worth 17@19c, as to quality, and packing stock of good quality is bringing 14@15c. Smith, McFarland Co.

Benton Harbor—The Wolverine Beet Sugar factory, which was erected here in 1899 at a cost of \$300,000, is no more. The entire machinery—over 100 carloads—has been shipped to Berlin, Ont., to be used in the construction of a plant there. The factory was opened here in November, 1899. For three seasons it was operated, each year the supply of beets lessening and the quality becoming poorer until finally it became apparent to all interested that the factory could not be run here at a profit, as surrounding lands are too valuable and are more remunerative set to fruit, so after remaining idle for some time the building was finally sold.

Detroit—The Detroit Chemical Works has filed a bill in chancery in which they allege that Edwin N. Lightner, Alfred S. Rosenfield and Albert C. Smith have been carrying on business under the name of the "Detroit Chemical Co." and the "Detroit Chemical Manufacturing Co." They aver that this alleged use of these titles has caused them trouble and they ask as injunction restraining the three defendants named from using the titles stated, or any other name containing the words "Detroit Chemical," as well as from receiving letters, packages, etc., addressed to complainants.

Detroit—The Wallace Manufacturing Co., with a capital of \$25,000, all paid in, has been incorporated by James C. Wallace, Dore E. Wallace, Clarence C. Lowrey, Benjamin F. Pashby and Arthur I. McInnes. The company will manufacture a new cooker, a patent thimble and other articles of iron and steel, and has temporarily established its works and office at 19 Jefferson avenue. The officers state that the manufacture of the cooker will commence at once.

Bay City—Following the announcement that the Havemeyer interests have obtained a controlling interest in the stock of the Michigan Sugar Co., the capital stock of the institution has been increased from \$200,000 to \$400,000. The resolution adopted by the directors providing for the increase of capital stock sets forth that the value of the company's property has increased from \$200,000 to \$400,000.

## 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.

ICE BUSINESS FOR SALE; EXCLUSIVE trade. John Jeffrey, Union City, Mich. 655

FOR SALE—CHEAP, ONE 20 H. P. GASOLINE engine, used only one year; good condition. Hemly & Kennicott, Newaygo, Mich. 654

FOR SALE—CLEAN HARDWARE STOCK inventorying about \$5,000, located in growing town in center of rich farming region. Sales fully half cash and increasing. Rent reasonable. Reason for selling, owners have arranged to engage in another business. Terms to suit purchaser. Address No. 651, care Michigan Tradesman. 651

FOR SALE—DRUG STORE IN NORTHERN Michigan town of 10,000; invoices about \$2,000; good location; cash sales \$5,000 per year. Address No. 653, care Michigan Tradesman. 653

FOR SALE—B-KERY, CONFECTIONERY and ice cream business with new brick building; good chance for right man; satisfactory reason for selling. Address Box 650, Howell, Mich. 652

FOR SALE—BRICK STORE BUILDING, 22 x 60 feet, with frame addition on back, 22 x 40 feet, two stories, with living rooms above. For particulars address J. L. Farnham, Mancelona, Mich. 640

1,700 DRUG STOCK AND FIXTURES; CAN be bought at great discount for cash. Address P. O. Box 222, Saginaw, Mich. 639

FOR SALE—COMPUTING SCALE, LARGE size, marble platform. W. F. Harris, So. Bend, Ind. 638

FOR SALE OR EXCHANGE FOR A FARM—A clean stock of hardware, tinshop and plumbing; the right place for a hustler; good reason for selling. Address No. 637, care Michigan Tradesman. 637

FOR SALE—A GOOD FIRST-CLASS 10 horse livery, only one in town of 800; good trade and everything in good order. Address Philip Taylor, Saranac, Mich. 636

FOR SALE—\$2,000 STOCK OF GENERAL merchandise with store building, dwelling and barn, situated in small town near railroad in the best farming community in central Michigan; staple goods; established trade; sales last year, \$9,98.66. Address No. 647, care Michigan Tradesman. 647

FOR SALE—GENERAL STORE AND stock; one of the best locations in city of Grand Rapids; near five large factories and on main street to the country; no competition; only for cash for both stock and building. Address No. 646, care Michigan Tradesman. 646

I CAN SELL YOUR PROPERTY OR BUSINESS, no matter what it is or where located. No deal too large or too small. If you want to buy I have what you want. Money sent to your own bank. Address with stamp, A. M. Barron, Desk "Q," South Bend, Ind. 645

FOR SALE—CLEAN GROCERY AND crockery stock and bakery plant in best location in rapidly growing city of 5,000 population; rent reasonable; trade mostly cash; reason for selling, ill health of manager; purchaser must have at least \$1,500 to pay half down. Address No. 644, care Michigan Tradesman. 644

FOR SALE—A ONE-HALF INTEREST in a well-established business in a city of 20,000 inhabitants, being one of the best manufacturing cities in Michigan. It is a money-making business and a fine chance for some young man who has push and energy to make some money. It will only require a small amount of capital. The only reason for selling the half interest is because there is more business than the present owner can attend to alone. The owner will furnish the best of references and will expect the purchaser to do the same. Address all communications to Derby, Choate & Woolfitt Co., Flint, Mich. 643

A SNAP—WANTED, TO SELL A HALF interest in quarter section of heavy timber and copper land; will guarantee copper. Draw 26, Brighton, Mich. 642

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

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

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 involve about \$600. Will take \$1,000 if sold soon. Address 633, care Michigan Tradesman. 623

FOR SALE—AN UP-TO-DATE DEPARTMENT store, consisting of dry goods, notions, millinery, shoes and groceries. Stock will inventory, 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

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

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

WANTED—WILL PAY CASH FOR STOCK of groceries involving \$1,200 to \$1,800; 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

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

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

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

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

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 general stock, including fine line of shoes and store fixtures. No cleaner stock or better trade in the State. Business been established 25 years. Reason for selling, other business. P. L. Perkins, Merrill, Mich. 473

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

FOR SALE—GOOD DRUG STOCK, INVOICED \$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 encumbrance, to exchange for drug, grocery or notion stock. Address No. 485, care Michigan Tradesman. 485

SAFES—NEW AND SECOND-HAND FIRE and burglar proof safes. Geo. M. Smith Wood & Brick Building Moving Co., 376 South Ionia St., Grand Rapids. 321

FOR SALE—COUNTRY STORE AND dwelling combined; general merchandise stock, barn, custom saw mill and feed mill, with good patronage; Citizens local and long distance telephones in store; bargain for cash. Reason for selling, must retire. For particulars call on or address Eli Kunnels, Cornish, Mich. 474

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

FOR SALE—MOSLER, BAHMANN & CO. fire proof safe. Outside measurement—36 inches high, 27 inches wide and 24 inches deep. Inside measurement—16½ inches high, 14 inches wide and 10 inches deep. Will sell for \$50 cash. Tradesman Company, Grand Rapids. 368

FOR SALE—CHEAP—SECONDHAND NO. 4 Bar-Lock typewriter, in good condition. Specimen of work done on machine on application. Tradesman Company, Grand Rapids. 465

FOR SALE—DRUG STOCK AND FIXTURES, 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 DRY GOODS saleslady; references required; state salary wanted. Address Kohlenstein Bros., Otsego, Mich. 650

WANTED—SALESMEN TO CARRY GOOD side line to grocery trade on liberal basis. Address Bohart & Company, River Park, Clinton, Iowa. 649

WANTED—REGISTERED PHARMACIST. Address No. 648, care Michigan Tradesman. 648

CLERK WANTED—ENERGETIC HUSTLER to work in general store; must be up in dry goods especially. J. A. Collins & Bro., Howard City, Mich. 641

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

WANTED, DEPARTMENT SALESMEN—active young men in our motion department for next season. Appointments 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—PURCHASER FOR MEAT market; only stand in town of 450. Address No. 515, care Michigan Tradesman. 515